



UCDAVIS

GRADUATE SCHOOL of MANAGEMENT

PREPARING INNOVATIVE LEADERS FOR GLOBAL IMPACT

FALL 2016

MPAC

ORIENTATION

STUDENT AND ACADEMIC SERVICES

THE GSM STUDENT EXPERIENCE

Welcome to the Graduate School of Management's MPAc Orientation 2016.

Our goal is to prepare you academically, professionally and socially to have an exceptional student experience.

We view Orientation holistically. In addition to your professional development, programming focuses on the key themes of academics, leadership, team building and health.

Key Themes and Sessions

Academics

Business and Academic Ethics

Academics (Nut & Bolts, Registration, Excel, Core Faculty Introduction)

Leadership

Leadership Fellows Program
Giving & Receiving Feedback
Effective Negotiation

Team Building

GSM Ethics Pledge
Berkeley Interactive Theater:
Providing Experiential Engagement with Diversity
The Party

Finding Healthy Balance

Health & Wellness
ASM & Club Events

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ROOM LEGEND:

| | |
|---------|--|
| GH | Gallagher Hall |
| UCDCC | UC Davis Conference Center |
| AGR | The Alpha Gamma Rho Room, UC Davis Walter Buehler Alumni Center |
| DDPS | The Della Davidson Performance Studio, Nelson Hall |
| GH-1213 | Ali Abbaszadeh Classroom, Gallagher Hall |

ORIENTATION SCHEDULE – WEEK 1

Monday, August 29, 2016—Business Casual

| | | |
|-------------------|--|----------|
| 8:00 - 8:30 a.m. | Continental Breakfast | GH-Lobby |
| 8:30 - 10:00 a.m. | Get to know Your GSM Community, Gallagher Hall Tours | GH-Lobby |
| 10:00 a.m. – noon | Student Affairs Welcome, GSM Nuts & Bolts | UCDCC |
| noon - 1:30 p.m. | Welcome Lunch with Dean H. Rao Unnava | UCDCC |
| 1:30 - 4:30 p.m | WiFi Setup, Locker Distribution, Aggie Card & Campus Walk | GH-Lobby |

Tuesday, August 30, 2016—Business Casual

| | | |
|------------------|-----------------------------------|----------|
| 8:00 - 8:30 a.m. | Continental Breakfast | GH-Lobby |
| 8:30 - 9:30 a.m. | Career Development Overview | UCDCC |
| 9:30 a.m. - noon | Personal Journey & Elevator Pitch | UCDCC |
| noon - 1:00 p.m. | Lunch | GH-Lobby |
| 1:00 - 3:00 p.m. | Rockin' Your Resume | UCDCC |
| 3:00 - 5:00 p.m. | Health & Wellness | UCDCC |

Wednesday, August 31, 2016—Business Casual

| | | |
|-------------------|--|----------|
| 7:30 - 8:00 a.m. | Continental Breakfast | GH-Lobby |
| 8:30 - 11:30 a.m. | Joyful Simpson - Improvisation | DDPS |
| 11:45 - 1:15 p.m. | Lunch - Deloitte | UCDCC |
| 1:30 - 2:30 p.m. | MPAc Welcome | GH-1213 |
| 2:30 – 4:30 p.m. | Building Your Leadership Development Plan | GH-1213 |

Thursday, September 1, 2016—Business Casual

| | | |
|-------------------------|--|----------|
| 7:30 - 8:00 a.m. | Continental Breakfast | GH-Lobby |
| 8:00 - 9:00 a.m. | Dress for Success | UCDCC |
| 9:00 - 11:00 a.m. | Berkeley Interactive Theatre: Providing Experiential Engagement with Diversity | UCDCC |
| 11:00 a.m.-1:00 p.m. | Lunch/Personal Time | UCDCC |
| 1:00 - 2:00 p.m. | Graduate Financial Aid Overview | UCDCC |
| 3:00 - 5:00 p.m. | Steve Lee - GRIT: Fixed vs. Growth MindSet | UCDCC |

Friday, September 2, 2016—Professional

| | | |
|----------------------------|---|-----------|
| 8:30 - 9:00 a.m. | Continental Breakfast | GH-Lobby |
| 9:00 - 11:00 a.m. | Professional Etiquette & Professional Photos | UCDCC |
| | Speed Networking | GH-Variou |
| 11:00 a.m. - 12:30 p.m. | Dining Etiquette & Lunch Farm to Fork Friday | UCDCC |
| 2:00 - 5:00 p.m. | Associated Students of Management Social Event – Optional, Yet Encouraged | GH-Lobby |

ORIENTATION SCHEDULE – WEEK 2

Monday, September 5, 2016

Labor Day – No Programming

Tuesday, September 6, 2016—Business Casual

| | | |
|--------------------|---|-----|
| 10:00 - 12:00 a.m. | Surviving the Recruiting Cycle | AGR |
| noon – 1:00 p.m. | Lunch – RSM | AGR |
| 1:00 - 3:00 p.m. | Inger Maher - The Party | AGR |
| 4:00 - 5:00 p.m. | Steve Newberry – Business & Ethics: A Personal Story | AGR |
| 5:00 - 6:00 p.m. | Reception | AGR |

Wednesday, September 7, 2016—Business Casual

| | | |
|-------------------|---|----------|
| 7:30 - 8:00 a.m. | Continental Breakfast | GH-Lobby |
| 8:00 - 10:00 a.m. | Patrick Harbison – Personal Branding | UCDCC |
| 10:00 a.m. - noon | Joyful Simpson - Improvisation | UCDCC |
| noon - 1:00 p.m. | Lunch - PG&E | GH-Lobby |
| 1:00 - 3:00 p.m. | Professor Jim Olson – Effective Negotiations | UCDCC |
| 3:00 - 5:00 p.m. | MPAc Programming | TBD |

Thursday, September 8, 2016—Business Casual

| | | |
|--------------------|--------------------------------------|------------------|
| 7:30 - 8:00 a.m. | Continental Breakfast | GH-Lobby |
| 8:00 - 10:00 a.m. | GTS Overview & Registration | UCDCC |
| 10:00 - 11:00 a.m. | Leveraging LinkedIn | UCDCC |
| 11:00 a.m. – noon | MPAc Alumni Student Panel | UCDCC |
| noon - 1:00 p.m. | Lunch | GH-Lobby |
| 6:00 - 9:00 p.m. | BPM Student Night *RSVP Required* | San Francisco |

Friday, September 9, 2016—Professional

| | | |
|------------------|--|----------|
| 8:00 a.m. – noon | Making Davis Your Home – Taking Care of Personal Business | TBD |
| 1:00 - 4:00 p.m. | Net Impact Hosted Social Event – Optional, Yet Encouraged | GH-Lobby |

ORIENTATION SCHEDULE – WEEK 3

Monday, September 12, 2016—Business Casual

| | | |
|------------------|----------------------|------------|
| 9:00 - noon | Mock Interviews | GH |
| 1:30 - 3:30 p.m. | C4C Volunteer Outing | Sacramento |

Tuesday, September 13, 2016—Business Casual

| | | |
|------------------|---|----|
| 9:00 - noon | Mock Interviews GTS sign up required | GH |
| 9:00 – 5:00 p.m. | Career Launch Appointments GTS sign up required | GH |

Wednesday, September 14, 2016—Business Casual

| | | |
|------------------------|----------------|---------------|
| 10:15 a.m. - 5:00 p.m. | Job Trek - PwC | San Francisco |
|------------------------|----------------|---------------|

Thursday, September 15, 2016—Casual

| | | |
|-------------------|--|---------------|
| 8:00 - 9:00 a.m. | Continental Breakfast | GH-Lobby |
| 9:00 - 10:30 a.m. | PwC - Interviewing 101 | GH-1213 |
| 10:30 – noon | Standish Management – Beyond Public Accounting | GH-1213 |
| noon – 1:30 p.m. | Becker – CPA Review and Lunch | GH-1213 |
| 1:30 – 3:00 p.m. | Networking at Meet the Firms | GH 1213 |
| 3:00 – 7:00 p.m. | RSM Office Visit *RSVP Required* | San Francisco |

Friday, September 16, 2016—Business Casual

| | | |
|------------------|--|----------|
| 8:00 a.m. – noon | Meet the Firms Preparation Day – Firm Research | |
| 1:00 - 4:00 p.m. | Entrepreneurship & Innovation Association Hosted Social Event – Optional, Yet Encouraged | GH-Lobby |

ORIENTATION SCHEDULE – WEEK 4

Monday, September 19, 2016—Business Casual

| | | |
|----------------------|---|----------|
| 8:00 - 8:30 a.m. | Continental Breakfast | GH-Lobby |
| 8:30 - 11:30 a.m. | Professor Doy Charnsupharinder - Storytelling for Leadership | AGR |
| 11:30 a.m.-1:00 p.m. | ASM Club Luncheon | AGR |
| 1:00 - 2:30 p.m. | Meet the MPAC Faculty | AGR |
| 2:30 - 4:00 p.m. | K Coe Isom | GH-1213 |
| 4:00 - 6:00 p.m. | Closing Reception | GH-Lobby |
| 6:00 – 8:00 p.m. | Associated Students of Management BBQ | GH-Lobby |

Schedule is subject to change.

There will be breaks throughout the day
that are not listed on the schedule.

2016-17 EMPLOYER ENGAGEMENT

UC Davis Campus Career Fairs

Fall Internship & Career Fair

Wednesday, October 19

10 a.m. – 2 p.m.

Community Service & Non-Profit Fair

Tuesday, October 25

1:00 – 4:00 pm

Engineering Internship & Career Fair

Wednesday, January 25

10 a.m. – 2 p.m.

Winter Internship & Career Fair

Wednesday, March 1

10 a.m. – 2 p.m.

Spring Internship & Career Fair

Wednesday, April 12

10 a.m. – 2 p.m.

All campus career fairs held at the

ARC Pavilion or ARC Ballroom

Website: <http://icc.ucdavis.edu/>

PROGRAM PRESENTERS



Doy Charnsupharindr

Berkeley Executive Coaching Institute, CEO

www.linkedin.com/in/doy-charnsupharindr-8225694



Brian Cooper, CPA

Manager, RSM

Surviving the Recruiting Cycle



Steve Lee

STEM Disciplines at UC Davis, Graduate

Diversity Officer for the STEM Disciplines

www.linkedin.com/in/steve-lee-8579a15



Jim Olson

UC Davis College of Engineering, Business Specialist

www.linkedin.com/in/jim-olson-3b19793



Elizabeth Sabia

Campus Recruiting Manager, PwC

Interviewing 101



Joyful Simpson

Pro-Creative Arts, CEO & Founder
www.pro-creativearts.com



Jenae Klink, Becker

Account Manager, Becker Professional
Education
CPA Review

Thank you to our outstanding MPAC Alumni Panel for participating in this year's orientation:

Ryan De Vera, MPAC 16 | BDO

Theodore Reiterman, MPAC 16 | Deloitte

Veronica Bretzer, MPAC 15 | PwC

Hanson Chan, MPAC 13 | Walmart

Jeet Shah, MPAC 14 | Gallina

Brigid Drury, MPAC 15 | California State Auditor

Christine Hurd, MPAC 16 | Apercen

Andrea Vilas, MPAC 16 | KPMG

Kathleen Foster, MPAC 16 | MGO

Harpreet Bedwal, MPAC 16 | BDO

Megan Fracolli, MPAC 15 | K Coe + Isom

Terence Woody, MPAC 16 | KPMG

Jared Slesnick, MPAC 15 | BDO

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: CONVERSATION STARTER

It's the communication tool that summarizes you, your strengths and your unique memorable qualities.

It consists of:

- Who you are | Name | Where you are from
- Your educational background
- Your professional background
- Your job objective
- Relevant accomplishments/unique qualities

You will use it:

- Building rapport with everyone you meet
- 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 (e.g. phone v. face to face)
- Keep it conversational, not "laundry list"
- PRACTICE! Show ENTHUSIASM!
- Evaluate the "areas of opportunity" in your background
- Review your values and how they relate to the company/job
- Know your strengths/weaknesses

STUDENT GOVERNMENT & CLUBS



Associated Students of Management (ASM)

Robin Greenspan, President | rgreenspan@ucdavis.edu

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.



Entrepreneurship and Innovation Association (EIA)

Mike Mayall, President | mjmayall@ucdavis.edu

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.

Food & Wine Leadership Association

Albert Vontz, President | awvontz@ucdavis.edu

The Food & Wine Leadership Association seeks to enhance student academic, social and professional growth within all aspects of the food, agriculture and wine industries by facilitating networking opportunities, providing resources, coaching and connecting with industry professionals.

Graduate Accounting Club

Ryan De Vera, President | radevera@ucdavis.edu

The Graduate Accounting Club (GAC) enhances the value of the student experience by creating a collaborative community that facilitates academic, ethical, social, and professional growth. The GAC provides a framework for incorporating student ideas into the GSM, networking with alumni, engaging in philanthropic activities, and coordinating extracurricular events.

GSM Finance Association



Peter Calvin, President | pcalvin@ucdavis.edu

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 Association



Matt Adair, President | mgadair@ucdavis.edu

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 4 Charity



Justin Chen, President | wjch@ucdavis.edu

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, the SPCA and Habitat for Humanity.

Net Impact



Rob Bohn, President | rwbohn@ucdavis.edu

Net Impact is an MBA student club of dedicated student leaders working to create environmental and social change on our campus, in our community and on our planet. We are excited to be the largest, most active student club at the Graduate School of Management.

Women in Leadership



Betty Yao, President | pyyao@ucdavis.edu

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

Alumni Directory

- alumni.gsm.ucdavis.edu

Canvas

- canvas.ucdavis.edu

Career Development Resources

- gsm.ucdavis.edu/career-development
- Clubs and Activities
gsm.ucdavis.edu/clubs

Current Student Resources and Program Information

- gsm.ucdavis.edu/mpac-0

GTS (Global Talent System)

- gsm.ucdavis.edu/gts

GSM Student Directory

- webapps.gsm.ucdavis.edu/StudentDirectory/home

InterviewStream

- gsm-ucdavis.interviewstream.com

UC Davis Graduate School of Management LinkedIn Group

- www.linkedin.com/groups/2282

MyBill

- mybill.ucdavis.edu

Online Business Research Guides at UC Davis Shields Library

- www.lexisnexis.com/hottopics/lnacademic
- guides.lib.ucdavis.edu/business-marketing-and-management

Pinterest – Professional Attire

- www.pinterest.com/ucdavisgsm

Registration and Processing System (RaPS)

- webapps.gsm.ucdavis.edu/Raps/courseScheduling

Room Reservation System (EMS)

- ems.gsm.ucdavis.edu/virtualems

Twitter

- twitter.com/UCDMBACareers
- twitter.com/ucdavismba

#ucdavismba

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UC DAVIS MAP



SMOKE AND TOBACCO FREE
UC DAVIS
breathefree.ucdavis.edu

NOTES: