Fall 2015
Full-Time MBA
Orientation
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ROOM LEGEND:

Great Room: Gallagher Hall Lobby
AGR: AGR Hall, Walter A. Buehler Alumni Center
DDPS: The Della Davidson Performance Studio, Nelson Hall
GH: Gallagher Hall
GH-1213: Ali Abbaszadeh Classroom, Gallagher Hall
**Orientation Schedule**

**Tuesday, September 1, 2015 – Business Casual Dress**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:30 to 1:00 p.m.</td>
<td>Campus Tours (Casual Dress OK)</td>
<td>Welcome Center Great Room</td>
</tr>
<tr>
<td>4:00 to 6:00 p.m.</td>
<td>Orientation Welcome &amp; Dean's Welcome Toast</td>
<td></td>
</tr>
</tbody>
</table>

**Wednesday, September 2, 2015 – Business Casual Dress**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>AGR</td>
</tr>
<tr>
<td>8:30 to 11:30 a.m.</td>
<td>Steve Dalton – The 2-Hour Job Search</td>
<td>AGR</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch &amp; Learn with Deloitte</td>
<td>AGR</td>
</tr>
<tr>
<td>1:00 to 4:00 p.m.</td>
<td>Doy Charsupharindr – Storytelling for Leadership</td>
<td>AGR</td>
</tr>
<tr>
<td>4:00 to 4:30 p.m.</td>
<td>Personal Journey Map</td>
<td>AGR</td>
</tr>
<tr>
<td>4:30 to 5:00 p.m.</td>
<td>Mars Case Release</td>
<td>AGR</td>
</tr>
<tr>
<td>5:00 to 7:00 p.m.</td>
<td>ASM Scavenger Hunt</td>
<td>Meet @ GH</td>
</tr>
</tbody>
</table>

**Thursday, September 3, 2015 – Business Casual Dress**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>AGR</td>
</tr>
<tr>
<td>8:30 to 9:00 a.m.</td>
<td>Career Development Overview</td>
<td>AGR</td>
</tr>
<tr>
<td>9:00 to 11:00 a.m.</td>
<td>Steve Lee – Grit &amp; the Path to Success</td>
<td>AGR</td>
</tr>
<tr>
<td>11:00 a.m. to Noon</td>
<td>Elevator Pitch Overview/Dress to Impress</td>
<td>AGR</td>
</tr>
<tr>
<td>Noon to 1:15 p.m.</td>
<td>Lunch &amp; Learn with PG&amp;E</td>
<td>AGR</td>
</tr>
<tr>
<td>1:30 to 3:00 p.m.</td>
<td>Joyful Simpson - Improvisation</td>
<td>DDPS</td>
</tr>
<tr>
<td>3:00 to 4:00 p.m.</td>
<td>Rock Your Brand</td>
<td>AGR</td>
</tr>
<tr>
<td>4:00 to 5:00 p.m.</td>
<td>Elevator Pitches</td>
<td>AGR</td>
</tr>
</tbody>
</table>
### Friday, September 4, 2015 – Professional Dress

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 a.m.</td>
<td>Coffee &amp; Tea Only</td>
</tr>
<tr>
<td>9:00 to 11:00 a.m.</td>
<td>Stations: Photos, Tailor, GTS Profile Great Room Set-up</td>
</tr>
<tr>
<td>11:00 to 11:30 a.m.</td>
<td>Speed Networking</td>
</tr>
<tr>
<td>11:30 to 1:00 p.m.</td>
<td>Etiquette Lunch/Workshop</td>
</tr>
</tbody>
</table>

### Monday, September 7, 2015

Labor Day Holiday: No Programming

**Suggested things to do today:**
- Research Autodesk & Mars & Blue Shield
- Sign Up for a National Career Fair
- Bike Around Davis

### Tuesday, September 8, 2015 – Business Casual Dress

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
</tr>
<tr>
<td>8:30 to 9:30 a.m.</td>
<td>Autodesk Case Release</td>
</tr>
<tr>
<td>9:30 to 11:30 a.m.</td>
<td>Ben Finkelor – Team Building</td>
</tr>
<tr>
<td>11:30 a.m. to Noon</td>
<td>Daily Elevator Pitches</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch &amp; Learn with Blue Shield</td>
</tr>
<tr>
<td>1:00 to 3:00 p.m.</td>
<td>Cleve Justis – Giving &amp; Receiving Feedback</td>
</tr>
<tr>
<td>3:00 to 5:00 p.m.</td>
<td>Mock Interviews/Case Prep</td>
</tr>
</tbody>
</table>

### Wednesday, September 9, 2015 - Business Casual Dress

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 10:00 a.m.</td>
<td>Mars Case Discussion &amp; Breakfast</td>
</tr>
<tr>
<td>10:00 to 11:00 a.m.</td>
<td>Daily Elevator Pitches</td>
</tr>
<tr>
<td>11:00 to 12:00 p.m.</td>
<td>Angela Stopper - PLP Introduction</td>
</tr>
<tr>
<td>12:00 to 1:15 p.m.</td>
<td>Lunch &amp; Learn with Alumni</td>
</tr>
<tr>
<td>1:30 to 4:30 p.m.</td>
<td>Rikin Vasani – Crack the Case</td>
</tr>
<tr>
<td>5:00 to 7:00 p.m.</td>
<td>ASM Potluck BBQ</td>
</tr>
</tbody>
</table>
### Thursday, September 10, 2015 – Business Casual Dress

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>Great Room</td>
</tr>
<tr>
<td>8:30 to 11:30 a.m.</td>
<td>Rikin Vasani – Crack the Case</td>
<td>GH-1213</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch</td>
<td>AGR</td>
</tr>
<tr>
<td>1:30 to 3:00 pm</td>
<td>Joyful Simpson - Improvisation</td>
<td>DDPS</td>
</tr>
<tr>
<td>3:00 to 5:00 p.m.</td>
<td>Mock Interviews/Case Prep</td>
<td>GH</td>
</tr>
</tbody>
</table>

### Friday, September 11, 2015 – Professional Dress

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>Great Room</td>
</tr>
<tr>
<td>9:00 a.m. to Noon</td>
<td>Autodesk Case Competition</td>
<td>GH-1213</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch with Autodesk</td>
<td>Great Room</td>
</tr>
<tr>
<td>1:00 to 3:00 p.m.</td>
<td>Autodesk Case Competition</td>
<td>GH-1213</td>
</tr>
</tbody>
</table>

### Monday, September 14, 2015

**Rosh Hashanah** | No Programming

**Suggested things to do today:**
- Research AT&T & Intel
- Sign Up for a National Career Fair
- Buy Your Textbooks
- Explore Davis

### Tuesday, September 15, 2015 – Professional Dress

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>Great Room</td>
</tr>
<tr>
<td>8:30 to 9:30 a.m.</td>
<td>AT&amp;T Case Study Release Call</td>
<td>GH-1213</td>
</tr>
<tr>
<td>9:30 to 11:00 a.m.</td>
<td>Erin Earle - The Power of LinkedIn</td>
<td>GH-1213</td>
</tr>
<tr>
<td>11:00 to Noon</td>
<td>Jesse Boulton - National Career Fair Overview</td>
<td>GH-1213</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch &amp; 2nd Year Panel</td>
<td>GH-1213</td>
</tr>
<tr>
<td>1:00 to 2:00 p.m.</td>
<td>Angela Stopper - PLP Prep for Ropes Course</td>
<td>GH-1213</td>
</tr>
<tr>
<td>2:00 to 5:00 p.m.</td>
<td>Mock Interviews/Case Prep</td>
<td>GH</td>
</tr>
<tr>
<td>5:00 to 7:00 p.m.</td>
<td>ASM Trivia Night @ Sophia’s</td>
<td>Meet @ GH</td>
</tr>
<tr>
<td>Wednesday, September 16, 2015 – Casual Dress</td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------------------------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7:30 a.m. to 5:00 p.m. ROPES Course – Sonoma (Check-in @ 7:15, bus leaves @ 7:30 sharp)</td>
<td>Sonoma</td>
<td></td>
</tr>
<tr>
<td>6:00 to 8:00 p.m. ASM Farmer’s Market Outing</td>
<td>Davis</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Central Park</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Thursday, September 17, 2015 – Business Casual Dress</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m. Continental Breakfast</td>
</tr>
<tr>
<td>8:30 to 9:00 a.m. Daily Elevator Pitches</td>
</tr>
<tr>
<td>9:00 to 10:00 a.m. Angela Stopper – PLP Tying Your Ropes Course</td>
</tr>
<tr>
<td>10:00 a.m. to Noon Cort Worthington – Negotiations</td>
</tr>
<tr>
<td>Noon to 1:00 p.m. Lunch &amp; Learn with Alumni</td>
</tr>
<tr>
<td>1:00 to 3:00 p.m. Joyful Simpson - Improvisation</td>
</tr>
<tr>
<td>3:00 to 5:00 p.m. Diversity &amp; Inclusion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Friday, September 18, 2015 – Professional Dress</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m. Continental Breakfast</td>
</tr>
<tr>
<td>8:30 to 9:00 a.m. Daily Elevator Pitches</td>
</tr>
<tr>
<td>9:00 a.m. to Noon AT&amp;T Case Competition</td>
</tr>
<tr>
<td>Noon to 1:00 p.m. Lunch – Farm to Fork Friday</td>
</tr>
<tr>
<td>1:00 to 3:00 p.m. AT&amp;T Case Competition</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Monday, September 21, 2015 – Business Casual Dress</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 a.m. Coffee &amp; Tea</td>
</tr>
<tr>
<td>9:00 to 10:30 a.m. Academic &amp; Curriculum Overview</td>
</tr>
<tr>
<td>10:30 to 12:30 p.m. Kim Elsbach - Ethics MBA Case Study</td>
</tr>
<tr>
<td>12:30 to 1:00 p.m. Meet the Core Faculty</td>
</tr>
<tr>
<td>1:00 to 2:30 p.m. Ethics Pledge &amp; Lunch</td>
</tr>
<tr>
<td>2:30 to 3:00 p.m. Orientation Wrap-up</td>
</tr>
<tr>
<td>3:00 to 5:00 p.m. Closing Networking Receptions</td>
</tr>
</tbody>
</table>
Schedule is subject to change.
There will be breaks throughout the day that are not listed on the schedule.
2015-16 Employer Engagement

GSM Events*
Friday, October 2   State Street & Wells Fargo Trek
Thursday, October 15  Microsoft Licensing Information Session
Monday, November 2  Intel Information Session
Monday, January 11  Keysight Information Session
Friday, February 26  Spring MBA Career Fair

*List subject to change and grow

Campus Career Fairs
Fall Internship, Career & Community Service Fair   Winter Internship & Career Fair
Wednesday, October 14  Wednesday, February 24
10 a.m. – 2 p.m.  10 a.m. – 2 p.m.

Engineering Internship & Career Fair   Spring Internship & Career Fair
Wednesday, January 13  Wednesday, April 20
10 a.m. – 2 p.m.  10 a.m. – 2 p.m.

All campus career fairs held at the ARC Pavilion
2015-16 Employer Engagement

National Career Fairs

National Black MBA
Orlando, FL
September 22-26

NSHMBA
Chicago, IL
October 8-10

Reaching Out LGBT
Chicago, IL
October 8-10

Military MBA Veterans
Nashville, TN
October 15-17

National Association of Women MBAs
Houston, TX
October 15-17

Asian MBA Leadership
New York, NY
October 16-17
Alumni Lunch & Learn Participants

September 9 Panel

Alex Nichols ’15
Intel, Senior Financial Analyst
https://www.linkedin.com/in/nicholsalexandra

Benigno Salazar ’99
Wells Fargo, Marketing Analytics Consultant
https://www.linkedin.com/pub/benignosalazar/a/9bb/374

Vickie Sherman ’13
Golden 1 Credit Union, Senior Manager

September 17 Panel

Anthony Nguyen
UC Davis Alum
Intel, Senior Finance Manager

Tracy Regis ’14
Intel, Senior Financial Analyst
https://www.linkedin.com/in/tracyhregis
GSM Career Development
Communication Program

Purpose: For you to hone your communication skills, build a stronger professional foundation, and enhance your readiness to achieve your next-step career goal.

Communication skills are the cornerstones of professional success. In a graduate program, you constantly practice these skills through presentations, papers, team work, and class participation. On the career side, these communication skills are focused through a slightly different lens: your ability to convey yourself to others in a clear and effective manner, and to interact with others in socially acceptable ways.

From a career perspective, the four main competencies are verbal communication, non-verbal communication, written communication, and emotional intelligence.

**Verbal communication** refers to the following: *Spoken Grammar, Vocabulary, Fluency/Articulation, Depth of Content, Listening Comprehension* (active, effective listening), and *Verbal interaction*.

**Non-verbal Communication** refers to the following: *Body Language* (posture, gestures, closeness, eye contact, and facial expression), *Personal Presentation* (appropriate dress for occasion, hairstyle, and hygiene norms), and *Spoken Style* (vocal pitch, vocal tone, vocal vitality, vocal variety, voice volume, speaking rate).

**Written Communication** refers to the following: *Grammar, Vocabulary, Sentence Structure*, and *Business Communications* (emails to recruiters, informational interview requests, social media, resumes, and cover letters).
Emotional intelligence refers to the following: Social Skill (managing relationships & building networks; ability to find common ground & build rapport), Self-Awareness (self-confidence, realistic self-assessment), Self-Regulation (trustworthiness & integrity; comfort with ambiguity & openness to change), Motivation (goal oriented, self-assertive, persistence, organizational commitment, creativity, passion), and Empathy (ability to understand the emotional makeup of other people & react accordingly; cross-cultural sensitivity).

Workshop & Webinar Offerings

- Elevator Pitch
- Self-Assessment
- Business Etiquette
- Networking Skills
- Improvisation Series
- EQ = Success
- Resume & Cover Letters
- Interviewing Techniques
- Mock Interviews
- Dress to Impress
- Strategic Communication Series
- Negotiating a Contract
- Utilizing Social Media
- Career Launch
- Language & Culture Series
- Peer Panels
- Alumni Panels
- Industry Information
- Employment/Internship Strategy
- Career Fair Strategy
- Career Strategy

In conjunction with the above four competencies, we also work with International students on the following additional language and cultural needs: Intonation, Pronunciation, Rhythm of Speech, Opportunities & Challenges in the American Employment Search, Culturally Relevant Topics of Conversation, and Basic Business/Office Culture (emails, phone calls, casual chats, open/closed doors).
**Elevator Pitch**

It’s the backbone of your intern or career search and summarizes who you are and your strengths/benefits.

It consists of:

- Who you are
- Your educational background
- Your professional background
- Your job objective
- Relevant accomplishments/benefits

You will use it:

- Cover letters
- Informational Interviews
- Phone calls/Networking
- Hiring Interviews

Keep in Mind:

- Your audience & what they are interested in
- Who your likely competitors are
- What you offer that the competition does not

Additional Pointers:

- Be relevant and at the proper level
- Tailor it to fit the situation (i.e. phone v. face to face)
- Keep it conversational, not “laundry list”
- PRACTICE! Show ENTHUSIASM!
- Evaluate the problem areas or red flags in your record
- Review your values and how they relate to the company/job
- Know your strengths/weaknesses.
GSM Clubs

Associated Students of Management (ASM)

The ASM provides the framework for incorporating student ideas into the MBA program, networking with alumni, engaging in philanthropic activities, and coordinating extracurricular and social events.

Big Bang! Business Plan Competition

Big Bang! is the annual UC Davis Business Plan Competition organized by MBA students of the Graduate School of Management. The goal of the contest is to promote entrepreneurship at UC Davis and the region supported by the University.

Entrepreneurship and Innovation Association (EIA)

The Entrepreneurship and Innovation Association (EIA) is a club tailored towards those interested in entrepreneurship and innovation. Our aim is to provide an environment for students to develop new business ideas and bring them to fruition.

GSM Finance Association

The Finance Association is dedicated to extending the GSM finance curriculum beyond the classroom. By partnering with faculty, student organizations, outside experts and institutions we are fortunate to have regular roundtables on current finance topics.

Marketing Club

Get involved with our club’s many activities targeted at enriching your knowledge, network of contacts, and experience at UC Davis. Our goal is to increase members’ knowledge of marketing and to provide additional career exposure for the marketing concentration.
MBA Challenge for Charity

We are a student run club that organizes volunteer and fundraising events for our community partners: The Special Olympics of Northern California, the Boys and Girls Club of Greater Sacramento and Team Davis.

Net Impact

Net Impact is committed to using the power of business to create a better world. NI offers programs to help its members broaden their business education, refine their leadership skills, and pursue their professional goals, while building their network.

Sports and Entertainment Association

The Sports and Entertainment Association (SEA) enhances the value of the student experience at the UC Davis Graduate School of Management (GSM) by creating a collaborative community that facilitates academic, social, and professional growth. The SEA provides a framework for students to gain insights and access to the sports and entertainment world of business.

Women In Leadership

The mission of Women in Leadership (WiL) is to serve the Graduate School of Management and the greater Davis and Northern California communities through professional and social activities dedicated to educating and empowering women leaders in all forms of organizations, and exploring the role of women in positions of leadership.
RESOURCES

GTS (Global Talent System)
http://gsm.ucdavis.edu/gts

GSM Career Development Resources
http://gsm.ucdavis.edu/career-development-full-time-mba-program

GSM Student Website
http://gsm.ucdavis.edu/full-time-mba-program

GSM Alumni Directory
https://alumni.gsm.ucdavis.edu/

InternBound
https://www.internbound.com/

InterviewStream
https://gsm-ucdavis.interviewstream.com

Online UC Davis Shield Library Business Research Guides:
  • http://www.lexisnexis.com/hottopics/Lnacademic/
  • http://guides.lib.ucdavis.edu/business-marketing-and-management

Pinterest – Professional Attire
http://www.pinterest.com/ucdavisgsm/

Twitter
http://twitter.com/UCDMBACareers
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UC DAVIS MAP
Gateway District