

## Ordered Business Helps Bowser Manage Activities

When you talk with Jarrod Bowser, junior in agricultural economics, the list of activities he's participated in is a bit overwhelming, especially when you know he's enrolled in nineteen credit hours. One wonders when he sleeps.

"My mom thinks I should relax a bit more. My parents are glad to see me involved and happy with what I'm doing, but they think I really push myself," Bowser said.

Since coming to K-State Bowser has held positions as Ag Council President, Ag Senator, National Agronomy Parliamentarian, and has been involved in the Wheat State Agronomy Club and the Ag Econ/Agribusiness Club.

However, his current position as Faculty Senate Parliamentarian might be the most relevant to his future career aspirations on the family farm.

"My plan is to go back to the farm right away. I'm hoping there is room for me. As the youngest in the family I know negotiating the business will have a learning curve."

As Parliamentarian, Bowser attends monthly Faculty Senate meetings. If there are any parliamentary procedure questions Bowser advises the faculty of what Robert's Rules state and how they work.

"I don't say things are wrong all the time. My concern is whether or not the meeting is running well. I make sure no one's rights are violated and that the meeting is held in an efficient manner," Bowser said.

It is this perspective Bowser hopes to utilize on the farm. Although his family has a great relationship, "It might be more efficient if my family used these procedures," Bowser jokes.

Bowser's involvement with Faculty Senate began after Dr. Mickey Ransom referred him to the Senate Chair.

"Dr. Ransom thought I would be a good candidate. I hope I've proved him right," Bowser said.

Bowser's high level of activities throughout college was a big change from high school. "I wasn't very involved in high school activities. I knew coming to K-State I wanted to develop strong friendships and socialize. Plus, I'm never bored, there's always something to do."

Bowser says students who want to get involved should start with department clubs then add more activities. "The most fun happens in these clubs and you build the strongest friendship there. They also open doors to other activities."

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## Mark Your Calendar

1/11 Spring Semester Begins

1/17 Last Day to Drop/Add on KATS

1/30 Agri-Industry Career Fair

1/31 Last Day for 100% refund

2/7 Last day for 50% refund

2/8 Applications for May graduation due to WA 135

2/15 Last day to drop without a "W"

3/19 Last day to drop a course

3/19-23 Spring Break

3/26 Enrollment for Fall/Summer 2007 begins

4/14 K-State Open House

5/4 Last day for Spring 07 semester

5/7-11 Final exams

5/12 Graduation - residence halls close

## College Professor Pet Peeves and Positive Student Behaviors

Professors love having students in their classes who are there to actively, learn, participate, and demonstrate their commitment to learning.

And then there are certain behaviors best avoided by students in college. These behaviors drive faculty crazy and will lead to you being seen as less than the ideal student. Some of these activities are disrespectful to the professor -- as well as to your fellow students.

Part of earning an academic degree includes learning socially appropriate behavior. Take the following quiz to find out if you're bugging your professors and peers. If you check five or more, resolve to change the behavior for the better. Check each box that describes your behavior this past semester.

### PET PEEVES

- Failing to come to class regularly
- Arriving to class late (and especially making a big entrance), and worse, making a habit of it
- Shuffling papers, putting books away, and other "end-of-class" behaviors before the professor has ended class
- Questioning whether some of the homework for the class is just "busy work."
- Asking if "we're doing anything important in class" when informing the professor that you may have to miss a class
- Asking about what is happening in class when it is clearly marked on the syllabus
- Allowing your cell phone to ring in class
- Text messaging while in class
- Holding a private discussion with someone during class



Pet Peeve FYI: Theater-style classrooms amplify personal conversations. Even whispers can be heard clearly by faculty at the front of the room.

- Asking inane or off-topic questions
- Eating a meal in class
- Telling the professor you went to his/her office for help, but that he/she is never there
- Claiming you did not know an exercise was due, that there was a test, or any other class work that is clearly identified on the class calendar
- Telling the professor you deserve a break because of who you are
- Not completing the assigned reading before class
- Going to the restroom in the middle of class (unless it's an emergency)
- Sleeping during class
- Complaining about the workload in class, stating "you know, this isn't the only class I'm taking"
- Wearing inappropriate clothing (or the lack of it) to class
- Asking to "borrow" a stapler to staple a homework assignment for the class. (Would you ask your boss for a stapler to staple a report?)
- Turning in assignments that do not follow the class procedure (and every professor has different guidelines; know them!)
- Making excuses for missed exams, class assignments. (Especially don't use the time-worn dead grandparent excuse, or that you have to pick someone up at the airport)

### POSITIVE BEHAVIORS

Here are the things college professors love:

- Students who take responsibility for their education
- Students who have read the assigned reading and actively participate in class discussion
- Students who complete all assigned work on time
- Students who sit toward the front of the classroom
- Students who visit professors during office hours

Average salary of Department of Agricultural Economics graduates is \$38,000. Some receive offers near \$57,000 others return home to family farms and start at \$20,000.



Cellular telephone technology has come a long way in the last five years.

## What To Do When You Are Worth More Than They Offer

Here's an ideal scenario: After a grueling number of job interviews with a prospective employer who is hiring someone for the job of your dreams, you're again meeting with the hiring manager when she turns to face you and gives you the job offer, but at a salary below what you had expected. You are still excited, elated actually, but what you do next could have consequences for years to come.

Even if the job offer is acceptable to you, most career experts agree that you should take the time to clear your head and consider the offer -- away from the pressure of an interview. So, make sure to thank the interviewer for the job offer and express your interest in the job and the company, but ask for some time to consider all the details.

But what if the offer is unacceptable to you? If it really is one

of your dream jobs -- or even simply a job you really want -- you should consider moving into the negotiation phase by making a counter proposal to the employer.

1. Delay salary and benefit negotiations for as long as possible in the interview process. You'll have more power to negotiate when the field of candidates has been reduced to just you -- when the employer is completely sold on you as the best candidate for the position.

2. Remember that you'll have your greatest negotiation leverage between the time the employer makes the origi-

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## Negotiable Elements of a Job Offer

**•Salary**

**•Non-salary Compensation:** signing bonus; performance bonus; profit-sharing, deferred compensation; severance package, stock options

**•Relocation Expenses:** house-hunting, temporary living allowance, closing costs, travel expenses, spouse job-hunting/re-employment expenses

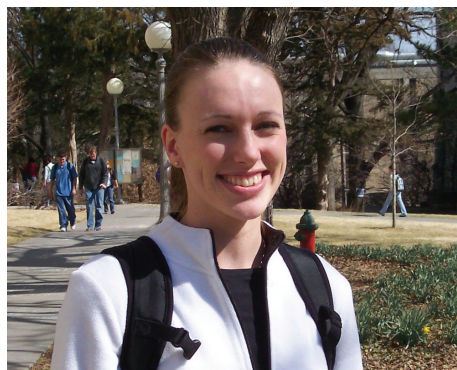
**•Benefits:** vacation days (number, amount paid, timing), personal days, sick days, insurance (medical, dental, vision, life, disability), automobile (or other transportation) allowance, professional training/conference attendance, continuing education (tuition reimbursement), professional memberships, club (country or athletic) memberships, product discounts, clothing allowance, short-term loans

**•Job-Specific:** frequency of performance reviews, job title/role/duties, location/office, telecommuting, work hours and flexibility, starting date, performance standards/goals

## Are You Thinking About Grad School?



Nathan Hendricks, Hannah Berns, and Alena Bosse all chose the Department of Agricultural Economics at K-State as the place to pursue their master's degrees.



Deciding to seek one or more graduate degrees is a major commitment of time and money; a decision not to take lightly. You will face several years of intense work and research -- a much more demanding course load than in your undergraduate program. Before deciding your next step, you should take the time to honestly answer these five questions.

### **Why are you considering a graduate degree?**

**Career Goal:** You need to have a clear understanding of what you want to do with your career -- and how earning a graduate degree will help you reach that goal. If you have any doubt at all about your professional goals, consider putting off graduate school and, instead, spend some time working on some self-assessment and career planning. If you go to graduate school without a clear goal, you will probably end up wasting both time and money.

While certain careers definitely require an advanced degree -- doctors and lawyers, for example -- many other careers offer plenty of job opportunities for job-seekers with just an undergraduate degree. In fact, in some situations having an advanced degree can actually hurt you in a job search if you also have little or no job experience.

**Compensation:** Most studies show that people with advanced degrees earn more on average than people with bachelor's degrees. According to the U.S. Census Bureau, in 1998 the average worker with a bachelor's degree earned \$40,478, while a worker with a master's degree earned \$51,183, and a worker with a doctorate earned \$77,445.

### **When should you consider obtaining a graduate degree?**

One of the questions most often debated is when is the best time to consider a graduate degree. Is it better to attend graduate school right after you complete your

bachelor's degree, or is it better to wait a few years and gain some work/life experience first. As mentioned above, certainly do not consider going immediately to graduate school as a default move -- or to avoid getting a job.

The reasons for going straight to graduate school after earning your bachelor's degree:

- you are accustomed to being a student -- and have momentum;
- your study skills are sharp;
- you have few obligations;
- some occupations require an advanced degree even for "entry-level" positions.

The reasons for working for a few years before going to graduate school:

- you can better know your career goals by working in the field for a few years;
- some graduate programs require work experience;
- you bring a broader world view to your studies;
- you have a more mature outlook on school and work;
- many employers will pay some or all



of your graduate school expenses;  
 •you can gain solid financial footing;

•you can improve your chances for acceptance to graduate programs -- especially if you were not the best student in your undergraduate program.

#### **What is the best graduate degree for you?**

There are two traditional categories of graduate degrees -- master's and doctoral -- although there are also numerous hybrid combined-degree and certificate programs at many universities.

**Master's:** Master's degree programs are growing and evolving, with degrees offered in just about all fields. Master's degrees can be professional or academic. Professional degrees, such as a Master of Business Administration (MBA), are designed for employment or advancement within a given field. Academic degrees, such as a Master of Science, are designed for intellectual growth and (sometimes) a prerequisite for doctoral work within a given field. Master's degrees may take one to three years to complete.

**Doctorate:** Doctoral degrees, the highest possible earned academic degree, can also be professional or academic. Professional doctoral degrees, such as the Doctor of Medicine (MD) and the Juris Doctor (JD), stress the practical application of knowledge and skills. Academic doctoral degrees, the Doctor of Philosophy (Ph.D.), focus on advancing knowledge through original research in a given academic field. Doctorates may take three to six years to complete.

#### **What is the best graduate school/program for you?**

Just as important a decision as whether to go to graduate school is the decision of where to go to graduate school. In fact, some experts say your choice of a graduate school is much more important than your choice of an undergraduate school.

The Department of Agricultural Economics has developed an accelerated master's degree for distinguished scholars. For those who qualify, it is possible to complete a bachelor's and a master's degree at the same time. For more information about this program see Cherie Hodgson in Waters 343.

#### **Finally, can you afford graduate school?**

Just as with your undergraduate college, it is crucial to look at the costs of the various graduate programs that interest you and determine what mix of financial aid will make attending the programs feasible. It's best to study the literature each school sends you and then talk with a financial aid adviser at those schools that interest you. Besides some of the same types of financial aid offered at the undergraduate level, most graduate programs also offer fellowships (for teaching or research assistance). And if you're currently employed, don't forget to see if your employer has an tuition reimbursement program.

## Telefund Sign-Up

Do you want to have fun? Would you like free food? Do you like to raise money? Well, if you said yes to any of these questions, then it is time for you to sign up for the College of Ag Telefund. This year's Telefund will be held January 28th - February 1st.

Each night will begin at 5:30 pm at the KSU Foundation Center. Throughout the evening, callers will be rewarded for how much money they raise. In addition, every caller will receive free food and prizes. If you would like to sign up, please email Kyle Baker at [kyle05@ksu.edu](mailto:kyle05@ksu.edu) or Rebecca Tokach at [rtokach@ksu.edu](mailto:rtokach@ksu.edu). See you there!

## NEGOTIATING A JOB OFFER CONTINUED

nal offer and the time you accept the final offer. Once you accept an offer, you have little to no room to negotiate.

3. Don't negotiate at the time the initial job offer is made. Thank the employer for the offer and express your strong interest and enthusiasm in the job, but state that you'll need time to evaluate the entire compensation package. Most employers are willing to give you a fair amount of time to review -- and if you run across an employer who wants a decision immediately, consider long and hard whether you want to work for such a company.

4. Do your research. The greatest tool in any negotiation is information. Make sure you have done a thorough job of determining your fair market value for the job you are seeking, the salary range of the job for this specific employer, and geographic, economic, industry, and company-specific factors that might affect the given salary. Also try to obtain information on the employer's standard benefits package so that you have information beyond salary.

5. Just do it. While a large percentage of corporate recruiters are willing to negotiate compensation, only a small percentage of job-seekers actually do so. You don't have to be an expert negotiator to get a sweeter deal; you just need to know the rules and strategies of negotiation.

6. Negotiate to your strength. If you are a smooth talker (an extravert), call the employer and ask for a follow-up meeting to discuss a counter proposal. If you communicate better in writing, prepare a counter proposal letter.

7. Always ask for a higher salary (within acceptable limits) than you are willing to accept so that when the employer counters your proposal, the salary should be near your original goal. And when possible, try and show how your actions (once on board) will recoup the extra amount (or more) that you are seeking -- through cost savings or increased sales revenue, productivity, efficiencies.

8. If the salary you're offered is on the low end -- and the employer has stated that salary is not negotiable (probably due to corporate salary ranges or pay grade levels), consider negotiating for a signing bonus, higher performance bonuses, or a shorter time frame for a performance review and raise. Always negotiate base salary first, and then move on to other elements of the job offer.

9. When presenting a counter proposal to the employer, be sure and include a few benefits that are

expendable so that you can drop them in a concession to the employer as negotiations continue.

10. Remember that even if all salary issues are "off the table," there are still numerous other benefits you can negotiate, such as moving expenses, paid vacation or personal days, professional training, and more. See the sidebar for the entire list of negotiable items.

11. Never stop selling yourself throughout the negotiation process. Keep reminding the employer of the impact you will make, the problems you will solve, the revenue you will generate. And continue expressing interest and enthusiasm for the job and the company.

12. If you have no intention of accepting the company's offer, don't waste your time or the company's by entering into negotiation. Negotiation is a process designed to find common ground between two or more parties.

13. Don't enter negotiations with the wrong attitude. Always have in the back of your mind that your goal with these negotiations is a win-win situation. You want to get a better deal, but you also need to let the employer feel as though they got a good deal as well.

14. Never make demands. Instead, raise questions and make requests during negotiations. Keep the tone conversational, not confrontational.

15. Be prepared for any of a number of possible reactions to your counter proposal, from complete acceptance to agreeing to some concessions to refusal to negotiate.

16. You have to be willing to walk away from negotiations. If you don't have a strong position (a good current job or one or more current or potential job offers), it will be harder for you to negotiate. If you really need or want the job, be more careful in your negotiations.

17. Once the employer agrees to your compensation requests, the negotiations are over. You cannot ask for anything more -- or risk appearing immature or greedy and having the employer's offer withdrawn or rescinded.

18. Always be sure to get the final offer in writing. Be extremely wary of companies that are not willing to do so. Note: one advantage of writing a counter proposal letter is that you list the terms of the offer in your letter.

## RSS feeds college students' diet for research

By Anh Ly, Gannett News Service



More and more students are finding RSS feeds take the work out of tracking down relevant research publications.

Lilangi Ediriwickrema, 21, peruses summaries of the latest articles about stem cell research. She quickly dismisses the first three articles but pauses on the fourth before clicking to read the entire story.

A time stamp on the corner reveals the article was posted just two minutes earlier.

"It saves me a lot of time and energy," says Ediriwickrema, an undergraduate at the University of Pennsylvania. "I can quickly find what I'm looking for without having to go from Web site to Web site, and I get the most up-to-date information."

Ediriwickrema is part of the growing number of on-the-go, sleep-deprived students who recognize the value of an Internet technology called RSS and are milking its benefits for use in the classroom.

Short for Really Simple Syndication, RSS is a way to receive constant

updates from news sites, online catalogs and blogs without the laborious process of visiting individual sites, wading through outdated content and managing annoying pop-up ads.

"It's like a subscription or clipping service," says Paul Jones, a professor at the University of North Carolina at Chapel Hill and the director of [ibiblio.org](http://www.ibiblio.org), an online public library of Web information ([www.ibiblio.org](http://www.ibiblio.org)). "You can drag any Web site you want to watch, from BBC to personal blogs, and it will let you know if you have new stuff."

Students use software called news readers or online sites, such as Bloglines ([www.bloglines.com](http://www.bloglines.com)) or Topix.net ([www.topix.net](http://www.topix.net)), to view their RSS subscriptions, which are also called feeds. News readers and RSS sites can display subscriptions from hundreds of different sites on a single page as short summaries. Students then can scan them quickly and decide whether they should click summary or headline links to read complete articles or reports.

The single-page format gives users the added benefit of tracking a large number of sources in one place, making it easy to compare the usefulness and credibility of different sources.

For Sara Knechtel, a student at the University of North Carolina at Chapel Hill, RSS comes as a relief from the proliferating sea of bogus information on the Web.

"Running searches on Google or Yahoo! will bring back so many irrelevant sources," Knechtel says. "There's the issue of making sure the sources you do find are credible."

While students are picking up the RSS habit, its popularity is growing with all Internet users.

A survey conducted by the Pew Internet & American Life Project in 2004 found that six million Americans get news and information from RSS readers. Five percent follow their favorite sources through RSS syndication.

For students like Ediriwickrema who balance a heavy academic course load and an active social life, the three initials translate into one task that she can cross off her to-do list.

"I'm already busy and stressed enough as it is," Ediriwickrema says. "Anything that gives me more time and less headaches — then I'm all about it."