TAKING CARE OF BUSINESS: STUDENT CAREER READINESS CONFERENCE 2013
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<th>Time</th>
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<td>8:30 - 9:00</td>
<td>Registration</td>
<td>UniCentre (Building 11) Function Centre Foyer</td>
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| 9:00 - 9:15 | Official Opening Address                                             | **Associate Professor Gary Noble**  
Associate Dean - Business and Director Centre for Social Marketing Research  
UniCentre (Building 11) Function Room 2 |
| 9:15 - 10:00 | Keynote Speaker                                                      | **Peter Buckley**  
Manager – Business Development & Operations (NSW South), Thomas & Coffey Limited  
UniCentre (Building 11) Function Room 2 |
| 10:00 - 11:00 | Concurrent Skills Development Workshops                             | **Theme:** You've got the qualification, you've even got the job, but are you job ready?  
**Presenting with Confidence**  
Whether you are selling a business idea to a prospective investor or manager, negotiating a deal with a business partner, or trying to convince an interviewer to hire you – your presentation skills and how you pitch your proposal is vital. When crafting your pitch there are two points to keep in mind: its content and its form. In other words, it’s not just what you say but how you say it. Learn how to shape, adapt and deliver your message with confidence and persuasiveness.  
**John Bell**  
BSc (Hons), FCMA, CGMA, FCPA, MAICD, Managing Director, Zen Media Pty Ltd & Principal Consultant, Corporate Triage  
UniCentre (Building 11) Function Room 2 |
| 11:00 - 11:15 | Morning Tea                                                          | UniCentre (Building 11) Function Room 1                                                     |
| 11:15 - 12:15 | Panel Discussion: An Insight into the World of Graduate Recruitment | **This is the perfect opportunity to meet past students who have been successful securing a graduate position with some of Australia’s leading employers. Hear their stories, learn from their experiences and gain first hand insight into the very competitive graduate recruitment space. This is your chance to ask the questions you have always wanted answered.**  
**Panel Members**  
**Tara Bodycote**  
Graduate Recruitment Consultant, KPMG  
**Samantha Parsons**  
Recruitment Consultant, Ernst & Young  
**Michael Seaborn**  
2014 Graduate, PwC  
**Dillon Narsi**  
Finance Graduate, Woolworths  
UniCentre (Building 11) Function Room 3 |
### 12:15 - 1:30

**Lunch**

**UniCentre (Building 11) Function Room 1**

**LinkedIn Drive Thru (optional)**
Move beyond just a professional picture and a lack lustre profile.

Between sessions students may stop by for a 10-15 minute walk-in appointment to review their LinkedIn profile. This drive thru appointment will cover areas such as: first impressions, visual appeal, related work experience and identifiable skills. Students will be given tips on how to improve their LinkedIn profile. Take advantage of the LinkedIn photo booth and update your profile picture.

**UniCentre (Building 11) Function Room 1**

### 1:00

**Managing your Social Media Presence**

How does your social media presence affect how you are perceived? How can Facebook help—or hinder—you in getting a job? This talk will discuss your online privacy, how to manage your social networks effectively, and how to use online profiles such as ePortfolios or personal websites to your advantage.

**Ellen Wilkinson**
PhD Student

**Katie Freund**
Learning Designer, CEDiR

**UniCentre (Building 11) Function Room 4**

### 1:30 – 2:30

**Concurrent Communications Workshops**

**Are you LinkedIn?**
Explore how LinkedIn can impact career development and entry into the labour market. Learn how to create a professional brand and a strategic online presence to help with your job searching and career building. Be sure you get the most benefit out of LinkedIn by ensuring employers can find you.

**Raz Chorev**
Social Media – Corporate Advisor

**UniCentre (Building 11) Function Room 2**

**The Art of Networking**

When getting your foot in the door for job opportunities, it’s often said that it’s not all about what you know, but who you know. In this interactive workshop our presenter will cover:
- How to make a great first impression
- Delivering your 30 second pitch
- An opportunity to practice your networking skills with fellow workshop attendees

**Kim Hernandez**
International Careers Consultant, Careers Central, UOW

**UniCentre (Building 11) Function Room 3**

**Emotional Intelligence at Work: Why it can matter more than IQ**

Emotional intelligence is critical to leadership, learning and organisational performance. It means consciously choosing thoughts, feelings and actions to get optimal results in relationships with yourself and others. Participants in this workshop will learn practical ways to act emotionally intelligent.

**Sarah Jane Cooper**
Program Coordinator Peer-2-Peer Mentoring, Teaching and Learning Team, Faculty of Law, Humanities and The Arts, UOW

**UniCentre (Building 11) Function Room 4**

### 2:30 - 3:15

**Keynote Speaker**

**Professor Alex Frino**
Professor of Finance and Dean of Macquarie Graduate School of Management

**UniCentre (Building 11) Function Room 2**
## Concurrent Panel Discussion and Q&A
Panels of professionals talk about their career options and pathways. Guest panelists, all of whom have expertise in the job market, will share their experiences of recruitment processes, interviews and lessons learned along the way.

**Public or Private Sector?**
UniCentre (Building 11) Function Room 2

**The Third Sector – Working for Not-for-Profits**
UniCentre (Building 11) Function Room 3

**Further Study & a Career in Academia**
UniCentre (Building 11) Function Room 4

## Get the Life You’ll Love: Career Development Learning
Career Development Learning is the process of interpreting and managing our individual learning, transitions, work and leisure to determine our own career futures

**Martin Smith**<br>Director, Graduate Career Development & Employability, University of Wollongong

UniCentre (Building 11) Function Room 2

## Make Connections: Cocktail and Networking Function
All student delegates and conference contributors are welcome to attend this special post-conference networking event.
Effective networking is a valuable tool in achieving personal and professional growth in today’s global market place. This session will give students an opportunity to put their skills to the test in an informal setting with conference presenters and invited guests.

UniCentre (Building 11) Function Room 4 & Foyer