Pathways to Success Workshop Series

September 23, 2009

Teamwork & Ethics in a Multi-Generational Workplace

Work-related values, morals, and perceptions vary greatly amongst today's multi-generational workforce. Now more than ever, teamwork and workplace ethics play a vital role in the culture, and ultimately the success, of your organization. Understanding your role within a team while maintaining high ethical standards will be put to the test; rest assured simple strategies can go a long way to creating dynamic teams and delivering high performance results.

Presenter: Bert Wendeln '89, President, The Carlisle

Location: Murata Business Center, 453 Lincoln St.,

Carlisle, PA 17013

October 28, 2009

Maximize Yourself: High Impact Ways to Promote Yourself for Advancement Opportunities

Are you looking for ways to advance in the workplace? This session will equip you with information on how to market yourself and tshow others you are the right person for the advancement opportunity or the new job.

Presenter: Dave Hargrave, District Marketing

Manager, Federated Insurance

Location: Federated Insurance, 1100 Bent Creek

Blvd. 2nd floor, Mechanicsburg, PA 17050

November 4, 2009

Finance 101 — the Basics Every Manager **Should Know about Budgets**

Presenter: Frank L. Rankin '80, Partner, CLTC,

Special Care Planner

Business & Personal Financial Strategies, Investment Advisor Representative,

Wienken & Associates

Location: Wienken & Associates, 100 Corporate

Center Drive, Suite 201, Camp Hill, PA

17011

January 27, 2010

Demystifying the Language of Business

Whatever your occupation, the language of your organization is the language of business. Understanding what drives your firm financially-speaking is key to its success and yours. Attend this workshop for a primer in business literacy, from common business terms to financial statement basics.

Presenter: Jason Kirsch '95, Vice President/Director

of Marketing & Public Relations, Metro

Bank

Location: Metro Bank, 3801 Paxton St., Harrisburg,

PA 17111

February 24, 2010

Customer Service — Dealing with "Problem" Internal and External Customers

Customer Service is the process of consistently communicating to every customer—both internal and external customers—that they are valued, and that their satisfaction is paramount to your organization. However, everyone knows how challenging it can be to deal with a "difficult" customer. Come learn how to turn tricky situations into positive opportunities and teach you proactive strategies to reduce "difficult" customer incidents.

Presenter: Scott Martin, Branch Manager, ABF

Freight System, Inc.

Location: ABF Freight Systems, Inc., 2001

Harrisburg Pike, Carlisle, PA 17013

March 24, 2010

(Round table discussion)

What's the RIGHT Price? Who KNOWS! **Setting Your Price for Products and Services**

Do you wonder how to set the RIGHT price for the products you sell or the services you offer? Attend this round table discussion and share your ideas on how you set the "right" price and leave with a few suggestions too.

Facilitator: Jeff Snyder '88, Sales Manager, Wagman Metal Products, Inc.

Location: Wagman Metal Products, Inc., 400 South

Albemarle Street, York PA 17403

March 31, 2010

Engaged Employees: The Impact to You and Your Organization's Bottom Line

What is an engaged employee? This presentation will explore the concept of an engaged employee, and how engaged employees flourish in the work environment and add to a company's bottom line. Learn what it takes to maximize your workplace enjoyment and take away valuable tips and tricks that will help you grow personally and professionally, while at the same time benefiting your organization.

Presenter: James P. Shellenberger '01, Audit

Manager, McKonly & Asbury

Location: McKonly & Asbury, 415 Fallowfield Road

Camp Hill, PA 17011

April 6, 2010

Interview for Success!

No matter where you went to school, no matter what your GPA is, no matter who you know--if you are unable to interview successfully, you won't get the job. This workshop is designed to help you successfully interview and get the job you want.

Presenter: Matt Swanger '04, Human Resource

Generalist & Karen Carmack, SVP Human Resource Manager, SPHR, F&M

F&M Trust, 20 South Main Street, Location:

Chambersburg, PA 17201

Workshop Series for Alumni and Friends

Shippensburg University's University Relations Office presents "Pathways to Success" Career Workshop Series for Shippensburg University alumni and students.

For more information on any of these workshops, please contact the University Relations Office at 717-477-1218. Detailed descriptions and locations will be updated on our website at www.ship.edu/alumni

Time

All workshops: 6:30 - 7:30 p.m.

Registration and reception: 6 - 6:30 p.m.

Cost

FREE to all participants

RSVP

All RSVPs should be made to alumni@ship.edu or 717-477-1218 one week prior to each workshop

Networking Reception

All participants will be invited by invitation to attend a Networking Reception in April.

Can't Participate in Person?

Please feel free to join us for as many workshops in person as possible. However, if you are not able to join us in person you still have the opportunity to participate in the workshop in real time via your computer at home. When sending us your RSVP please indicate if you will be attending in person or participating remotely. Prior to the event you will receive a confirmation e-mail with directions to the location or instructions to access the workshop remotely.

A.C.E.S (Alumni Career & Employment Services)

Alumni

Choose the amount of service you need:

- Resume & cover letter critiquing
- One-on-one career sessions
- · Career workshops
- Alumni career e-newsletter
- Job listings
- · Career contacts
- Online links

Employers

- Post your job openings for rent and experienced professionals on a private, protected webpage
- Participate in student and alumni networking receptions and career fairs
- Link your company's website from our ACES page
- Volunteer to be a career mentor
- Contribute articles or information to a monthly career e-newsletter for subscribing alumni

To access any of these services contact the University Relations office at 717-477-1218



Office of University Relations

1871 Old Main Drive Shippensburg, PA 17257-2299 717-477-1218

www.ship.edu/alumni

Shippensburg University is an equal opportunity educational institution. Direct requests for disability accommodations and other inquiries to the Office of Disability Services, Horton Hall 120, Shippensburg University, 1871 Old Main Drive, Shippensburg, PA 17257-2299, 717-477-1329, ods@ship.edu. 8/09U-5M

SHIPPENSBURG UNIVERSITY

Pathways to Success

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