

3rd Annual Wharton Career Planning Workshop

Huntsman Hall – University of Pennsylvania Campus

Saturday, September 24, 2016
8:00 a.m.–1:30 p.m.



Presented by the Wharton Alumni Club of Philadelphia with co-hosts:

*Wharton Alumni Relations,
Wharton MBA Career Management Office
and University of Pennsylvania Career Services Office*

It is our quest to continually provide the latest in best practices, career trends, and insights, to assist our members and guests. Our goal is to turn the stress and mystery of the career transition process into a journey of personal growth and discovery, addressing this transition time and building for a strong tomorrow.

Please come join us for an insightful half-day program designed with you in mind.

Registration, Networking and Continental Breakfast
8:00 a.m. – 8:45 a.m.

Welcome, Heather Aspras, President Wharton Alumni Club of Philadelphia
8:45 a.m. – 9:00 a.m.



Session I: 3 Ted-Talk Style Presentations (20 minutes each)
9:00 a.m. – 10:00 a.m.

"The Secret of Being in Transition without Fear"

Although career transitions are never painless, they do provide wonderful opportunities for growth and accomplishment. Take full advantage of this time to:

- Learn to accept reality about your current situation and why it is important to change doing what you've always done
- Identify the issues most critical to your situation
- Realize you are not alone, with stories from the trenches



Dorothy Stubblebine, Managing Principal DJS Associates, Inc.
<http://www.linkedin.com/in/dorothystubblebine>

“Leading with your “A” Game: Your Professional Best”

In today’s work culture, there’s one thing that remains constant and that is “change”. Whether it is shifting leadership and priorities, increased pressure to achieve higher performance levels, outsourcing, downsizing & layoffs, the fear of job loss; all roads lead to a general uncertainty about the future.



This “Ted Talk” will provide insights and resilient strategies for leading with your “A” Game during times of uncertainty and self-doubt...Learn how to reach inside yourself to:

- Act with self-confidence despite the setbacks
- Maintain your perseverance
- View change as an opportunity for learning and growth

Elva Banks Baxter, President/CEO, Master Coach <https://www.linkedin.com/in/elvabankinsbaxter>

“Strangers to Advocates”

In this “New Economy”, we’re all ‘*in-transition*’ and the competition is keener.

NETWORKING remains the #1 way to land meaningful employment, despite industry insiders reporting the “*Elevator Pitch*” - as we know it - is dead! 80% of business people report concerns over receiving phony, self-promotional responses to their question “*Tell me about yourself*”.



Recent research tells us that we have 7-23 seconds to capture the interest of networking contacts if we are to transform them **from strangers to advocates**.

So, you’ll understand how to

- Master an authentic, contemporary approach that attracts the ‘right’ people (Build Trust)
- Transform your ‘pitch’ to motivate listeners (Close Gaps)
- Offer a clear, concise and authentic explanation of your value (Effective Marketing)

Charley Timmins, Founding Principal/Chief Movement Officer, PMA, LLC
<https://www.linkedin.com/in/charlestimmins>

Session II: 10:00 a.m. – 11:00 a.m.

“Using Social Media to Enhance Your Job Search and Career”

You've been there...

Applying for jobs posted on internet job boards and never hearing a word. Sending your resume around and not getting many nibbles. Statistics show that only a small percentage of jobs are posted and they attract hundreds of candidates. It can feel like playing the lottery. You wonder: how are you supposed to stand out?



You'd think it would be impossible, but it's not. It doesn't have to be that way. You just have to be a little creative...

Come invest in yourself by learning from Matt during this interactive presentation on how to stand out from the crowd by using social media tools such as LinkedIn, Twitter, blogging, email marketing and YouTube so that corporate recruiters, headhunters, hiring managers and potential clients will be attracted to you, will find you, will call you and ultimately hire you!

Matthew Levy, Executive Vice President, Velocity Advisory Group

www.linkedin.com/in/matthewflevy

Networking and Break

11:00 a.m. – 11:15 a.m.

Session III: Panel Discussion

11:15 a.m. – 12:15 p.m.

Take advantage of the opportunity to ask leaders in the field for their advice and insights on pressing issues and alternatives for success, future trends, and how to win an advantage in the marketplace.

Moderated by *Barbara Hewitt,*

Senior Associate Director, Career Services at University of Pennsylvania



Elva Bankins Baxter, President/CEO, Master Coach

<https://www.linkedin.com/in/elvabankinsbaxter>

Cara Costello, Director of Alumni Services, MBA Career Services, Wharton School

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<https://www.linkedin.com/in/charlestimmins>

Closing Session/Lunch: 12:15 p.m. – 1:30 p.m.

***Respond! How to Get Creative, Think Quickly, and Create Opportunity
From Setbacks***

Complimentary Book: “Say Yes, And!”

Life would be easy if everything went according to plan. Sadly, we all know that never happens! The important thing is to realize that it’s not what happens to you, it’s how you Respond to it!

In this entertaining and interactive session, Avish will share ideas and techniques from the world of improv comedy to help you respond more effectively to whatever curveball life throws your way. Whether you are in the middle of a job search, considering switching careers, or looking for idea to improve your personal or professional life, you will walk away from this session with ideas you can implement immediately to take things to the next level!



By the end of this session attendees will be able to:

- Tap into and apply their creativity to create more ideas and options that they thought possible.
- Turn limitations and constraints into opportunities and innovation
- Respond to change, other people, and their own thoughts in a way that creates progress instead of paralysis

Avish Parashar, Avish Parashar Productions, Inc., <http://www.dinghappens.com>