Page 2B/The Battalion/Thursday, April 28, 1983

Job hunting more difficult for foreign students here

United Press International HONOLULU — As coordinator of Career Development and Placement at Brigham Young University-Hawaii, H. Calley Hanenberg travels some 17,000 miles a year to the Far East, Southeast Asia and the Pacific Basin.

BYUH has a large foreign student enrollment and Miss Hanenberg arranges job inter-views for students in their home countries.

She has contacts with personnel directors at banks, account-

as well as travel industry businesses and restaurants.

"I try to line up employers so that when a student graduates he or she can establish contacts — Complete a course in a within their home countries," she said. "I give the students contacts, and the interviews determine whether they get placed or not. The fact that nationals are going home to work really pleases me.

For foreign students studying elsewhere, she offers some

ana salar

ing firms, educational institu- advice if they intend to return to tions and government agencies their homeland to seek employment

There are five basic prerequisites I consider most impor-- Complete a course in a vi-

able area - "something the student's country needs or has a demand for — Besides earning good grades, "The student should research early on what he or she wants, and do homework on it. Begin as a junior by writing the companies for information and

interviews. No matter what the economic conditions, companies are always looking for good people. - Bone up on interview skills. - Make contacts prior to re-

turning home.

THE

- Follow through on contacts.

Mrs. Hanenberg said stu-dents who earn advanced degrees "carry a lot more weight. Many firms won't look at a BA (Bachelor of Arts) degree." Also, multinational companies are interested in students who hold several visas.

One area where countries need help now is in hotel management.

"It's an extremely viable area," she said. "Hotels are going up all over the place." Mrs. Hanenberg said she de-lights in watching the transformation of foreign students from unsure freshmen to mature seniors and candidates for advanced degrees.

Road to top not lined in convention By Glenn Kaplan into the client's panele

United Press International The real rules of success are

worlds away from the oversimplified cliches we grow up with and so often read in those "how to succeed" manuals.

In interviews with hundreds of top executives on achieving success in business, I found I had to bury most of the conventional wisdom and advice.

The way to get ahead depends on the career you enter and how well you can play the special rules you'll find there. Some examples from my

book, "The Big Time: How Success Really Works in 14 Top Business Careers"

- The early bird catches the worm.

Not if you're in the recording industry where you can't even rouse a secretary until 10:30 or 11 am. That's because in pop music, it's the LATE bird who catches the talent — performing in the wee hours of the morning under less than businesslike conditions. Nothing succeeds like success.

Famed management consulting guru Bruce Hender-son failed his way to the top of his field. Twice caught in political crossfire, he was twice fired.

Unemployed at 47, he did not hear his phone ringing off the hook with offers. He took a friend's advice and began selling his experience as a free-lance consultant. Today Henderson's firm,

the Boston Consulting Group, has offices worldwide. And phone doesn't stop his

ringing. — Never take a new job

unless it raises your salary. About 10 years ago, a Wall Street analyst in his mid-20s turned down a \$6,000 raise from his staid old firm. Instead, he went down the street

to a younger firm — but at his old \$18,000 salary. His gamble paid off. Within a year, profit sharing raised him to \$42,000, a year later to \$81,000. Today Peter Cohen is chief executive of the mammoth Shearson-American Express, and earns in excess of \$500,000 before bonuses and

other perks. — You've got to dress for success.

An ad agency copywriter made a point to wear pinstripe suits to meetings with an important corporate client. But once the client called an

emergency meeting on a day when he was wearing blue jeans. Expecting to see his cre-dibility evaporate, he cowered work in the particular you choose

but who. es and h Real estate millionaire wn on th Atlantic owner Mort Zucie Recipien man didn't know a souling nts and p estate when he finished g school in law and business Conside But he kept pestering i head of a Boston real est rgh, who niversity o

After the jokes about

nim had quieted down, client called him aside.

good to see you looking in that," he said, "we were begin

ning to wonder if you we

really creative."

n on

never

vear c

The de

weral those wed this s

UPIsu

office.

firm for an interview. ! en years reply ve him ar Finally, he called and ws degree sisted, "I've spent 15 w 7 first building the most impre resume he's ever seen.

- It's not what you kny ates many

st year least he can do is look." ther Te Young Zuckerman gola at \$8,750 per year. By age aywright he year t he had earned a percent

the firm's profits and a already a millionaire. Premie The list could go on and However, the only rule ofs A sampli

s from cess is that there are no car few y all rules. mes as B Your success or failure depend on how well understand the way

GET OFF ON OFF-CAMPUS NEST IN A TREEHOUSE.

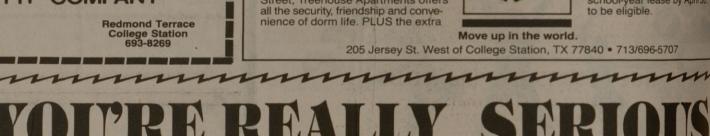
Do you get off on the idea of living off-campus? Yet wouldn't want to miss out on the fun, friends, and closeness the dorms offer? You can enjoy the best of both worlds . . . by nesting in a treehouse. Treehouse Apartments. Just a little off campus, and so much more than just a dorm. Only a block from campus on Jersey Street, Treehouse Apartments offers all the security, friendship and conve-nience of dorm life. PLUS the extra

space, privacy and am want. Like swimming p closets, outdoor storag laundry room, outdoo storage for bikes, and mu Sharp 1- and 2-bedrooms with patios or balconies Reserve your apartment NO SAVE! Just sign your summ school-year lease by April 30 to be eligible.

Move up in the world 205 Jersey St. West of College Station, TX 77840 • 713/696-5707

BASS WAREHOUSE \$2400 4 COLORS SIZES 5-11 MIH SHOE FIT COMPANY **Redmond Terrace** MON.-SAT. College Station 693-8269 9:30-6:00

CLIP THIS AD AND SAVE



IF YOU'RE REALLY SERIOUS **ABOUT AUTO STEREO**

Serving Luncheon Buffet Sunday through Friday 1:00 a.m. to 1:30 p.m. EATING OUT IS FUN Delicious Food **Beautiful View Open to the Public**

ower

Dining Room

FREE BONUS WORTH \$18 FROM DR. SCHOLL'S EXERCISE SANDALS

"Quality First"

at me mater and the me the



Designer Belt Maybelline[®] Cosmetics \$2 Coupon Tropical Blend® Suntan Products

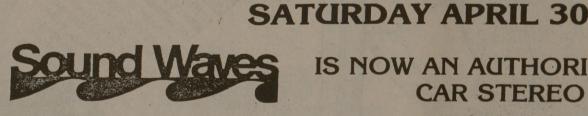
You can get this fabulous free bonus when you buy a pair of Dr. Scholl's Exercise Sandals, Imagine! A bonus so valuable, it may even be worth more than the cost of the sandals themselves! Here's what you get: An exclusive fabric designer belt with real leather trim and Dr. Scholl's buckle worth \$10. From Maybelline: luscious Magic Mascara, two Pearliest ManiCure Nail Colors and Emery Boards worth \$6. And a \$2 coupon towards any Tropical Blend suntan product. See details below.

To receive your FREE Designer Belt Maybelline[®] Cosmetics & Tropical Blend[®] \$2 Coupon

just buy a pair of Dr. Scholl's Exercise Sandals. Mail the end box label showing the size and color of the sandal PLUS your sales receipt to:

DR. SCHOLL'S EXERCISE SANDALS RO. BOX 742 WESTVILLE, NJ 08093

| Name |
|---|
| (Please Print) |
| Address |
| City |
| StateZip |
| Store Name Offer good only in U.S. Void where prohibited, restricted or taxed. If supply is exhausted, company reserves the right to substitute products of equal value. Allow 6-8 weeks delivery. Offer expires August 31, 1983. |
| DrScholls |
| © 1983 Scholl, Inc. |



IS NOW AN AUTHORIZED PANASONIC CAR STEREO DEALER.

THIS WEEK: 25% OFF All PANASONIC Car Stereos!

- COME CHECK OUT FOR OUR LOW, LOW PRICES -

- PANASONIC
- RUTOTEK
- JVC
- BLAUPUNKT
- KRIKET
- CONCORD
- AUM AUDIO PIONEER

CLARION

CRUNDIG

PROTON

FOR MORE INFO

- TEN
 - LINEAR
- MAJESTIC
- JENSEN

 - - BABB
- MAGNUM SANYO
- PYLE
- - KENWOOD • ROCKFORD-

FESGATE

- SATELLITE **ANTENNAS**
- AUTO
 - ALARMS
- METRO-SOUND RADAR DETECTOR
- CALL:
 - 2919 TEXAS AVENUE BRYAN, TX. 713/779-0065

mmmmm