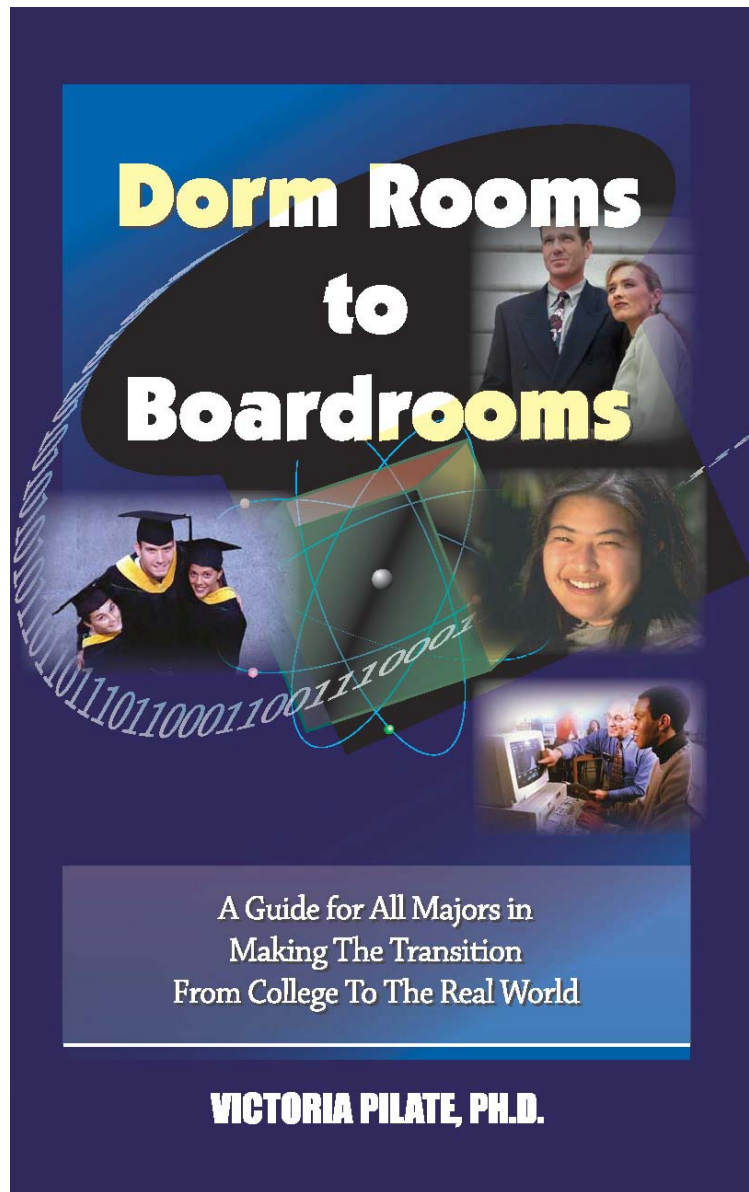


PRESS KIT



DORM ROOMS TO BOARDROOMS
written by Victoria Pilate, Ph. D.
Fall 2006

Crandell & Rose

August 2006

Dear Book Lover:

Victoria Pilate is an economist turned writer. Victoria started her career as an economist with the Bureau of Labor Statistics and worked for the government in various positions for 15 years, first as an economist then as a statistician. It was during this time she became interested in competition as to why one applicant is more successful than another and how career detours influence career outcomes. In graduate school, she started research which grew to become her recently published work, **Dorm Rooms to Boardrooms**.

In Victoria's new book, **Dorm Rooms to Boardrooms**, (Crandell & Rose, September 2006, \$13), she guides readers through the job search process then on through transitioning to work life. The book covers topics like office politics, business etiquette, and professional grooming. Her work has grabbed the attention of the likes of Dr. Hazel O'Leary (President of Fisk University) and Dr. Sebetha Jenkins (President of Jarvis Christian College). See attached sheet for the outstanding praise.

Paying attention to even the smallest detail, Victoria has written a genre-defying book that combines personal message and research. Victoria surveyed nearly 200 people for the book but didn't stop there. She also combined real life situations of everyday people with research of hundreds of social science researchers.

Please send or email your book review to me. Thanks and happy reading!

Best regards,

Michele Baumgartner
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FOR IMMEDIATE RELEASECONTACT: Michelle Baumgartner
info@crandell-rose.com**CRANDELL & ROSE ANNOUNCES THE RELEASE OF
*DORM ROOMS TO BOARDROOMS*****By Victoria Pilate**

"...Insightful. Brought forth issues and concepts that every college student should understand as they prepare for graduation. It is a great read for college students who all eventually enter the world of work."

--Hazel O'Leary, Ph.D., President of Fisk University

"It should have the greatest significance to both graduates and undergraduates that are either new to or already exist in the world of employment and politics to actually survive in today's society. The book touches on things that are only learned through having experienced outcomes of real life situations."

--Willie H. Thomas, Ph.D., Director of the Division of Continued Education and
Community Service at Alabama State University

In **Dorm Rooms to Boardrooms** (Crandell & Rose; \$13) Victoria Pilate guides readers through the pain of transitioning from college to the Real World. The book starts with the job search process and continues on through relocating and the first days on the job. Its major sections are on surviving office politics and learning professional etiquette and grooming. The book covers all major hurdles of starting a job and making career decisions. **Dorm Rooms to Boardrooms** offers valuable tips on travel and business presentations.

Woven throughout **Dorm Rooms to Boardrooms** is Victoria Pilate's own story as well as that of 200-odd survey respondents. The author also brings in academic research to drive home points. Whether the reader is a college underclassman or a recent graduate, **Dorm Rooms to Boardrooms** provides an exceptional read with valuable advice. The book is beneficial even for those already in the workforce and who are struggling to decipher the unspoken rules of the office. Victoria Pilate offers readers sage advice on surviving the rough waters of transitioning to the Real World.

ABOUT THE BOOK:**Dorm Rooms to Boardrooms**

By Victoria Pilate, Ph.D.

Published by Crandell & Rose

ISBN : 0-9759665-0-2

Price \$13

ABOUT THE AUTHOR:

Victoria Pilate is a former statistician and economist for the federal government. She holds a Ph.D. in Policy Sciences from the University of Maryland, Baltimore County. She lives and works in the Washington, DC, metropolitan area.

For more information about **Dorm Rooms to Boardrooms** or other Crandell & Rose books, visit us on the web at www.crandell-rose.com. For more information on Victoria Pilate including author photos and/or hi-resolution book jackets, please visit her on the web at www.victoriapilate.com.



**Advance Praise for
DORM ROOMS TO BOARDROOMS
By Victoria Pilate
(Crandell & Rose; September 2006)**

"...Insightful. Brought forth issues and concepts that every college student should understand as they prepare for graduation. It is a great read for college students who all eventually enter the world of work. "

---Hazel O'Leary, Ph.D., President of Fisk University

"An excellent career resource and planning guide. Valuable information."

---William R. Harvey, Ph.D., President of Hampton University

"The content illustration/highlighted areas throughout the book provided attention and stimulated interest in defining the book's subject content. It should have the greatest significance to both graduates and undergraduates that are either new to or already exist in the world of employment and politics to actually survive in today's society. The book touches on things that are only learned through having experienced outcomes of real life situations."

---Willie H. Thomas, Ph.D., Director of the Division of Continued Education and Community Service at Alabama State University

"Dorm Rooms to Boardrooms provides a wealth of useful pointers about issues, from the mundane to the vital, which can be advantageous for college students to consider when entering the 'real world.' A helpful, easy read for students, advisors, and employers alike."

---Angela N. Romans, Associate Director of Admission and Director of Minority Recruitment at Brown University

"The book promises clarity, wisdom, and common sense."

---Sebetha Jenkins, Ph.D., President of Jarvis Christian College

"Part of the beauty of 'Dorm Rooms' is that Pilate takes nothing for granted as she addresses her readers. In addition to the usual topics of finding, landing, and starting a job, she addresses hard-hitting topics of discrimination, deadbeat roommates, and workplace dating debacles. When dealing with controversial material, Pilate doesn't waste words or scrimp on moral values."

---*The North Brevard Beacon*

"... The great thing about this book is it contains important but rarely addressed topics such as office politics and knowing when to leave a job. Boxes summarizing and highlighting information make the book easy for even the laziest of readers. *Dorm Rooms to Boardrooms* contains material every undergraduate should be familiar with before they leave campus and step out into 'the real world.'"

---*The Post* of Ohio State University



Q&A

A conversation with

VICTORIA PILATE

Author of

Dorm Rooms to Boardrooms



Crandell & Rose
www.crandell-rose.com

Q: How did you get the idea for *Dorm Rooms to Boardrooms*? The book started as a class project in graduate school. I was interviewing people and asking them about their “life trajectories.” It was fascinating work. I continued with the project after the class ended and expanded to include an email survey. There were just under 200 responses to the survey and then I did further interviews and data collection.

Q: In the book you mention email addresses as some ways students can discredit themselves. What are some ways students fall down in the interview process? Students can fail in the interview stages in several ways. One, they don't know how to handle the unexpected question or unexpected situation. Many times, especially with female students, they are unable to talk about themselves with openness and frankness. Then there are the few, but growing number of students, usually male, who overdo it to the point of arrogance. I see that when I talk to students at seminars.

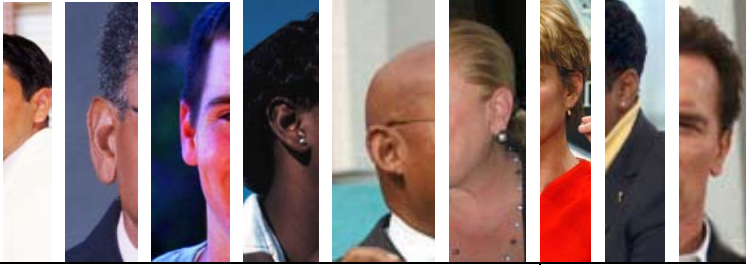
Q: What advice do you have for readers about writing resumes? For resumes of students that I've seen, they are too terse with job descriptions. Fast food jobs can be very valuable job experiences to qualify for some permanent jobs, but students fail to describe them adequately or interestingly on resumes. Among the skills that employers want to see in new hires, customer service, training experience, and team work are consistently among the top skills and experiences. These are mainstays of fast food jobs or many work study jobs, but students don't bring out those skills and experiences in resumes or interviews.

Q: Do you have any basic advice for any student starting a new job? Start looking early; intern or use volunteer work as jobs on resumes. Talk to others, not only to get hints on job openings, but also to get a flavor for what to expect on interviews or in the office. And also, ask for some job search hints; there are many back doors to getting an interview. Also, there's a culture shock on both interviews and once on the job. Talking to others about interviews and office experiences helps to prepare oneself for the real thing.

Q: How is your book different from other career books? I cover many of the same issues as some career books. I knew I needed to cover the basics of the job hunt and finding an apartment, but I also took it a step further and hit essential issues like office politics and office etiquette. I haven't seen another book that puts job hunting, office politics, grooming, business travel, and presentations in the same book. It's different also in that I used my own experiences as well as those of 200 plus other people. I also used a fair amount of secondary research. I combed journals and news sources from *Harvard Business Review* through NIH data.

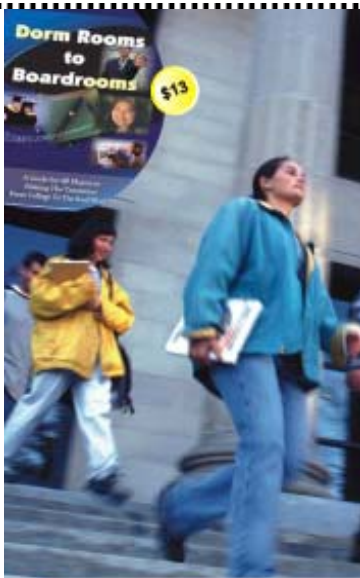
Contact: Michele Baumgartner at info@crandell-rose.com 301-523-4981

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Soundbites

Victoria Pilate, author of
Dorm Rooms to Boardrooms



**Dorm Rooms
to
Boardrooms**

Crandell & Rose
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Single best advice for getting a job? Get started early. And look often. College students should start thinking about careers as undergraduates--going on and making the most internships and co-ops. Internships can be the best way of getting a permanent job. Students should also start to interview early for permanent jobs; those who wait until late in their senior years are most likely to not have a job when they graduate.

In the book, you have a section on gossip. Are you telling people to gossip? No! Well, at least gossip strategically and productively. In the office, there will be a need to know the behind the scenes story of what's happening, often the issues behind a performance problem. These are the things about coworkers that are not in the company newsletter. In the book I give the example of a coworker who is unproductive and unresponsive. A person might be inclined to go over his head until she finds out her coworker's wife has cancer and is dying. There's also the situation of romantic entanglements, usually illicit. You don't want to organize a group that involves long hours and bitter ex-lovers.

What's this about penny-pinching at work? One sure bet of getting ahead in the office is saving your employer money. It can be equally as important as making money for the employer. Ambitious employees should look for ways to cut costs as well as new business opportunities for making money. For new hires, concentrating on saving money may be a better career move because they have less competition in getting management to buy into a money saving opportunity rather than a money making opportunity.

Are you telling people not to have friends at work? No! Absolutely not! I am telling people there is a difference between friends and office friends. I've been dismayed at the openness that new hires have in sharing the details of their personal lives with office friends and coworkers. When office friendships end, often over promotions, all the secrets come out.

Where do people get the book? It's available from my website, victoriapilate.com, and Crandell & Rose's website (www.crandell-rose.com) for a discount. It's also available from Barnes & Nobles, Books-a-Million, amazon.com, and powells.com. Some Follett campus bookstores also carry it.

Contact: Michele Baumgartner at info@crandell-rose.com 301-523-4981

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FOR IMMEDIATE RELEASE

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Victoria Pilate, Ph.D.

Victoria Pilate grew up in Florida and attended Florida A&M University. She received undergraduate degrees there in business administration and economics. Along with being a Magna Cum Laude graduate from Florida A&M University, Pilate also has a Doctorate in Policy Sciences (Evaluation Policy) from the University of Maryland, Baltimore County. Her 15-year career in public service included stints as an economist with the Bureau of Labor Statistics. She has studied the economy and job market trends for years.

Her latest literary work, ***Dorm Rooms to Boardrooms***, is a complete text for the soon-to-be-graduate or the career changer. Pilate uses plenty of her *real world* experiences as a corporate intern and as a seasoned professional to highlight issues of entering the workplace.

Her five-year research in ***Dorm Rooms to Boardrooms*** delves into everything a job seeker will come across when looking for and trying to land that first job. The book deals with job etiquette, health issues, apartment hunting, finding a roommate, and even when to leave a job.

The book is available from the Crandell & Rose website (www.crandell-rose.com) at a discounted price. It is also available at major bookstore chains and online at www.powells.com, www.amazon.com, and www.bnbn.com.

Pilate is active with volunteer work including founding her own foundation, the Torment of Thirst Foundation. She volunteers with literacy and youth organizations including a Boys and Girls Club, Developments in Literacy, and School on Wheels for homeless children. She is also active with the Disciples of Christ.

She lives in Maryland.

