

**THE UNIVERSITY OF TEXAS AT TYLER
COLLEGE OF BUSINESS ADMINISTRATION
SUM I 2019**

COURSE NUMBER: MANA 3170.001

COURSE TITLE: BUILD AND MANAGE A SUCCESSFUL CAREER

INSTRUCTOR: Gail D. Johnson, MBA

**COURSE
DESCRIPTION:**

Develop job search, networking, and career management skills including business etiquette, salary negotiations, interviewing, and career management. Students will understand the concept of a professional brand, and develop resumes and cover letters to help meet career objectives: <http://www.uttyler.edu/catalog/10-12/>

PREREQUISITE: Admission to BBA program.

REQUIRED TEXT: Both books are [available for purchase at the UT Tyler Barnes & Noble Bookstore](#)



A New Brand You® - Professional Branding Workbook, Edition V.6.1, Gail Johnson, MBA & Kelley Gerwig, ISBN: 978-1-312-99360-0 Copyright 2015 by Solving Business Problems Creatively, LLC, Edition V 6.1: October 2016 published by Lulu.com.

Also available as an e-book through the publisher at lulu.com: ISBN#: 9781387456727

(Important note: MS Word templates have been provided in the Professional Branding Module in Canvas for the exercises included in the A New Brand You V6.1 Workbook©. The A New Brand You V6.1 Workbook© exercise templates are the copyright of Solving Business Problems Creatively, LLC. The templates have been provided for students who have purchased the copyrighted workbook.)



! WONTUOTEG® - third edition, personality types that affect your career, Gail Johnson & Kelley Gerwig, ISBN: 978-1-387-72786-5; Copyright 2018; published by Lulu.com.

Also available as an e-book through the publisher at lulu.com ISBN#: 978-0-359-20513-4

REFERENCE TEXT: Your MANA 3370 text, *Essentials of Business Communications*, by Mary Ellen Guffey, 10th Edition, will be referenced in this course for alternative resume style examples.

CLASS MEETING: **Tuesday 10:50 AM – 11:50 AM**
 Thursday 10:50 AM – 11:50 AM

CLASSROOM: **Soules COB 111**

OFFICE: **Soules COB 350.32**

TELEPHONE: **(903) 279-4930 (cell)**

OFFICE HOURS: Tuesdays: 12:00 p.m. to 2:00 p.m.
 Thursdays: 10:00 p.m. to 1:00 p.m.

EMAIL: gjohnson@uttyler.edu

Emails will be answered within 24 hours Monday – Thursday.
To protect the privacy of students, the University requires that all e-mail communication with students be conducted through the University's Patriot e-mail system. It is the responsibility of the student to regularly check their Patriot e-mail address.

LINKEDIN www.linkedin.com/in/gailjohnsonmba/

WEBINAR: Instructor also incorporates “Zoom” for webinar meetings. Go to
<https://uttyler.zoom.us>

PINTEREST Supplemental course information will be posted to my Pinterest
website: <http://pinterest.com/anewbrandyou/boards/>

TWITTER The instructor uses Twitter to immediately tweet out internships
and/or part-time and full-time job opportunities to students; as well
as relevant career management information:
Gail Johnson@gail_johnson1

FACEBOOK Professional Facebook page:
<https://www.facebook.com/GailDJohnsonMBA>

CORE VALUES • **PROFESSIONAL PROFICIENCY**
 • **TECHNOLOGICAL COMPETENCE**
 • **GLOBAL AWARENESS**
 • **SOCIAL RESPONSIBILITY**
 • **ETHICAL COURAGE**

COURSE OBJECTIVES:

- Develop and define your authentic “Professional Brand” values to stand out in an increasingly competitive job market. Clearly and concisely communicate: *Who you are, What you do & Why You are Professionally Memorable.*

- Apply research, planning and goal setting techniques to obtain the right career for you.
- Understand and demonstrate how to present your Professional Brand effectively in writing, and social media focusing on:
 - Development of your professional career resume; cover letter and references, and
 - Creation of a professional social media networking presence on LinkedIn
- Prepare for and practice your interviewing skills (focused on Behavior Based Questioning) for entry into the job market, career advancement, or acceptance into graduate school.
- Understand the techniques and skills behind negotiating a job offer.
- Apply proper business and dining etiquette skills to positively reflect your professional brand.
- Recognize and understand how to handle career challenges and apply the “5 Pit Stops in your Professional Road Trip” techniques to deal with “individual personality conflict” (IPC) within an organization.

TEACHING METHOD:

- MANA 3170 is an interactive/workshop class format. Students are expected to come to class prepared, and bring the required textbook, homework assignment, and a laptop to accommodate in-class workshop activities.
- Mandatory meetings, interviews, group activities:
 - Students are required to make and complete a one hour appointment to meet with the instructor, in office or via Zoom. The purpose of this appointment is to review and enhance student’s professional brand values, and ensure those values are reflected into his/her resume and cover letter.
- Mandatory Mini Mock Team Interviews with Business Professionals.
 - Students must come dressed for success; business suits.
 - Bring his/her final portfolio.
 - During the interview, the student must present himself/herself as an ideal candidate for a target position and demonstrate the ability to answer challenging behavioral-based questions reflecting his/her professional brand values with confidence, using memorable and engaging examples.
 - **Students who fail to attend, arrive late, or are not dressed in a business suit, will not be allowed to participate and will receive an Incomplete or No Credit for the course.**

EVALUATION – Class is “**CREDIT (CR) / NO CREDIT (NC)**” - All assignments are graded, credit (1) or no credit (0). In order to pass the course you must receive a “CR (credit)” on all written and speaking assignments. CR/NC grades will be posted on instructor’s UT Canvas site (noted by ✓). Students have up to one week after grade is posted to notify instructor of any errors. Details are provided in the “feedback to user” area.

ATTENDANCE POLICY -

MANA 3170 is a workshop style class that requires students to bring their laptop and be ready to work on the video and workbook content included in each module. Students that are late or absent will fall behind and risk receiving a No Credit or Incomplete for the course. Students who miss

two class periods will be immediately evaluated by the instructor as to whether they will be able to continue in the course.

ASSIGNMENTS: This course will use the following assignments to demonstrate and measure techniques associated with effective career development, management, and job search strategies. Assignments are detailed in the: *Covered/Tentative Course Schedule* section at the end of the syllabus.

Writing Assignments – written work should reflect your professional brand value:

Where noted, written assignments are to be completed, and uploaded to Canvas, on the due date listed in the syllabus.

Assignment One:

- Complete Example 1 from *A New Brand You Workbook*. Next, select one of the values you highlighted under one of your Myers Briggs Indicators. Expand the value into a ‘value statement’ as directed in Example 2 from *A New Brand You Workbook*. Finally provide an associated ‘prove it’ example using the Situation/Task/Action/Result (S.T.A.R.) method. Insert the expanded value and example under the “Meyers/Briggs Indicator” where you uncovered the initial value, to complete your Assignment One.



Go to the “Uncover It” tab under the PROFESSIONAL BRANDING header in CANVAS to view a Completed Assignment One student example.

Assignment Two (2 steps):

Step 1: Complete Exercise 4 - *Uncovering More Values*, by answering all the questions in that exercise. Next, go back through the questionnaire and highlight potential value words that you would like to expand. Finally, select “9” of those highlighted values and expand each one into a value statement with a supporting S.T.A.R. example.



Go to “Expand It & Prove It” tab under PROFESSIONAL BRANDING header in CANVAS for a Completed Assignment Two student example.

Step 2: Complete Exercise 5 – *Creating Your Showcase Value Statement*.

Flipgrid Assignment Three:

- Video tape your *Elevator Speech via Flipgrid*; ask your partner to view and comment within the Flipgrid app.
- Video tape your Behavior Based Questions (BBQ) on the day you are not participating in the Professional Practice Dress Group Interview with the Instructor; ask your partner to view and comment within the Flipgrid app.

Assignment Four:

- Resume, Cover Letter and Reference List. Upload each document separately to the appropriate assignment link in CANVAS.

Assignment Five:

- Complete LinkedIn Profile: Each student will incorporate professional social media networking by creating a LinkedIn profile. And send a “connection request” to the instructor. Upload your LinkedIn URL to Canvas.

Assignment Six (Written):

- Completed Final Portfolio, includes the following:
 - ✓ Assignment One (completed Ex. 1)
 - ✓ Assignment Two (completed Ex. 4)
 - ✓ Assignment Three – Elevator Speech (written)
 - ✓ Assignment Four - Final Resume*, Cover Letter*, References* placed in attractive pocket folder.

* **Printed out on resume paper**

Hand in your Final Portfolio at your Professional Practice Dress Group Interview with Instructor

Assignment Seven:

- ! WONTUOTEG[®] Exam – written essay.

Speaking Assignments – orally presented work should reflect your professional brand:

Each presentation will reflect the student’s professional brand and will be evaluated on content and delivery during participation in:

Assignment Six (Oral):

Professional Practice Dress Group Interview with the Instructor. (Note, there is an excellent chance that other business professionals will be in attendance). Your Final Portfolio must be handed into the instructor at the end of your ‘assigned group’ practice interviews.

Assignment Seven (Oral):

- Mandatory Mock Team Interview with Business Professionals
Students who fail to attend, arrive late, or are not dressed in a business suit, will not be allowed to participate and will receive an Incomplete or No Credit for the course.

Assignment Eight (Oral)

- Students are required to make and complete a 30-minute appointment to meet with the instructor, in office or via Zoom. The purpose of this appointment is to review and enhance student’s professional brand values, and ensure those values are reflected into his/her resume and cover letter.

UT Canvas System: All lecture materials, assignment handouts, and grades will be posted on the instructor’s UT Canvas site.

WITHDRAW DATE: Refer to Academic Calendar

COVERED/TENTATIVE COURSE SCHEDULE:

The schedule is subject to revision during the semester by the instructor as classroom schedule/circumstances warrant.

CANVAS Module	Session Topic Bring your laptop to <u>all</u> class sessions	Homework – all homework must be completed prior to class.
<i>Professional Branding - Uncover It, Expand It & Prove It!</i> Tuesday, June 4	<p>Bring a copy of each of the required texts listed in the syllabus</p> <p>-----</p> <p><i>Uncover It</i> - Step 1 of the “4 Step Professional Branding Process”: How to uncover your value words</p> <p><i>Expand It & Prove It</i> tab Steps 2 and 3 of the *Four-Step Professional Branding Process: How to expand each value statement and give a S.T.A.R. example that proves you own each value.</p> <p>Preview <i>Exercise 4</i> in ANBY</p>	<p>Homework</p> <ul style="list-style-type: none"> Read the syllabus View the Professional Branding Overview video on CANVAS. Read pps 4-40 in <u>A New Brand You® V6.1 (ANBY)</u> Complete Exercise 1 (pg. 22 in <i>ANBY V6.1</i>) – <i>Mini Meyers Briggs Personality Type Indicator</i>. <p>If you did not take, or cannot remember your M/B Indicators, retake the test at: Meyers/Briggs Assessment Test http://www.humanmetrics.com/#Jung%20Briggs%20Myers%20Types DISC Assessment Test https://www.crystalknows.com/</p>
<i>Professional Branding - Communicate It</i> Thursday, June 6	<p>Communicate It - Step 4 of the <i>4 Step Professional Branding Process</i>:</p> <ul style="list-style-type: none"> <i>Exercise 4 – Have a Bit of Fun Uncovering More Value Words</i> <i>Exercise 5 - Creating Your Showcase Value Statement</i> <i>Exercise 6 - How to generate an Elevator Speech and Tell Me About Yourself Response</i>” to reflect your professional brand when networking and interviewing. Your Career Job Description 	<p>Homework - must be completed prior to class Read pps 42-51 in “A New Brand You V. 6.1”</p> <ul style="list-style-type: none"> Answer all questions in <i>Exercise 4 – Have a Bit of Fun Uncovering More Value Words</i>. Bring a ‘digital’ copy on your laptop to class. <p>Assignment One, upload to CANVAS:</p> <ul style="list-style-type: none"> Complete Ex. 1 from <i>A New Brand You Workbook</i>. Next, select one of the values you highlighted under one of your M/B Indicators. Expand the value into a ‘value statement’ as directed in Ex. 2 from <i>ANBY Workbook</i>. Finally provide an associated ‘prove it’ example using the S.T.A.R. method. Insert the expanded value and example under the “Meyers/Briggs Indicator” where you uncovered the initial value to complete your Assignment One. <p>Go to the “Uncover It” tab under the PROFESSIONAL BRANDING header in CANVAS to view a Completed Assignment One student example.</p>

CANVAS Module	Session Topic Bring your laptop to <u>all</u> class sessions	Homework – all homework must be completed prior to class.
<p><i>Presenting your Professional Brand in Writing – Road Trip</i></p> <p>Tuesday, June 11</p>	<p>Resume, Cover Letter & References</p> <p>The resume, cover letter and reference template formats are provided on CANVAS under the associated tabs.</p>	<p>Homework</p> <ul style="list-style-type: none"> • Read pps 52-55 in <i>ANBY V. 6.1</i> • Bring a digital copy of your resume created in one of the formats provided on CANVAS • Bring a hard copy and digital copy of a job description of your targeted position. <p>Assignment Two, upload to CANVAS:</p> <ol style="list-style-type: none"> 1. Complete Exercise 4 - <i>Uncovering More Values</i>, by answering all the questions in that exercise. Next, go back through the questionnaire and highlight potential value words that you would like to expand. Finally, select “9” of those highlighted values and expand each one into a value statement with a supporting S.T.A.R. example. <p>Go to “Expand It & Prove It” tab under PROFESSIONAL BRANDING header in CANVAS for a Completed Assignment Two student example.</p> <ol style="list-style-type: none"> 2. Complete Exercise 5 – <i>Creating Your Showcase Value Statement</i>.
<p><i>Communicating your Professional Brand using Social Media</i></p> <p><i>Successfully Interviewing With Your Professional Brand</i></p> <p>Thursday, June 13</p>	<p>LinkedIn Profile</p> <p>Interviewing Skills and Dress for Success</p>	<p>Assignment Three - Flipgrid Elevator Speech. Video tape your Elevator Speech on Flipgrid; ask your partner to view and comment within the Flipgrid app.</p> <p>Assignment Four, upload to CANVAS: Completed resume, cover letter and references.</p>
<p><i>Successfully Interviewing With Your Professional Brand</i></p> <p>Tuesday, June 18</p>	<p>Group One – Professional Dress Group Interview with the Instructor</p> <p>Soules COB Conference Room 350.55</p>	<p>Assignment Five – Group 1 - Practice Dress Group Interviews: <u>Do not upload</u> Final Portfolio to Canvas. This is an ‘in person’ assignment and the Final Portfolio will be handed into instructor at the Professional Dress Group Interview.</p> <p>Assignment Six – Complete LinkedIn profile and invite instructor to connect. *Upload your LinkedIn URL to Canvas.</p>

CANVAS Module	Session Topic Bring your laptop to <u>all</u> class sessions	Homework – all homework must be completed prior to class.
<i>Negotiating & Accepting an Offer</i> Thursday, June 20	Negotiation Skills	Assignment Eight (Oral) <ul style="list-style-type: none"> Students are required to make and complete a 30-minute appointment to meet with the instructor, in office or via Zoom.
<i>Presenting Your Professional Brand Non-Verbally</i> Tuesday, June 25	Business/Dining Etiquette <i>Potpourri House Restaurant</i> 3320 Troup Hwy #300, Tyler, TX (903) 592-4171 potpourrihouse.com	Homework Bring your appetite; dress is business casual as professionals will be in attendance.
<i>Handling Career Challenges</i> Thursday, June 27	! WONTUOTEG® Is Your Career Detour Ready? ----- ! WONTUOTEG® Exam (Assignment Seven)	Homework Read !WONTUOTEG
<i>Communicating your Professional Brand Orally</i> Tuesday, July 2	Mandatory Mini Mock Team Interviews - TBD 10:30 am to 10:50 am– Sign in & Head Shots 11:00 am to 11:15 am – Networking 11:15 am to Noon – Mock Interviews	Assignment Seven: No upload required to Canvas. This is an ‘in person’ assignment. !Students who fail to attend, arrive late, or are not dressed in a business suit, will not be allowed to participate and will receive an Incomplete or No Credit for the course.

TECHNICAL INFORMATION

Technical Support

If you experience technical problems or have a technical question about this course, you can obtain assistance by emailing itsupport@patriots.uttyler.edu.

When you email IT Support, be sure to include a complete description of your question or problem including:

- The title and number of the course
- The page in question
- If you get an error message, a description and message number
- What you were doing at the time you got the error message

You may also visit the Help Tab in Canvas for helpful information.

Writing Support

Links to the UT Tyler Writing Center and to the Purdue University Online Writing Lab (OWL).

- www.uttyler.edu/writingcenter/
- <https://owl.english.purdue.edu/owl>

Plug-ins and Helper Applications

UT Tyler online courses use Java, JavaScript, browser plug-ins, helper application and cookies. It is essential that you have these elements installed and enabled in your web browser for optimal viewing of the content and functions of your online course.

- [Adobe Reader](#) allows you to view, save, and print Portable Document Format (PDF) files.
- [Java Runtime Environment](#) (JRE) allows you to use interactive tools on the web.
- [Adobe Flash Player](#) allows you to view content created with Flash such as interactive web applications and animations.
- [QuickTime](#) allows users to play back audio and video files.
- [Windows Media Player](#) allows you to view, listen and download streaming video and audio.
- [RealPlayer](#) allows you to view and listen to streaming video and audio.

NETIQUETTE GUIDE:

"Netiquette" is network etiquette, the do's and don'ts of online communication. Netiquette covers both common courtesy online and informal "rules of the road" of cyberspace. Review and familiarize yourself with the guidelines provided.

DEADLINES/MAKE-UP POLICY: All assignments will be posted under the "assignment tab" via Canvas unless directed otherwise by instructor. No make-ups or extensions will be permitted unless the student obtains permission from the instructor prior to the due date and has a verifiable excuse.

COLLEGE OF BUSINESS STATEMENT OF ETHICS: The ethical problems facing local, national and global business communities are an ever-increasing challenge. It is essential the College of Business and Technology help students prepare for lives of personal integrity, responsible citizenship, and public service. In order to accomplish these goals, both students and faculty of the College of Business and Technology at The University of Texas at Tyler will:

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- Ensure honesty in all behavior, never cheating or knowingly giving false information.
- Create an atmosphere of mutual respect for all students and faculty regardless of race, creed, gender, age or religion.
- Develop an environment conducive to learning.
- Encourage and support student organizations and activities.
- Protect property and personal information from theft, damage and misuse.
- Conduct yourself in a professional manner both on and off campus.

WRITTEN COMMUNICATION:

Written Communication is a critical competency for today's business leaders. Students are encouraged to take MANA 3370 early in their major and to seek the services of The University of Texas at Tyler Writing Center:

<http://www.uttyler.edu/writingcenter/>

STUDENTS RIGHTS AND RESPONSIBILITIES:

To know and understand the policies that affect your rights and responsibilities as a student at UT Tyler, please follow this link: <http://www.uttyler.edu/wellness/StudentRightsandResponsibilities.html>

GRADE REPLACEMENT/FORGIVENESS:

If you are repeating this course for a grade replacement, you must file an intent to receive grade forgiveness with the registrar by the 12th day of class. Failure to do so will result in both the original and repeated grade being used to calculate your overall grade point average. Undergraduates will receive grade forgiveness (grade replacement) for only three course repeats; graduates, for two course repeats during his/her career at UT Tyler.

STATE-MANDATED COURSE DROP POLICY:

Texas law prohibits a student who began college for the first time in Fall 2007 or thereafter from dropping more than six courses during their entire undergraduate career. This includes courses dropped at another 2-year or 4-year Texas public college or university. For purposes of this rule, a dropped course is any course that is dropped after the census date (See Schedule of Classes for the specific date).

Exceptions to the 6-drop rule may be found in the catalog. Petitions for exemptions must be submitted to the Registrar's Office and must be accompanied by documentation of the extenuating circumstance. Please contact the Registrar's Office if you have any questions.

DISABILITY SERVICES:

Disability/Accessibility Services: In accordance with Section 504 of the Rehabilitation Act, Americans with Disabilities Act (ADA) and the ADA Amendments Act (ADAAA) The University of Texas at Tyler offers accommodations to students with learning, physical and/or psychological disabilities. If you have a disability, including non-visible a diagnosis such as a learning disorder, chronic illness, TBI, PTSD, ADHD, or you have a history of modifications or accommodations in a previous educational environment, you are encouraged to visit <https://hood.accessiblelearning.com/UTTyler> and fill out the New Student application. The Student Accessibility and Resources (SAR) office will contact you when your application has been submitted and an appointment with Cynthia Lowery, Assistant Director Student Services/ADA Coordinator. For more information, including filling out an application for services, please visit the SAR webpage at <http://www.uttyler.edu/disabilityservices>, the SAR office located in the University Center, # 3150 or call 903.566.7079.

STUDENT ABSENCE DUE TO RELIGIOUS OBSERVANCE:

Students who anticipate being absent from class due to a religious observance are requested to inform the instructor of such absences by the second class meeting of the semester.

STUDENT ABSENCE FOR UNIVERSITY-SPONSORED EVENTS AND ACTIVITIES:

If you intend to be absent for a university-sponsored event or activity, you (or the event sponsor) must notify the instructor at least two weeks prior to the date of the planned absence. At that time the instructor will set a date and time when make-up assignments will be completed.

SOCIAL SECURITY AND FERPA STATEMENT:

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It is the policy of The University of Texas at Tyler to protect the confidential nature of social security numbers. The University has changed its computer programming so that all students have an identification number. The electronic transmission of grades (e.g., via e-mail) risks violation of the Family Educational Rights and Privacy Act; grades will not be transmitted electronically.

EMERGENCY EXITS AND EVACUATION:

Everyone is required to exit the building when a fire alarm goes off. Follow your instructor's directions regarding the appropriate exit. If you require assistance during an evacuation, inform your instructor in the first week of class. Do Not re-enter the building unless given permission by University Police, Fire department, or Fire Prevention Services.

THE UNIVERSITY OF TEXAS AT TYLER

The UT Tyler Concealed Handguns on Campus Policy has been approved by the UT System Board of Regents and will go into effect at all UT Tyler facilities beginning Aug.1, 2016.

Senate Bill 11 authorizes handgun license holders to carry their concealed handguns on campus and also requires each university to develop specific guidelines regarding campus concealed carry.

Under UT Tyler's policy, which was developed through an extensive process led by the Campus Carry Working Group, all licensed handgun carriers will be required to carry the handgun in a holster or other secure weapon case that completely covers the trigger and the entire trigger guard area. The holster must sufficiently retain the handgun in place so that it will not discharge in the event of sudden movement.

In addition, UT Tyler's policy categorizes certain areas as exclusion zones, where the concealed carrying of a handgun is prohibited. Signs will be posted at the entry points of areas identified in the policy as exclusion zones. Exclusion zones include all or part of certain buildings. Specific areas are detailed in UT Tyler's Concealed Handguns on Campus Policy.

Exclusion zones will include:

- UT Tyler Innovation Academy in Tyler, Palestine and Longview.
- Patient care areas such as the University Health Clinic, counseling rooms (located in portions of the UC and BEP) and athletic training rooms.
- Ticketed sporting events at any of the UT Tyler's athletic facilities, as required by law.
- Formal hearing areas for employee or student adjudication (portions of ADM and UC).
- Areas where handgun discharge may cause widespread harm such as labs with dangerous and/or explosive chemicals or with magnetic resonance imaging equipment (portions of BEP, HPR, RBS and the Fine Arts Complex).
- Areas in use for sponsored activities for students under the age of 18 who are not enrolled at UT Tyler.

The University of Texas at Tyler takes issues surrounding guns on campus very seriously and will strive to conform to the new law, protect the rights of citizens, and ensure the safety and security of the entire campus.