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ALUMNEWS

Happy New Year!

Rudeness is the weak mans imitation of strength. - Edmund Burke,
Irish statesman and author

"Real knowledge is to know the extent of one's ignorance." -
Confucius

Strong value propositions pique curiosity and entice.
When prospects hear them, they want to learn more. **Strong value propositions create a stark contrast from the status quo.** When prospects hear them, they're willing to consider making a change.-Jill Konrath at www.snapselling.com

12 Workplace Phrases You Probably Don't Know ...But Should

By Christine Lambden and Casey Conner- *April 24, 2009*

Boil the Ocean: This scope is too big to do in one project.

Drink the Kool-Aid: To enthusiastically perform a task or follow a leader without knowing how this may affect you, or to buy the "company line" without question

Going Native: This is what happens when a consultant stops acting like a consultant and starts thinking they are part of the client organization

Greenfield Instance: Clean, new installation of an application without customizations, configuration, or data.

Holistic: A big picture view or a solution that includes upstream and downstream impacts.

Paradigm: The perspective or view you have of a situation

Running in parallel: Processing normal operating data through two systems simultaneously to compare performance and output.

Strawman: First draft of a solution or proposal intended to provoke discussion

Talking to the Dog: Thinking it through by talking it through out loud.

Use Case: A particular circumstance or situation in which the solution would be used.

White paper: An authoritative report or guide published to share technical or business information,

Wireframe: Simple pictures that show a proposed user interface

ALICE and ANDREW

Question: It is the end of the semester and I have to leave the dorms. What can I do?

Alice: When you live on campus maintenance uses this time to repairs and, in consideration of the safety of the students, the campus will often ask students to vacate over the break. You may be able to leave the room with your stuff in it (that is the usual plan) and return in January in time for the next semester. It is also a perfect time to visit family and friends before the onslaught of next semester begins.

Andrew: Roadtrip! Particularly, if you are on your own and don't have plans to go home, link up with some friends and travel, see the sights, de-stress!

ALUMNI PRESIDENT'S CORNER

Wishing everyone a prosperous new year!

2011 Regional Convention March 4-6, 2011

Crowne Plaza-Foster City ([Hotel website](#))
1221 Chess Drive

Foster City

Room Rate: \$95 (until Feb 22)

For reservations:

<https://resweb.passkey.com/go/PhiThetaKappa>::
Enter the date in Search for Hotel Rooms. Booking code: **PTQ**

Phone: Call 1-888-233-9527 Passkey: Phi Theta Kappa

Information:

<http://skylinecollege.edu/boo/regional11/>

Alumni will hold their elections: president, secretary, directors and also assist with the Regional election process and breakout sessions. Please consider holding an Alumni office and join us in the fun of supporting Phi Theta Kappa by giving back. Please complete the candidate form at www.ptkalumni.com Looking forward to seeing you.

Once a Kappan, Always a Kappan!!

~Jesse Lyn Clark