

ENGINEERING 23

Finding an Industry Internship Seminar

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Director of Undergraduate Internship Program

November 23rd, 2021
Week 8: Content Slides

Week 9 Agenda

Content Videos

1. **Negotiating Offers (25 min)**

Class Activities

1. **Week 8 HW: Reflection**
2. **Content Video Reflection: Negotiating Offers**
3. **Career Action Plan Final Overview**
4. **Preview Week 9 HW Assignments**

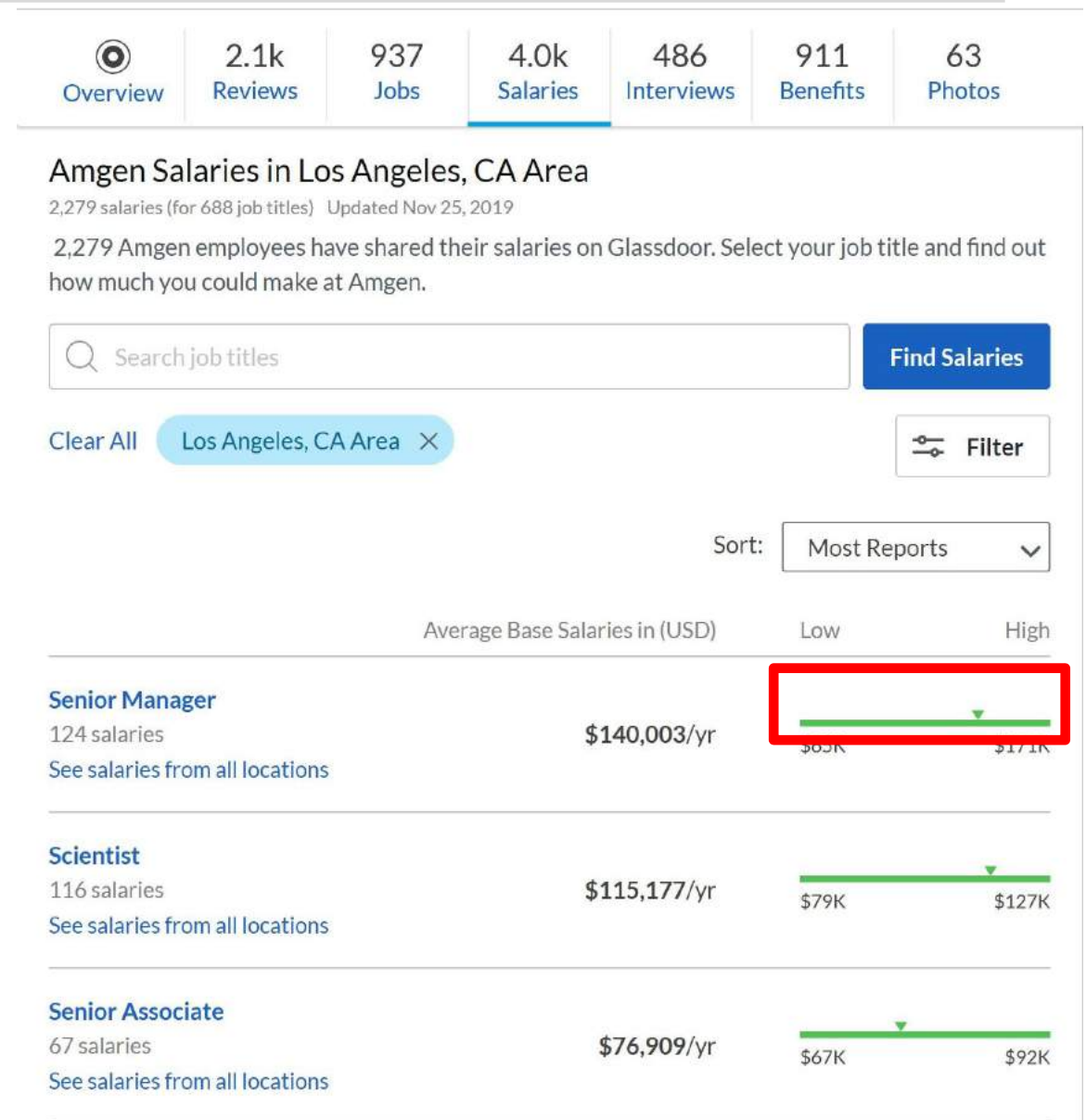
Negotiating Offers



Evaluating the Market Value

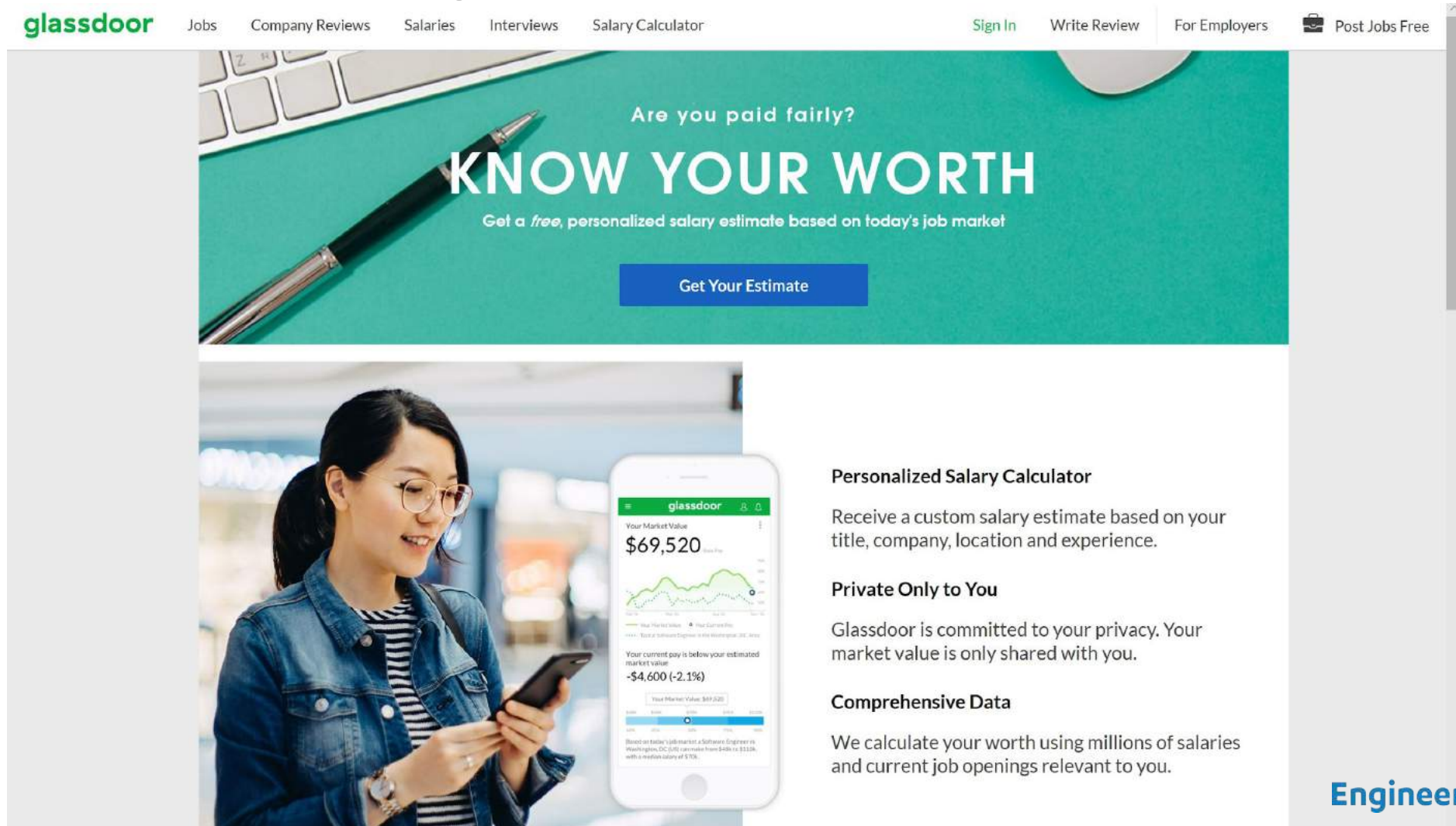
- You should have a general idea of the market value of your assets/skills
- You should be compensated according to the current market value
 - Utilize resources like Glassdoor

Credit: Glassdoor



Are you paid fairly?

- Get Your Estimate using Glassdoor



The image shows a screenshot of the Glassdoor website's 'Know Your Worth' campaign. The top navigation bar includes links for 'glassdoor', 'Jobs', 'Company Reviews', 'Salaries', 'Interviews', 'Salary Calculator', 'Sign In', 'Write Review', 'For Employers', and 'Post Jobs Free'. The main banner features a green background with a keyboard and a pen, and the text 'Are you paid fairly? KNOW YOUR WORTH'. Below this, it says 'Get a free, personalized salary estimate based on today's job market' and includes a 'Get Your Estimate' button. Below the banner, there is a photo of a woman looking at her smartphone. The phone screen displays the Glassdoor app interface, showing a 'Your Market Value' of \$69,520, a line graph, and a comparison stating 'Your current pay is below your estimated market value' by -\$4,600 (-2.1%).

Personalized Salary Calculator

Receive a custom salary estimate based on your title, company, location and experience.

Private Only to You

Glassdoor is committed to your privacy. Your market value is only shared with you.

Comprehensive Data

We calculate your worth using millions of salaries and current job openings relevant to you.

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Credit: Glassdoor

Negotiate!

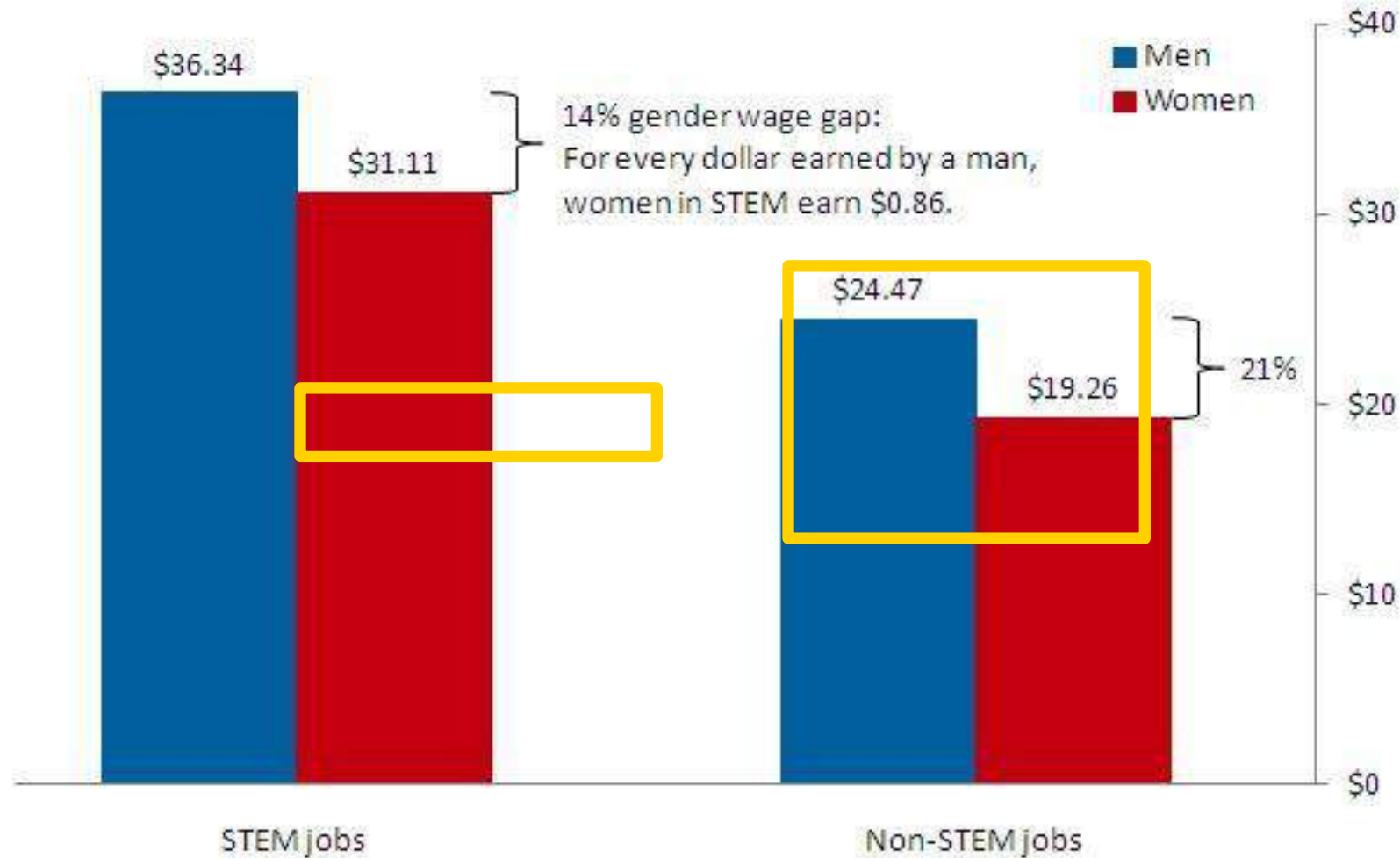
**COMPANIES WILL ALWAYS PAY LESS
If the employees will work for less!!!**

**NEGOTIATE FOR FAIR PAY
AS WELL AS BENEFITS**

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Gender Differences in Engineering

Figure 3. Average Hourly Earnings by Gender and Occupation, 2009

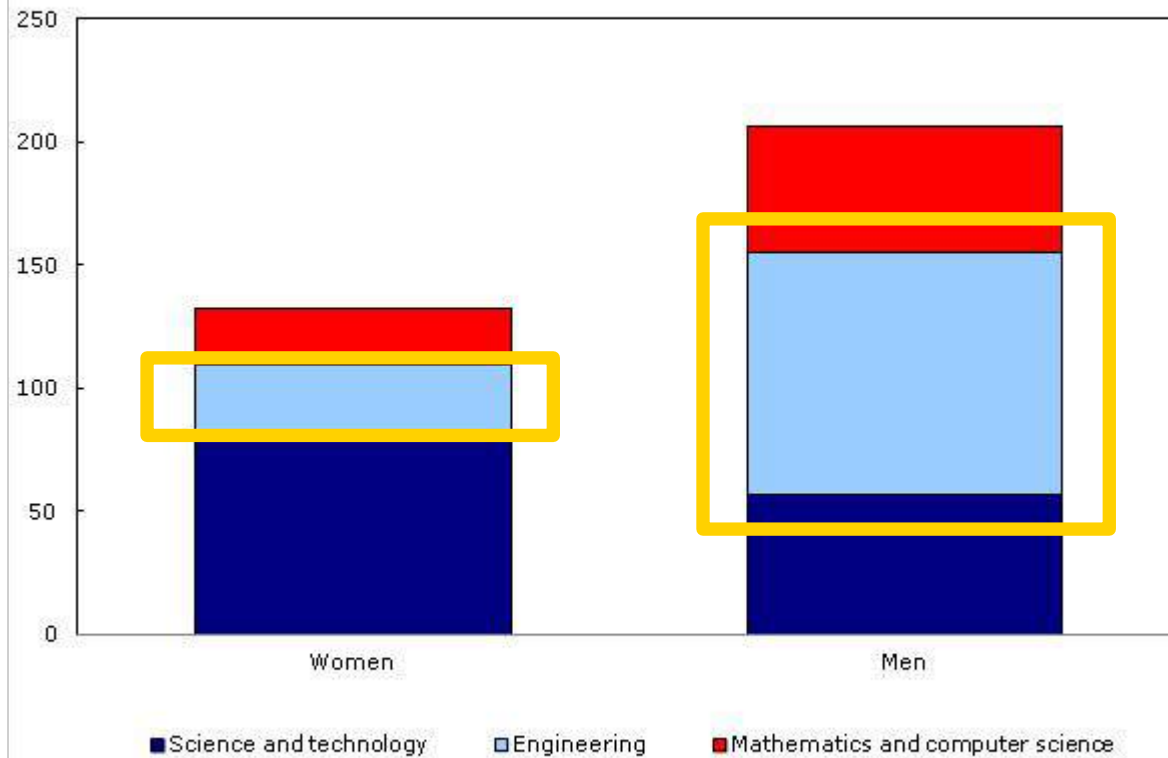


Gender Differences in Engineering

Chart 1

Number of STEM university graduates aged 25 to 34, by sex, 2011

thousand



Note: STEM includes science, technology, engineering, mathematics and computer science.

Source: Statistics Canada, National Household Survey, 2011.

CEO Pay

- In 2017, the annual Equilar/Associated Press **CEO Pay** Study found that the median **compensation** for **female CEOs** was \$13,093,444, and the average was \$14,488,643.
- Meanwhile, **male CEOs** had a median **compensation** of \$11,376,284 and an average of \$12,648,010.

SOURCE: <https://www.cnbc.com/2018/04/10/research-suggests-female-ceos-outearn-men-but-its-not-that-simple.html>

Negotiations

YOU ARE YOUR #1 ADVOCATE

IT DOESN'T HURT TO ASK!

Negotiate!

**NEGOTIATE FOR MORE PAY
AND BENEFITS**

COMPANIES WILL PAY if they Value You!!!

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Career Action Plan Final Overview



Grading Rubric - Career Action Plan

Grading Criteria	Excellent	Proficient	Developing
INTRODUCTION & CAREER PLAN OVERVIEW (15 PTS) Who are you? Dream Job? Dream company? Overview of your plan <ul style="list-style-type: none"> What is your dream job? why? What is your dream company?why? introduce yourself and your background in an intro slide Introduce your interests and you value the most for career Briefly provides an overview of your career plan 	<ul style="list-style-type: none"> Provide an outline of topics to cover in the PPT Enthusiastically describe your DREAM JOB; detailed info on the job and your preferred company Discuss your interests and how you value a company Provide an overview of your career plan: indicating your end goal in 5 years. 	<ul style="list-style-type: none"> Provide an outline of topics to cover in the PPT Describe your dream job at a preferred company briefly with some details Overview of career plan has no clear directions Briefly discuss your interests and how you value a company 	<ul style="list-style-type: none"> Outline of topics to cover in the PPT is missing Simply stating dream job with no elaborations and details No discussions on your interests Overview of career plan is poorly put together
	15 PTS	10 PTS	5 PTS
SKILL ASSESSMENT (25 PTS) How to plan on acquiring more skills? <ul style="list-style-type: none"> What do you plan on doing after UCLA and/or before entering industry? what skills does your dream job require? What skills do you want to acquire after UCLA? Assess your current skills and weaknesses What needs to be done in order to improve your current weaknesses? 	<ul style="list-style-type: none"> Clearly outlines plans after graduating from UCLA Explicitly lists out all the skills you wish to acquire after UCLA Comprehensively lists out skills you currently have Discusses current weaknesses Thoroughly discusses what needs to be done in order to improve and what skills you would like to acquire in the future mention ¾ skills assessments 	<ul style="list-style-type: none"> Outlines plans after graduating from UCLA Lists out all the skills you wish to acquire after UCLA and all the skills you currently have Current weaknesses are discussed, but no promising approaches to improve on them Lists skills you would like to acquire in the future 	<ul style="list-style-type: none"> Plans after graduating from UCLA is missing or poorly put together Fails to answer the questions listed No thorough discussions on them
	25 PTS	15 PTS	5 PTS

Grading Rubric - Career Action Plan

LEVERAGING RESOURCES (20 PTS) <ul style="list-style-type: none">What kinds of experience are you expecting to gain or develop?Describe what resources you need to utilize in order to achieve your career goals	<ul style="list-style-type: none">Indicates what kind of experience you would like to intern at, including the types of role and responsibilityDiscuss resources needed to excel in your early stage careerIncluded specific alignments between identified	<ul style="list-style-type: none">Indicates what kind of experience you would like to intern at, with no clear discussions on the preferred role and responsibilityDiscuss resources needed to excel in your early stage career	<ul style="list-style-type: none">Fails to discuss a preferred experienceNo discussions on the resources needed to achieve career goals
	weaknesses and leveraging sources and skills development		
	20 PTS	10 PTS	5 PTS

Grading Rubric - Career Action Plan

5-YEAR TIMELINE (15 PTS) • A clean graphical representation of your timeline • Short concise descriptions of each stage	<ul style="list-style-type: none"> ○ Timeline is clean and visually understandable ○ Short descriptions are concise and informative ○ Animations clearly illustrated the chronological order of the timeline 	<ul style="list-style-type: none"> ○ Timeline contains all the information for the next 5 years ○ Descriptions are concise ○ Text to visual ratio is not adequate 	<ul style="list-style-type: none"> ○ Timeline does not match previously stated skill development and leveraging of resources
	15 PTS	10 PTS	5 PTS
PRESENTATION (20 PTS) Proper length and dress code • Rehearsed/Confidence • Clean and organized slides • Audience is able to sense the excitement and the passions for his/her career NOTE: If anything is directly copied from the posted sample presentations, you will receive a 0 on this section.	<ul style="list-style-type: none"> ○ Presentation looks rehearsed; Confident, comfortable, and prepared ○ Shows excitement and passions for the career ○ Professional dress code ○ Appropriate length (Finished within 30 seconds of targeted 12 minutes) ○ PPT slides are clean and well organized ○ Eye-contact with the audience 	<ul style="list-style-type: none"> ○ Introduce yourself to class with enthusiasm ○ Shows excitement for the career ○ Mumbles occasionally ○ Pauses during conversation ○ Satisfactory grammar ○ Able to think on his/her feet by adequately answering questions he/she had not prepared ○ Reading from slides are rarely made eye-contact 	<ul style="list-style-type: none"> ○ Presentation seems to lack confidence and excitement/passions ○ Speaks too quietly or loudly ○ Inappropriate language ○ Poor grammar ○ Unable to think on his/her feet ○ Did not make eye-contact with audience and occasionally turns back to the audience
	25 PTS	15 PTS	5 PTS
REFERENCES (5 PTS) Proper citations • Images are cited • References are included NOTE: If anything is directly copied from the posted sample presentations, you will receive a 0 on this section.	<ul style="list-style-type: none"> ○ Images are credited properly ○ References are properly cited ○ Include a slide containing all the references 	<ul style="list-style-type: none"> ○ Missing 1 or 2 sources/references ○ Include a slide containing all the references 	<ul style="list-style-type: none"> ○ Missing multiple sources/references ○ No slide on all the references
	5 PTS	3 PTS	1 PTS

NOTE: ZEROS FOR PRESENTATION AND REFERENCES SECTION WILL BE GIVEN IF ANYTHING IS DIRECTLY COPIED FROM SAMPLES

IMPORTANT NOTE

DO NOT COPY THE SAMPLES THAT HAVE BEEN POSTED

This includes copying the formatting or style of the slides! The samples are there for your reference only - they are only meant to inspire you and give you an idea of how the sections can be organized.

Copying the samples is considered PLAGIARISM and if anything is directly copied, YOU WILL NOT EARN A PASSING GRADE.

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Preview Homework



Week 9 HW

1. **Finalize Career Action Plan Presentation**
 - ~12 minute recorded presentation
 - Slide presentation (PDF/PPT)
2. **ENGR 23 [Post-Course Survey](#)**

(DUE Week 10)

Preview Week 10



Week 10 Content & HW

Week 10 Content

1. Preparing for the First Internship

Week 10 HW

1. ENGR 23 [Post-Course Survey](#)
2. Have a great summer!

Announcements



Assignment Feedback

1. Assignment Feedback

- All assignments turned in ON TIME will receive feedback within 7 days
- If you want immediate feedback, please set up a peer advising [appointment](#) or go to [drop-in hours](#)!
- LATE assignments will not receive feedback within the 7 days - if submitted late, email peer advisors for feedback

2. Do NOT plagiarize the Career Action Plan samples that have been posted

- If anything is directly copied, YOU WILL NOT RECEIVE A PASSING GRADE

3. Submit missing assignments! We want to be done with grading by next week to ensure all feedback can be given in a timely manner.

Events

- **Career Conversation Series: Career Planning 101 - Negotiation**
 - 12/9/21, 12 - 1 pm
 - https://www.applytracking.com/tp/rj6.pq9_S-K
 - <https://ucla.zoom.us/j/99013946713>

UPCOMING CAREER FAIRS IN WINTER:

- **Hire UCLA: Job & Internship Fair - Winter 2022**
 - https://ucla.joinhandshake.com/career_fairs/28558
 - January 12th, 2-7 pm
- **UCLA's E&T Fair: Engineering & More - Winter 2022**
 - https://ucla.joinhandshake.com/career_fairs/28778
 - January 19th, 2-7 pm
- **UCLA's E&T Fair: Computer & Data Sciences - Winter 2022**
 - https://ucla.joinhandshake.com/career_fairs/28778
 - January 18th, 2-7 pm

Opportunities

Global Internship Program

Application Closes 12/5/21

<https://ieo.ucla.edu/globalinternships/#engineering>

UCLA GLOBAL INTERNSHIP PROGRAM

Complete an 8-week summer **Engineering** internship for academic credit.

- Gain a competitive edge in the international job market
- Increase your industry knowledge and employability with real life work experience
- Learn to adapt to a new culture and international office environment
- Build a global network

Application Deadline
Dec 5, 2021

Questions? Contact
Andrew Bottom
Associate Director
UCLA Global Internship Program
abottom@ieo.ucla.edu

[IEO.UCLA.EDU/GLOBALINTERNSHIPS](https://ieo.ucla.edu/globalinternships)



Bali, Indonesia



Berlin, Germany



Osaka, Japan



Virtual Internships

UCLA Study Abroad

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Resources



Links

Career Center Website: www.career.ucla.edu

Handshake: <https://ucla.joinhandshake.com>

Career Center Facebook:
<https://www.facebook.com/UCLACareerCenter/>

Career Center LinkedIn:
<https://www.linkedin.com/company/ucla-career-center/>

ESUC On Campus Recruitment Calendar:
<https://www.seasoasa.ucla.edu/on-campus-recruitment-calendar/>

CONNECT WITH US

 : <https://www.facebook.com/SamueliURPUIP>

 : <https://www.linkedin.com/company/samueli-urpuip>

 : @samueli_urpuip

Website:

<https://www.seasoasa.ucla.edu/undergraduate-internship-program-2/>

Youtube:

[UCLA Samueli Undergraduate Internship Program - YouTube](#)

Peer Advising

[Drop In](#)
[Zoom Link](#)

[Schedule an](#)
[Appointment](#)

Andrea: MWR 10-11 AM | T 1-3 PM
Ritvik: MTWRF 12-1 PM
Brianna: MWF 9-10 AM | TR 4-5 PM
Josephine: TR 11-12 PM, 3-4PM | F 1-2 PM

SPRING 2021 PEER ADVISING

ANDREA RAMIREZ

MWR 10am-11am | T 1-3pm

URPclerk1@hsseas.ucla.edu

4th year, Mechanical Engineering

Research: Balogun Research Group, Northwestern University

Internship: Dynamic Consulting Engineers



RITVIK AGARWAL

MTWRF 12-1pm

URPclerk2@hsseas.ucla.edu

4th Year, Materials Science Engineering

International Engineering Student Class of 2021

He Research Group, Dep. of Materials Science Engineering, UCLA

BRIANNA DUCKWORTH

MWF 9-10am | TR 4-5pm

UIPclerk3@hsseas.ucla.edu

3rd year, Materials Science Engineering

Internship: Data Analyst Intern, Soccer Skybox

Offered position in FBI Materials Science



JOSEPHINE NEYYAN

TR 11am -12pm, 3-4pm | F 1-2pm

UIPclerk4@hsseas.ucla.edu

3rd year, Bioengineering

Research: Chiou Group, Dep. of Bioengineering, UCLA
Sterling Group, Drug Development, Keck Graduate Institute

Internship: ECA Medical Devices

ENG 23 Office Hours

**William
Herrera**

MW 2-3:15 PM

**Course
Facilitators**

[Schedule an
Appointment](#)

[Drop In
Zoom Link](#)

**Andrea:
Thursday 10-11 AM**

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#EngineerChange#ThruInternships