



Find the Leader in You
California State University, Long Beach Chapter

Message from SAM President Diana Tarula



The California State University, Long Beach (CSULB) Chapter of the Society for Advancement of Management (SAM) is a non-profit professional business organization run by students for students. We provide opportunities for professional and personal development with professional speakers, interactive workshops, mock interviews, and more. SAM can help you in your transition from being a college student to competing in today's global business environment while having fun at the same time. We like to foster a work hard, play hard environment. At the end of the day, we are a SAMily that works smarter (not harder) together. While we place a great emphasis on our future careers and networking, we also strive to build long lasting friendships with one another.

Message from SAM's Co-Advisors Dr. Craig Macaulay and Dr. Jessica Robinson



Dr. Craig Macaulay



Dr. Jessica Robinson

The Society for the Advancement of Management (SAM) is a student organization that fills critical gaps in the education process for its members. At its most basic, SAM is an organization that helps students hone their resumes, improve their interview skills, and meet professionals working in industry, both as a networking opportunity and as a chance to understand what kind of careers are available after graduation. But frankly the program is so much more. Students do critical work in the community, helping feed the hungry, clean up beaches, and more. The program is also a great organization for those students who run for office on the executive board to get firsthand experience managing an organization and working with others, in a context with many moving parts. As a corporate sponsor, you can help these students achieve even more than they could have ever imagined. Your help is invaluable to that mission.

Find the Leader in You

Brief History

The Society for the Advancement of Management (SAM) was founded in 1912 by colleagues and protégés of Frederick Taylor, the "Father of Scientific Management." The organization's purpose is to empower the advancement of businesses for the benefit of the industry and society. SAM's principles originated from the practice of maintaining the organization's ethics and applying business practices in challenging and dynamic circumstances. President John F. Kennedy said in an address to the SAM National, "It is to managers who grow with the needs and resources of their times that we must continue to look for the new ideas and their implementation to meet the challenges of the future."

California State University, Long Beach Chapter

The Long Beach Chapter of SAM is a professional non-profit (501(c)(3)) student organization created by students for students. We are members of the Associated Business Students Organizations Council located in the College of Business Administration at California State University, Long Beach. The goal is to ensure that members are prepared for the professional world upon completion of their degrees. Workshops and activities are tailored to students who are becoming the leaders of tomorrow.

SAM's programs are primarily targeted at college students who are learning the importance of management, operation and supply chain management, and its applications in various industries. Members range from freshmen to seniors from different disciplines such as finance, marketing, accounting, communication, psychology, and information systems. The variety of backgrounds contributes to the quality and diverse viewpoints during meetings and discussions.

Our Mission

To build a community of bold leaders by offering opportunities – to establish a professional network, to be coached on business skills, and to develop leadership potential in projects to achieve personal success.

Activities such as our speaker series, interview summits, and discussion panels are designed to improve the professional quality of the members' knowledge, performance, and leadership abilities.

From the Students to the Students

In demonstrating a standard of professional conduct, SAM has received numerous awards and recognitions. For the last two consecutive years, SAM has been recognized as the most professional organization within the College of Business Administration. In 2016, President Michelle Morales was given the Outstanding Leadership Award from Associated Business Students Organizations Council. Our future leaders are maintaining a high standard of leadership with an emphasis on trustworthiness, respect, responsibility, and citizenship.



*End of the Year
Award by ABSOC*



Speaker Series

Each week, guest speakers address a specific topic based in the management discipline. The guest speakers play crucial roles in facilitating learning and broadening the members' view. During the first few weeks, workshops mainly focus on resume building and interview preparation. The topics build strong impressions and polish members' abilities to succeed in a job interview. The next set of workshops cover team building and negotiation activities that build stronger managerial skills. The guest speakers' hands-on experiences in various areas give valuable insight to the members. Later in the semester, the primary objective for workshops is focused on finding and exploring career opportunities in different industries.



Syed Shah, president of Westminster Chamber of Commerce on "Seven Traits of Excellence in Business"

"Joining SAM was by far the best decision I made throughout college. It connected me to other students who have a drive to be successful professionals. It provided me with the insight and toolset that I have continuously used along my career progression. SAM is a great organization for preparing students to be successful in the "real-world". It is not only beneficial for the members, but also for Cal State Long Beach and companies that are looking to recruit top class talent."

Jake Fitzgerald - SAM Member and VP of Corporate Relations, September 2013 - December 2014

Operation and Supply Chain Management Speakers Panels

Directors, vice presidents, and managers from different companies bring host group discussions on current issues, changes, future growth, and companies' perspectives in the supply chain field. These panels give students the opportunity to network and gain insight from each companies' representative.



OSCM Panel:
Toyota, Boeing, and CMI
November 28, 2016



Members Check-In for the Interview Summit

Interview Summits

The goal of the interview summit is to give an open opportunity for students to sharpen their interview skills. Each student has a 40-minute mock interview with business executives and recruiters from different companies. During the session, students undergo performance reviews and receive personalized feedback. The interview summit has resulted in many job offers from the business executives hosting the summits.



Networking Event with Cal State University, Los Angeles SAM Chapter

Supporting Another SAM Chapter

The SAM California State University, Long Beach chapter has years of history of continuous improvement and of helping members to achieve their career goals. For the first time (in 2016), the chapter is committed to helping a “sister” SAM chapter at California State University, Los Angeles grow and spread their wings. We are working to aid the “sister” chapter in networking, development, and support.

Buddy System

SAM's Buddy System is an opportunity where executive board members are paired with members to bond by sharing personal development and obstacles in college life. SAM executive board members became mentors and friends with members, and both have the joy of learning from each other's experiences. The purpose of the Buddy System is for our members to find people who they can trust and rely on. The program creates connections between excellent students who can depend on one another regarding education, professional concerns, and building lifetime personal relationships.

“Many college students including myself, want an opportunity to meet new people to network, and a possible long-lasting friendship. There are clubs and their social gathering for that chance, but what about outside of those events? We created a buddy system where our members can meet each other one-on-one but must meet outside of our general meetings.”

Lillian Lee – SAM Member & Vice President of Membership, January 2016 - December 2016



SAMily

SAM has become a huge part of college life for members, and has become a family. We call ourselves SAMily. Alumni have a strong connection with each other in personal and professional life. The benefit of being a member of the SAMily is lifelong.

“The time spent with SAM was invaluable to my professional growth, leadership experience, and public speaking skills. It was a highly rewarding experience, of which I fondly remember as being uniquely fun. The opportunities for solid friendships and networking connections were plentiful. I highly recommend SAM for any student who seeks to prepare themselves for the transition from student to career life. I’m absolutely positive that my experience in SAM helped prepare me for my current career at Boeing. We love coming back to visit the SAMily, to see where the future graduating class is headed!”

Matt Addeman - SAM Member & Vice President of Membership, August 2012-May 2014



Community Service

“SAM is an organization that provides you with resources to advance in the business world while still having fun along the way.”

Diana Tarula - SAM Member & Vice President of Community Outreach,
January 2015 - December 2016

AIDS Walk Los Angeles

SAM have been supporting the AIDS Walk Los Angeles by donating our time to set up for the event. The event is held by APLA Health, and has raised millions of dollars with the mission to raise awareness, prevention, care, and advocacy programs to thousands of men, women, and families affected by the disease in Los Angeles County.



LA Food Bank

SAM also places importance on reducing hunger in society. Members have collaborated with the Financial Management Association and the Information System Student Association and visited Los Angeles Food Bank to prepare food packages. Each package contains cereals, juices, canned food, rice, and nonfood items. In one day, members and other volunteers were able to package a total of 5,170 packages to fight hunger. We plan to continue our support of the LA Food Bank as an annual event.

Tour de Cure

The purpose of Tour de Cure is to prevent and cure diabetes. The American Diabetes Association raises money from cyclists that participate. We support this event by giving directions and handing out water and snacks to participants. We care for the people who are fighting against diabetes and support the research of the American Diabetes Association's fundraising. Our hope is to make a better life for people that have diabetes and decrease the number of people who have diabetes as well.

Pet Literacy

Collaborating with the Financial Management Association and the International Business Association, SAM helps animals in shelters to improve their connection with humans. SAM members read out loud to the animals. Animals at the shelter have had trauma and need special affection in order to increase their chances of getting adopted. With the affection from the readings, we want to ensure that these animals will be in better homes and loved.



Gala

The annual gala marks the success of our yearly programs and activities. Outstanding executive boards are given acknowledgement and various certificates. We invite parents, friends, professors, advisors, and alumni to the gala to celebrate the success of SAM's accomplishments throughout the year. In this event, new executive members pledge to give their best effort in becoming excellent leaders for the new term.

Alumni

Former members of SAM have been contributing to the workforce in various industries. Every year graduates have proven the excellence of SAM as an organization by giving back to society as a whole. Each individual has a different career prospect that adds value to the community and carries out the missions and values of SAM.

Recent graduate members are very successful in job markets. The preparation each member goes through develops the top quality candidates for any organization that they wish to be part of. SAM alumni carry the valuable lessons that were learned in workshops and activities. They gain the confidence and skills to face challenges beyond expectations



Outstanding Executive Boars Members Received Recognition for Their Efforts and Contributions in SAM (May 2016).



GM Mike Schober and SAM alumni Andrew Esguerra (top middle) from Toyota on "Lean Concepts in Supply Chain"

We Want Your Company to be Involved!

SAM members are some of the brightest, most involved, and motivated students within the college of business. Our members are growing each semester and we want your company to be part of our SAMily. Your sponsorship will help us grow as a chapter and help reach our goals of success as individuals, such as:

- Support a nationally recognized non-profit student organization.
- Provide opportunities at the SAM national conference.
- Produce SAM's management materials.
- Provide scholarships to top SAM members.

	Platinum \$1,000	Gold \$750	Silver \$500	Bronze \$250
Certificate of gratitude	X	X	X	X
Link to your company on the SAM website for the semester	X	X	X	X
Listing of internship/career openings for your company on our website and newsletter	X	X	X	X
1/4 page advertisement of your company inserted in the SAM's membership packet	X	X	X	
Company logo on the SAM newsletter for one year	X	X		
Distribution of promotional items to SAM's members at meetings	X	X		
Distribution of promotional items to all SAM members at events and community service days	X			
300 x 250 display classified ad in daily49er.com for 30 days	X			

If you would like to be a corporate sponsor and have a promotional idea that is not listed under our sponsorship packets, please let us know and we will work with you to accomplish it!

We are a non-profit organization (501(c)(3)).

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