Shane Ramsey (sr864)
HADM 3135 Conversations with Entrepreneurs
Mona Olsen
14 November 2018

Reflection Activities Blog:

RAB 1.1a:

Shane Ramsey is an up and coming pioneer in the world of information science and environmental engineering. In a professional arena where "hard skills", such as coding are favored over "soft attributes" like communications and management, Shane has the best of both worlds. As an entrepreneur, Shane is currently assistant manager to Kelly's Tours in the Virgin Islands. His work includes managerial accounting and representing the company in various promotional endeavors. Being a student at Cornell University in Ithaca, he often has to telecommunicate. However, as an excellent manager and coordinator this is no challenge for him. Moving forward, Shane is working on streamlining the company by directing all company functions through a newly designed website. Once this task is complete, he wants to start another entrepreneurial project related to expanding accessible information within the scientific community.

From a child, Shane was always an avid learner in science. He received his first telescope at the age of eight and began doing experiments from his backyard. At the age of 16 he participated in NASA Goddard Spaceflight Center's Internship Program, where he programed a LiDAR camera for 3-D imagery. His other endeavors have been devoted to meteorology and oceanography. In 2014, he collected and analyzed meteorological data for the United States Virgin Islands and

surrounding territories. His research concluded with a report to the National Weather Service in Puerto Rico. As a mentor, Shane is heavily focused on engaging students outside his field through his research and interactive presentations.

RAB 1.1b:

Original:

Shane K. Ramsey

5470 Lakeside Drive • Margate, Florida 33063 • (305) 798-6633

SUMMARY

Diligent and active worker with skills in programming, managerial accounting, and a background in communications and environmental science. Devoted to achieving the best outcomes through working meticulously and innovatively while maintaining effectiveness in the workplace.

EDUCATION

Cornell University, College of Agriculture and Life Sciences, (Undergraduate – Interdisciplinary Studies), Ithaca, NY, 14850

- Expected Graduation: May 2019
- GPA: 3.3

High School Diploma, Antilles School, St. Thomas, USVI

- Graduation Date: June 2014.
- High Honors: GPA: 3.7 • Member of the National Honor Society •

EXPERIENCE

University Lab Assistant, Cornell University Department of Chemistry and Chemical Biology, Ithaca, NY **2018**

- Duties included ensuring intermediate and honors level chemistry students had the required materials for lab. Sold replacement supplies to students. Kept inventory of the chemistry stockroom, organized student lab accounts, and ensured that students and lab TAs followed specific safety protocols.

University Fund Raiser, Cornell University Annual Fund, Ithaca, NY **2015**

- Duties included raising financial support from Cornell's alumni and parents. Also responsible for reconnecting and engaging Alumni through information about university events, activities, and changes.

Ticket Agent, Smith's Ferry Services, St. Thomas, USVI. **2015**

- Duties included checking in passengers and luggage, loading luggage on the ships. Required to perform several tasks (assisting clients, data entry, creating manifests, working register, and loading luggage) in a short span of time. Needed to be active, alert and at times, able to leave your station quickly to lift and load heavy cargo.

Office Manager, Kelly's Taxi Service, St. Thomas, USVI. **2013-present** (Telecommuting/Onsite)

- Data entry/analysis, answering the phone, and scheduling routes and tours. Organizing pay stubs and employee information for drivers. Interacting with tourists and continuously providing/updating information about destinations and tours.

SKILLS

- Data Analysis
- Financial Accounting
- Managerial Accounting
- Communications
- Microsoft Office

STEM:

- Object Oriented Programming
- Java
- C++
- MATLAB
- R Programming
- Environmental Science Background

INTERSHIPS (STEM)

Data Analysis, 2014
University of the Virgin Islands
Marine and Environmental Science Department
St. Thomas, USVI

I analyzed meteorological and oceanographic data for the Caribbean. I collected data on wind, temperatures and precipitation for the Virgin Islands. I used the data to construct a meteorological report which included data for all major districts. My internship concluded with a presentation to high schoolers detailing my research and how they can become engaged in the field.

Research Intern
NASA Goddard Space Flight Center
Laser & Electro-Optics Branch
Greenbelt, Maryland, USA

I programmed a camera for 3D Light Detection and Ranging (LIDAR) imaging. LIDAR is the use of lasers in the color and infrared spectrum to generate 3-D visuals of objects and surrounding areas. Internship concluded with a presentation of my results at a poster presentation.

Revised:

Shane K. Ramsey

5470 Lakeside Drive • Margate, Florida 33063 • (305) 798-6633

SUMMARY

Diligent and active manager with skills in programming, managerial accounting, and communications. Devoted to achieving the best outcomes through working innovatively and establishing an effective work environment.

EXPERIENCE

University Lab Assistant, Cornell University Department of Chemistry and Chemical Biology, Ithaca, NY **2018**

- Duties included ensuring intermediate and honors level chemistry students had the required materials for lab. Sold replacement supplies to students. Kept inventory of the chemistry stockroom, organized student lab accounts, and ensured that students and lab TAs followed specific safety protocols.

University Fund Raiser, Cornell University Annual Fund, Ithaca, NY **2015**

- Duties included raising financial support from Cornell's alumni and parents. Also responsible for reconnecting and engaging Alumni through information about university events, activities, and projects.

Assistant Manager, Smith's Ferry Services, St. Thomas, USVI. **2015**

- Required to perform several tasks such as assisting clients, entering company data, reviewing manifests, and managing shipments. Duties also included checking in passengers and luggage.

Assistant Manager, Kelly's Taxi Service, St. Thomas, USVI. **2013-present (Telecommuting/Onsite)**

- Data entry/analysis, scheduling routes and tours, and dispatching drivers. I also organize pay stubs and employee information. Other duties include interacting with tourists and continuously providing and updating information about services, destinations, tours and prices.

SKILLS

- Data Analysis and Processing
- Managerial Accounting
- Web Design
- Communications

Science Technology Engineering and Mathematics (STEM):

- Object Oriented Programming
- MATLAB
- LabView

INTERNSHIPS (STEM)

Data Analyst/Researcher, 2014
University of the Virgin Islands
Marine and Environmental Science Department
St. Thomas, USVI

I analyzed meteorological and oceanographic data for the Caribbean. I collected data on wind, temperatures, and precipitation for the Virgin Islands. I used the data to construct a meteorological report which included data for all major districts. My internship concluded with a presentation to high schoolers detailing my research and how they can become engaged in the field.

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EDUCATION

Cornell University, College of Agriculture and Life Sciences, (Undergraduate – Interdisciplinary Studies), Ithaca, NY, 14850

- Expected Graduation: May 2019
- GPA: 3.3

RAB 1.1c:

Dear Jessie,

With over five years' experience in financial and managerial accounting I can assure you that I will be an excellent sales and management professional. Coordinating is essential to managing an office that is devoted to improving the well being of individuals. With hard and soft skills in tech, finance and communications, I am an ideal candidate for this position.

I am devoted to maintaining a strong workplace ethic while pushing my teammates to be the most effective they can be. In addition, I am highly responsive to every aspect of the needs of my clientele. My five years as assistant manager of Kelly's Tours illustrate a track record of exceeding expectations and ensuring that the needs of my clients and those of the company are met.

I would be ecstatic to bring my experiences in managerial accounting to State Farm. The opportunity to help your clientele and staff be as effective as they can be, is something I want to be a part of.

Sincerely,

Shane Ramsey

RAB 1.2:
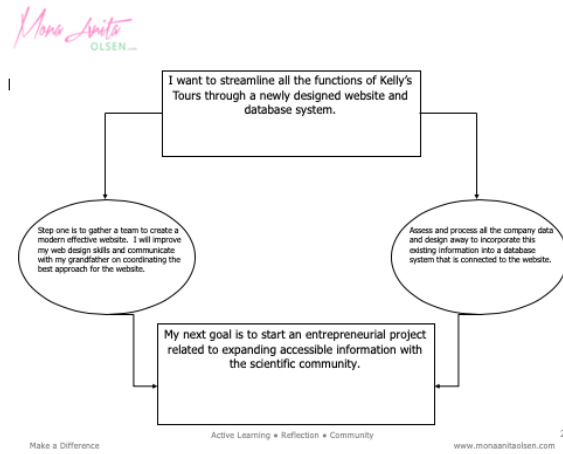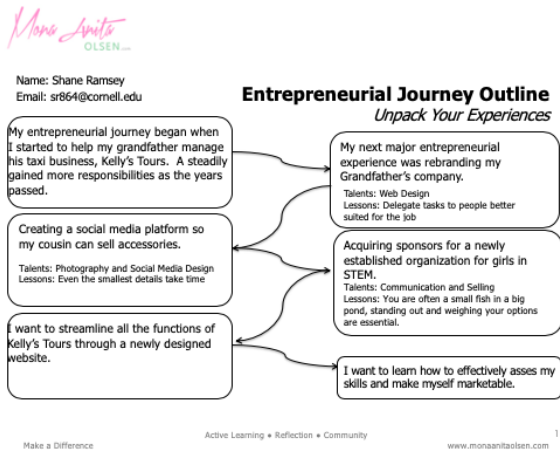
RAB 1.3:

Entrepreneurial Talents Commitment Card

Name: Shane Ramsey

Email: sr864@cornell.edu

I am committed to using my top BP10 Talents in the following ways:

My top talent is profitability. I am committed to using this talent to grow any endeavor or business to the best of my ability. I am committed to using my second talent, delegator, to create the best image of any brand I am involved in. My third talent is selling. I am committed to using this attribute honestly while engaging others at the same time. My fourth talent is risk. I am committed to using this talent in moderation, in order to discover what I am best suited at. I will keep these talents in mind throughout my future endeavors.

The first action I will take to use my top BP10 Talents in my life is to:

Market myself effectively within the job sphere. A well-paying job that I enjoy could be essential to my entrepreneurial success. Having financial stability while learning skills vital to starting and managing a business is something I look for in my ideal career. The first action is to assess all of my skills and represent them in a way that makes me marketable.

RAB 1.4:

1. Brainstorm 6 areas/items/ideas that you think are necessary for a balanced life as an entrepreneur.

   Area: Success metric in this area is: _____

   Wheel of Life for Entrepreneurs

   1. Support System
   2. Financial Stability
   3. Time Management
   4. Skill Development
   5. Health
   6. Career

2. Rank your level of satisfaction with each area of your life by drawing a line across each segment (closer to the center of the circle for more dissatisfaction OR closer to the edge for high levels of satisfaction). Place a value between 1 (very dissatisfied) and 10 (fully satisfied) within each section to show how satisfied you are currently with the designated element in your life.

3. Outline the new perimeter of your circle based on your drawn lines. This new circle represents your 'Wheel of Life for Entrepreneurs'. You could ask, "is it a bumpy ride?"
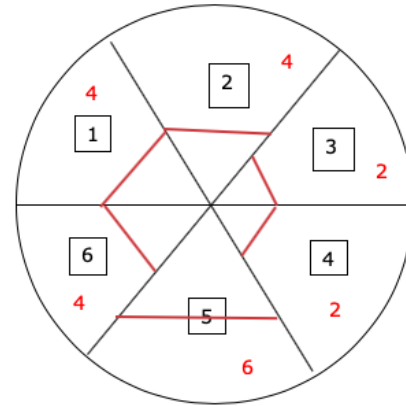
Reflect on your Results:
Below are some questions to ask to reflect further on your wheel:
1. Are there any surprises for you?
2. How do you feel about your life as you look at your wheel?
3. How do you currently spend time in these areas?
4. How would you like to spend time in these areas?
5. Which of these elements would you most like to improve?
6. How could you make space for these changes?
7. Can you complete the necessary changes on your own?
8. What help and cooperation from others might you need?
9. What would make each section have a score of 10?
10. What is the opportunity cost of having a score of 10 in each section?

Inspired by:
Ravi Raman, Executive Coach, "The Wheel of Life Process-Be Your Own Life or Business Coach Today". 9 July 2015
Zig Ziglar, "Born to Win", 6 August 2014

RAB 1.5:

Yes, I allow my Entrepreneurial Journey Project Portfolio to be used as an exemplar (Shane Ramsey, November 14, 2018)

RAB 1.6a:

The most valuable thing that I took from John Murray's presentation was "never try to push into something you're not." This statement is important in a world that is constantly making you feel as though you should be a particular thing. We emphasize and value certain traits over others, but we need to remember that one trait isn't necessarily better than the other. We should embrace our differences as human beings and highlight our strengths. I also liked that he said marry your mission and date your plan. A successful entrepreneur never forgets why they started but is always willing to change their approach if need be. Lastly, it meant a lot that he placed emphasis on talent over the conventional interview process.

RAB 1.6b:

Erika showed me that it is possible to be successful and manage a business on your own. You don't always have to have a team. In some cases, working alone is the only way to ensure that your vision and how you want people to view your business remains intact. It stood out to me when Vetra said that balance is never constant. Balance means constantly changes and adapting to find what works for you, because we as humans are constantly changing. Some of us aren't even the same people we were six months ago. New experiences, goals, successes, and failures are constantly reshaping our outlook on life and what we feel is best for us.

RAB 1.6c:

Ken Fearn showed me the value of skill, experience, and hard work. His road to success came with many valuable experiences. Throughout these experiences he discovered what was best for him but maintained the skills that he learned along the way. His phrase "kill what you eat" is symbolic of properly paving your road to success. You never know when you might need to turn around, so it is important that no matter what you do, you think of a way to make it improve your financial stability.

RAB 1.6d:

I have been going to seminars that mostly reflect my interests and what I want to research. I also go to social events to connect with my peers. My approach to meeting other people is to find at least two things you have in common with the other person, and place emphasis on that. My philosophy is every person on the planet has at least two things in common with every other person. In some cases, I invite them to hangout outside of the gathering. In every other case I always make sure to get their contact information. I have supplemented in-class experiences at Olin Library, Ho Plaza, Klarman Hall and any social event or gathering.

RAB 1.7:

My three themes are: Support, Advancement, and Design. I see these themes in my resume because my experiences are related to advancing others. I have been heavily focused on engaging other people to be the best that they can be, whether it was designing presentations related to my research or delegating tasks within an office setting. As a manager, I often have to design effective plans that incorporate the use of every team member. I often use my skills and goals to advance the goals of other people.

RAB 1.8a:

The solution to 'actively disengaged' people in the workforce is to highlight the purpose that their jobs have to society and the lives of other people. Focus on their strengths and the positive things that they bring to the table. Create an atmosphere for them that promotes purpose and positive reinforcement. Jim Clifton says that innovation is where jobs come from. However, he also comments briefly that innovation centers (such as the ones in Nebraska) didn't always lead to the creation of new jobs.

RAB 1.8b:

My two non-negotiables for my entrepreneurial journey going forward are: 1. Never misrepresent yourself or your product to other people. 2. Don't degrade or alter the mission.

RAB 1.9:

I will use Wix to create my Entrepreneurial Journey Project portfolio. I selected this tool because it's feasible for those who want a professional website but maybe don't have the time or skill to create one from scratch. I also like HTML5 which is the markup language used in Wix. Their telephone number for customer support is: 1 (800) 600-0949 Their support hours are from 5am – 5pm PST. If you have an account with Wix you can submit an online customer support ticket, in which they will later contact you by email or you can request a callback.