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ANDERSON BULLETIN

APR 28 2008

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- **GMAT Prep Course**
- **MBA Open House**

If you have questions, comments, or concerns pertaining to Anderson, please go to <http://www.mgt.unm.edu/feedback.asp>.

NEWS

Interested in an MBA?

Anyone considering the Master of Business Administration (traditional) or Master of Accounting programs is strongly encouraged to come to the Anderson School of Management MBA Open House. Please join us at the Jackson Student Center on Tuesday, April 29 from 5:30 to 7:30 p.m. This is an opportunity to tour ASM facilities, meet faculty and students, learn about the 10 MBA concentrations, the GMAT, and Anderson's GMAT prep course. Admission is free. Food and drinks will be provided. Students may visit mba.unm.edu (NEW recruitment site) or text "MBA" to (505) 903-1234.



Join us for our
MBA OPEN HOUSE
Tuesday, April 29th, 5:30pm-7:30pm
Jackson Student Center (next to Parish Library)
Free Food and Giveaways!

Do something real.

- Get Harry's coffee
- Pick up Linda's dry cleaning
- Proofread contract
- Find Martinez file
- GET A REAL JOB

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Get the corner office - go to mba.unm.edu

Hispano Chamber of Commerce

Anderson School of Management and Albuquerque Hispano Chamber of Commerce would like to invite everyone to join us on Wednesday April 30 from 11:30 a.m. to 2:00 p.m. at the Jackson Student Center. The event will feature four of New Mexico's leading business leaders and showcase several student organizations within Anderson. Free admission and light refreshments will be provided. Please RSVP at mgt.unm.edu/students/rsvp.asp. For further information contact Aline Gonzales at (505) 277-0717. Hope to see you there!

NMSCPA Scholarship

The New Mexico Society of CPAs is taking applications for its 2008 scholarship opportunities. All completed applications and supporting documentation must be received in the office of the New Mexico Society of CPAs by Wednesday, April 30. At the time of applying, you must have completed 12 semester hours in accounting and have completed 75 hours overall. For more information about the New Mexico Society of CPAs, visit nmscpa.org.

Anderson Scholarships and Fellowships

The 2008-2009 Anderson Scholarship/Fellowship Application is due May 2, 2008. You may pick one up at the Anderson reception desk on the 2nd floor, west wing and also at the Ford Advisement Center on the 1st floor, east wing. The application is also available online.

GMAT Prep Course

The Anderson School's six-week GMAT program is designed to give MBA candidates an intensive, effective prep experience, taught by our own GMAT experts! Participants spend 36 hours on classroom instruction, plus 16 hours taking practice tests. Course materials are drawn from the very best books and software, personally selected by our master tutors. When you've completed this course, you'll be prepared to sit for the GMAT. The next course begins May 21 and finishes on June 28. Students must register for the course by May 17. For more information call (505) 277-2525.

CAREER SERVICES

Bureau of Business and Economic Research

The UNM BBER is currently in need of highly qualified students (Graduate or Undergraduate) to work on various research projects this summer, with some positions continuing through the school year. Hiring will be through the UNM Student Employment Office. Starting salary is \$8 per hour and up depending on applicable skills and experience. To apply, go to the website unm.edu/~bber/applications.htm > student employment application form, print a copy of the form and deliver to the Student Employment office. Attach a resume to the completed application if you choose.



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ANDERSON BIG SHOTS



2008 Native American Career Fair

The April 17 career fair was a wonderful success with hundreds of students interacting with 24 companies in the Jackson Student Center. The one day event helps Anderson build bridges with the Native American business community and allows the school to identify good jobs for our students. Anderson will host the upcoming Native American Business Student Day in early November 2008.

UPCOMING EVENTS

- | | |
|---------------------|--|
| Tuesday, April 29 | MBA Open House in the Jackson Student Center from 5:30 to 7:30 p.m. |
| Wednesday, April 30 | Hispano Chamber of Commerce day, from 11:30 a.m. to 2:00 p.m. at the Jackson Student Center. |

ANDERSON'S WEEKLY CAREER TIP

HOW TO HANDLE SALARY INQUIRIES:

Providing a salary history on the resume:

- If you are a strong candidate for the position you most likely will NOT be selected out because you did not provide a salary history.
- If you feel compelled to provide something, give them a salary range but make sure you are happy with the bottom number. It is assumed because you provided the range, that you would be willing to take the low end.
- Give your salary history, if, based on your research, you think the salary for this prospective opportunity is similar.

Salary questions in the interview:

- Try to delay salary questions that occur early in the process.
- Wait until interest has been established on both sides. You will be in a stronger seat of power if you wait.

Here are ways to respond:

- Defer- Communicate that you heard the question but do not answer. "It really depends and I'd like to find out more about the responsibilities and functions of the position first."
- Answer- Give them a range. "Base upon my years and experience the range of ____ to ____ would be appropriate."
- Ask- Respond by asking them about the range. "What is the mid to high point for this position?"

For further discussion on this or any other career topic make an appointment with Karin Kase, in the Anderson Advisement Center, (505) 277-8870 and kase@mgt.unm.edu.

The Anderson Bulletin is published on Mondays. Deadline for inclusion is Wednesday at noon; send complete information to news@mgt.unm.edu or submit online at <http://www.mgt.unm.edu/bulletin/submitContent.asp>.