

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  
Rossmere, 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 Côte 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 congratulations 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

McDonald's Restaurants of Canada, Limited  
McDONALD'S Restaurants of Canada, Limited

3860 CÔTE VERTU, ST. LAURENT, QUÉBEC, H4R 1V6  
(514) 331-7090

McDonald's Restaurants of Canada, Limited  
McDONALD'S Restaurants of Canada, Limited

May you make your goal!

Love  
Dad



# 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,

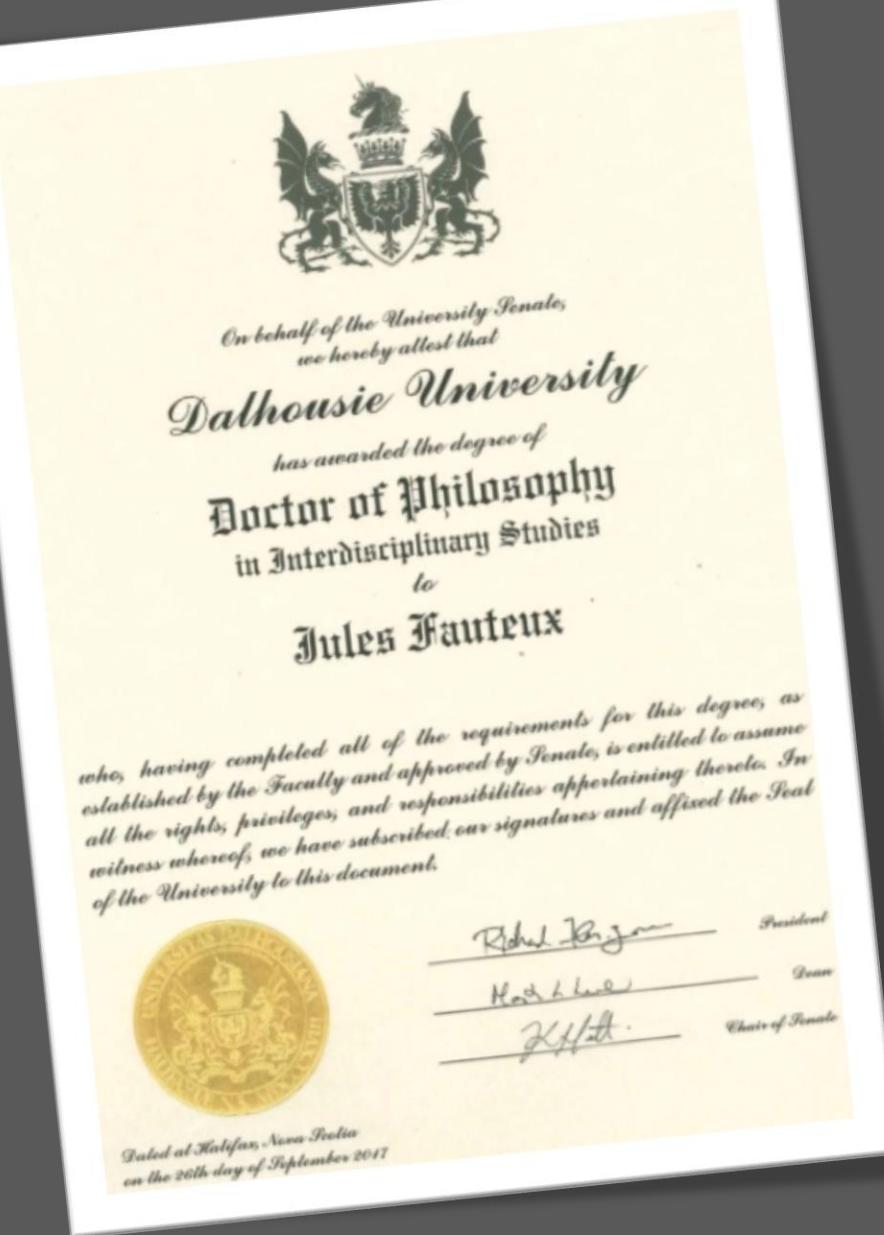
Halifax, Nova Scotia.

The Twelfth day of May, 1995

*Leonard M. Johnson*  
President  
*D. A. Johnson*  
Dean



*E. A. Edward*  
Registrar





IBM Basic Training Class 8103

**CNCP**

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HE965 HHE774  
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M2B 0151 LD608 MLD418

TY860 TTY077 76 FR  
TLXTN MARKHAM ON 12 1558  
J. J. FAUTEUX  
28 BEL AYR AVENUE  
DARTMOUTH NS  
B2W 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 H. THOMPSON  
TELEX NO. 06966574

(REPORT DELIVERY)  
(KEEP TRYING)

**CNCP**

**CNCP**

Société canadienne  
des postes

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Corporation

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SPECIAL DELIVERY - EXPRES

SPECIAL DELIVERY - EXPRES

J. J. FAUTEUX  
28 BEL AYR AVE  
DARTMOUTH NS  
B2W 2E2

JULES, YOUR OUTSTANDING AND SUSTAINED PERFORMANCE HAS EARNED YOUR SELECTION FOR THE 1987 **GOLDEN CIRCLE**. I JOIN WITH PAUL KOFREHL 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 UNTIL FORMAL ANNOUNCEMENT AT THE BEGINNING OF THE WEEK.  
JOHN THOMPSON

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

A handwritten signature in blue ink that reads "Bill".

W.A. Etherington

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



In Amdahl Company

DMR Consulting Group Inc.  
333 Thornall Street  
Edison, New Jersey 08837  
Tel: (732) 549-4100  
Fax: (732) 549-2373

April 21, 2000

Jules Fauteux  
DMR Consulting Group  
1894 Barrington Street, 12<sup>th</sup> 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,

Tony Pirozzi  
Executive Vice President

cc: Michael Poehner  
Renaud Champagne



*Jules Fauteux*

In recognition of distinguished service  
to the profession of Management  
Consulting, is selected by this Council  
as a Fellow of the Institute and is hereby  
authorized to use the designation

en reconnaissance d'importants services  
rendus à la profession de conseiller en  
management, devant, par décret du  
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

Signature and printed name of the President

Printed name

May 19th, 2011

*[Signature]*

President

*[Signature]*

Secretary



Institute of  
Certified Management Consultants  
of Atlantic Canada

Institut des  
conseillers en management  
du Canada Atlantique

Original signed and filed the 19th of May, 2011  
in the Province of Nova Scotia in the year nineteen hundred eighty-one  
and in the Province of New Brunswick in the year nineteen hundred eighty-one

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

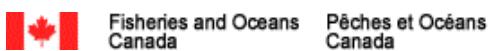


CCHRA • CCARH  
Canadian Council of Human Resources Associations  
Conseil canadien des associations en ressources humaines

*[Signature]*  
PATRICK C. HARTLINE, 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.



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.

[!\[\]\(675bf7eeee97278f4c2dad0fae9ab93c\_img.jpg\)](#) MKTG1010/Marketing I(B)/Fauteux,J... [!\[\]\(7fc2f68205cbe877633d1061d3ddb063\_img.jpg\)](#) [!\[\]\(e01927367f943c88f4f5f5abd1fa27ae\_img.jpg\)](#) [!\[\]\(9cb6e1c8f831219d9875a97d0abdc0d9\_img.jpg\)](#) [!\[\]\(bf07ba2c3fc795583ffa51208c0d1600\_img.jpg\)](#) [!\[\]\(9dce50116c553ac24ccf31d7897922b0\_img.jpg\)](#) Jules Fauteux [!\[\]\(8a629ea863350d73ba712bcda1a06a05\_img.jpg\)](#)

Course Home Content Resources ▾ Communication ▾ Assessments ▾ Services & Information ▾ Help ▾ Edit Course

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.

[Course Home](#) **Content** [Resources ▾](#) | [Communication ▾](#) | [Assessments ▾](#) | [NSCC Info ▾](#)

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.**

**nscc**



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 5<sup>th</sup> 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%

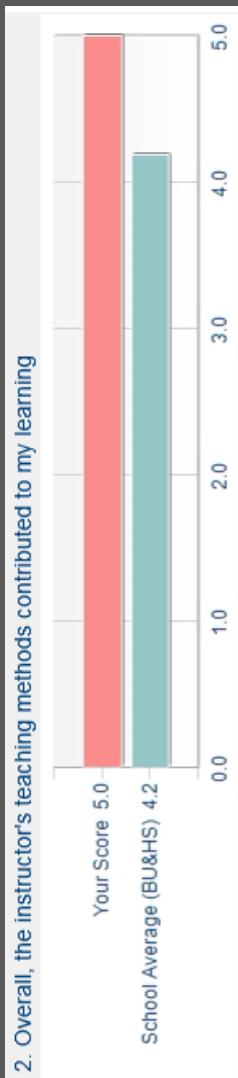
Per the course outline we will focus on learning outcomes, which for ease of reference are summarized here, as follows: L01 - Identify the significance of the Canadian Professional Sales Association (CPSA) and the benefits of membership for the professional sales representative. L02 - Explain the unique role of a sales representative in an organization and differentiate between "order takers" and "order getters." L03 - Identify situation-appropriate prospecting sales strategies. L04 - Identify the psychology and structure of an effective professional sales presentation including "compliance theory" principles. L05 - 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 dive 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. There's nothing I would change
- More 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

Cella Labora Rodriguez  
Director of International Relations  
Cuba Chamber of Commerce's National Office

Mara Bilbao Diaz  
Consul General  
Consulate of Cuba in Montreal

Cristina Ramos Moreno  
Commercial Economic Counselor  
Embassy of Cuba in Canada

Eloy Arnerio Govea Rodriguez  
Director  
Cuba Tourist Board in Canada

Hilda Rosa Santiesteban Lopez  
President  
Chamber of Commerce of Holguin

Milagros Caridad Perez Pravia  
Faculty of Industrial Engineering and Tourism  
University of Holguin

Glessier Vladimir Ramos Giral  
President of Student Association  
University of Holguin

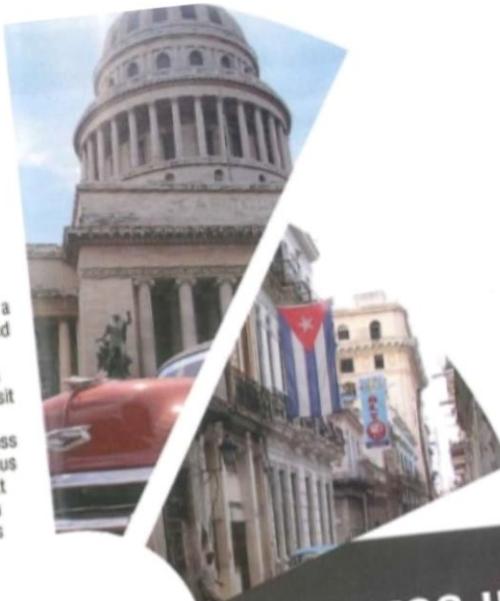
## GUEST WIFI ACCESS

User Name: IvanyCuba  
Password: M@Event



## 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

nscc



Atlantic Canada  
Opportunities  
Agency  
Agence du  
développement  
économique  
du Canada atlantique

NSCC  
L'ACADEIE  
VINEYARDS



EduNova Canada

nscc

IVANY CAMPUS THEATRE  
80 MAWIOMI PI, DARTMOUTH, NS B2Y 0A5  
[www.nscc-cuba-summit.biz](http://www.nscc-cuba-summit.biz)



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.

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

Come meet a serial entrepreneur who got his start on the show.

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 Ivany twice. 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.

Other creators



**Jules Fauteux**

Educator and Management Consultant



## 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



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

Design: Yiming Zhang &  
Kimberley Gallant-Wills

Production: Phil Tower &  
Jay Edo

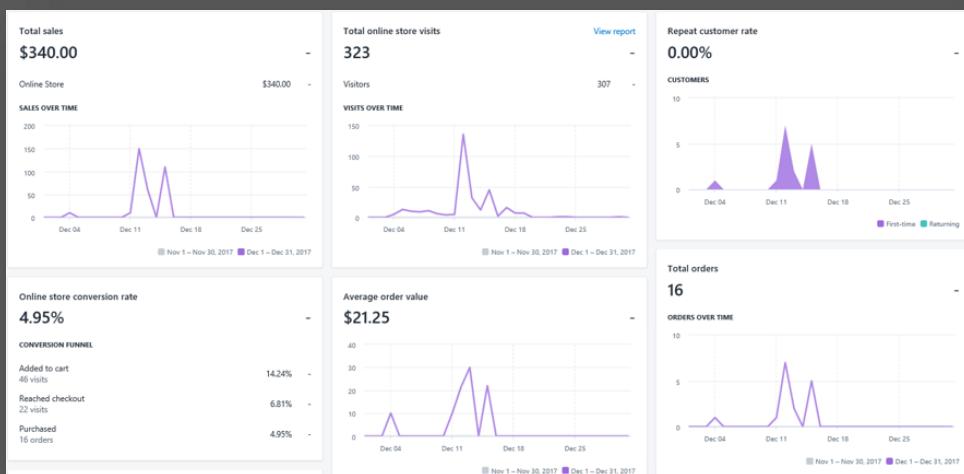


NSCC has so much to offer across schools and programs. Students in my marketing class led this entrepreneurial collaboration which produced an innovative product, sold across multiple channels including on-line. They raised \$3500 for United Way. Bravo!



## Your cart

Product	Price	Quantity	Total
 2018 Celebrate Halifax Sticker Calendar Gift Package	\$10.00	1	\$10.00
<a href="#">REMOVE</a>			
Subtotal \$10.00			
<small>Shipping &amp; taxes calculated at checkout</small>			
<a href="#">CONTINUE SHOPPING</a>		<a href="#">UPDATE</a>	<a href="#">CHECK OUT</a>
			



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

Email or mobile phone number

Keep me up to date on news and exclusive offers

### Shipping address

First name

Last name

Address

Apt, suite, etc. (optional)

City

Country  
Canada

Province  
New Brunswick

Postal code

[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

*Da Vida Desmond Story*

Scotiabank®

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

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

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  
HOME, COLE HARBOUR DETACHMENT

South Government Street  
Long Beach Inlet, The Nova Scotian  
http://www.nscc.ca/events/2015/02/long-beach-inlet

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.

Welcome to your video interview

Effeciency Nova Scotia

Position: Administrative Assistant

nscc

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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.

# Vid Cruiser

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?

▶ Hide rating guide

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

Competency Level	Description
1	<b>Resistant to Change:</b> Resists change and delegates difficult/stressful situations to others or blames others for the situation.
2	<b>Maintains Clear Communication:</b> Maintains clear communication with customer regarding mutual expectations, monitors customer satisfaction. Distributes helpful information to customer. Gives friendly, cheerful service.
3	<b>Takes Personal Responsibility:</b> Takes personal responsibility for correcting customer-service problems. Corrects problems promptly and without being defensive.
4	<b>Makes Self Fully Available:</b> 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	<b>Acts to Make Things Better:</b> 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



A screenshot of a LinkedIn Learning video player. The video is titled 'Watching: Balanced scorecard overview' and is from the course 'Balanced Scorecard and Key Performance Indicators'. The video frame shows a graphic with three circular icons: a pie chart, a clock, and a clipboard with a star. Below the icons are five stars and three horizontal bars. The video player interface includes a search bar, navigation buttons, and a progress bar showing 0:47 / 2:46. The LinkedIn Learning logo is at the top left, and the video's rating is 548 likes. The video is set against a dark background.

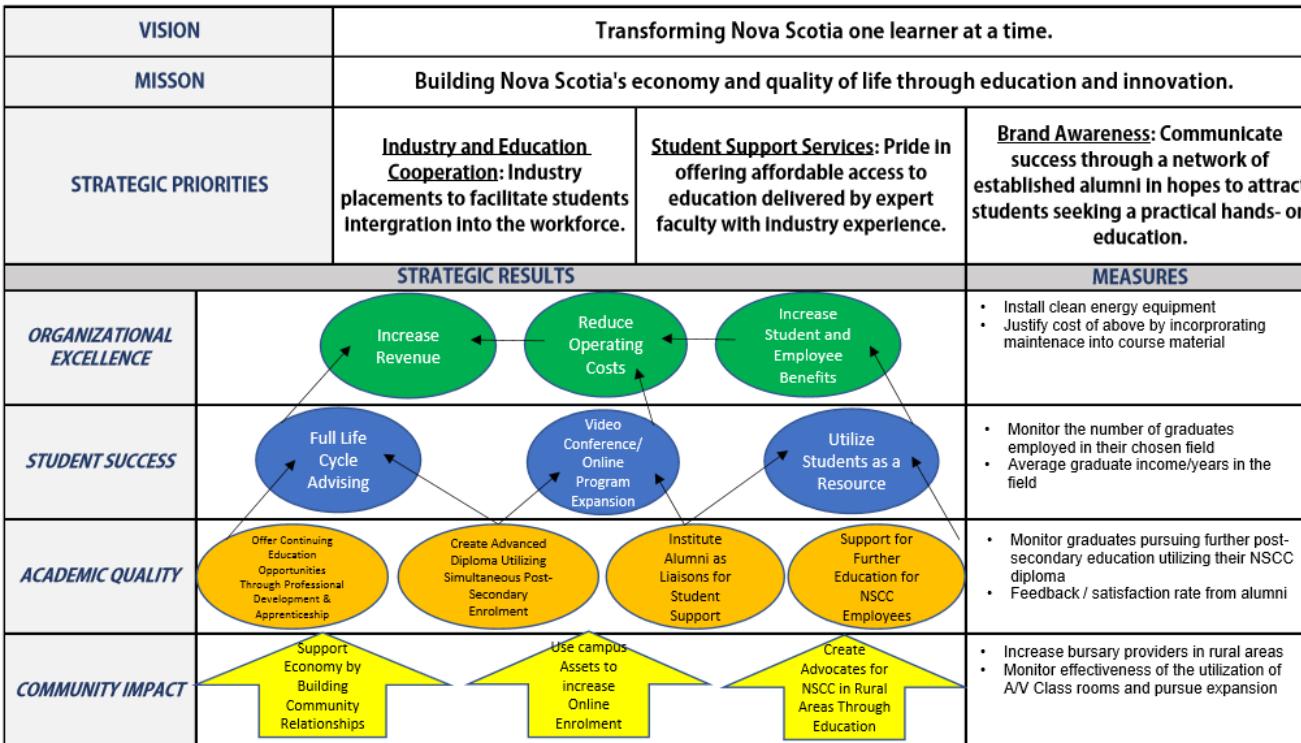
Smartly using available resources including tools like LinkedIn's Lynda.com, served up through NSCC's Brightspace Learning Management System, enriches both teaching and learning.

Portfolio learning involves creating artifacts to demonstrate skills, knowledge, and abilities. My NSCC 1<sup>st</sup> 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



# Balanced Scorecard Winner

## BEST ENTRY

### Congratulations

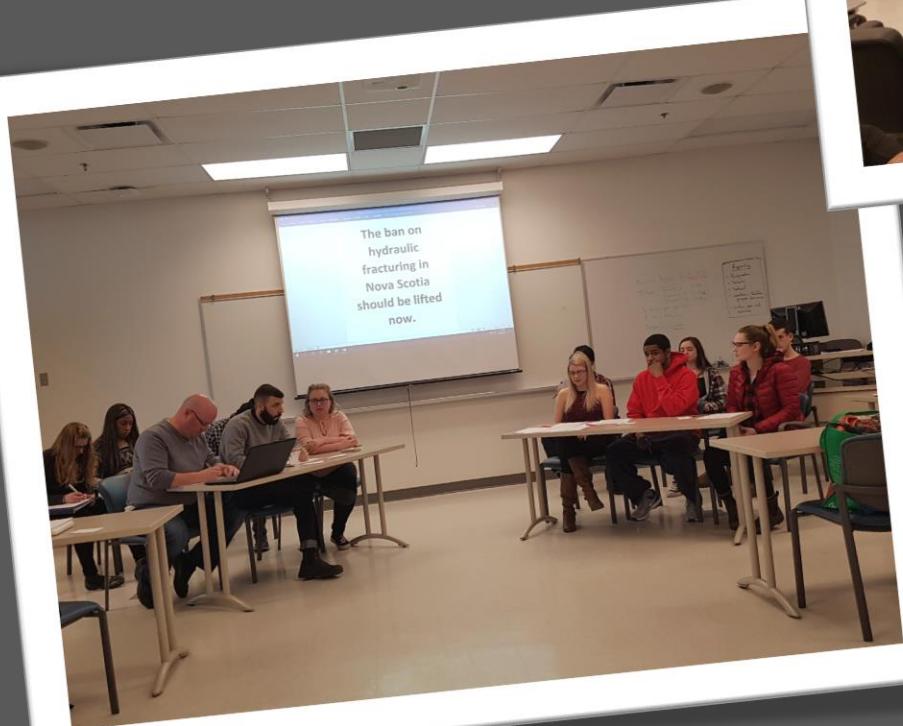
FOR DEVELOPING THE BEST-IN-CLASS  
BALANCED SCORECARD (BSC) ENTRY FOR NSCC  
FOLLOWING THE CAPLAN AND NORTON BSC FRAMEWORK

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.



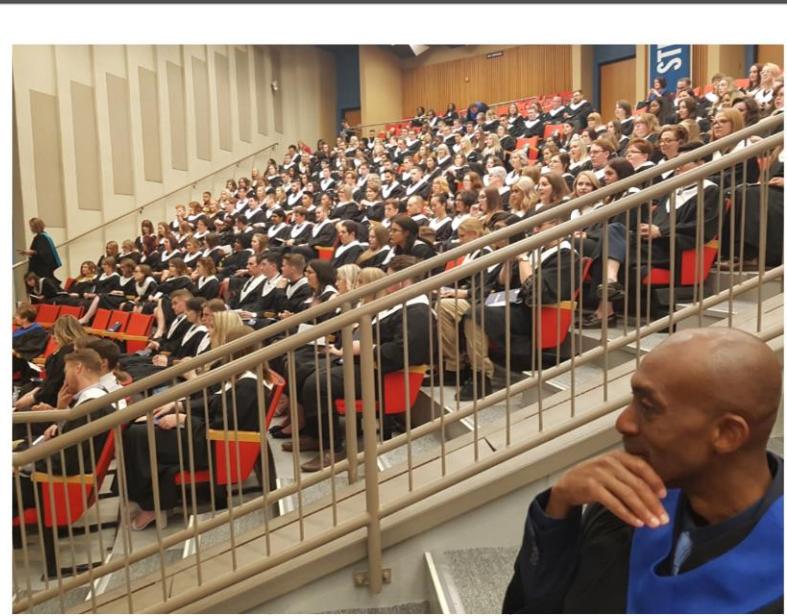
The debates were a capstone, integrating other class activities. Topics included:

- 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**

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**From:** Stauffer, Kristen [W0082426@nscc.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.





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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 Jufeb -

2017

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

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

Amanda

Jufeb -

2018

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

Thank you -  
Amanda

Jules,  
A huge thank you  
for putting out  
the United Way  
Campaign. You're calidaw  
Monica

so  
appreciativeness  
praise  
wicked  
not  
**show**  
appreciation  
have  
indebtedness  
acknowledgment  
apply  
Obrigado  
eternal  
Danke  
gratitude

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smile  
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grateful  
sweet  
graciousness  
grace  
notice

**Thank**  
**Y**  
**our**  
**thanks**  
**your**  
**recognition**  
**gratitude**

Jules,

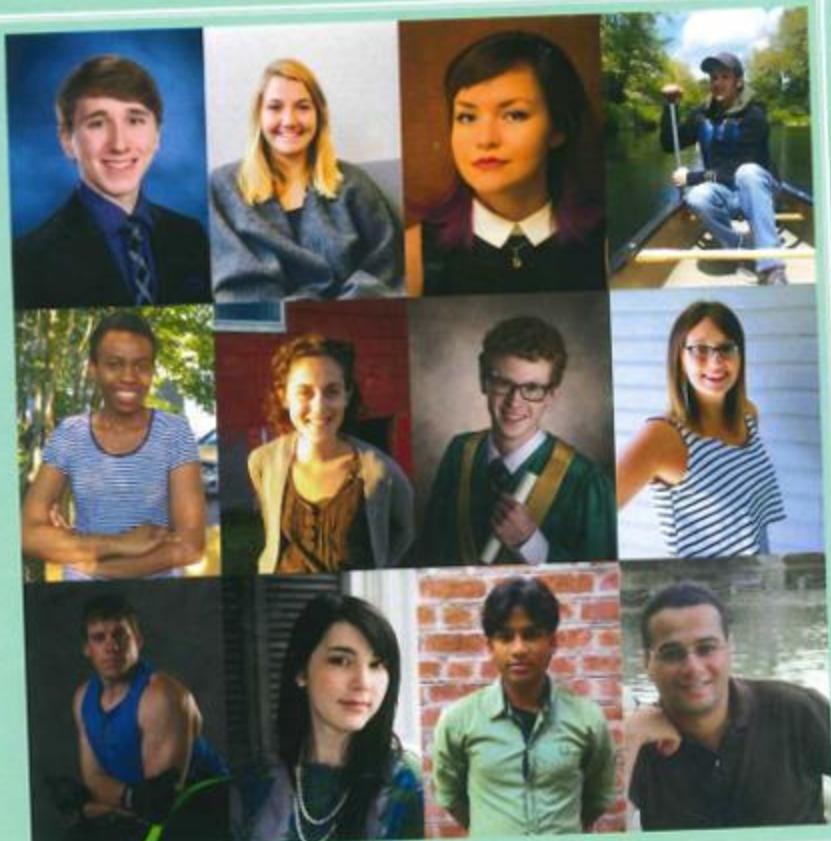
# THANK YOU

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!

*Jules*

*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!*

*Jasalee*

# Special Thanks

nscc

Jules

Thank you for taking the time  
to keep with Challenge NS.  
Your enthusiasm was instrumental  
to our success.

Kelly

Shani



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.**

