



Jules Fauteux

Life Long
Learner
Teacher

It is a privilege to maintain this portfolio in support of my development as a teacher.

I have always wanted to teach. I needed first to figure out what I would teach. Then I discovered business and technology. After a successful practitioner career, I have now fully transitioned to teaching. I am still learning how to teach. One thing I know is that I love it.

This portfolio is intended to demonstrate my love for teaching and my ongoing development. It includes evidence of my background, education, experiences, abilities, and teaching philosophy. This is not a resume, it's a very personal story.



In many ways, being a teacher is like being in a family. You care for each other in good times and bad. You plan. You set expectations and boundaries. You provide. You help. You celebrate success.

NSCC Ivany Campus
School of Business
Management
Concentration
Graduating Class
2019 (right)



NSCC Ivany Campus
School of Business
Management
Concentration
Graduating Class
2018 (left)



JOANNE POIRIER

September 29th, 1977

Dear Jules:

Just a little souvenir picture of the
Scholarship Award Day.

Wishing you good luck in your educational
development.

Personnel Department



McDonald's



August 18th, 1977

Mr. Jules Fauteux
215 Cedar Street
Rosemdre, P.Q.
J7A 2W5

Dear Jules:

Congratulations on being chosen a Winner in McDonald's Restaurants
of Canada Limited's 1977 scholarship competition.

You were chosen to receive a scholarship of \$250. based on your
performance reviews, your scholastic achievement, and your personal
character. You were rated as excellent in all categories by your
store manager and an official of your school, testifying to the
high standards which you have set for yourself and which you have
maintained. As a result, we are pleased to be able to contribute
towards your educational development, and hope that this scholarship
will bring you closer to your goal.

We would be pleased if you would join us at McDonald's Regional
office for a presentation of the scholarships, tour of the office
and a luncheon.

The presentation will be held on Tuesday, August 30th, 1977 at
11:00 a.m. at 3860 Cote Vertu, Suite 212, St. Laurent, P.Q. in
the Training Center and will be followed by lunch at 1:00 p.m.

We look forward to seeing you on August 30th, and extend our con-
gratulations to you again.

Yours truly,

Ed Garber /p.

Ed Garber

Executive Vice-President

R.S.V.P. to Joanne Poirier, Personnel Department, (514) 331-7090 no
later than August 25th, 1977.

/jp

es Restaurants McDONALD'S du Canada, Limitée
McDONALD'S Restaurants of Canada Limited

May you make your goal!!

Love
Wad

3860 COTE VERTU, ST. LAURENT, QUEBEC H4R 1V4
(514) 331-7090



Saint Mary's University



Does hereby bear witness that,
Whereas all studies and requirements which pertain to the Degree and
to the requirements of the University have been fulfilled and completed,

Jules J. Fauteux

was admitted this Day into the Degree of

Master of Business Administration

Given at the Convocation of Saint Mary's University,
Halifax, Nova Scotia.

The Twelfth day of May, 1995



S. D. Chand
Registrar

Robert J. ...
President

ASH
Dean



On behalf of the University Senate,
we hereby attest that

Dalhousie University

has awarded the degree of

Doctor of Philosophy
in Interdisciplinary Studies

to
Jules Fauteux

who, having completed all of the requirements for this degree, as
established by the Faculty and approved by Senate, is entitled to assume
all the rights, privileges, and responsibilities appertaining thereto. In
witness whereof, we have subscribed our signatures and affixed the Seal
of the University to this document.



Robert J. ...

President

Robert J. ...

Dean

K. J. ...

Chair of Senate

Dated at Halifax, Nova Scotia
on the 26th day of September 2017



IBM Basic Training Class 8103

CNOR

HZA376 FEB 13 1201 EST
HE965 HHE774
MS254 MHS917
MZB 0151 LD608 HLD418

CNOR

TY860 TTY077 76 FR
TLXTN MARKHAM ON 12 1558
J.J. FAUTEUX
28 BEL AYR AVENUE
DARTMOUTH NS
B2H 2E7
BT

JULES, IT IS A GREAT PLEASURE FOR ME TO ADVISE YOU THAT YOUR
OUTSTANDING PERFORMANCE IN 1987 HAS EARNED YOUR SELECTION AS
DIRECTOR, CUSTOMER FINANCING OF THE 1987 HUNDRED PERCENT CLUB.
I EXTEND MY WARMEST PERSONAL CONGRATULATIONS ON THIS GREAT
ACHIEVEMENT AND LOOK FORWARD TO SEEING YOU IN MONTREAL. PLEASE
KEEP YOUR SELECTION CONFIDENTIAL UNTIL ANNOUNCEMENT THERE.

REGARDS
JOHN M. THOMPSON
TELEX NO. 06966574

(REPORT DELIVERY)
(KEEP TRYING)

CNOR

TELEPOST
TND740 88 FEB 29 0914 EST
CNCPHS HLF

HF692 WHF679
H0289 HH0268 HE414 HHE888 TR718 72 FR
TDTN TORONTO ON 26 1838

SPECIAL DELIVERY - EXPRES

SPECIAL DELIVERY - EXPRES

Société canadienne
des postes
ada Post
voration

J.J. FAUTEUX
28 BEL AYR AVE
DARTMOUTH NS
B2H 2E2

JULES, YOUR OUTSTANDING AND SUSTAINED PERFORMANCE HAS
EARNED YOUR SELECTION FOR THE 1987 **GOLDEN CIRCLE**. I JOIN WITH
PAUL KOPFEHL OF THE AMERICAS GROUP IN EXTENDING MY WARMEST
CONGRATULATIONS AND AN INVITATION FOR YOU AND YOUR SPOUSE TO
JOIN US IN WEST PALM BEACH FROM MAY 27 TO MAY 31. I ASK THAT
YOU KEEP YOUR SELECTION CONFIDENTIAL PENDING FORMAL ANNOUNCEMENT
AT THE BEGINNING OF THE WEEK.
JOHN THOMPSON

TF9024357751

Membership in IBM's Golden Circle is awarded to employees who consistently perform exceptionally well in all categories. It is the highest IBM recognition, for those in the top 5%.





President & Chief Executive Officer

3500 Steeles Ave. East, Markham, Ontario

(416) 474-2700

Facsimile: (416) 474-6067

March 8, 1993

Mr. J.J. Fauteux
48 Castlewood Drive
Dartmouth, Nova Scotia
B2V 2R3

Dear Jules

I appreciated your letter and encouraging comments regarding the treatment you received during your recent career transition. It is very gratifying to hear from people who have left with such positive feelings about our company. In developing the various Transition '92 initiatives, the senior management team realized the difficult decision that many IBMers had to make, and our intention was that each participant be treated with respect throughout the process.

Congratulations, as well, on receiving an Unlimited Solutions award. I will convey your kind feedback to Debbie Roffey and her team for their "personal touch" in administering this program.

Jules, it was very thoughtful of you to take the time to write. Please accept my warm best wishes for continued happiness in the future.

Sincerely

W.A. Etherington

cc: Ms. D.S. Roffey - IBM Canada Ltd., Markham, Ontario
Ms. A.K. Ross - IBM Canada Ltd., Markham, Ontario



An Amdahl Company

DMR Consulting Group Inc.
333 Thornall Street
Edison, New Jersey 08837
Tel: (732) 349-4100
Fax: (732) 349-2373

April 21, 2000

Jules Fauteux
DMR Consulting Group
1894 Barrington Street, 12th Floor
Halifax NS B3J 2A8

Dear Jules:

We would like to thank you for your work on the Office of the Future video. With your help we are now able to show a vision of what GEMS is and more importantly, what it will bring to DMR. This video was presented to our key decision makers at Team 2000 in Orlando and was well received.

In a private screening for Michael Poehner prior to this meeting, Michael remarked that the film was professionally done and blended just the right amount of fact and fiction. The folks were interested, payed attention and got the subtle jokes buried in the message. Everyone felt they could identify with the current situation and agreed the future state was where we all wanted to be.

GEMS is about change. It is also a vision that DMR can be a leader in our industry. We truly believe that we can achieve what you have so aptly depicted in the Right Future Consulting company.

Please accept this token of appreciation for a job well done.

Sincerely,

A handwritten signature in dark ink, appearing to read "Tony Pirozzi", is written over a light-colored background.

Tony Pirozzi
Executive Vice President

cc: Michael Poehner
Renaud Champagne



Jules Fauteux

in recognition of distinguished service
to the profession of Management
Consulting, is elected by this Council
as a fellow of the Institute and is hereby
authorized to use the designation

en reconnaissance d'éléments services
rendus à la profession de conseiller en
management, des élus par ce
conseil d'administration de l'Institut,
membre fellow de l'Institut et reçoit
l'autorisation de porter le titre de

FCMC

Fellow Certified
Management
Consultant

Conseiller fellow
en management

signed and dated hereon

File #

May 19th, 2011

President

Président

Secretary

Secrétaire

Institute of
Certified Management Consultants
of Atlantic Canada

Institut des
conseillers en management
du Canada Atlantique

Charter incorporated under the laws of the Province of Nova Scotia in the year nineteen hundred eighty-five
and in the Province of New Brunswick in the year nineteen hundred eighty-six



THE CANADIAN COUNCIL OF HUMAN RESOURCES ASSOCIATIONS
&
THE HUMAN RESOURCES ASSOCIATION OF NOVA SCOTIA

CERTIFY THAT

Jules Fauteux

HAVING FULFILLED ALL THE PROFESSIONAL REQUIREMENTS FOR CERTIFICATION,
AND HAVING PLEDGED TO ABIDE BY THE NATIONAL CODE OF ETHICS,
IS HEREBY GRANTED THE RIGHT TO USE THE NATIONAL DESIGNATION

CERTIFIED HUMAN RESOURCES PROFESSIONAL AND THE INITIALS CHRP

Merrill Brinton

MERRILL BRINTON, CHRP
PRESIDENT, CCHRA

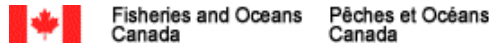
EXPIRES ON NOVEMBER 30, 2011


CCHRA-CCARH
Canadian Council of Human Resources Associations
Conseil canadien des associations en ressources humaines

Patrick C. Hartling

PATRICK C. HARTLING, CHRP
PRESIDENT, HRANS

REGISTRATION NUMBER: N-04-17800



The broad range of organizations which I have served as a consultant over many years provide rich examples for classroom discussion and a network which I can draw upon to support students.

Supporting students in job search activities is one of the most exciting aspects of teaching.



Seeing students achieve their career dreams (in this case becoming a recruiter for the RCMP) is one of the most rewarding aspects of teaching. The year prior, she was at the career fair as a NSCC student job seeker. Now she's the employer.





Sobeys



STONE HEARTH
Bakery



iris

N.S.K.D CLOTHING



nscc



atlantic
business
interiors



Our community embraces NSCC students. Facilitating student practicum placements, and supporting their experiences, is a very rewarding process. Thank you to our 2018 management practicum sponsoring organizations!



Seeing students in the work place and sharing in their pride of accomplishment creates a remarkable positive, warm feeling. It is an emotional experience which words cannot easily describe.

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[Services & Information ▾](#)
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Hello and welcome to Marketing I (MKTG 1010)! My name is Jules (far right in the side pic) and I'm looking forward to learning with each of you. Congratulations on selecting a course that will equip you well for the workplace.

We will be using this D2L on-line learning platform extensively, including taking some time for orientation during our first lab meeting. Meanwhile you might roam around the site including visiting the [discussion](#) forum (Communications Discussions) and offering a personal introduction as I have done.

You'll find your course outline, workplan, PowerPoint slides, assignment descriptions, rubrics, discussion forums, grades, and other course resources here. To access most of the course material, click "[content](#)" on the menu above. The course materials are under Table of Contents.



You can reach me at the coordinates below anytime. You can also ask questions in the open Q&A [discussion](#) forum as you might do in class. Welcome to MKTG 1010 and the world of marketing! I look forward to seeing you in our first class meeting.

Cheers-

Jules

Jules Fauteux, PhD, FCMC
 Faculty, School of Business

Nova Scotia Community College
 Waterfront Campus
 Office: 902-491-4733
 Mobile: 902-233-3739



I use Brightspace extensively to
 communicate with students
 almost daily. They appreciate
 the bulletin board news feature.

I believe in the power of a well designed course served up appropriately in a
 Learning Management System like NSCC's Brightspace. I am a D2L "champion."

MKTG 2015
Professional Selling
TENTATIVE WORK PLAN
Faculty Information

Faculty's Name: Jules Fauteux, PhD
 Office Location and Number: Business Department 5th Floor, Room 5414
 Campus: Waterfront Campus
 Office Telephone: 902-491-4733
 Email: jules.fauteux@nscc.ca
 Availability: email or call for appointment

Required Text Book(s), Resources, and Supplies

Title: Sell, Second Canadian Edition
 Authors: Ingram, T. N., et al
 Publisher: Nelson, ISBN 978-0176622107

Methods of Assessment and Evaluation

A variety of formal and informal methods will be used for evaluation including but not limited to:

In Class Quizzes (3 @ 10% each)	30%
Assignments (3 @ 10% each)	30%
Selling Simulation Project (Part A @ 10%, Part B @ 20%)	30%
Course Participation	10%
Total	100%

In Class Quizzes

Quizzes are per the tentative schedule and will generally consist of multiple choice and short answer questions based on the concepts and applications covered in class and in the text. Quizzes will generally be on Monday's during lab meetings, on D2L, with review of on-line results in lab meetings the following week. Alternative formats will be considered on request

Assignments

Assignments descriptions will be discussed in class and via D2L. Assignments are due on the date shown in D2L, generally **Sundays at midnight** unless otherwise arranged. Grading will be according to assignment rubrics in D2L. Feedback will be provided via D2L, through class discussion, and individually when possible and/or when requested by the student.

Selling Simulation Project

This is an individual project which integrates all course outcomes. A description of the project, Parts A and B, including a grading rubric, will be available in D2L. Assignment # 3 connects to the simulation. You will be expected to observe each other's simulations and offer feedback.

Course Participation

Grades for course participation will be awarded based on a combination of factors including attendance, preparation including having read applicable text chapters before class, course participation by way of on-line forums or in-class discussion, and group work. Absence for 6 or more class meetings can result in a zero grade for participation.

Grades

Grades are available through D2L. The grade you see in D2L is an estimate of work completed to date and should not be considered as an exact overall grade for the course. It is your responsibility to check D2L regularly and to monitor your progress in class.

Tentative Schedule – Subject to Change

Because every class is different, it is appropriate to tailor the pace, workload, and delivery method to the strengths of the class. In a creative learning environment, **you should expect some variations** from this tentative work plan.

Week Begins	Subject/Topic/Description	Learning Outcomes	Due Date & Value (if Applicable)
Sep 3	Introductions, Ch 1 Overview of Personal Selling	L01, L02	
Sep 10	Ch 1 cont'd, D2L orientation Ch 2 Building Trust and Sales Ethics	L01, L02	
Sep 17	Ch 3 Understanding Buyers Quiz # 1 (Chapters 1-3)	L01, L02	Sep 21 @ 10%
Sep 24	Ch 4 Communications Skills Ass't # 1 (Sell your manager on CPSA)	L02	Sep 24 @ 10%
Oct 1	Ch 5 Strategic Prospecting Ass't # 2 (Interview sales people)	L03	Oct 8 @ 10%
Oct 8	No class Oct 9 Thanksgiving holiday Ch 5 cont'd	L03	
Oct 15	Ch 6 Planning Sales Dialogues	L04	
Oct 22	Ch 6 cont'd, Quiz # 2 (Chapters 4-6) Ass't #3 & Simulation workshop	L03, L04, L05	Oct 26 @ 10%
Oct 29	Ch 7 Sales Dialogue Ass't # 3 (Explore prospects, set the stage...)	L04, L05	Nov 5 @ 10%
Nov 5	Ch 8 Concerns & commitment Ch 9 Expanding customer relationships	L04	
Nov 12	No class Nov 13 Remembrance Day holiday Ch 10 Adding value	L02, L04	
Nov 19	Quiz # 3 (Chapters 7-10) Simulation - Part A (Qualifying calls begin)	L02-L05	Nov 20 @ 10%
Nov 27	Simulation - Part A (Qualifying calls end)	L05	Nov 30 @ 10%
Dec 3	Simulation - Part B (Sales presentations begin)	L05	
Dec 10	Simulation - Part B (Sales presentations end)	L05	Dec 14 @ 20%

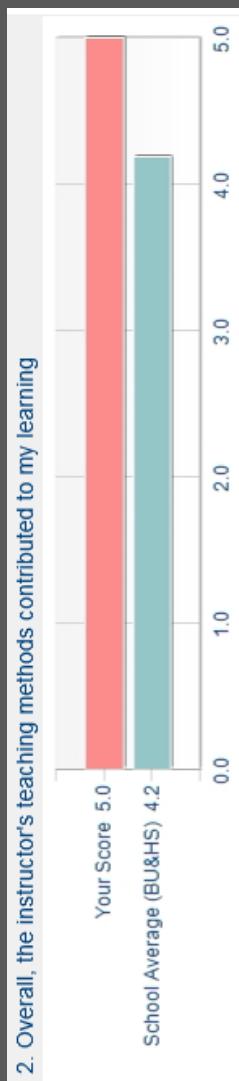
Per the course outline we will focus on learning outcomes, which for ease of reference are summarized here, as follows: **LO1** - Identify the significance of the Canadian Professional Sales Association (CPSA) and the benefits of membership for the professional sales representative. **LO2** - Explain the unique role of a sales representative in an organization and differentiate between "order takers" and "order getters." **LO3** - Identify situation-appropriate prospecting sales strategies. **LO4** - Identify the psychology and structure of an effective professional sales presentation including "compliance theory" principles. **LO5** - Apply and present effective consultative selling process techniques as part of an interactive professional sales presentation or role play.

I do my best to make course workplans consistent, clear, and concise.

I have had my share of negative feedback from students. I appreciate it.

I am not naive to think that a one-time survey tells the full story.

However, when the feedback is good I get even more jazzed!



What aspects of the course content and/or instruction contributed most to your learning?

Comments

The enthusiasm that Jules had really got everyone interested and captured their attention.

In depth class discussions, as well as professional practices(submitting assignments in memo template as pdf, group presentation) Marketing was the course I was least excited about and most surprised. Very in depth look at the business world, and thought provoking classes.

The in-class assignments that dived into the topic discussed that day

Jules is enthusiastic and is open to any new ideas.

Teacher is very engaging and makes the topic interesting. He is great at encouraging the best from the students

I'm very engaged in every class because Jules is a great teacher. It was easy to follow the d2l content he posts, and he is very helpful to his students.

Lecture notes being made available prior to class very helpful. Class discussions steered in the right directions helped to wrap head around content.

Class discussions were the best part, and Jules is a great instructor.

Our instructor was very engaging and entertaining. I enjoyed learning from him. I felt the course would benefit from more hands on learning.

Jules is a fantastic teacher and love his teaching. He has been nothing but helpful and help me learn more about the marketing world. I've actually come to enjoy Marketing because of Jules.

incorporation of d2l was great, well done jules!

What changes, if any, would you recommend to improve this course/program?

Comments

The course was very in depth and fairly easy to understand. theres nothing I would change

Mach markets. Examine local markets. Make a more physical representation for looking at demographics or other market research. Use drawings, play-doh, lego, or whatever you can to make the student feel like they're literally looking at a market.

More lab time to have more of a hands on approach as some of the fundamental content for Marketing 1 is dry.

The content is dull, but as is any introductory class

Less group work

Not really any.

Course felt very dense. No changes to teaching style however.

Not a fan of so much group work, especially in the last few weeks of the term. Less testing on terminology would be great. There were so many terms and cycles to remember, would that difficult.

No textbook!

Nothing. This class was very well taught.

none, our best instructor by a mile!



Learning by doing teaches us well. Despite many challenges, my NSCC students delivered a professional Doing Business in Cuba Conference as a practicum project. It was real, and it was a lot of work. Bravo!



CUBAN GUESTS

Celia Labora Rodríguez
Director of International Relations
Cuba Chamber of Commerce's National Office

Mara Bilbao Díaz
Consul General
Consulate of Cuba in Montreal

Cristina Ramos Moreno
Commercial Economic Counselor
Embassy of Cuba in Canada

Eloy Arnerio Govea Rodríguez
Director
Cuba Tourist Board in Canada

Hilda Rosa Santiesteban López
President
Chamber of Commerce of Holguín

Milagros Caridad Pérez Pravia
Faculty of Industrial Engineering and Tourism
University of Holguín

Gliessler Vladímir Ramos Giral
President of Student Association
University of Holguín

ABOUT THE PROJECT

There is no better time than the present to form business relationships with Cuba as they are currently building infrastructure to accommodate foreign investment and development. The first summit was born from an existing relationship between NSCC and Cuba through Los Primos, a non-profit that supports and promotes music education and resources in Cuba. Ron Robichaud, an NSCC School of Business faculty member, worked in conjunction with Los Primos to afford select students with an opportunity to visit Cuba and experience the culture in 2017. Last year the summit focused on the application of Nova Scotia business models into private enterprise in Cuba. This year, the focus is to exchange innovative ideas and existing services that will contribute to the enhancement of organic farming in Canada with a backdrop of improving tourism as well as exploring opportunities with Green Energy.

2018 BUSINESS IN CUBA

STRENGTHENING RELATIONSHIPS
BETWEEN NOVA SCOTIA AND CUBA
FOR BUSINESS AND LEARNING

Special thanks to every student, faculty, sponsor community member, and business partner, who worked tirelessly in the effort to plan this event.

GUEST WIFI ACCESS

User Name: IvanyCuba
Password: M@rEvent



nscc

Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

LEADER
L'ACADIE
VINEYARDS



los primos.ca



EduNova

Canada

nscc

IVANY CAMPUS THEATRE

80 MAWLOMI PI, DARTMOUTH, NS B2Y 0A5
www.nscc-cuba-summit.biz





...network and get connected?



I am passionate about LinkedIn as a tool for student networking and portfolio. Sue Siri, NSCC alum '87 has helped me generate LinkedIn interest with NSCC students. They loved her marketing entrepreneurship CBC Dragon's Den success story. Kaylea Difford, NSCC '18 grad completed important market research for Sue.

...free pizza and great prizes, then get...

LinkedIn 

Would you like to know what it's really like to be on CBC Dragon's Den?

Come meet a serial entrepreneur who got a lot of product offers

My approach to teaching builds student confidence by focusing on examples of real life successes. Dan Bartek was my student at Dal and was a guest speaker at NSCC I many times. Students loved his CBC Dragon's Den entrepreneurship marketing success story.



The 7 Virtues Marketing Innovation

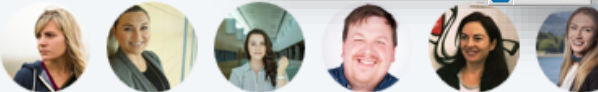
Sep 2018 – Feb 2019

This project helped a social venture - The 7 Virtues - to improve their Instagram presence and strengthen their relationship with the US based retailer Sephora. Under an arrangement with Nova Scotia Business Inc. students undertook creative photography to uniquely position The 7 Virtues perfume products. Dozens of images were used by The 7 Virtues and two images were featured by Sephora in their promotional campaign. The project also implemented a social media platform management tool and created an interactive client survey for use in social media promotion activities. High praise for the work was offered by The 7 Virtues and Sephora.

Other creators

 **Jules Fauteux**
Educator and Management Consultant

 LinkedIn



NSCC School of Business Strategic Analysis

Jan 2019 – May 2019

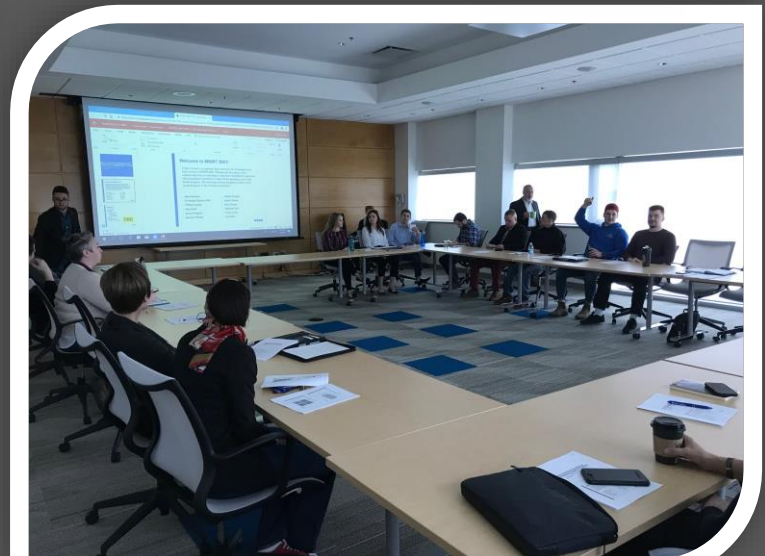
NSCC Students from the School of Business Management and Entrepreneurship Concentrations joined together to conduct strategic analysis and develop strategic recommendations for the NSCC School of Business, Business Administration. The 40 students worked collaboratively in teams and then individually to complete their final reports. The work, conducted throughout the semester, consisted of an environmental scan, internal analysis, and gathering stakeholder feedback. Frameworks from Porter, Galbraith, and other management theorists were applied in the experiential learning activity. Presentations to NSCC executive and management were very well received.

Other creators



Jules Fauteux

Educator and Management Consultant



Celebrate Halifax Holiday Gift Sticker Calendar Package Fundraiser for United Way

Nov 2017 – Jan 2018

Students from NSCC's professional photography, graphic print production, and business programs collaborated to produce and sell a holiday gift package as a fundraiser for United Way Halifax. The 2018 Celebrate Halifax sticker calendar gift package included photographic art depicting some of Halifax's greatest landmarks as captured by NSCC professional photography students. The gift was packaged in a holiday gift envelope and featured a beautiful calendar design with stickers for personalization all created by NSCC business and graphic design students for production at NSCC's in-house print facilities. The project generated \$3,000 for United Way Halifax through direct and on-line sales by NSCC business students.



Jules Fauteux

Educator and Management Consultant

Other creators



NSCC has so much to offer across schools and programs. Students in my marketing class led this entrepreneurial collaboration which produced an innovative product, sold across multiple channels including on-line. They raised \$3500 for United Way. Bravo!



United Way
Halifax

Community Investment Guide

Our Vision: Halifax. United by compassion. Rich in opportunity. Free of poverty.

United Way Halifax acts as a funder, partner, convener, researcher and advocate. With the support of our donors, we are able to work toward our vision by investing in community programs and actively participating in, and funding, four major initiatives.

THREE NATIONAL FOCUS AREAS



Design: Yiming Zhang & Kimberley Gallant-Wills

Production: Phil Tower & Jay Ede

From poverty to possibility

- Moving people out of poverty
- Meeting basic human needs (Ex. food, shelter and jobs)

Healthy people, strong communities

- Improving access to social & health-related support services
- Supporting resident & community engagement
- Supporting community integration & settlement

All that kids can be

- Improving access to early childhood learning & development programs
- Helping kids do well at school & complete high school
- Making the healthy transition into adulthood & post-secondary education



Sarah MacKay



Bridget Hargraff



Ian Solig



Katelyn Neville



Gajewski Monika



Nicholas Doiron



Sarah MacKay



Katelyn Neville



Bridget Hargraff



Laura Samson



Ian Solig



Bree Hachey



Package includes:

Thank you letter

Customizable gift card



Colorful holiday gift envelope

12 Month full color Halifax calendar

12 Professional photo images of Halifax

35 special event stickers for calendar personalization

Your cart

Product	Price	Quantity	Total
 2018 Celebrate Halifax Sticker Calendar Gift Package REMOVE	\$10.00	<input type="text" value="1"/>	\$10.00
Subtotal			\$10.00
Shipping & taxes calculated at checkout			
CONTINUE SHOPPING UPDATE CHECK OUT			
			

The Shopify on-line store experience combined with direct sales helped students understand channel strategies and their implementation.

Calendar Gift Package Store

[Cart](#) > [Customer information](#) > [Shipping method](#) > [Payment method](#)

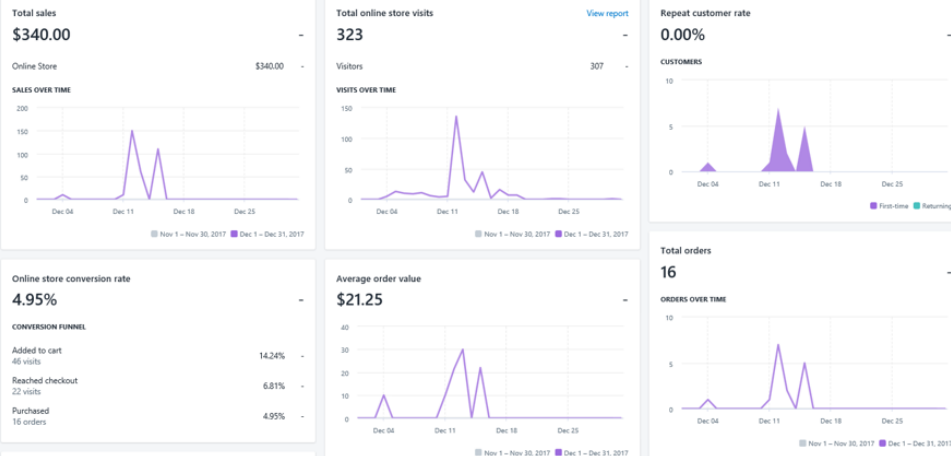
Customer information

☐ Keep me up to date on news and exclusive offers

Shipping address

Canada
New Brunswick[Return to cart](#)[Continue to shipping method](#)

All rights reserved Calendar Gift Package Store



WATERFRONT
CAMPUS
PRESENTS

Celebrating & Encouraging SOCIAL JUSTICE



THE EVENT

In celebration of African Heritage Month and Nova Scotia's first Heritage Day recognizing the contributions and legacy of Viola Desmond, we will be screening the documentary:

LONG ROAD
TO JUSTICE

The Viola Desmond Story

THURSDAY
FEBRUARY 12TH 2015
PRESENTATION THEATRE
11:30AM - 1PM

PANEL PRESENTATION FEATURING

DR. MAYANN FRANCIS
21ST LIEUTENANT GOVERNOR NOVA SCOTIA

DR. AFUA COOPER
JAMES R. JOHNSTON CHAIR IN
BLACK CANADIAN STUDIES

STG. CRAIG SMITH
RCMP, COLE HARBOUR DETACHMENT

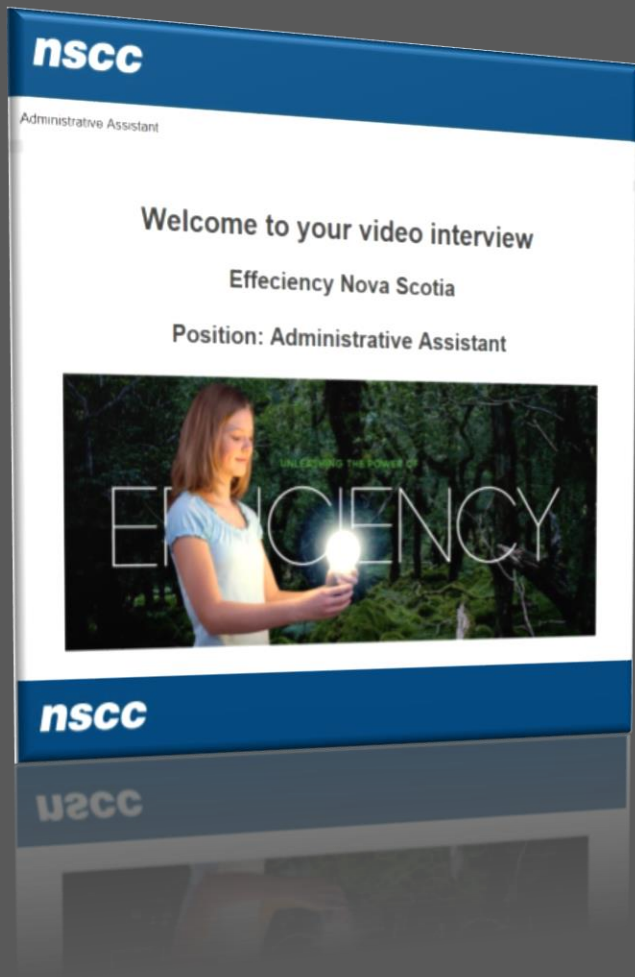


Scotiabank®

"Donations to the NSCC Hope and Inspiration award will be greatly appreciated"

I believe in the power of diversity and inclusion. I don't take privilege for granted. As a human resource practitioner, diversity and inclusion is a key focus for me. It is critical for both social justice and talent management.

I was extremely proud of the service learning project which my NSCC students undertook to celebrate and encourage social justice as part of Nova Scotia's first Heritage Day. The event raised over \$1,000 for the NSCC Foundation Hope and Inspiration Award through corporate donations.



My NSCC HR students used world leading video interview tools to experience both sides of the interview process. They provided valuable feedback to the technology vendor.



flexibility

Can you describe a situation in which you had to adjust quickly to a change over which you had no control? What was the impact of the change on you and how did you deal with the change?

Vid

00:00 00:50

Hide rating guide

Flexibility involves being capable of, or willing to yield in meeting customers' needs or managing difficult situations

Competency Level	Description
1	Resistant to Change: Resists change and delegates difficult/stressful situations to others or blames others for the situation.
2	Maintains Clear Communication: Maintains clear communication with customer regarding mutual expectations, monitors customer satisfaction. Distributes helpful information to customer. Gives friendly, cheerful service.
3	Takes Personal Responsibility: Takes personal responsibility for correcting customer-service problems. Corrects problems promptly and without being defensive.
4	Makes Self Fully Available: Makes self fully available, especially when customer is going through a critical period. Gives customer means of easy access, or may spend extra time at the customer's location or is available during non-business hours.
5	Acts to Make Things Better: Makes concrete attempts to add value to the client, to make things better for the client in some way. Speaks positively about clients even in difficult circumstances.

1 2 3 4 5



Smartly using available resources including tools like LinkedIn's Lynda.com, served up through NSCC's Brightspace Learning Management System, enriches both teaching and learning.

in LEARNING Library Search for skills, subjects or software Home In Progress Saved Me

Watching: **Balanced scorecard overview**
From the course: Balanced Scorecard and Key Performance Indicators Save Layout 548 likes Share

The video frame shows a balanced scorecard with three circular gauges. The first gauge (left) is purple and shows a 75% completion. The second gauge (middle) is purple and shows a 50% completion. The third gauge (right) is purple and shows a 25% completion. Below each gauge are four stars, with the first two stars being filled. A person in a suit is holding a clipboard with a checkmark and a star, standing next to the third gauge. The video player controls at the bottom show a play button, a progress bar at 0:47 / 2:46, and icons for volume, settings, and full screen.

0:47 / 2:46 1x [Settings] [Full Screen]

Portfolio learning involves creating artifacts to demonstrate skills, knowledge, and abilities. My NSCC 1st year students showed remarkable understanding of management systems by developing a balanced scorecard for NSCC. Showcasing their work will be easier because they created portfolio artifacts continually throughout the program.



NSCC BALANCED SCORECARD STRATEGY MAP

Prepared by: Patrick MacIntosh, Amy Belliveau and Bonnita Mitchell

VISION		Transforming Nova Scotia one learner at a time.		
MISSION		Building Nova Scotia's economy and quality of life through education and innovation.		
STRATEGIC PRIORITIES		Industry and Education Cooperation: Industry placements to facilitate students integration into the workforce.	Student Support Services: Pride in offering affordable access to education delivered by expert faculty with industry experience.	Brand Awareness: Communicate success through a network of established alumni in hopes to attract students seeking a practical hands-on education.
		STRATEGIC RESULTS		MEASURES
ORGANIZATIONAL EXCELLENCE			<ul style="list-style-type: none"> Install clean energy equipment Justify cost of above by incorporating maintenance into course material 	
STUDENT SUCCESS			<ul style="list-style-type: none"> Monitor the number of graduates employed in their chosen field Average graduate income/years in the field 	
ACADEMIC QUALITY			<ul style="list-style-type: none"> Monitor graduates pursuing further post-secondary education utilizing their NSCC diploma Feedback / satisfaction rate from alumni 	
COMMUNITY IMPACT			<ul style="list-style-type: none"> Increase bursary providers in rural areas Monitor effectiveness of the utilization of A/V Class rooms and pursue expansion 	

Balanced Scorecard

Winner

BEST ENTRY

Congratulations

FOR DEVELOPING THE BEST-IN-CLASS
BALANCED SCORECARD (BSC) ENTRY FOR NSCC
FOLLOWING THE CAPLAN AND NORTON BSC FRAMEWORK

BONNITA MITCHELL
AWARDED IN RECOGNITION OF
BSC EXCELLENCE

JULES FAUTEUX
BY NSCC MANAGEMENT
PRINCIPLES INSTRUCTOR

APRIL 13, 2018

The ability to articulate an argument and defend a point of view is an important skill. My NSCC Contemporary Business students did just that in a series of debates on topics of their choosing. Student feedback on the debates was very positive.



The debates were a capstone, integrating other class activities. Topics included:

- The ban on hydraulic fracturing in Nova Scotia should be lifted now.
- Nova Scotia's current cannabis implementation is ineffective and inefficient.

Students made powerful arguments!



Student success,
in every form, is
to be celebrated
one learner at a
time. Our future
is their future.
Bravo to the
learners and the
teachers!



Jules Fauteux

From: Stauffer, Kristen [W0082426@nsc.ca]
Sent: December 11, 2003 12:40 PM
To: jules.fauteux@ns.sympatico.ca
Subject: Thanks!

Jules,
Our whole class were talking this afternoon and we all wished we had signed a card for you to thank you for this year. Everyone really enjoyed your class, and wished we had another class with you next term. You are a wonderful teacher and we are all hoping our paths cross again sometime. I just wanted to say thank you, I learned a lot from your class. Your class has helped me look at situations differently and it has helped me think of different costs for every decision I make. Have a great Christmas Thank you Kristen Stauffer

PS. You missed our debate yesterday at lunch about sunday shopping, it was extremely interesting. That just shows you what kind of teacher you are. We have taken debating out of our class room and we spent our entire lunch talking about it.





nscc

Thank you for creating an environment for learning, appreciation for growing and room for making mistakes along the way. I am grateful to have you as a guide, leading by example, and to have had the opportunity to get to know you and learn from you as an educator and as a mentor.

Thank you for being an extraordinary teacher!

- Meaghan
MacDonald



THE WRITING CENTRE

DROP BY FOR FREE, ONE-ON-ONE
WRITING SUPPORT.

Dear Julie -

2017

Thank you for everything
you've done to help make
the first semester of the
Writing Centre at Wakefront
a success.

It is lovely to work with
you and I hope to continue
in September!

Amanda

Julie -

2018

Thank you very much
for your continued involvement
in and support of the
Writing Centre. I
enjoy working with you, as
well as your insight and
enthusiasm!

Thank you -
Amanda

Jules,

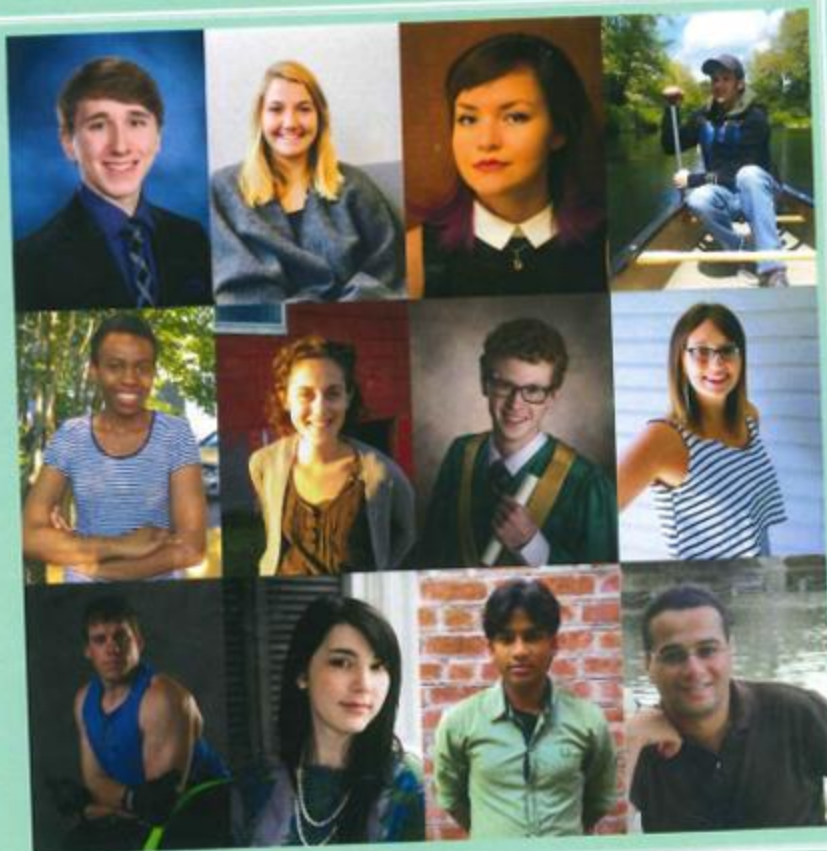
THANK YOU

Thank you for your help in choosing
these and 500+ other student
recipients as part of the Spring 2017
NSCC Student Awards Program.

It would not have been
possible without you!

Jen

Matt





Thank you for providing D2L training and assisting your colleagues prepare for the rollout of D2L in September.

You have significantly contributed to the success of the D2L rollout - your time, expertise, and assistance are greatly appreciated.

Enjoy your well-deserved summer break!

Thanks again!

Jaralee

Special Thanks

nsc

Jules

Thankyou for taking the time
to help with Challenge NS.
Your enthusiasm was instrumental
to US success.

Kelly



Shari

Lucy



NSCC has a unique respectful and collegiate culture. The team creates a supportive environment, and we have a lot of fun. Thank you to my School of Business colleagues for your encouragement over these past few years.



I have participated in Faculty Working Groups and a School of Business Planning Committee which have helped me understand more fully the breadth and depth of NSCC as well as the challenges and opportunities associated with being a fully provincial institution.





Teaching and learning go hand in hand. As a teacher I am a work in progress. I am grateful to NSCC for investing in me through the CCED Program which I completed in 2018.

I am now a NSCC graduate, a CCED, an alum, along with many of my CCEDP cohort pictured above.

