

**Virtual Sessions, June 8-9, 2021**

**Tuesday, June 8, 2021: 10:00am – 11:00am EST**

**Zach Osborne, Nova Southeastern University**

**What's My Job?**

This introduction to the DACUM as a concept and tool will teach attendees how to use the DACUM to understand their roles in experiential learning, dig deep into success factors and approaches that can be used to achieve greater success, and aid in explaining their role and experiential learning to others. This session will include the perspectives of staff members new to the field who will reflect on their experience in learning about their roles.

**Tuesday, June 8, 2021: 1:00pm – 2:00pm EST**

**Makesha Dockery, Georgia State University & Joseph M. Catrino, Trinity College (CT)**

**No More Business As Usual: Why Career Services Professionals must P.I.V.O.T.**

Career services professionals give advice, offer resources, provide critiques and review, study and research a variety of career topics and industries to help support students on college campuses around the world. We encourage students to adjust to market trends, adapt their soft skills and technical skills needed to be successful in their career. But what happens when the adjustments must happen within "us". This session is designed to generate a discussion among career services professionals in a "closed door" behind the scenes way to address our anxieties, concerns and uncertainty about the Future of Work for career services professionals. Connect with each other on how to PIVOT our policies, procedures and programming for the Future of Work, TODAY!

**Wednesday, June 9, 2021: 10:00am – 11:00am EST**

**David Caffo, Ed.D., Wilmington University**

**Managing Up Leadership**

According to Thomas Zuber and Erika James, "managing up is the process of consciously working with your boss to obtain the best possible results for you, your boss, and your organization. This is not political maneuvering or kissing up. Rather, it is a deliberate effort to bring understanding and cooperation to a relationship between individuals who often have different perspectives."

As you advance from entry-level roles in experiential learning and career development, you will begin to take on leadership roles and responsibilities, both formally and informally and managing up is one of the tools to engender success. In this session, we take a deeper look at managing up. Why does it matter? What is the difference of managing up, to out, or down?

**Wednesday, June 9, 2021: 1:00pm – 2:00pm EST**

**Tracey Lord, Geneva Scott, and Li Pon, Florida State University**

**Employers 101**

Partnering with external hiring employers makes your programs and services stronger....and adds credibility from the student perspective (and parents/families, too!). But, not every potential employer partnership is right for your office or your institution. In this session, we take a deep dive into the art of attracting external hiring employers and leveraging their expertise for win-win, long-term relationships.