

## Career Connections: Liberal Arts Degrees

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**JOSH:** Hi, everyone, and welcome to our webinar today, Career Connections, Liberal Arts Degrees. My name is Josh, and I'm the program coordinator with Global Connections. If you are experiencing any audio issues right now, please remember to go to the Tools bar and set up the Audio Setup Wizard, and that will help you to ensure that you can hear and see everything properly.

I am excited to have you guys join us today. I'm excited to have Chris here to talk about the liberal arts degrees that Global Campus offers. So without any further ado, here is the Career Counselor, Chris Miller.

**CHRIS MILLER:** Thank you, Josh. Let me get my-- there we go. Thank you so much. Again, Josh was with Global Connections. You should take a look at the Global Connections website, [connections.wsu.edu](http://connections.wsu.edu), to see upcoming events. Thank you for joining me today. Like Josh said, I'm Chris Miller, your trusty career counselor with the Global Campus. You can contact me at [cmiller66@wsu.edu](mailto:cmiller66@wsu.edu) for any of your career development questions.

So at any point you're at in a process, the career development process, if you're in the assessment process and you're unsure what you are interested in doing for work, you're unsure what you're good at, what your work values are, just contact me, and I can help you with that. Or if you're in that career exploration piece, where you're kind of looking at different options, if you are in that decision making stage after you've looked at a few different things, or if you are toward the end of it, if you're in the job seeking stage.

And so, part of this presentation will kind of hit on a few different parts of that career development process. Some of it is definitely talking about who you are, what you're good at, and that's made apparent through the degree that you are pursuing. We're talking about liberal arts degrees, more specifically, social sciences and humanities, for those two groups of students, which really cover a lot of different areas because there are a lot of different concentrations in those areas.

So we'll discuss the skills that liberal art majors develop, the skills that employers are looking for, how being an online student with WSU is a benefit, and how to market your education. So if you have any technical issues, like Josh said, you can enter those in the chat box during the presentation. If you have any questions for me, you can enter those in the chat box, and I

probably won't get to them until the end of the webinar, which should be in the neighborhood of about 30 minutes I think. And we'll go ahead and move along here.

What do employers say they want? So according to an Association of American Colleges and Universities survey from last year, 93% of employers say they're looking for the demonstrated capacity to think critically, communicate clearly, and solve complex problems is more important than their undergraduate major.

It's never been more true than it is with a liberal arts major that academic major does not equal or equate to specific job options, possibilities, titles because there are so many different options you have with interdisciplinary studies because you have different interests, because with an online, nontraditional student, you're bringing different experiences to the table anyway. And a lot of it just depends on what you're interested in, what you're good at, and the skills that you bring.

Part of those skills you might have already developed through work experience, or different experiences you've had. And part of that is fostered through your education. And this first part of the webinar is really going to be talking about those skills that you're developing through your education, and articulating those, identifying those because I've worked with a lot of students, a lot of social sciences and humanities students, who produce good work. They do well in school. They know they're a great worker. They just have a hard time kind of identifying their skills. They know they're good at things. They just have a hard time identifying those things and articulating them.

So I'm going to provide you with some of that language here, some of those things that are definitely true for undergraduate students, definitely true for online, nontraditional students too. So a few years ago, WSU got a focus group together of recruiters who specifically hired WSU students. And they did this focus group, and they asked them, what skills are you looking for with the students that you're looking to hire?

And they identified several different areas, and the vast majority of them would be identified as soft skills, interpersonal skills, things like that. And I'm going to flesh some of that out. But to talk about what they specifically identified, these people who are looking for WSU students, they mentioned genuine interest. So you need to be truly interested in the company, what it does, and the position for which you're applying.

So they can know-- I mean, your interest could be for a variety of reasons, depending on your

work values. It could be financial. It could be different. And that, whatever it is, it doesn't matter as long as you're genuinely interested for those reasons.

Interpersonal skills, which I'm going to mention several times and break down in different ways to kind of categorize what that means. Use different language to talk about interpersonal skills because one of the things you'll want to do is avoid repetition with how you market yourself, be it in a networking event, in a resume, in a cover letter, or in an interview. You want to use a variety in the language that you're actually using to discuss your skills.

So interpersonal skills, you work well with others, maintain a good relationship with your coworkers. You listen to those around you, and you take time to comprehend what is said, assimilate the requests into your tasks and your projects. You're confident, you're caring, and you're assertive. You're competent, which is, you know, hard to kind of break down what that means specifically, but that's one of the things that they identified.

They want you to create a positive first impression and follow through. Admit and learn from mistakes, and accept suggestions for improvement. Show leadership potential, and they're looking for someone who is dependable, compatible, one who shows initiative. Take extra courses or training outside of work on your own time, and that's one of the things that I know many, not all, but many social sciences or humanities students can do. They can try to incorporate a certificate into their academic programs. So that's something to think about too.

They want you to master technology and keep your tech skills current. They want you to arrive early and leave late, make suggestions, work hard to meet deadlines, volunteer for committees and projects to become noticed and recognized. You need to have strong communication skills, which I will say several times and break down different ways of doing that. Customer focused, if that's relevant to your industry, your target. And to show commitment to what you're trying to achieve.

So let's talk about some of these skills that you are developing, fostering, bringing to the table as a liberal arts major. You have interests that cut across departmental boundaries, obviously. You have multi-disciplinary skills. You have different concentrations. You're adaptable. You have analytical skills, creativity, intellectual curiosity, communication skills, written, verbal, cultural awareness, imagination, sense of context.

And so, some of these I'm going to, there might be some repetition in here. And I'm going to try to expand on certain points, try to really underline some of those points. And this is just

some of the language that you can use to network and communicate with employers, to market yourself, market your degree. So these liberal arts provide students with powerful academic foundation that gives you the opportunity to develop skills, both soft and technical, especially as an online student.

And these are things that employers value. Like I've said, written communication skills, analytics, time management, teamwork, organizational and problem solving skills, understanding and using data, critical thinking, dealing with complexity and flexibility. That's a huge part of being an online student, being flexible, dealing with the technological complexity. You're working in an online technical space, and not everything is the same from course to course, as you well know.

Again, let me highlight some of these skills because I think one of the things that's important, from people that I've worked with, is, like I said before, some people have a hard time identifying those skills. And some people that can identify them have a hard time really extrapolating, and really explaining what that means. So you're developing and fostering, through your education, independent learning skills. So the ability not only to learn, but to recognize opportunities to learn. Research skills, the ability to find information and ideas, and to critically distinguish between various sources of ideas. So you're also evaluating sources.

Writing skills. Definitely with an online environment, even more important. The ability to structure your thoughts coherently and express yourself in ways that are appropriate to the occasion. Reading skills, the ability to understand language and systems of meaning. Like I said before, critical thinking skills, the ability to tell better ideas from worse, the ability to test ideas by subjecting them to relevant criteria.

And I'm going to hit you with a big one here. I'm going to come back to it. But it's especially important for online students to stress, and I might be teaching you a new skill, a new term for a skill that you have, and it's just a way to conceptualize it. That's a little teaser. I'll get back to that.

Problem solving skills, the ability to understand and express a problem that needs to be solved, and acknowledge the various methods of analysis that might be relevant to the problem, interdisciplinary skills, clearly. The ability to work at the borders of traditional forms of knowledge using the resources from more than one area to help define a problem or ask a question and suggest approaches to addressing the problem or question.

Global understanding and cultural sensitivity, the ability to appreciate cultures and traditions outside of your own, the historical understanding, even if you're not with a history concentration, the ability to see how and why things came to be as they are, and how they could be different. Perspective, which is the ability to understand how other people or groups think and to value the difference.

Adaptability, the ability to apply knowledge and skills to a wide variety of contexts. Time and resource management skills, I mean that really speaks to the online student. Time management, the balancing of everything they have going on, especially a nontraditional student. Work life, family life, all of that, and at the same time completing your education online. That's a great selling point from an employer, to hear about that dedication, and the amount of effort and the time management that went into all of that.

And like I said before, teaser, a little something called electracy skills. And I don't know if you've heard this term before or not, but let me enter it in the chat box so you know. Electracy, so you can see how it's spelled. And you kind of can think of this as literacy is for print, electracy is for the digital medium. So it's the ability to read, navigate, and create the digital environment.

It's a term that was coined, the theory by the name of Gregory Ulmer. So it's something you're going to use in a professional context. You're going to want to do a little bit more research on it, but as an online student, the ability to read and navigate the digital environment totally, totally is part of the experience. Creating the digital environment, that is for some students, and it's not for others.

It's a great skill to mention. It's also an interesting talking point for an employer who maybe hasn't heard that term before. So something to look in further. I love it. Electracy skills. So that's highlighting a little bit more of the skills that you develop and that your education fosters.

The Global Campus advantage. Sorry. Went the wrong way. So again, your liberal arts education with the Global Campus helps you foster these skills that employers want. I talked about some of them before. It teaches you how to write well, potentially in different styles. That's something to highlight also. You have to organize your work and life to meet deadlines, like I said, time management.

You learn to convey meaning precisely, kind of communication and critical thinking.

Summarizing, making arguments, drawing conclusions, research and analyze, organize and present data logically. So to be a successful online student, as you well know, it depends a lot on self motivation, teamwork, communication, collaboration, and mastering technologies. All of these points are things that employers who hire WSU students said that those are the things they're looking for.

So self motivation, initiative, like I said. Teamwork and collaboration, interpersonal skills, communication, communication skills, mastering technology. They literally-- Gregory Ulmer, that's the one. They literally said mastering technology.

What can you do with your degree? So these are some examples of people. You may have had them in your classrooms as peers. These are people who were online students. These were, I think, all social sciences students. And you kind of get an idea of the range of career options. You know, the corrections officer, a hockey coach, a former player, an executive at Yahoo, someone who's looking to go into law enforcement. There's a wide range.

Again, education rarely equates to a specific opportunity. Even in the case of someone who's an accounting major, they ideally are someone who prefers working with numbers and data and a less interest in working with people, but that doesn't necessarily mean they're going to go from their accounting major to a financial accountant. They could go in a totally different direction. They could become an actor. They could become a police officer.

It's important to remember that education doesn't equal occupation. The important thing is to foster skills, to develop skills, and identify those, and be able to explain them to an employer in order to solve their business needs and their business problems. So yeah, I've worked with people who've gone on to be lawyers, tech execs, IT managers, claims adjusters, sales directors, high school teachers, library techs, nurses, social workers, et cetera, et cetera, et cetera, et cetera. It goes on and on and on and on. The options are endless.

And here are some other people that are quite famous that I'm sure you've heard of. You've heard of some of them, I'm sure. History, English, and philosophy majors that went on to do things like founding a major news network, Bain Capital, also kind of ran for president, no big deal. CEO of Goldman Sachs, co-founder of Paypal, activist investor, a Nobel Laureate in medicine, hedge fund manager.

So with a liberal arts degree, it's about the skills that you develop and the things that you learn along the way, not how that applies directly to a specific occupation. It's all about what you

want to do, and how you can bridge the gap between what you're good at and what an organization's needs are.

Connecting skills to needs. So I talked about this before in some other presentations, but it's important, shifting now from kind of the skill articulation and identification piece to the marketing piece of it all, is what are you doing to properly show yourself as one of the better candidates for any position? One of the things is understanding different job search strategies, and utilizing the ones that are more effective, and spending more time on the ones that are more effective.

So before I talk about these effective job search strategies, and these are all identified in Richard Bolles' *What Color is Your Parachute?* This is from the 2015 edition. There's a new one out. There's a new one every year. It's about the different methods that people use to search for jobs.

So if you think about it, and you think back about all the jobs you've ever had, whether you started working when you were 12, or in your 20s, you think about what actually happened to get you to that job. Was it a newspaper posting? Was it a help wanted sign? Was it someone you knew who needed help? Did you hear it from a friend or a colleague in some other instance?

So if you think about how you got the jobs that you've worked in your life, you'll kind of most likely see a pattern. And one of those things, discussing the least effective ones, are open listings on the internet. So CareerBuilder, Indeed, Monster, large job boards, this is one of the first things that job seekers do, in general, when they're looking for a job. And it has a 4% success rate, so 4 out of 100 people using that method will get some kind of a job offer.

So if you bump that up to a Craigslist example, or kind of what used to be a newspaper listing, and you can still find online newspaper listings for jobs, the success rate increases to 5%, which isn't a whole lot, but that range is actually 5% to 24%, depending on what you're looking for. So if you're looking for a job with a higher salary, it's a 5% success rate. If you're looking for a minimum wage job, it's a 24% success rate.

So that's pretty good, depending on what you're trying to do. But most students aren't in that position. So they're looking for something to move on past college education. Another thing used to be just randomly mailing resumes to people. Today the equivalent is just posting onto one of those job boards, so not applying directly to a position, but just posting it for all the

recruiters' eyes to find. And that has about a 7% success rate.

So those are some of the least successful job search strategy methods. And what you'll think about is also those are some of the ones that are more popular. They're easier, it seems to be what people spend more time doing. So it's important to know what works best so you can figure out how to properly manage your time and focus your energy.

And so, if you're researching target employers and then making contact by phone, it has a 65% success rate. If you're introducing yourself in person when possible and just showing up, introducing yourself without any kind of prior contact, 47% success rate.

So with these two options, or these two strategies, it's important to point out company size is a huge factor. So employers who hire 50 or less will have more opportunities to engage in these kinds of introductory activities, or networking activities. And so, if it's 25 or fewer, especially, you'll have even more options for doing that. So I understand, and most people understand, that with larger companies, you can't do that. You have to go through online channels, and networking is still the best way to get in there.

But you've got to think about the kind of companies where there are more opportunities too. And activating your network, a 33% chance. So that's just asking people that you know. It's not expanding your network. It's talking to friends, family, your mailman, whoever, about if they know about job openings in what you're trying to accomplish. So one out of three people are getting a job offer that way, compared to 4 out of 100 on an online job board.

So that gives you an idea of where you should really focus your energy. So an elevator speech is a thing that a lot of people know about, and I'm not going to spend a lot of time on it. If it's something you want to work on with me specifically and individually, that's something we can do. But in general, most people know that it's your personal pitch to summarize your background, skills, your goals, and how you can solve your target business' or organization's problems in about 30 seconds.

So the idea is the time it takes to go from the bottom floor to the top floor of a corporate building to kind of make your pitch to say, hey, this is what I'm good at. This is how I can help you. How can I help you? And so, I want to highlight two different versions of that. And if you don't know what that is, and you're of my generation, I like to say think of the movie, *Tommy Boy*. Towards the end of the movie, when Tommy's in the elevator with Ray Zalinsky, and he

has that ride from the bottom floor to the top floor to make his pitch to save his company.

So if you already know kind of what your target is, your job target, and you'd want to do an educational one secondarily, you'd want to focus on knowing yourself, your interests, your values and skills. And again, I can help there if that's something you're trying to figure out. And you want to state a clear objective, and you want to ask how their company or organization can utilize you and your skill set.

So that's kind of the classic elevator speech. You have this much time. This is who I am. This is what I can do. How can I help? And so, with an educational one, it's kind of a re-framing, and it's more of an exploratory one, where you might not necessarily know your specific target. But you know your education. You know these concentrations you have with your liberal arts education. You know why you're interested in those, and how they can transfer to the working world, which is something you've worked out ahead of time, of course. You highlight the skills you developed through that education. And you ask, given all that, how can I help your business?

So that's another something to think about. And there's something called the "so what" principle that doesn't sound very nice, but it's an important thing to think about. Through any kind of professional interaction, whether it's a networking scenario, a resume, a cover letter, an interview, an elevator pitch, whenever you're stating, or thinking about the skills you have, the experiences you have. You think about in their mind, you're telling them that, and they're going to say, so what? So what can you do for me because you have all that?

So you want to think about, when you're structuring your elevator pitch, and your resume, and LinkedIn profile, things like that, how you can answer the so what principle by providing data, highlighting keywords, highlighting skills that they want.

So it doesn't sound very nice sometimes, but it's important to think about. So you have the skills, experiences, so what? So you think about specific examples you can present, artifacts, data to support your case.

Tailoring your resume. It's something that should be done for every application, every job, every company, every time. You should have your resume tailored for that. And I talked about a lot of this in the resume coloring book webinar, which is available in the video vault, so check that out if you want to know more about some of these things. But some of the common resume mistakes that were noticed by recruiters who recruit college grads is that there were a

lack of accomplishment statements.

So basically, too many things about duties and responsibilities. A lack of action verbs, or a repetition of action verbs. Again, you want to find different ways to kind of support your case. And maybe you're kind of saying the same thing sometimes, but you're using language in a way to make it more interesting.

Lack of competitive advantage differentiation, and that's something I'm going to talk about next. Irrelevant detail, so things like work experiences that aren't transferable, poor formatting in the resume, meaningless phrases, grammar issues, typos, objective statements that are neither clear nor concise, and things like references available upon request on a resume, which don't need to be there and they just take up space.

Six sections of a resume, that's something I really highlighted in that resume coloring book webinar. The idea is there only so many sections that you need to focus on, and you don't even need every one, but there should be a simple contact information section. There should be a professional summary. You should highlight core competencies. Again, these are things that the employers are looking for. And we talked about some of those things before.

And I'll also mention how to find some of that information when you don't have a job posting. Your experience, your additional information if you have other somewhat irrelevant experience, but it's still, again, a point to highlight or a selling point, and your education. You need to focus on transferable skills, so how your education or experiences you've had can be transferred into this new industry that you're either changing into or just entering at entry level.

And you want to employ the ETHOS method. So again, this is like in any kind of professional interaction, it could be networking. It could be a resume. It could be interviewing. ETHOS is an acronym for Experience, Task, How did you accomplish it, Outcomes, and Skills. So what was the experience? What did I do? What were the tasks? What were the responsibilities? What were the behaviors I exhibited to actually complete the task? What were the outcomes or data?

Again, the so what principle. You're making your case. And what skills did you either employ or develop through that experience? Four questions to ask yourself, again, in any of these professional contexts. Did you deal with money? Did you work with customers? Did you make decisions? Or did you supervise? Great things to highlight on a resume or to highlight in a professional interaction.

Again, you're marketing yourself by doing all these things. Standing out, OK. Are you doing things-- so I mentioned competitive differentiation, which is essentially how are you standing out from the other people that are competing to get the same job? And so, I don't only mean this in kind of your resume, or these professional artifacts that you're producing. I also mean how you go about job searching, and how you are preparing yourself mentally also is an important thing that I'll talk about.

So one of the things I just covered, tailoring your resume. So are you tailoring your resume for every application? That's one way to stand out from others who aren't, cause people aren't. Trust me, they aren't. Are you highlighting keywords from the job posting? And if there's not a job posting, and you're doing it through networking channels, there are other ways to find some of those keywords, which I'll show you.

Are you highlighting your skills? We talked about the skills. Are you able to articulate those, and provide supporting information about data? So what was the quantity of your work? What was the quality of your work? What was the impact of your work? What was the scope of your work environment? These are all ways to kind of produce language to help you differentiate yourself from the competition.

And like I said, I was going to show you a way to kind of find those keywords when they're not available to you. And I will do a brief web tour of the Occupational Outlook Handbook, which I know I've done before. This is a great researching tool.

So whenever you're looking for information about a specific career, I mean, I think this is the first place to start. This is the best place to go. This is updated every year or so, and it shows how job clusters, or specific titles, if they're growing, or declining, or if they're stagnant.

So you have an idea if something you're looking at getting into is maybe on the way out. But also, information about how to prepare for those jobs, how much they make. Salary information is there. So a lot of great information. I'll do corrections officer, since that was one of the examples from earlier.

So let's say you're interested in becoming a corrections officer. There's a correctional officer listing at the top. You click on that. And it's going pop me out. I didn't want that. Let's see if I can keep it within the web tour. Not new window. Still, it's going to pop. OK, but what it's showing me is to find keywords, the first section is a summary. It shows everything. But I want

to know what they do cause I'm looking at what employers are looking for when they're looking for correctional officers.

So one of the first thing they highlight are duties. They enforce rules and keep order within jails or prisons, supervise activities of inmates, aid in rehabilitation and counseling of offenders, inspect facilities to ensure that they meet standards, search inmates for contraband items, report on inmate conduct.

So you already are given some key words to work with when you're developing some kind of professional material, or getting ready to network. Talk about any kind of, of course, experience you have with jails or prisons and law enforcement, supervision, any supervisory experience, rehabilitation and counseling, if you have any experience in those areas, facilities inspections, if you have knowledge of search and seizure rules and laws, and reporting on conduct. So what kind of actual physical reporting you have knowledge of, so if you know how to create inmate reports and conduct reports, that's something you want to highlight.

So in an instance where you don't have that job listing, you can use a tool like this, or this specifically, to find information that you could really populate a resume or a cover letter with. So just a short, brief example of one thing you can do to help yourself stand out, also, is to have that targeted search, that targeted job search.

Some of the other things I was talking about, more of mental competitive differentiation, are you networking? Cause others aren't. Are you looking into your, if this is applicable, your local chamber of commerce website? The calendar of activities, there's a newsletter often, a membership directory. That's a networking resource right there. Are you looking into professional organizations that could be relevant to what you're looking to do? Are you coping with a difficult job search? Cause other people have a hard time doing that, and they give up. And that can lead to a bevy of other problems.

Do you cultivate strong working relationships? Do you follow the formula for success? So a guy by the name of Shawn Achor, he does Ted Talks. There's been a couple pretty famous ones. He focuses on positive psychology, and makes the connection between happiness and success. And he says that most people believe that the formula for success is that how hard you work directly affects how successful you will become, and how successful you become defines how happy you will be.

And so, he challenges us to not follow that formula for success, but rather to reverse it, and

that raising your levels of positivity in the present actually makes a physiological change in your body, in your brain chemistry, in your neurochemistry. So it increases dopamine, these positive thoughts, which makes you feel happy. It turns different learning centers on in the brain, allowing you to adapt to your surroundings in a different way.

And he mentions that your intelligence rises, your creativity rises, your energy levels rise, and it always has improved business outcomes. So it's kind of a reverse way to think of it, and for some people it's not something you can just do. But it's something to think about, in terms of competitive differentiation. Are you bringing a positive attitude to the table? And also, don't let your writing skills and grammar skills slip from modern day technology, social networking, Twitter, texting. All of those things are important. All of those things matter.

Also, being there. So other things you can do to really help yourself stand out, like I mentioned before, networking. I'm not going to talk about informational interviews a lot because I've talked about them in the past, but they are conversations you arrange with people who are doing the jobs that you want to do. They have the knowledge and experience, and you're trying to find a way to learn more about the job that you're interested in, just gather more information.

It helps you gain insight and information from personal accounts of the work setting, knowledge and skill requirements, current trends in the field, develop your networking skills, introduce yourself to people in the profession, help you identify how to prepare to work towards that goal, increase your motivation for working toward that goal, and help you build confidence in interacting professionally with the people who are doing the things that you want to do.

Another way to differentiate yourself is to send a thank you letter every time, handwritten, old snail mail. Put it in the mail the same day that you had either an interview, or some kind of an informational interview, some kind of networking event, where maybe you are working on some kind of a mentorship with someone, and you had that first meeting, and you send them that handwritten thank you note every time. That's a good way to do something that a lot of people aren't doing.

You have a LinkedIn profile, and you need one if you're job searching. Don't think that you don't. And you need a unique URL for that, and you can find out on LinkedIn, I can also help you with that. And you need to put that unique URL with your contact information on your

resume. And that's the teaser, teaser alert. I'll be doing a LinkedIn webinar next semester. So look forward to that.

You also need to think about your online presence. And obviously, with social media, you need to think about what information is out there about you, what pictures? Well, you should Google yourself, and find out what's there. And in *What Color is Your Parachute*, like I mentioned earlier, the Richard Bolles book, he talks about how Google is your new resume, and that we've lost control over how we present ourselves to employers because we used to just use the resume. And we had control over what we would either omit, or enhance, or highlight.

And with the internet now, we lose some of that control. Some people can post things about us, can post photos of us. And of course, privacy settings can do a lot to prevent some of that, but no matter what, there's always some employer who has ways to work around those privacy settings.

91% of US employers have looked up a candidate's social network profile, and of those 91%, 69% of those have rejected a candidate because of the results. So important thing is to edit yourself and whatever is existing about you before you make that contact, before you submit that resume. You fill in, so you update profiles, you complete profiles that are incomplete. And you can expand also. You can join LinkedIn groups and forums that are relevant, blogs, Twitter, YouTube videos.

YouTube's a fun way to create a professional artifact that shows what you're good at. You can highlight a skill via video. So all of those things are really important to think about, and there are things that you can do to market your degree and differentiate yourself from the competition.

I believe that should bring us to the end. So in the future, if you have questions about any of those things that I mentioned before, the best way to start the process is to send me an email. And that brings us to the end. I will, in a second, take a look at some of those questions, but I'm going to pass it over to Josh, here at the very end. I want to say thank you for taking in this wonderful presentation about marketing your liberal arts degree. Thank you.

**JOSH:**

Hey, everyone. Thanks again for tuning in today for this awesome webinar. I hope that you learned a lot from it, and that you have the ability to market yourself and get those future jobs. I have included a link here in the chat box. If you would click on that, and it only takes about 30 seconds to a minute to fill out a survey of what you thought about today's webinar, and that will

help us as we are planning programming for next semester.

If you have any questions or comments, please either contact Chris or myself at [global.connections@wsu.edu](mailto:global.connections@wsu.edu). Thank you, everyone.