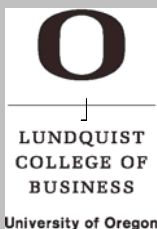


**Lundquist College of Business**

**The Highlighter by Career Services**

**Inside this Issue:  
Fall's Activities**

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**Stepping Into the Path of "Luck" - Taking Charge of Your Career**

Some people are lucky. Others work hard to make things happen. I believe that working hard makes you luckier.

In the case of finding your "ideal" job or internship, make sure others see your hard work and effort to increase the likelihood that their "eyes and ears" can help you identify opportunities that match your interest.

Consider the opportunities you may have to make valuable connections over winter break. Many students spend their holiday break in the location where they hope to work in the upcoming summer or after graduation.

Even if you don't see job announcements with employers of interest, take the initiative to contact them to request an informational interview. In brief, an informational interview allows students to ask questions of professionals to gain

insight and advice. One main benefit is that students have the opportunity to learn about employers' expectations for top candidates; another is that students will make themselves known to these targeted employers.

Once an employer meets a student and learns about their background, strengths and personality, that employer is more likely to remember that student when they need to hire or when they hear a colleague is hiring. Students in this case no longer need their resume to stand out among a pile.

If you have the opportunity to make a connection with a company of interest, even before you learn about a job of interest, take the extra step and see how quickly professionals start coming to you when they need to hire student talent!

Best wishes,  
*James Chang, Director*

**LCB Students Explore Companies and Careers**

Each term, Career Services works hard to take students out of the LCB building and give them the chance to explore local and regional careers. This term, the MBAs took a trip to Pacific Crest Securities, an investment bank, and undergraduates had the chance to meet with GarageGames, a video game firm that builds software tools for game developers. Turn to Page 2 to find out more on how you can learn about exciting careers!



**CEO Scott Sanbo talks about his experiences at Pacific Crest Securities.**

## Investing in Our Future: Pacific Crest Securities Business Trip

One of the west coast's leading investment banks, Pacific Crest Securities, hosted Lundquist College of Business MBA students recently in a session that included presentations from company executives representing each of the firm's functional areas as well as a round-table discussion with CEO Scott Sanbo.

Organized by LCB Career Services and open to all first-year and second-year MBA students, the trip was both a unique experiential learning opportunity and a valuable chance for future job-seekers to make a connection with



**MBA's visit Pacific Crest Securities in Portland and learn the latest on investment banking.**

one of the most prestigious firms in the Portland area.

The two hour visit to Pacific Crest's forty-first floor headquarters atop Portland's tallest office building featured candid behind-the-scenes discussions from Dave Rubin (MBA '02) and Steve Weinstein (MBA '95). These sessions were eye-opening for the students in attendance and shed a lot of light on the inner workings of the investment sector.

A highlight of the visit was the chance to hear from the firm's Chief Executive, Scott Sanbo, who delivered the kind of top-line insights about the realities of doing business today that are applicable to all industries. For example, in terms of competing in many industries, Mr. Sanbo made it clear that success is often a result of being known for something. By establishing a reputation for expertise in the technology sector, he explained, Pacific Crest has been able to withstand competition from much bigger banks because they became known as the technology experts.

At the end of the session, the students were allowed to enter the trading floor to observe the last few minutes of action before the markets closed. Being part of the exciting environment on the floor and seeing trades being made was the perfect end to a memorable session.

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## Build Your Own Video Games: GarageGames Business Trip

Undergraduate business students had the chance to check out the video game industry on November 10, when GarageGames hosted an LCB business trip. GarageGames is an entrepreneurial company founded by a band of former big company game programmers. The company produces a variety of software tools to help individual game developers make their own games as well as create its own commercial games such as Marble Blast Ultra.

President Mark Frohnmayer showed students around the warehouse that serves as the Garage. Third Party Development Manager Tim Aste and Director of Marketing Eric Fritz answered student questions on what it's like to start a business from scratch and work under crunch time schedules. The students also got a sneak peak at one of GarageGames's newest products, Torque X, which will allow developers to make video games on the Xbox 360 console.

GarageGames has an intensive internship program. Cur-

rent CEO Josh Williams started out as a intern himself. Anyone interested in interning with GarageGames should check out its website or talk to Career Services for more information.



**GarageGames President Mark Frohnmayer talks to LCB undergraduates about being in the video game biz.**

# I Know What They Did Last Summer: Student Internships

Students from the Lundquist College of Business gain experience in many fields and companies over the summer. Here is just a snapshot of what two of your fellow classmates did when they weren't enjoying the sun:



**Cameron Javdani**  
**Sports Marketing**  
**Cingular**



**Nicole Sutton**  
**Finance**  
**HSBC**

Cameron worked as a Marketing Coordinator Intern for Cingular Wireless. His primary duties were to activate collegiate sponsorships for the Universities of Oregon, Washington, and Gonzaga via media, in-stadium, in-store, revenue drivers, and direct marketing. The most time intensive task was producing print publications, while the most rewarding were in-stadium promotion and executing revenue drivers through a text messaging program. The highlights and benefits of his internship included watching football games in the ESPN and ISP hospitality suites, kicking field goals at Husky Stadium, and a behind the scenes tour of the McCarthey Center at Gonzaga.

Cameron began his internship search early in the school year. He applied for numerous positions and had gone through several rounds of interviews for each. This opportunity from Cingular was forwarded to the Warsaw Center in late April.

Cameron received his undergraduate degree from the University of Oregon Political Science department. Coming to the Oregon MBA via the Warsaw Center, Cameron's primary career goal was to quit selling insurance and do something he was truly passionate about. For anyone interested in sports sponsorship, Cameron's experience with Cingular was a great opportunity because he was able to gain experience in every aspect of activating sponsorships.

Nicole worked as a Finance Intern at HSBC. The majority of her intern projects included analyzing the financial performance and risk on past credit card products, such as fixed lines, lower APRs, and no annual fee products. She also assessed the profitability, advertising, market channels, and risk of secured cards in the sub-prime market. After assessing the market, she used her research to make educational tools for the credit services team and recommended credit card products and services to her division.

Nicole learned about this position through James Chang in the LCB Career Services. She says James "helped by providing information on the background of the company, the position, and the contact person."

Nicole is currently a fifth year senior studying Finance and International Studies, with a minor in Chinese. She is involved in many activities, including being the President of Alpha Kappa Psi (AKPsi), an Analyst of the University of Oregon Investment Group (UOIG), and the Co-founder of the University of Oregon Real Estate Organization (UO REO). She will pursue a career in investment banking after graduation.

Need help finding the internship of your dreams? Come into Lillis 240 to explore your summer options!

## Hear What Students Say about Career Service Business Trips:

"I was happy to see Pacific Crest on the radar early in the year - I had targeted them during the summer as a place for a potential internship in '07."  
- Jeremy W. Hull, JD/MBA '08

"It's good to interview a business that isn't just a huge corporation. I am hoping to possibly land an internship [with GarageGames] that will translate into a job."  
- Derek Bronson, Undergraduate

## MBA Alumni Shed Light on Journey for Incoming Students

Nine OMBA alumni, from 1994 through 2006, returned to campus to share their experiences within the MBA program and since graduating from the Lundquist College of Business.

Although first-year MBA students were only in the 4th week of Fall term classes, the alumni's comments assured them that their education had real-world value and application. "I regularly use the skills and knowledge I gained from the MBA program on a nearly daily basis," said Kevin Faul, Category Business Manager with Yakima. He added, "Don't just take classes in areas you're strong and confident in. Use your time in the MBA program to develop those areas you're weaker in and unsure of."

In addition, the alumni reinforced the importance of networking for career and internship search success. Alix Gierke with Intel Human Resources shared how she proactively sought out HR professionals for insight and experiential opportunities after being encouraged to do so from an Oregon alumna she met at a similar alumni panel event when she was a first-year student in the program. "I got so much out of attending company site visits and speakers panels," she said. "That also motivated me to seek out professionals in my field of interest to gain even more advice and direction," she added.



**Eric Brunsvold of Tec Labs (left) talks to Emily McGrath and Natasha MacDonald over lunch.**

Lastly, the alumni offered their moral support while they acknowledge the demanding nature of the MBA curriculum. Anne Marie Levis, President of Funk, Levis and Associates, shared how she herself struggled with the academics during her first term in the program, "but you learn to survive, and you learn to achieve in areas you never thought you could with hard work, good time management and the support of loved ones and classmates."

### Participating Companies

Columbia Community Bank  
Funk/Levis & Associates  
Hewlett-Packard  
Intel Corporation  
SeQuential Biofuels  
Tec Labs  
Yakima

## Amazon Shares a Meal and Insights with LCB Students

On October 27, 2006, LCB students had a chance to sit down with MBA alumni TE Mullane, Senior Manager at Amazon.com in the Worldwide Digital Operations Division. Part of Mullane's job is to oversee the distribution of digital books through Amazon. Mullane answered a variety of questions about Amazon's future business strategies. Many international students asked how worldwide infrastructure affects Amazon's business model from country to country. Mullane also discussed why Amazon is entering the grocery and automotive markets, saying Amazon is less of a "retailer" than a platform provider. His lunch gave LCB students insights into how e-businesses are changing. He followed up his day on campus by giving a presentation about Amazon's current operational practices, which was attended by all LCB students.



**TE Mullane of Amazon.com (Center, Back) with his Fellow Brown Bag Lunchers**

# Beyond Senior Year: Life After LCB Panel

Have you ever wondered what your life will look like after you graduate from LCB? No more heavy backpacks, thick textbooks, or brain-bending tests. That also means no sleeping in, skipping classes, or late night partying on the weekdays.

We knew this question was burning on your mind so we decided to invite a panel of recent LCB grads back to campus to talk about it. The event, appropriately titled “Life After LCB” was held on October 18<sup>th</sup>. It was moderated by Anne Forrestel and Bill Sherman and included a dynamic group of alumni who, since graduating 1-5 years ago, have made quite a splash professionally:

- **Ashley O’Hollaren**, Account Sales Manager for the Portland Trail Blazers
- **Justin Buell**, Vice President of Business Development for Maxim Capital Management
- **Darci Buschelman**, Product Development Strategist with PacificSource Health Plans
- **Claudia Ciobanu**, Auditor with the Secretary of State (Oregon) Auditor

Each panelist talked about how they prepared to make the leap from school to the world of work. How can you make the most of college and jump start your career? Following are some of the insights they shared:

**Q. What parts of your UO education and experience have been most valuable to you?**

A. “Presentation skills, working in teams, Marketing classes, text books and syllabi (hold on to them—you’ll need them later on for sure!).”

**Q. What do you like most about your jobs?**

A. **Justin:** “Building a business—being profitable and helping someone at the same time.”



Bill Sherman and Anne Forrestel talk to the Life After LCB Alumni Panel

**Claudia:** “Serving the tax payers—I feel good about it.”

**Darcy:** “Jeans day! That and the open door policy our executives have. I can walk right in and tell them, ‘I’m ready to grow with a new challenge.’”

**Ashley:** “Sitting 5 rolls behind the Trail Blazers’ bench—I get to work all the games. I love the organization.”

**Q. How do you make your resume stand out?**

A. First impressions count! Make sure your formatting is neat and aligned properly. Make your bulleted statements meaningful and tangible—quantify your accomplishments, when possible, using numbers and percentages. Don’t use a generic resume—cater to the qualifications of the job. Pay attention to what the company is really looking for.

Want to get prepared for your life after LCB? Come into Lundquist Career Services and set an appointment to talk to a career advisor about internships, the job search, resumes, cover letters, interviews, and much more.



## Top 10 Embarrassing Jobs

10. 3<sup>rd</sup> string Quarterback for the Washington Huskies
9. Pillsbury doughboy stomach poker
8. You know the guy who collects all the change from pool tables at Taylor’s - his assistant
7. Spam e-mail entrepreneur
6. K-Fed’s dialogue coach
5. Pepto Bismal testing guinea pig
4. Any job where you’re required to yell the word “Toyotathon!”
3. Burrito Boy boy
2. Dairy Queen’s Senior Vice President in charge of “Scrumpdillyiciousness”
1. The U.S. ambassador to David Hasselhoff

Avoid embarrassment.  
Start your career exploration today!

# Find Jobs and Internships Using UO-Joblink

Looking for that experience to make your resume shine? Look no further than UO-Joblink. Hundreds of recruiters from around the country come to campus every year to interview students for full-time and internship positions. UO-Joblink allows you to connect with them plus find many other exciting part-time, full-time, and internship positions. Here's how to use it to your benefit:

## Getting Started

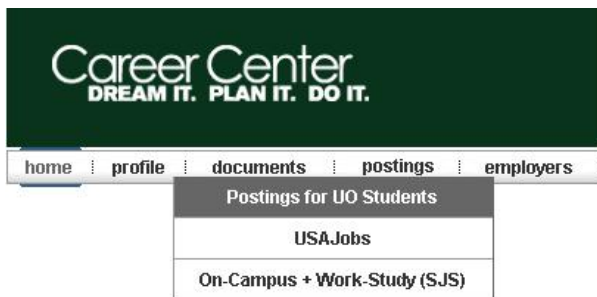
Go to [uocareer.uoregon.edu](http://uocareer.uoregon.edu) and find the login screen in the lower left corner:



If it's your first time on UO-Joblink, activate your account by typing in your e-mail address and clicking the "activate" button. You will be sent an e-mail with a password for signing in.

## Finding Jobs and Internships

Once you've logged in, click on "Postings" and then "Postings for UO Students" at the top of the screen:



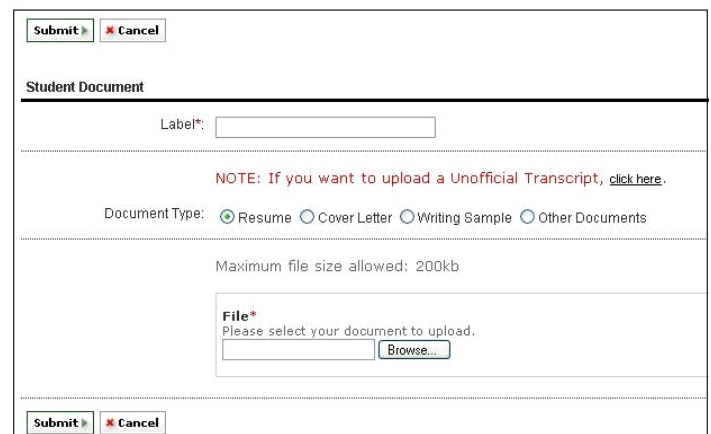
To search for jobs and internships you are interested in, use the search box:



## Submitting a Resume for a Campus Interview

Most campus interviews require that you submit a resume through UO-Joblink. **CRITICAL:** All resumes submitted to UO-JobLink must be approved by a Career Center counselor **before** they can be used in the system. These resumes should be submitted at least a week in advance to ensure they are uploaded in time for an interview. Once approved, **DO NOT DELETE THAT RESUME**; simply add additional resumes to your account.

To post your resume on UO-Joblink, click on the "Documents" button. At the bottom of the Documents page, click the "Add New" Button. You will be taken to the New Document page, where you can submit your resume at the bottom of the screen:



To submit a resume, fill in the following blanks:

- **Label:** Write a title for your resume, such as *Meg Thompson Accounting Resume - CIP*
- **Document Type:** Select "Resume"
- **File:** Browse for your resume on your computer to upload it

When you are finished, click "Submit," and it will be sent to a Career Counselor for review. Once uploaded, employers can view your resume (if you set your Profile-Privacy settings to allow your resume to be searchable by employers) or you can send it to them.

Good luck with the job and internship search. If you have more questions, stop by [\*Career Services in Lillis 240.\*](#)

# Meet the Student Workers in the Career Services Office

Here at Career Services, we are fortunate enough to have many excellent student workers man the trenches. Here's a look at who you might see in the "Fish Bowl:"

*Sonia Aouriri* is a business administration major. She wants to go into management consulting and be involved in international business. She is also interested in diversity training and leadership. She's planning on moving to Southern California after she graduates because she's had enough of the rain!

*Karl Keating* is a 2nd year MBA Warsaw Sports Marketing student who doubles as the GTF responsible for Career Service's marketing and promotions. Karl was born and raised in Toronto, Canada, and worked in advertising at Bensimon Byrne. He was lucky enough to attend his third FIFA World Cup of Soccer this past year in Germany while interning for Adidas. If you have any questions about what the sport of "Hockey" is and how you too can become a fan, feel free to contact him.

*Deborah Marshall* is a 2nd year MBA working as the Career Drop-In Advisor GTF. Originally from Jerome, Idaho, she worked for two years as an English

teacher in Japan and hopes to work in the gaming industry when she graduates this spring. Please drop by and see her anytime to talk about cover letters and resumes!

*Joe Mattson* is from the small town of Cashmere, Washington. He graduated from Harvard with an English Literature degree in 1999, where he played Linebacker on the football team. Before returning to get his MBA, he worked in Sports Television production for 4 years, and Sports Marketing and Sponsorship for 2 years, most recently at ESPN in New York. He is focusing his studies on Sports Marketing and Sponsorship and hopes to end up in the Bay Area with his wife, Amanda.

*Rita Ogebeama* was raised in Portland, Oregon. Her favorite sports teams are the LA Lakers and the Denver Broncos. She is currently in her final year here at the University of Oregon focusing on Marketing, Finance, and International Business Communications.

*Michelle Reyes* is a Pre-Business major who plans on majoring in accounting. She is from West Linn, Oregon and likes to watch movies, hang out with her

Gamma Phi Beta girls and just relax when she's not studying. She says, "The Career Center is a great source for getting information about internships, tips for resume writing and etiquette for professional business interviews. Don't be afraid to stop by!"

*Kenshin Scoggin* plans to major in chemistry or business administration.. He was born and raised in Cottage Grove, Oregon. His father went to UO and his mom is from Japan. His hobbies include running on the UO Track and Cross Country teams, playing basketball, and reading good novels.

*Darcy Tucker* is a transfer student, this being her first year at the University of Oregon. She enjoys the UO campus dynamics, especially the Lillis coffee shop. She is a business major with the privilege of experiencing all the prerequisite classes with Mr. Bill and Mr. Dusseau. She encourages everyone to come by the Career Services office!

*(continued on page 8)*



LCB Career Service Directors Flank the New Student Workers. From Left to Right: James Chang, Darcy Tucker, Michelle Reyes, Kenshin Scoggin, and Bill Sherman

## And Good-Bye to Mr. Ross!



Career Services would like to extend a special thank you to our senior student worker, Brian Ross, who is leaving us this term. He studied Finance and will soon move on to Ernst & Young as a Staff Auditor. Good Luck, B!

(continued from page 7)

Sasha Welka is a senior in the LCB, earning a degree in Business Administration. Her goal after graduation is to find a position with an organization that she believes in and that will ultimately offer her the opportunity to assume a training and/or development position. Sasha has also tried multiple times to get over her fear of the campus squirrels. She says, "They absolutely terrify me!"



Rita, Sasha and Sonia are ready to help you with your career search!

## Photo Corner: The Expert Booth



The Expert Booth, held in Career Services on November 7, allowed students to talk to employers about their resumes, cover letters and career search in a safe setting. Students had the unique opportunity to network and learn from a variety of recruiters across the Northwest.

## WALK-IN CAREER ADVISING

What would you say...  
...you *do* here?



**Be ready for  
"the Bobs"**

**M-Th  
1-4 pm**

- ✓ **Resume Review**
- ✓ **Cover Letter Review**
- ✓ **Getting Started on your Career**
- ✓ **Same Day Appointments!**

**Walk-In anytime to LCB Career Services in Lillis 240 to sign up!**



# Lundquist College of Business Class of 2006

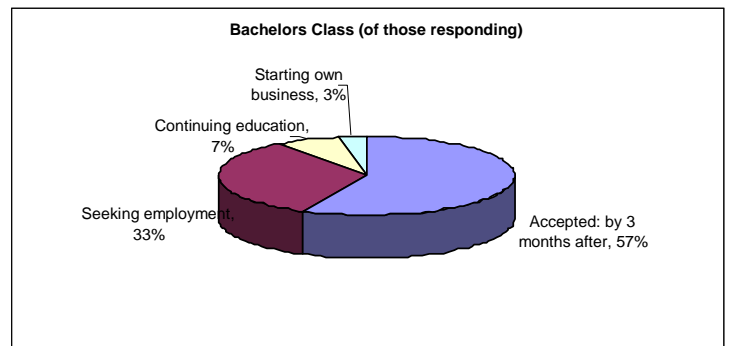
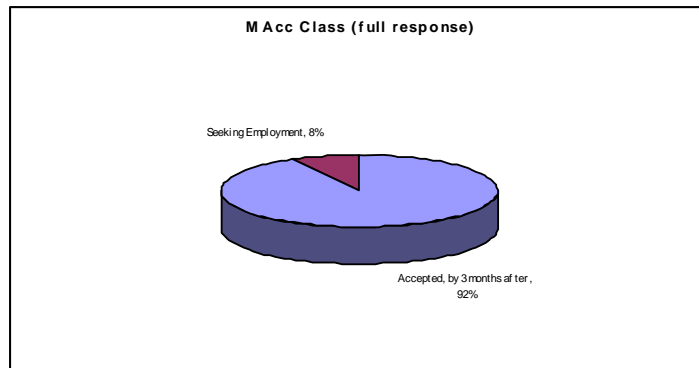
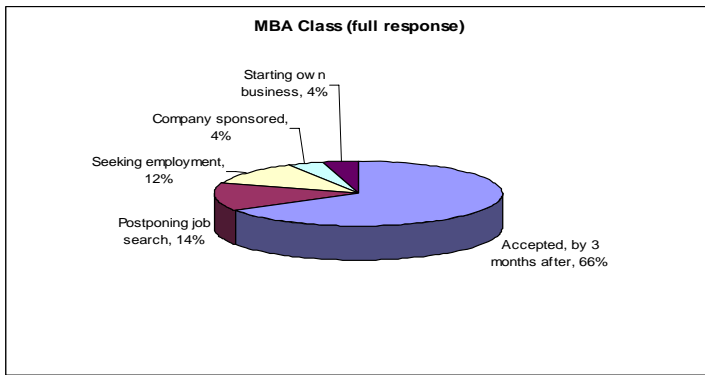
(Data Collected through 3 months after graduation)

**Data on Graduates – Focused on those Pursuing Employment\*:**

(\* excludes those who are company sponsored, starting a business, or postponing employment)

MBA	Master of Accounting	Bachelors
% employed 85%	% employed 92%	% employed 61%
(33/39)	(25/27)	(168/277)
Average Salary \$59,073	Average Salary \$43,000	Average Salary \$39,251
Median Salary \$58,750	Median \$43,000	Median \$38,200
Max Salary \$120,000	Max \$60,000	Max \$95,000
Min Salary \$32,000	Min \$39,000	Min \$15,000
<i>50 graduates; all reporting</i>	<i>27 graduates; all reporting</i>	<i>494 grads; 332 reporting</i>

**Data on Graduates – Entire Class:**



# Employers Hiring LCB Graduates Class of 2006

Absaroka Homes, (U)	Hitachi Consulting, (U)	Pacific Crest Securities, (U)
adidas America, (U)	HSBC, (U)	PF Changs China Bistro, (G)
Aeon Corporation, (U)	Hynix Semiconductor America, (U)	Perkins & Co., (G)
Aggiro, (U)	Intel, (G/U)	Pfizer, (U)
Albina Community Bank, (U)	International Door and Latch, (G)	PGE Park, (U)
American Financial, (U)	International Sports Productions, (U)	Portland Bolt, (U)
Apex Broker, (U)	Iowa Stars, (U)	Powin Corp., (U)
Atlantis Partners, (U)	IRS, (G)	PricewaterhouseCoopers, (U)
Bank of Hawaii, (U)	IRIS Media Inc, (U)	R.V. Kuhns & Associates, (U)
Bi-Mart, (U)	Isler & Co., (U)	RE/MAX Equity Group, (U)
Black & Decker, (U)	Jeld-Wen, (G/U)	Remtech Inc, (U)
Bonneville Power Admin., (U)	Jones & Roth, (U)	Residential Property Mngt., (U)
Bullfrog Enterprises, (U)	K2 Inc, (G)	Samsung Electronics, (U)
Campus Crusade for Christ, (U)	Kapalua Golf Resort, (U)	Seattle Supersonics, (U)
Campus Point, (U)	KD Company, (U)	Sequential Biofuels, (G)
Central Lane Communications, (U)	Kent Landsberg, (U)	Sells Group, (G)
Clark Fork Valley Hospital, (U)	Kernutt Stokes Brandt & Co, (U)	Sherwin-Williams, (U)
Colliers International, (G)	King Estate Winery, (U)	Smith Barney, (U)
Columbia Sportswear, (U)	Kobayashi, Doi & Lum CPAS, (U)	Southwest Gas, (G)
Confederation Group, (U)	KONE Inc., (G)	Staples, (G)
Consolidated Federal Credit U., (U)	KPMG, (G/U)	State Farm, (U)
Costco Wholesale Japan, (U)	Levi Strauss & Co., (U)	Stewardship Properties, (U)
Countrywide Full Spectrum L..., (U)	LG Micron, (U)	Sun River Resort, (U)
Deloitte & Touche, (U)	Liberty Bank, (G)	Symantec, (U)
DENTSU INC., (U)	Lincare, (U)	TapeLink International, (U)
Duncan & Brown Real Estate Analysts, (U)	Lithia Motors, (U)	Target, (G/U)
E&J Gallo, (U)	Lumber Country Inc., (U)	Tektronix, (G/U)
Enterprise Rent A Car, (U)	Mader, Tschacher and Peterson, (G)	Tellatin, Short & Hansen, Inc., (G)
Enterprise Services Program, (G)	Malones Cafe, Bar & Ale House, (U)	The California Governor's Council on Phy, (U)
Ernst & Young, (G/U)	Maritime Services, (U)	The Thomas Group, (G)
ESPN Regional Television, (U)	Mass Mutual, (U)	Tom's Plumbing Service Inc., (U)
Evogear.com, (U)	McAdams Wright Ragen, (U)	Toys R Us, (U)
Evolucion Innovations, (G)	Merry Ballweber, (U)	TrafficLeader, (U)
Facility Merchandising, (U)	MKG Financial Group, (U)	Trinity Carpet and Flooring, (U)
Fed Ex-Ground, (U)	Moore & Colley CPA's, (U)	TTI, Inc., (U)
Federated Insurance, (G)	Nautilus, Inc., (U)	U.S. Bank, (U)
Ferguson, (U)	Nidera, (U)	UCLA, (U)
Fisher Investments, (U)	NIKE INC, (G)	United States Marine C orps, (U)
Flightcraft, Inc.-a Pape Co., (G)	Nordstrom, (G/U)	United Technologies- Counterforce USA, (U)
Fred Meyer, (U)	North Star Resource Group, (U)	US Bank, (U)
Free Car Media Inc., (U)	Nova Group, (U)	US Forest Service, (U)
Freightliner, (U)	Oceanus Enterprises, (U)	Vector Marketing Corporation, (U)
French Consulate, (U)	OHSU, (U)	VenCore Solutions LLC, (G)
Gany McKgee, (U)	Omega Wave Technologies, (U)	Verison, (U)
GarageGames, (U)	Onboard Entertainment, (U)	VTM, Inc., (U)
General Motors R*Works, (G)	Opus:Creative, (U)	Waddell & Reed, (U)
GeoVision, (U)	Oregon Secretary of State Audits Division, (G)	Wah Chang, (G)
Gordon Trucking Company, (U)	Oregon University System, (G/U)	WCI Communities, (U)
Grant Thornton, (U)	Orlando Magic, (G)	Wells Fargo, (U)
Harry & David, (G)	Osler Institute, (U)	Wells Fargo Financial, (U)
Harvey Nash, (U)	PACCAR, (U)	Xerox, (G)
Hewlett Packard, (G)	Pacific Continental Bank, (U)	

