



American Society for Quality ([www.asq.org](http://www.asq.org)) – Washington DC and Maryland Metro, Section 509 ([www.asq509.org](http://www.asq509.org))

Biomed/Biotech Special Interest Group (SIG) Meeting  
(<http://www.asq509.org/ht/d/sp/i/31557/pid/31557>)

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## **“Hook Them at Hello” with Intentional Networking and Memorable Interviewing Skills**

To be presented by

**Claire L. Tse, MGA**  
([tsesolutions@gmail.com](mailto:tsesolutions@gmail.com))  
**Tse Solutions LLC**

**Thursday, July 11, 2013**

6:00 – 6:20 PM – Networking; Pizza/drink

6:20 – 8:45 PM – Program

8:45 – 8:00 PM – Door-prizes drawing; Networking

Online Registration site: <http://www.asq509.org/ht/d/DoSurvey/i/35817>

Open to Public –

**\$5:** [non-ASQ members](#) to cover pizza/drink cost;

**Free:** [ASQ members](#), [MJ-DC members](#), [CAPA-DC members](#), [AAGEN members](#), [CCACC volunteers/employees](#), [veterans](#), [senior citizens](#), [students](#), [interns](#), [residents](#), [postdocs](#), [FDA Commissioner’s Fellows](#), and [current job-seekers](#)

**Location:** Kelly’s Deli Conference Center, 7519 Standish Place, Rockville (Derwood, for GPS user), MD 20855

**Registration Deadline:** Please register by **Thursday noon, July 11, 2013.**

**Question:** Please contact Dr. C.J. George Chang, Chair of Biomed/Biotech SIG, ASQ509; [gchang2008@yahoo.com](mailto:gchang2008@yahoo.com) or 240-793-8425 (cell).

**Driving directions: By Cars:** From I-270 (N or S bound): Take Exit 9A and exit from the FIRST right exit; turn left (east) onto Shady Grove Dr.; turn right (south) onto Rockville Pike (**Route 355**); turn left (east) onto East Gude Dr.; turn left (north) immediately onto Crabb’s Branch Dr.; turn left (west) immediately onto Standish Place. The first building on your right side is 7519 Standish Place; open parking). [The venue is on the first floor with its entrance opposite to the left side of building main entrance.](#) **By Metro trains:** Off from Red Line **Shady Grove Station**, and take RideOn **Route 59 TOWARD ROCKVILLE** and get off from “**Calhoun Place**” stop. Standish Place is next to the Bus stop. Our venue is within 2 min of walking distance from the stop.

**Summary:** Can you count the number of missed opportunities because you failed to employ intentional networking techniques? In today's workplace, it is critical for you to be able to eloquently share your value proposition to key people who can be positively influential in your career growth. Networking requires skills encompassing political savvy, cultural dexterity combined with creating intriguing dialogue to "hook" select individuals to find out more from you about you. Attendees will develop their draft "elevator speech" and have the opportunity to test drive it with other attendees.

When intentional networking is successful, job interviews should follow. With increased competition for fewer jobs today, being prepared to deliver a memorable interview can increase your chances of being the choice candidate. Proven interview preparation strategies will be presented in terms of mind, body and spirit. Discussion will include "above the line" methodologies to balance your needs with the needs of your new employer. Attendees will learn polarity skills and have the opportunity to apply polarity mapping to their current and future interview situations. Delivering a memorable interview should compel your future employer to ask "why aren't you working for us now, we need you."

### **Presenters' Bio: Claire Tse, MGA**

Ms. Claire Tse is renowned for her memorable workshop experiences in the areas of intercultural communication skills linked with leadership presence augmentation. Her workshops successfully aid in creating and reinforcing a culture of inclusion with both federal government and private industry clients. With over twenty years of master facilitation expertise, she has helped organizational leaders; managers and individual contributors handle business dilemmas to authentically and effectively communicate with multiple audiences. Claire's successes include coaching managers and leaders to alter ingrained corporate cultures into relevant needed new paradigms with noteworthy engagement outcomes.

Ms. Tse is a **Master Facilitator** and **Co-Author** of "*The SOLVE Communication Method™: Working Out of the Bamboo Box with Asian Pacific Americans and African, European, Hispanic, and Native Americans.*" She accelerates learning on how intentional, intercultural, sensitive communication helps to create efficient and effective trusting relationships. Her international focus areas include China, Brazil, Angola, and Colombia with domestic work throughout the United States. Claire is a **certified instructor** of numerous leadership assessment instruments. She combines Polarity Mapping with SOLVE Communication™ skills as the core content of her presentations.

As Mobil Oil Corporation's first Asian woman **Marketing Representative**, she enjoyed a 15-year tenure working in Sales, Marketing, Operations and Information Technology. She holds a B.A. in Psychology from Barnard College, Columbia University and M.G.A. in Business from University of Maryland University College. Claire is on the **adjunct faculty** of Howard Community College, was **adjunct faculty** for Georgetown University Center for Professional Development, plus **instructed** at both Eastern and Western Management Development Centers for Office of Personnel Management.

**This Biomed/Biotech SIG event is cosponsored by the Monte Jade Science and Technology Association of Greater Washington ([www.MonteJadeDC.org](http://www.MonteJadeDC.org)) and the Chinese American Professionals Association of Metropolitan Washington DC ([www.capadc.org](http://www.capadc.org)).**