



team, but first we need to find out a little more about you. 3. Look on your PDA. Some basic 3 information fields have come up, asking for your name, contact information and year of graduation. I want you to fill those out and hit submit. Create your profile 3a. We're collecting this information Stephanie so that you can establish a profile for the career selections you make during Brunner this presentation. Afterwards, you'll be able to securely connect to a website 412-995-9765 home where you can access your selections. X I'd like DeVry to text me At the end of the presentation there is a chance to "opt out" if you don't want to participate; but for now, enter your information as accurately as possible.







- 4. There are literally hundreds of industries out there — and even more careers. There are different environments you can work in an a wide range of areas.
- 4a. The truth is, if you find something you love — building things, drawing, writing, helping people — you can do it in almost any industry you can imagine.
- 4c. We're going to have you answer a few quick questions to find out what kinds of roles and types of workplaces you may enjoy most.



5. For each question coming up on your PDA, click the one that seems most like what you would do or prefer. 5a. Answer any student questions about what the profile questions mean. **Profile Questions** If they are stuck between the two choices, tell them to pick the one that Do you: they would more often tend to or have lots of have a few close friends prefer most. seek out attention avoid attention or Questions on this screen: talk more than or listen more than talk Do you seek out quiet areas or seek out group study areas have lots of friends or a few close friends avoid attention or seek out attention next • talk more than listen or listen more than talk • seek out quiet areas to study alone or seek out group study areas 6 6. Questions on this screen: Are you hard to read or easy to read • inventive or practical • more often restless or more often content • truthful, no matter what or tactful, no matter what







7. Questions on this screen:

Do you

- live in the moment or live for the future
- read the instructions or figure it out yourself
- admire great leaders or admire great artists
- respond emotionally or respond logically





8. Questions on this screen:

Do you

- dislike insensitive people or dislike overemotional people
- believe rules are rules or believe there are exceptions to rules
- prefer public appreciation or prefer personal reward
- prefer finishing projects or starting projects

9



9. Questions on this screen:

Are you
more of a planner or more
spontaneous
happier when your options are open or
happier once a decision is made
usually on time or often late
a "work now, play later" type or a
"play now, work later" type





10. Coming up on your PDA now is information about your personality, with some information about roles and work environments that may appeal to you.

11



- 11. For example, you might have great leadership potential, or you might be excellent at working independently.
- 11a. Pay special attention to the bottom of the screen. It will tell you what you should be looking for a little later in the presentation when you're exploring careers.
- 11b. If you enjoyed taking the personality quiz and getting this information, there's an expanded version online at devry.edu/careershop
- 11b.Remember, all of these skills can translate into careers in almost any industry.





12. Because of that, we're going to ask you one more question. Using your PDA, rank the areas of interest you see from your greatest interest to your least interest.

13



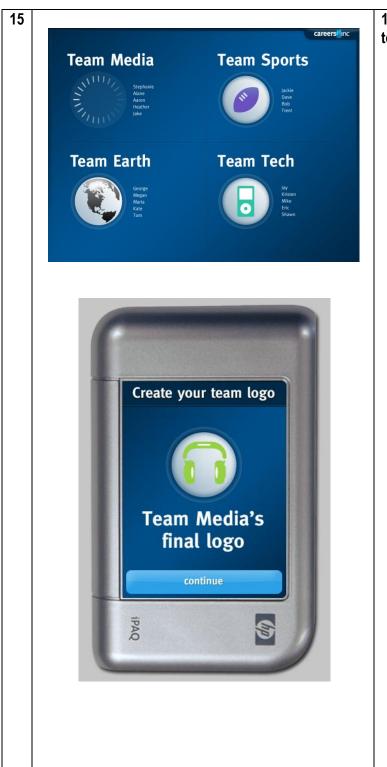
- 13. Using that ranking question, we're putting you into some teams. You'll see your names coming up on the presentation screen.
- 13a. These teams are based on those areas of interest so those of you who were interested in Entertainment, you're part of Team Media.
- 13b. Today, you'll see that careers in areas like technology and business exist across all kinds of companies.





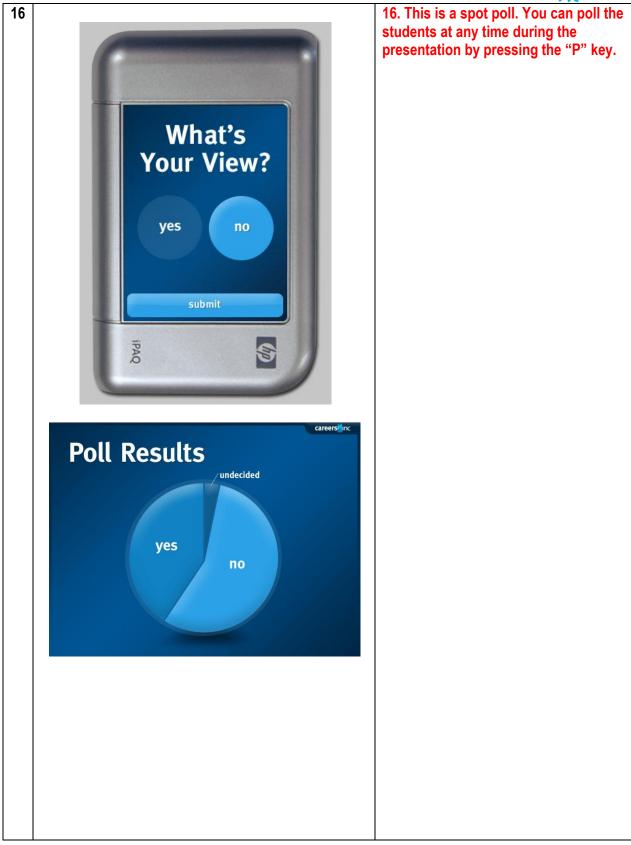
14. Now, you're being asked to vote on your team logo.



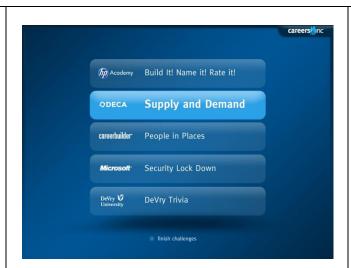


15. You'll see those appearing up here, too.











17. In our challenges, each of you is going to be tasked with some real-world business challenges. As members of your team complete the challenge, you'll see your team score changing up here on the presentation screen.

17a. If you finish before the others, you'll get some questions beamed to your PDA. Answer them to help add to your team's score.

17b. Which challenge would you like to begin with?





18. Click on Build It! Name It! Test It! to open this challenge.

19



19. In this challenge, you're going to design and name a product. But first, you're going to decide if you want to do market research. That means asking consumers for their opinions about the design and features they want.





19a. If you decide to market test, you'll see the design that got the best response, then you can start to create your own. Otherwise, you can just start building!











19b. Finally, you need to give a name to your product.



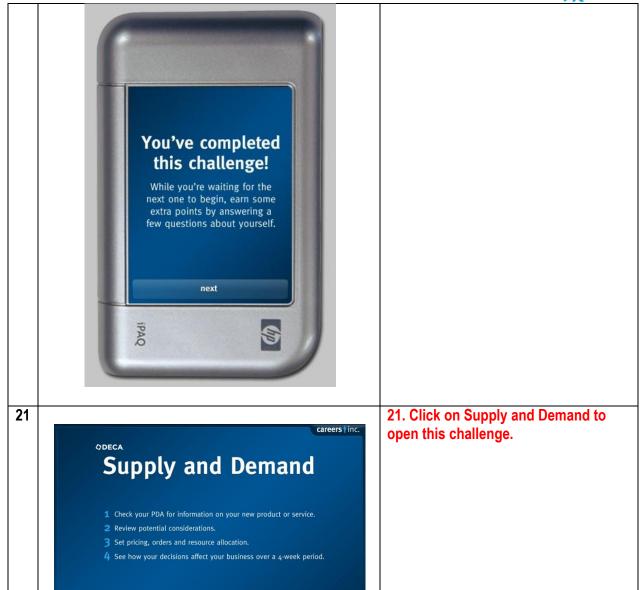
19b. Then you'll find out how your product rated and why.

19c. This challenge is giving you an opportunity to use your creativity and your creative assessment skills. It's also asking you to use your judgment about taking outside feedback.



20 20. Now you're being asked to rate how much you liked or disliked this challenge — basically, did you enjoy it or not? 20a. Based on your answer, we'll suggest some careers that may be a Did you enjoy good match for you and we'll show this challenge? you how you can get into them with a university degree. Skip to 31. disliked submit





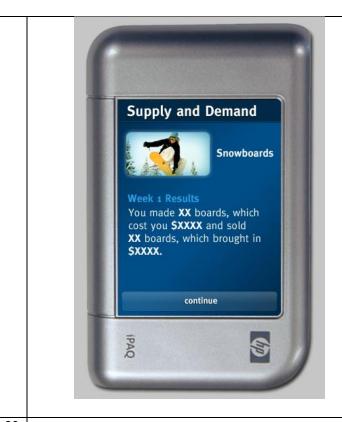
04





- 22. Supply and Demand lets you make pricing and inventory decisions about products. There are four "rounds" where you need to decide what to do based on the market information coming up on your screen.
- 22a. Should you lower prices? Should you build more products? Should you offer a new service?
- 22b. Like a member of an executive team, you're getting to make decisions that affect the company's profitability. So you'll need to uses your big-picture thinking skills and make logical choices based on what you know.







23. Skip to 31.









25. In this challenge, you're being asked to build a team or group. You need to pick a person or option for each position based on the kind of team you want to build.



25a. Look at the descriptions of each individual. Are these the skills you want? How does that affect the other people you might pick?















25b. Once your team is selected based on the talent and skills you want, you need to rank some "softer" considerations — like personality, previous experience or group chemistry. How important is each of those to you when considering your team?







25c. Like a human resources director or hiring specialist, you're making choices about the skills, talents and less tangible qualities that are necessary for the kind of team you're trying to build. In the business world, your ability to choose the best team members can have a lasting impact on the success of your business.



26. Skip to 31. 26 Did you enjoy this challenge? disliked submit You've completed this challenge! While you're waiting for the next one to begin, earn some extra points by answering a few questions about yourself.





27. Click on Security Lockdown to open this challenge.

28



28. Your PDA is now showing a map of your team's company or a venue. Security threats can be physical — like people breaking in — cyber — like unauthorized people getting access to your information or internal — like someone selling company secrets.

28a. You need to click on the areas where you see red dots — those represent threats.

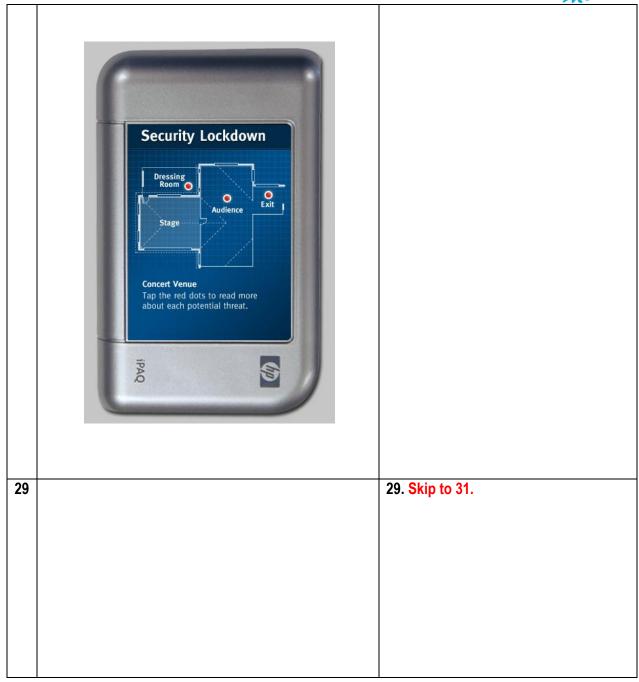




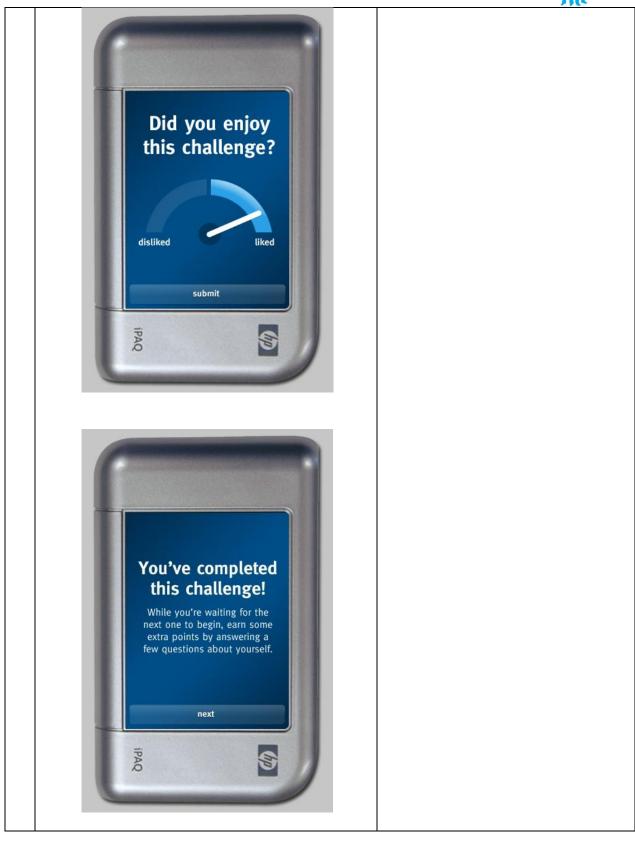
28b. Then, you need to choose the method that would best prevent against that threat — guards, locks, firewalls — what's most appropriate?













30 Team Media Team Sports 09

30. This screen will display at the end of each challenge to show students their progress.



31. Based on your personality and whether you liked that challenge or not, you're now being presented some industry and career options on your PDA.





32. You can read about careers and the tasks involved in them — they're all very different. But the one thing all these careers have in common is that they require a college degree.

33



33. In fact, at the bottom of your screen, you should see the degree program necessary to get an entrylevel position in this field. It looks like a lot of you are interested in careers in X. DeVry has a College of X that offers many opportunities for X degrees.

33a. Choose one F Key at the end of each challenge to explore.





34. Select Bonus Round for this challenge.

34a. We've got a little time left, so how about a bonus round? We're going to see how closely you were paying attention when I talked about DeVry University's history. Answer the trivia questions coming up on your screen and help your team win!

35



35. Choose F1 for this screen.

35a. You may not realize this, but DeVry has been innovating in education since the 1930s. Our founder, Herman DeVry, actually invented the concept of distance learning. We've stayed true to his vision by continually innovating, developing new programs and colleges, and keeping our equipment and facilities up-to-date.



35b. DeVry has what's called "regional





accreditation." What that means is that we get our authority to operate from the same group that authorizes schools like X University and state university systems. They have to review our classes to make sure they are of the highest quality. What it means for our students is that our credits may transfer to other accredited schools. Acceptance of the transfer credit is up to the receiving institution.



35c. DeVry University is made up of 5 colleges. You've seen them coming up at the bottom of each career screen. Four of them offer the range of bachelor's degrees that you need to get into these careers. The fifth is our College of Liberal Arts and Sciences. **Every DeVry student takes courses out** of this college, like Communication and History. But unlike other schools, we tailor these courses to the business world. So you'll learn skills like how to give a presentation, how to write a résumé, or how the psychology of personal interactions can help you influence and lead people.

35d. We have campuses across the US - more than 90 locations, as well as our online degree programs. Your local campuses are X and Y.







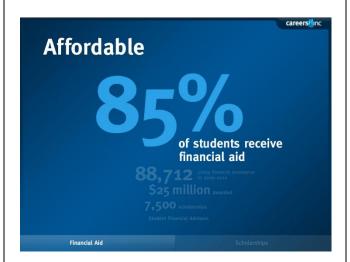
Accelerated Schedule DeVry Other Colleges Accelerated Schedule

36. Choose F2 for this screen.

36a. One way that DeVry has continued to innovate in education is through our online degree program. This is a flexible way for people to earn a degree when it's convenient for them. But it's important to note that all of our students essentially have access to a combination of both learning approaches. So online students are welcome to use campus resources, and onsite students often need to complete part of their coursework online.

36b. Who can tell me what the advantage is to completing college more quickly? That's right — you pay less. Unlike most other universities, DeVry runs classes throughout the year. That means, if you want, you can complete your bachelor's degree a full year ahead of your friends at other schools. Then you can stop paying for college, and start earning money in your career.





Affordable Presidential Scholarship • 98 total scholarships • Half tuition per semester/\$32,500 lifetime cap

37. Choose F3 for this screen.

37a. Raise your hand if you have concerns about affording college. You're not alone — it's the single biggest concern that students and parents have. But it doesn't have to be. 85 percent of DeVry students get some form of financial aid — that's almost 89,000 students in 2009-2010 alone.

37b. DeVry helps make education more affordable by providing more than 7,500 scholarships to qualified new and returning students every vear. That's \$25 million in available financial aid!

37c. We also have Student Financial Advisors on hand to help you and your parents through the loan application process. Between loans, grants and scholarships, college can become much more affordable.





38. Choose F4 for this screen

38a. We've been talking a lot about careers and showing you the degrees you need in order to get into them. With the current economy, actually getting the job has become the toughest part of the challenge for many people. But DeVry students have an additional advantage. Our Career Services department exists to help you get into a career in your field — often before you even graduate. Career advisors are available to help you with job opportunities, résumé searches, internships and more. We work closely with Fortune 100 companies — many of whom you've seen in this presentation. And many of them hire DeVry grads because they know our quality. Our reputation hinges on helping you get into a career you love, so we make the effort — now and even after you become one of the DeVry University alumni.



38b. And just to show you the quality of those careers — DeVry students make an average of \$5,000 more their first year out of school and \$130,000 more over a 20-year career than other college graduates.





39. Choose F5 for this screen

39a. DeVry University makes it possible for you to get started earning college credits right now, as a high school junior or senior.

39b. Through our Passport2College program, juniors can earn college credits with no tuition costs in courses like Introduction to Business & Technology.



39c. Our StartNow program is for high school seniors who have applied and met the admissions criteria for DeVry University. Students can enroll in conveniently scheduled college level courses and earn credits to give them a jump-start toward earning their DeVry University degree. You can get started immediately in your chosen field with classes like Introduction to **Electronics & Computer Engineering** Technology.





40. Choose F6 for this screen.

40a. I notice quite a few of you are interested in careers in Finance. So, I want to tell you little about a special DeVry advantage. Because of our accelerated programs, and our graduate and post-graduate degree offerings through DeVry University's Keller Graduate School of Management and Becker CPA Review, you can get your bachelor's and master's degree, as well as your CPA designation in as little as 5 years. Compare that to the 7 years it would take at another school and you'll see the advantage.

41



41. Choose F7 for this screen.

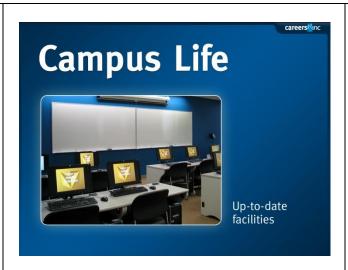
41a. You may have seen information about our web site — Career Shop — coming up on your PDA.

41b. You should definitely log on at devry.edu/careershop when you get home. You can learn more about the careers you've chosen today, take more challenges and learn more about what you need to do to get into college.

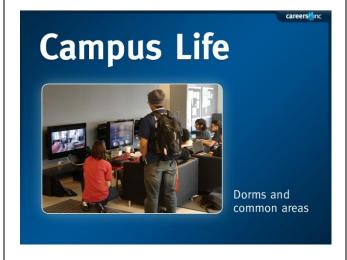
41c. There's also a section for your parents to visit if they want information about DeVry and affording college.

41d. You can even become a fan of CareerShop on Facebook. So remember to check out devry.edu/careershop









42. Choose F8 for this screen.

42a. One thing a lot of students ask about is what life is like on a college campus. Well, there's always a lot going on. At DeVry, in addition to classes, there are plenty of opportunities to socialize with your fellow students and take part in campus activities. It's important to take advantage of these social aspects of college life.





43. Choose F9 for this screen.

43a. At DeVry, you'll know your professors and they'll know you as a result of our low student to teacher ratio.

43b. And they'll have a lot to teach you — about their subject and the business world. Most of our faculty members come from leadership positions at top organizations, including IBM, General Electric, MCI, Texas Instruments — even NASA and the United Nations.

43c. They're highly educated, but they also keep current with industry trends through professional associations like the American Health Information Management Association, the American Marketing Association, the Project Management Institute, and many others.

44

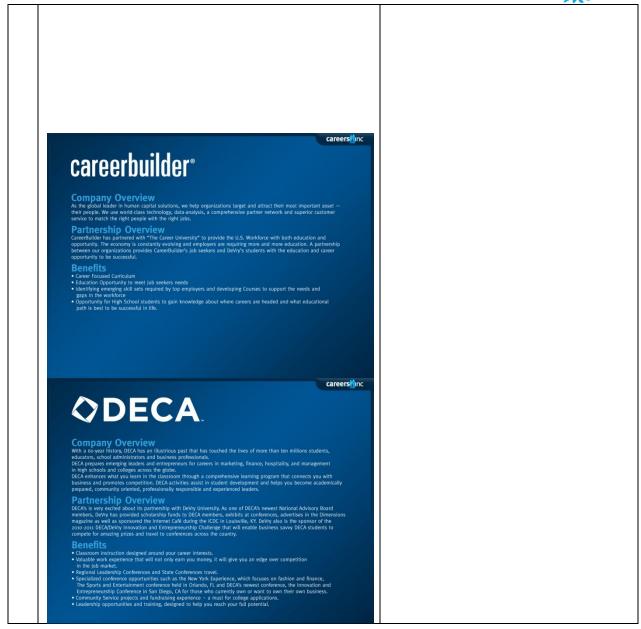


44. Choose F10 for this screen.

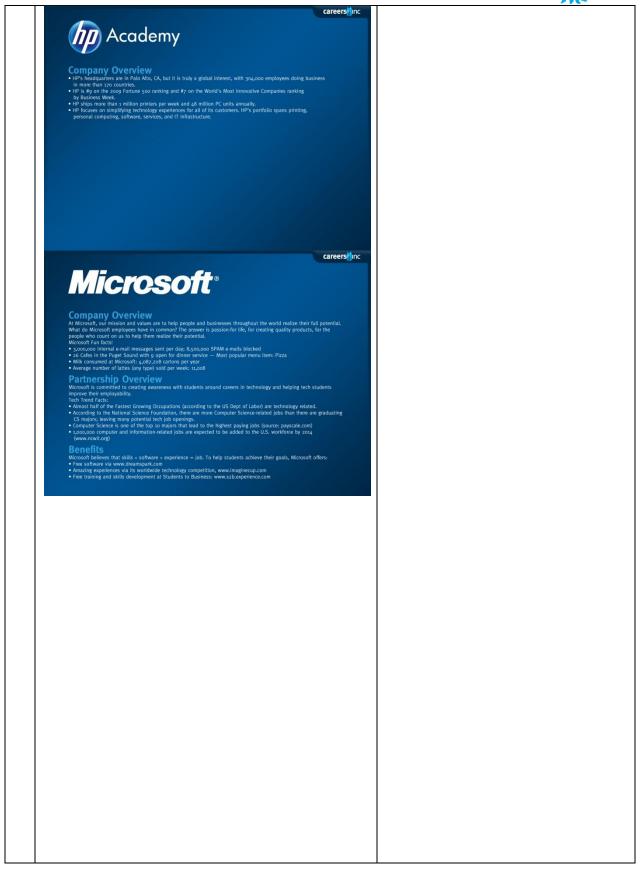
44a. DeVry has relationships with many of Fortune 500 companies and professional associations.

44b. Our students and graduates benefit in a number of ways — with savings and student discounts while they are in school and with job leads when they graduate.

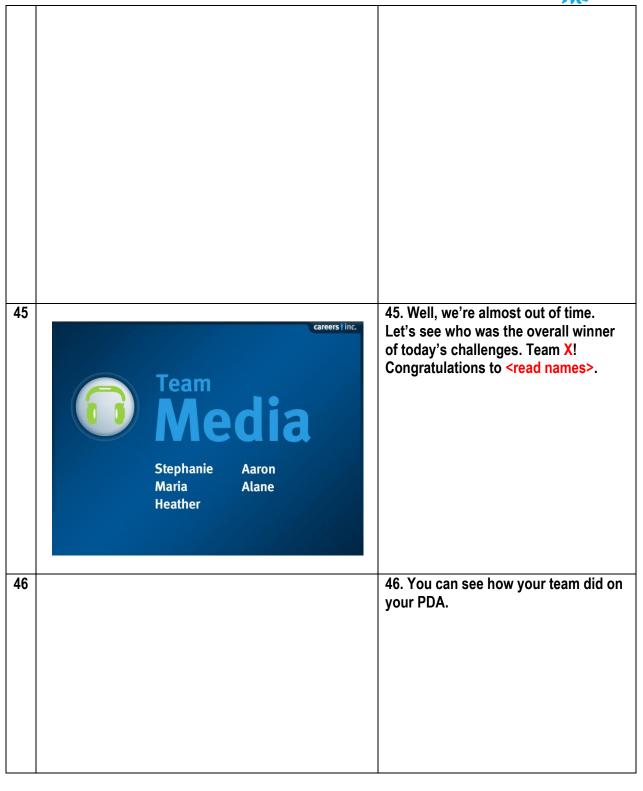




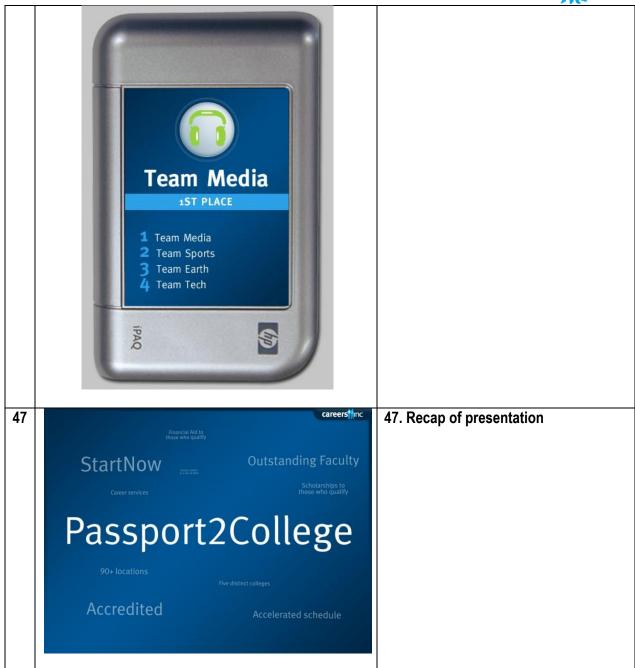
















48. Today, you learned a few things about making your dreams a reality.

You've learned about the role your personality and interests play in choosing a career.

You got information on choosing a college and benefits like accreditation and career services. I can't emphasize enough how important it is to ask every college what they plan to do for you when you graduate. Remember, you'll spend your time and money at college, so be sure to get what you want from it!

You've learned that you can afford to go to college with financial aid and scholarships.

All these things combined will help your passion become your paycheck!

You've also learned a bit about DeVry, where gaining hands-on skills is part of your education.

When you leave class today, there are many resources for you to use to help determine what major, career, and college are best for you.

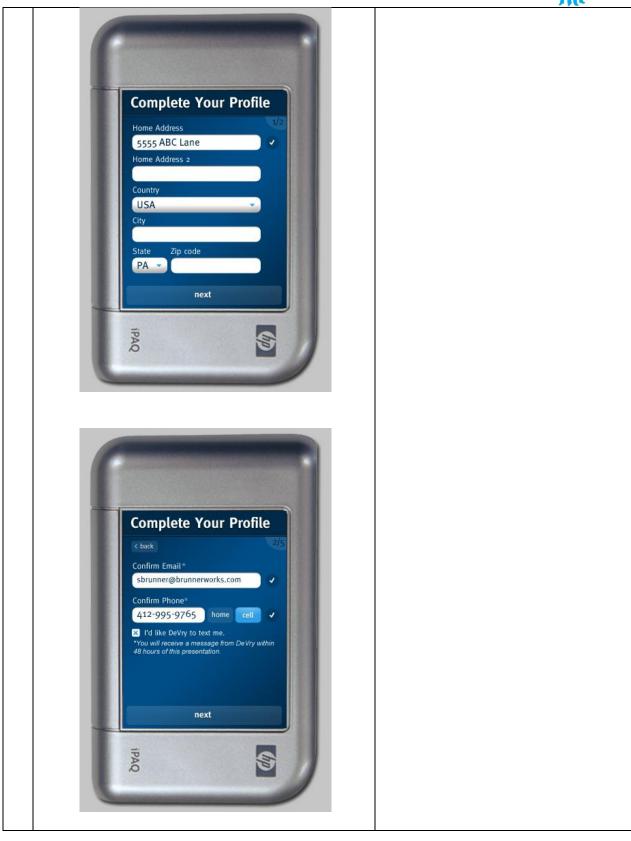
You can visit DeVry's "CareerShop" website, where you can reconnect to the careers you are interested in, take more challenges and get helpful college information.

You can check out opportunities with our partners and reconnect with other participants when you become a fan of CareerShop on Facebook.



You can talk	vith your family
regarding you	-
You can visit	a campus. The closest
DeVry locatio	n is
You can start	
	Are you going to get the
	High School award we
	e for 5 seniors from
(insert high s	chool name)?
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	speak with an
admissions a	avisor.
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50. Finish up these last few questions about your college career plans and location.







47a. The last screen you see here is very important.

47b. All veterinarians and future pop stars who know they will NEVER change their minds can go ahead and click on "I'm not interested at this time."

47c.However, most of you should still be gathering as much information as possible so, if something we talked about today is of interest to you, then select "send me more information."

47d.Finally, a few of you may be thinking that DeVry looks like a good fit. If you want to get additional information right now, visit the campus, or speak with an admissions advisor, select "Schedule a college





interview."

47e. Let us know the best time to reach you and you'll receive a call from one of our advisors in the next few days. The advisor will be able to answer all of your questions and help you and your parents schedule a visit to the campus.







51. Finally, review and confirm your careers. Remember, you'll be able to reconnect to these careers and others on our website.

51a. When you see the "Thank You" screen, click the SUBMIT button to transfer the data to my laptop.

51b. Raise your hand when you are done and I will come around and collect the PDAs.

51c. I'd like to thank (Mrs./Mr. Teacher) for allowing me to take some valuable class time to speak with you today. And I'd like to thank all of you for your participation; you were really a great group to talk with. Best of luck making all your dreams come true!

And remember if you "Turn your passion into your paycheck" you'll never have to work a day in your life.

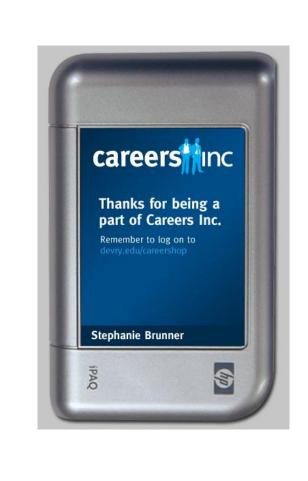






"A" lead PDA Screen





"A" or "B" lead PDA screen, with no careers selected.





"A or B" lead PDA screen, with no phone number.



"C" lead PDA screen





52. Waiting screens and counselor questions like these will appear on the students' PDAs if they finish certain sections before their peers.







