Rutgers – The State University of New Jersey
School of Management and Labor Relations
Fall 2011 (10/25– 11/29)
37:575:393:02
Issues in Work – Interviewing Skills
Tuesday, 10:55 a.m. – 1:35 p.m. (LEC)

Instructor: Jeffrey J. Kaplowitz
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Email: jkaplow1@comcast.net
Office Hours: By appointment

Required Text
None. There will be mandatory readings distributed in class.

Course Overview
The purpose of this course is to identify the core interviewing skills necessary to successfully navigate the job market. Students will learn how to prepare effective resumes, prep for the interview process and conduct themselves during the interview itself.

The class will include lectures, role-playing, and interactive discussions that are meant to supplement the readings and stimulate debate on the various topics. Attendance and participation are strongly recommended since they make up the integral part of the grade.

Grades
Grades will be determined based on attendance, participation, and successful completion of various projects such as well written resumes, etc. There will be no tests in this mini-course.
Course Policies

Lectures: Please be on time for lectures and active participation (questions, comments, etc) is encouraged. To facilitate meaningful interaction, you are required to read the assigned articles before lectures. Be sure to turn off your beepers and cellular phones during lecture because these sources of disruptions prove to be very annoying to your instructor and distracting to your classmates. Use of these devices during class will result in points deducted from the class participation grade.

Attendance: Since this course has no exams attendance is paramount. With only five (5) classes, even one unexcused absence will severely affect a student’s grade.

Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Reading</th>
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</thead>
<tbody>
<tr>
<td>Week 1 (Oct 25th)</td>
<td>Introduction/Syllabus/Expectations Preparing a Resume Networking The Recruiter Interview</td>
<td>TBDOS</td>
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<td>Week 2 (Nov 1st)</td>
<td>Interview Skills &amp; How not to be eliminated The Manager Interview</td>
<td>TBDOS</td>
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<td>Week 3 (Nov 8th)</td>
<td>Questions and Answers &amp; Follow up Compensation Negotiations Legal Compliance and Discriminatory Interviews</td>
<td>TBDOS</td>
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<td>Week 4 (Nov 15th)</td>
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<td>TBDOS</td>
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<tr>
<td>Week 5 (Nov 29th)</td>
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<td>TBDOS</td>
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TBDOS – To Be Distributed on SAKAI