THE OFFICE OF
ENTREPRENEURSHIP
& CAREER DEVELOPMENT

INDIANA UNIVERSITY JACOBS SCHOOL OF MUSIC
On July 1, 2014, the Jacobs School of Music established the Office of Entrepreneurship and Career Development to educate, inspire, and support Jacobs School of Music students as they prepare for innovative, sustainable, and successful lives in the arts.

The first few years have been inspiring and highly productive—much of it due to the energy and drive of the dedicated OECD professional staff, Project Jumpstart student team members, faculty partners, student leaders from across the Jacobs School, student organizations affiliated to the Jacobs School, and our many partners across the IUB campus and around the community.

The OECD continues to partner with the Kelley School’s Johnson Center for Entrepreneurship and Innovation and is grateful for their support and guidance.

A strategic plan has guided us through the first few years with focus on:

- The launch of an undergraduate Entrepreneurship Certificate
- Implementation of Career Development and Advising Services
- The introduction of an online Career Portal for all Jacobs School students
- An expansion of student-led programming through Project Jumpstart
- Innovation project support for students, alumni, and faculty
- Extensive informational resources for students, faculty, and alumni
- Research that provides new data on student success

The following pages offers an opportunity to learn more about the office and its activities.

MISSION STATEMENT

We educate, inspire and support Jacobs School of Music students as they prepare for innovative, sustainable, and successful lives in the arts.
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Entrepreneurship Training & Support

Entrepreneurship Certificate
In association with the Kelley School of Business, the Jacobs School has offered a Certificate in Music Entrepreneurship to undergraduate students since 2014. The 15-credit certificate is coordinated with the Kelley School of Business’ Johnson Center for Entrepreneurship and Innovation and includes five courses: Introduction to Music Entrepreneurship, Exploring Entrepreneurship, New Venture Management, Managing & Behavior in Organizations, and a Practicum in Music Entrepreneurship.

The Annual Innovation Competition
Launched in 2014, the annual Innovation Competition has inspired ground-breaking projects from students in the Jacobs School. A partnership with the Kelley School’s Johnson Center for Entrepreneurship and Innovation, the event is judged by campus and community entrepreneurs. All finalists receive mentoring for their project and two winners receive a monetary prize to support the growth of their project. Innovation projects over the past few years include Troublesome Gap (music composition retreat), New Voices Opera (commissioning and producing new works), Classical Connections (performance to underserved communities), an app for dyslexic students, online rural music education, an after-school music academy, a multimedia concert, and a social media matching service for musicians, Butterfly Dreams (professional jazz ensemble), The Indiana Clarinet Experience, Breaking the Fourth Wall (a community concert series), and Translucent Mirrors (a new music consort).

Student Organization Mentorship and Project Support
The OECD has become a go-to place for entrepreneurial advice for emerging student ensembles, student organizations, alumni, faculty and group projects. The Office has provided support and assistance to such ensembles and projects as the Barkada Quartet, Kenari Quartet, The Verona Quartet, The Vera Quartet, The Von Quartet, The George Shively Project, Classical Revolution, Classical Connections, The Beethoven Project, the Gilbert & Sullivan Society, New Voices Opera, TEDx IU, Gamma Ut, Student Composers Association, NAfME, SNATS, AGO, and others. Project support has also been provided to conferences and festivals such as the 2017 NAfME Symposium on Technology and Education, the 2017 Music-Business-Peace summit and the annual Bloomington Early Music Festival.

Jacobs School students compete in the annual Innovation Competition!
Career Development Services

Career Portal
The launch of the Jacobs School’s Career Portal makes it possible for the OECD to coordinate, assist and report on student advising, workshop participation, credentials management, job interviews, mentorships, internships, and more. The system is developed within a multi-school environment, making it possible for career centers around the IU Bloomington campus to coordinate their efforts, share resources, and support individual students. Most Jacobs School career development and advising activity is coordinated through the system. The career portal is available to recent graduates and additional alumni who choose to sign up.

Individual Advising Services
Since the founding of the OECD and the hiring of professional career advisors in 2016, staff have been available for one-on-one advising to help with a range of services. These include identifying and locating information on specific music careers, planning a career path, reviewing and utilizing the Harrison Assessment (see below,) preparing and optimizing résumés, curriculum vitae, cover letters, and professional portfolio materials. In addition to staff activity, the office regularly invites Jacobs School faculty and guests to advise students in career preparation.

Employer Relations
As a way of expanding opportunities for Jacobs School students, the OECD coordinates employer information sessions, interviews and auditions. The office collaborates with School of Music departments on themed Career Days (see below) and supports the development of student chapters of professional associations. The OECD partners with other Indiana University career development offices on Career Fairs, cross-departmental events, and engagement with organizations such as the National Association of Colleges and Employers [NACE].

Alumni Mentorship Program
Established in the spring of 2017, the Alumni Mentorship Program is a coordinated learning and knowledge exchange initiative that actively engages students, departments, and alumni through a series of one-on-one conversations. Partners involved are the OECD, JSoM Alumni Association, Jacobs School Departments, and the IU Alumni Association.

Career Days and Workshops
In collaboration with Jacobs School of Music departments and students, the OECD presents Career Days on topics that are specific to the needs of students and their career goals. Programming consists of sessions that focus on career paths of recent and more established alumni, workshops focused on departmental needs, and opportunities for one-on-one and group mentoring on a range of topics. The OECD also works cross-departmentally to organize and deliver themed Career Days on subjects that apply to students from a range of backgrounds. Examples include Military Band Career Day, and an Alternate Industries Career Day focusing on musicians working in finance and technology fields.

Career Development Action Plans
In summer 2016, the staff of the OECD developed a Four-Year Career Development Action Plan for undergraduate students, and a Two-Stage Career Development Action Plan for graduate students as they think about and prepare for their professional lives. Updated each year, the Action Plans are used to frame individual career advising appointments, develop workshop topics, and generally guide the activities of the OECD. The Action Plans are shared with students at events, are available online and are provided to incoming students during orientation. They are also available to prospective students and families during audition weekends.
Curriculum Development
In addition to the courses in the Entrepreneurship Certificate (see above,) the OECD works with Jacobs School departments to deliver area-specific career development materials. The OECD is also designing an undergraduate career preparation class that inspires students to build and manage their professional identity in a way that complements their rigorous studies in the School.

Harrison Career Assessment
Working with career advising innovator Galen Wood, the OECD is now in a position to offer all Jacobs School students three personal assessment reports: Your Greatest Strengths, Your Career Options, and a Career Development profile. All students taking the assessment are provided a one-hour session with a trained advisor to interpret the results in alignment with career goals and objectives.

General Resources
The OECD continually adds to its library of career materials from sources across the US and the IU Bloomington campus. In-house materials include a series of topics ranging from résumé writing to private teaching studio development and more. In addition, the OECD hosts a Canvas site for Jacobs School of Music students that include modules and podcasts designed to help students with structured career development materials.

Credentials Management
The OECD offers credentials management services to Jacobs School of Music students and alumni through the Career Portal. This enables the office to assist with the collection, storage, and distribution of recommendation letters, resumes, and other documents, making the application process more seamless for applicants, recommenders, and employers.

Examples of the many Career Development events available to all Jacobs School students and faculty.
**Project Jumpstart**

Led by a group of four undergraduates and graduates from a highly competitive pool of applicants, Project Jumpstart empowers and supports entrepreneurial, innovative thought and action among Jacobs School of Music students. The Project functions as a catalyst of entrepreneurial, innovative action in the school, through workshops, discussions, networking events, and mini conferences.

**Workshops**

Workshops in Project Jumpstart are developed thematically to encompass a wide range of interests. The Fall Mind & Body series, for instance, typically include sessions on ELDOA, the Alexander Technique, and vocal health. The Manage Your Media sessions cover photography, audio, video, and web. The Covering Your Assets series gives Jacobs School students an opportunity to review their portfolio and includes presentations on personal branding and marketing. Additional workshops focus on such topics as tax preparation, personal studio development, and personal branding.

**Panel Discussions**

Discussions on topical issues such as the future of the classical orchestra, community engagement in the arts, and digital innovation in music, are organized by Project Jumpstart for students both within the Jacobs School of Music and across the IUB campus. Guests on these panels include Jacobs School faculty, IUB faculty, and distinguished guests from around the world.

**Well-Advised Lunches**

The (well-advised) Lunch Series continues to build as one of the most meaningful ways to connect students with faculty and distinguished guests. Participants over the past few years included Joshua Bell, Jamie Barton, Peter Dobrin, Karl Paulnack & Jorja Fleezanis, Jeff Buchman, Marzio Conti & Carol Vaness, Eiddwen Harrhy & Dana Marsh, Kevin Murphy & Heidi Grant Murphy, Cathy Barbash, and the Yacht Rock band. A number of the (well-advised) Lunches are video recorded and added to the Project Jumpstart YouTube channel for on-demand viewing.

**Networking Events**

Project Jumpstart partners with the Jacobs School administration to host the incoming student ice cream social at the beginning of the academic year, as well as the final spring semester celebration. The team hosts regular receptions for partnering individuals, departments, and organizations, and social events. Info sessions run by the team focus on the Jumpstart Innovation Competition and the Kelley School’s Clapp IDEA competition and help forge cross-campus connections and identify key projects that form among the students in Jacobs School.

**Mini Conferences**

In collaboration with student organizations on campus, the Project Jumpstart team presents a number of mini-conferences during the year that focus on topics such as student health, community engagement, emerging technologies used in music education, and audio recording best practices.

**Peer Mentoring**

Current and former Project Jumpstart members are available to all students in the Jacobs School to assist with idea-generation, project development and professional planning. During the run-up to the Innovation competition, Project Jumpstart team members are involved in mentoring of the participants.

**Project Jumpstart Members, 2014–2017**

From left to right: Sheh Feng Ng, Kate Haldrup, Curtis Smith, Rosa Li | Rafael Porto, Patricia Wallinga, Rachel Rodgers, Curtis Smith | Natalie Martell, Christian Purdy, Rafael Porto, Elleka Okerstrom | Matthew Recio, Daniel Mallampalli, Kathryn Sherman, and Elleka Okerstrom.

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Jacobs School of Music | Office of Entrepreneurship and Career Development Report
Outcomes Research

Metrics
Success of the Office of Entrepreneurship and Career Development’s activities can be considered in a number of ways, including through the use of comprehensive metrics that focus on student contact. Beginning with the fall of 2016, the OECD has collected a wide variety of data in collaboration with other units on campus, the results of which are contained in an annual report presented to the IU Provost. Data collected covers such areas as workshop attendance, number of advising sessions, attendance at career events, number of students using the Career Portal, and students attending network events.

Surveys
Active feedback is one of the most important ways for the OECD to assess the value of its offerings and, beginning with Project Jumpstart in 2010, survey tools have been used throughout its operations. During the past few years, the OECD has focused its surveying in the following areas: First Destination surveys exploring the transition of our students to professional life; event surveys, which check in on OECD programming effectiveness; and departmental and faculty surveys to ensure that OECD offerings contribute in a meaningful way to the curricular needs of the Jacobs School of Music.

SNAAP (Strategic National Arts Alumni Project)
The Jacobs School of Music is a participant in the SNAAP survey that tracks the lives and careers of arts graduates around the US. Providing comprehensive quantitative and qualitative results and comparative data, the survey has profoundly affected the Jacobs School’s ability to assess its impact on emerging professionals. It has also helped guide the programs and services of the OECD.

Our Alumni Have Spoken!
Required in their professional lives...

<table>
<thead>
<tr>
<th>Metric</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Artistic Technique</td>
<td>98%</td>
</tr>
<tr>
<td>Broad Knowledge &amp; Education</td>
<td>95%</td>
</tr>
<tr>
<td>Creative Thinking and Problem Solving</td>
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<tr>
<td>Networking and Relationship Building</td>
<td>93%</td>
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<tr>
<td>Critical Thinking and Analysis of Arguments and Information</td>
<td>91%</td>
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<tr>
<td>Business Management</td>
<td>81%</td>
</tr>
<tr>
<td>Entrepreneurial Skills</td>
<td>69%</td>
</tr>
</tbody>
</table>

Information from a 2015 SNAAP study of Jacobs School Alumni.
Publications

The OECD Staff and members of the Project Jumpstart team produce the following:

Weekly Digest
Published on Mondays, the Digest covers the latest news and opinion in the world of music and the arts. With an average of 40 editions per year (each containing around 20 articles,) the service provides an important snapshot of the profession to Jacobs School students, faculty, staff, advisory groups, and a growing number of alumni. Each edition is posted to the OECD website and archived for future research and use.

Career Digest
The OECD Career Advisors publish a bi-weekly Career Digest, delivered to all Jacobs School students via email and online, that offers tips for professional development, highlights tools and resources, and features upcoming OECD and Project Jumpstart workshops and events.

Entrepreneur of the Month
One of the many ways to promote entrepreneurial and innovative thinking is to showcase impressive people and projects linked to the school. Beginning in 2013, the Project Jumpstart publication has covered many examples of success by producing a monthly Entrepreneur of the Month, featuring Chris Botti, New Voices Opera, Sara Caswell, MusAid, the Audio Engineering and Sound Production Graduates, Menahem Pressler, Frederic Chiu, John Clayton, and others.

Video
Through its growing YouTube channel, the OECD produces video interviews with guests, faculty, and students, as they engage in projects and programs in the school. With the ease of live-streaming, a number of events have become available on FacebookLive and Zoom.

Social Media
The OECD and Project Jumpstart engage actively in a growing number of social media platforms, such as Facebook, Instagram, YouTube, a Blog site, and Twitter.
Community and Professional Engagement

Staff of the Office of Entrepreneurship and Career Development are committed to supporting community and professional organizations by being active members of the following organizations:

- IUB Career Services Council
- IUB Arts and Humanities Council
- NETMCDO: Network of Music Career Development Officers
- Americans for the Arts
- College Music Society
- Society for Ethnomusicology
- Bloomington Arts Commission
- Bloomington Entertainment and Arts District
- Bloomington Rotary Club
- WFIU Community Advisory Board
- Bloom Magazine Advisory Board
- Arts Alliance of Greater Bloomington Advisory Board
Project Jumpstart

10-10:30am
Bagels, Coffee, & Networking

10:30-Noon
Panel Discussion with JSoM Alumni

Noon-1:30pm
Lunch and Talk-Back Session: How to maximize your music education on your résumé and in interviews

1:30-3:00pm
Résumé Consultations + Mock Interviews

Musician Success in Technology, Finance & Law

GRANT WRITING FOR MUSIC
April 7 | 2:30-4pm | MU011
Student Signup on the Career Portal

Life After IU
Setting Up Your Financial Future

Sat, Apr 14 | 10am-12pm
School of Education 222-180

Presented by the IU Office of Financial Literacy

THE JUMPSTART NETWORKING AND PIZZA!

Tues, Aug 30 | 5-8pm | MU011
Students! Start your semester by spending some time getting to know your peers and colleagues here at the Jacobs School over pizza! Connect with the Project Jumpstart team as well as several student organizations and ensembles.

Get UNAPOLOGETICALLY FEMALE
Women shaping the music industry

in Composition
Wednesday, September 28 | 2:30-3:30pm | MU011
with Rome Prize winner, Nina C. Young and guest moderator, Kim Odenberg

in Music Academia
Thursday, September 29 | 3:00-4:00pm | MU011
with Dr. Ayana Smith, Dr. Halina Goldberg, and Dr. Marianne Kielan-Gilbert and guest moderator, Anna Gatdula

in Jazz
Friday, September 30 | 9:00-10:30am | MU011
with Leni Stern, Beat Berger, Jennifer Vincent, Rosa Ariva, and Monika Herzig and guest moderator, Kathryn Sherman

Indiana University Jacobs School of Music

Indianapolis, Indiana

Women shaping the music industry

Unapologetically Female
A {well-advised} Breakfast with Angela Brown
Friday, Oct. 16 | JS415 | 9:30 am

A Conversation with Chris Botti
Sat. Oct. 15 | IU Auditorium | 6:30-7:30 p.m.

A {well-advised} Lunch with Frank J. Oteri
Monday, Sept. 26 | MU011 | 12:00pm

A {well-advised} Lunch with Sarah Kapustin
Wednesday, Feb 15 | 12pm | JS415