Dear Friend of UPOP:

IAP is upon us: by the time festive lights start twinkling, the UPOP office is already heading into the home stretch in preparation for our two January weeklong Team Training Camp workshops, fondly known around campus as "UPOP Bootcamp."

These workshops are UPOP's mission statement writ large: "To prepare MIT sophomores to successfully integrate into and thrive in the professional world and to be strong contributors to their organizations, supported by a dynamic community of students, program staff, employers, faculty and MIT alums."

To this end, in addition to UPOP's year-round events, hundreds of students spend an intense week focusing on hands-on modules that develop skills in negotiation, team-building, project planning and presentations. They are coached by many experienced MIT alums and other industry leaders who willingly contribute more than a week of their valuable time because they know training like this has a significant impact on the students' careers.

We thank you for your continued support--especially our mentor-instructors!--and wish you a very happy holiday season.

With best wishes,

The UPOP Team
Joel Schindall Director  |  Leo McGonagle Executive Director  |  Kate Moynihan
Mentor Liaison/Event Planning  |  Bethany Walsh & Sharon Leary UPOP
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IAP Workshops Offer New "Crucial Conversations"

January 2015 will be UPOP's 14th year of holding IAP workshops, giving us a wealth of experience to build upon. Developing themes established last year of communication, decision-making, and teamwork, the two weeklong workshops follow a path where each day builds upon and puts into practice the skills of the previous day. We are adding a new communications module this year, "Crucial Conversations," and we are happy to welcome nine new mentor-instructors.

Once again we will have supplementary evening seminars added to the general IAP schedule, and these are open to the MIT community:

- "Patents: past, present and future," given by UPOP mentor-instructor Dick Schulze '67, on Tuesday Jan 13 at 5:30 pm.
Each January, Morss Hall is packed as hundreds of UPOP sophomores meet with more than 100 employers during UPOP's two IAP Networking Luncheons, each the culmination of a weeklong workshop focusing on "real world" preparation with hands-on modules and coaching from seasoned MIT alums and industry leaders.

**UPOP's Networking Luncheons Attract 100+ Employers, Multiple Sponsors**

Once again, UPOP's Friday Networking Luncheons, held on the last day of our two IAP workshops (this year, Jan 16 and 30), are each set to bring in more than 100 employers to engage with our students.

These luncheons--think of them as a "Career Fair for UPOPer"--are the culmination of our students' intense "real world" training over their IAP week, and an exciting kick-off to one of our program's busiest times of year: spring recruitment season.

UPOP thanks the many corporate sponsors who are helping to make the luncheons possible this year, including: Akamai Technologies, Ab Initio, Edelman & Associates, Fidelity, IDEXX Laboratories, JP Morgan, MIT Lincoln Laboratory, Northrop Grumman, Pioneer Natural Resources, State Farm Research Center, and Tremor Video.

We'd also like to thank Jerry Appelstein '80, a long-time UPOP supporter and member of our advisory board, who has kindly sponsored one of the luncheons, and Saint-Gobain, which has sponsored the padfolios that the students will use at the networking luncheons and for many years to come.
UPOP's final "Popcorn Friday" networking event saw many UPOP alums helping our sophomores prepare for the coming IAP "Team Training Camp" workshops.

**IAP Workshops a Gateway to Internships**

"UPOP's Team Training Camp gave me the confidence I needed to land my first internship," UPOP alum Whitney Loo '15 told a large group of UPOPers gathered for our final fall semester "Popcorn Friday."

The Friday gathering centered around helping UPOP students understand the scope and purpose of our workshops, and how the many hands-on modules and coaching from mentor-instructors will help them not just in their coming internships but in their future careers. Many UPOP alums report, several years into the workplace, that they are still using skills they learned in their IAP workshops.

The students head into IAP and recruiting season armed with the fruits of a packed UPOP fall semester: professional résumés and newly learned skills for interviewing, preparing cover letters, and executing an internship/job search, and having already been introduced to many UPOP employers through field trips and panel discussions.

The students are eager to meet their UPOP mentor-instructors, practice workplace effectiveness, and engage with the 100+ employers at each of the networking luncheons.

**We wish you all a very happy holiday season and new year.**

UPOP is the Undergraduate Practice Opportunities Program, a yearlong co-curricular program open to MIT sophomores from across the Institute. The program's mission is to prepare MIT sophomores to successfully integrate into and thrive in the professional world and to be strong contributors to their organizations, supported by a dynamic community of students, program staff, employers and MIT alums. UPOP offers numerous opportunities for MIT alums and companies to get involved--as speakers, coaches, employers, and sponsors.