

The Management Fellows Program

E-NEWSLETTER

December 2009

From The Director

Gary D. Lemon, Ph.D.



PHOTO BY MARILYN CULLER

One of my greatest fears when I took this job was that the U.S. economy would go through a severe recession at the same time we had a large class of students looking for an internship. The perfect storm happened this fall with the U.S. economy going through the most severe recession since the 1930s and at the same time we had a large class of juniors seeking internships. I am pleased to report that all juniors have been placed.

Through efforts of a talented staff at the McDermond Center, a gifted and hard-working class of students, previous students who had written an impressive record of work, and loyal alumni, we were able to place all juniors in a vast array of internships. Companies hosting Management Fellows for the first time this year include: OFII (Washington D.C.), Watson Wyatt Financial Group (St. Louis, MO), Anova Group (Chicago, IL), Leukemia & Lymphoma Society (White Plains, NY), Tradewinds (China), Congressman Steve Buyer (Washington D.C.), Brunswick Group (Washington D.C.), Red Dirt Baseball (Tulsa, OK), and Bio-Chem Resources (Jacksonville, FL).

We also have started a tradition of having a "great debate" annually. This year the topic was health care reform. Jon Phillips '95 and Todd Siesky '97 did an excellent job of leading the Management Fellows through the complex issues in health care.

As part of the first-year evening seminar and sophomore workshop series R.J. Talyor '02, Sarah Moore '01, and Andrew Thayer '02 all from ExactTarget in Indianapolis, IN conducted a cover letter and résumé writing workshop; Doug Smith '68 presented an evening seminar on interview skills; and Daniel Harrison '09, Katie Veatch '09, Eric Wolfe '04, Jennifer Soster '88, Demetri Michaelides '05, Sarah Pasyk '07, Katie Doogan '08, and Kyle Danforth '05 conducted mock interviews for our sophomores who will be interviewing next semester for internships during their junior year. These alumni provided invaluable insights for our students.

Once again, I want to offer you the opportunity to recommend bright, civically engaged students who are interested in management and entrepreneurship for entrance into this exceptional honors program. Please contact our office if you have any recommendations. We always enjoy hearing from you and encourage you to keep in touch with the Management Fellows Program.

WELCOME TO THE CLASS OF 2013

The Management Fellows Program is pleased to have 44 students completing their first semester in the program. These 19 women and 25 men represent a bright and geographically diverse subgroup of the DePauw community, coming from 11 states (Colorado, Illinois, Indiana, Kansas, Kentucky, Michigan, Minnesota, Missouri, Ohio, Oregon, Wisconsin) and two countries (China and India). Academically they achieved an average high school class rank in the 89th percentile, an average SAT composite of 1290 and an average ACT composite of 29.

The first-year Management Fellows have been getting to know the resources available to them both at DePauw and in the McDermond Center through an evening seminar series during the fall semester. Students participated in a health care reform forum, workshops on cover letter and résumé writing, interview skills and learned about internship opportunities from junior and seniors at a senior panel and internship fair.

The first-year students are also getting to know the upper class Management Fellows. At the beginning of the semester the first-year students had a chance to meet upper class Management Fellows at the McDermond Center Open House on Opening Day and through a networking event. Junior and senior Management Fellows provide a wealth of information about the program and DePauw in general to help guide, mentor and foster the liberal arts experience to our first-year and sophomore students. The Management Fellows Student Council has also organized social events like a scavenger hunt, canned goods food drive, and trips to the Butler versus DePauw basketball game and the Colts versus Texans game at Lucas Oil Stadium.

Management Fellows Program

The Management Fellows Program is one of DePauw's five highly selective Programs of Distinction. It was established in 1980 to build leaders through academic and real-life experience, all within a distinguished liberal arts environment. Today, Management Fellows are prepared, confident leaders at the world's top public, private and not-for-profit enterprises.

The McDERMOND CENTER LECTURE SERIES

Senior Management Fellows Panel

The first lecture this year was the Senior Panel where Management Fellow seniors spoke about their internships for the benefit of the other Management Fellows. This is one of Dr. Lemon's favorite lectures each year and the seniors never fail to provide good insights about their respective internship experiences.

Nick Kennedy interned at Independent Purchasing Cooperative (IPC) in Miami, Florida. IPC is a supply chain management company that purchases all goods and materials for over 30,000 Subway stores worldwide. IPC negotiates everything from sliced turkey purchases to gift cards and even lower-cost employee background checks. Nick interned in the purchasing department where he and two other individuals made up the packaging team. One of his favorite parts about interning with IPC was that he was exposed to the entire company. IPC has had Management Fellow interns for quite some time and sets up interesting tasks and trips for them. During the semester-long internship, Nick was able to visit a distribution center and took a trip to a tomato farm. Nick also worked in a retail Subway store as a sandwich artist for two days. These experiences allowed him to gain a first-hand look at what he was actually purchasing for.

Brendan Belz interned with Cummins India Limited in Pune, India. Cummins is a diesel engine power generator manufacturer that operates in over 150 countries around the world. Brendan worked in the Finance and Treasury departments where he spent the first part of his internship working on the 2009 Annual Operating Plan (AOP), which details the entire company forecast for the upcoming year. For the second part, he worked in the treasury department almost exclusively with foreign exchange management hedging currency. Living in India was another important part of his internship experience. Brendan lived with four other Indian bachelors who also worked for Cummins and together they traveled all over India. He also made note of the vast difference of the culture in India compared with the United States, in and out of the workplace. For Brendan, having an internship in another country made each day a learning opportunity.

Penka Shopova worked for Burston-Marstellar in London, England. Burston-Marstellar is a public relations and marketing firm where Penka had various responsibilities, including conducting "media audits" to determine how a company is perceived by the media and by the public. The two main projects she was in charge of were the Wimbledon Pre-Play Players Party and an advertising campaign for Sony-Erikson. For the Wimbledon event, Penka invited all of the players as well as many charities and the media to a charity event. The goal of this event was to allow the players to mingle with the charities that they were interested in getting involved with and allowing the media to cover this event. The Sony-Erikson campaign was a big event where they launched their new phones for the upcoming year. Penka also dealt with crisis management and worked closely with a client that was relocating .

Todd Kuper interned for Partners in Housing, a not-for-profit organization in Indianapolis, IN. The company uses government and private grants to develop and provide housing for the chronically homeless in Indianapolis. As an intern, Todd was able to tailor his time to focus on tasks he was interested in. Initially he gained a wide range of experiences and quickly learned that he had an affinity for finance. One of his favorite things to do was to look at potential apartment buildings with the CEO. He would tour the building, weigh the pros and cons of purchasing the building, and ultimately provide the CEO with information on whether or not the building should be approved for purchase. He also created operating budgets for the current apartments and successfully applied for a number of grants. Interning for a small organization allowed Todd to work on significant projects and hold a good deal of responsibility.

Caroline Baker was a summer intern at Indiana Higher Education Telecommunication Systems (IHETS) in Indianapolis, IN. IHETS is a technology services organization that provides technology solutions to all of the consortium members including K-12 schools and Moodle (a course management system), which is used by DePauw. She interned as a communications and marketing associate. Her responsibilities included being in charge of the monthly newsletter and the company website. She was also in charge of going around to the PBS and NPR stations trying to find different ways that they could potentially work together to lower costs for everyone involved. She really enjoyed being given important tasks to perform and also being able to work hand in hand with many different clients.

The McDERMOND CENTER LECTURE SERIES

Jon Dill '87

Chief Financial Officer and Partner

Ampac Packaging



Jon Dill '87 gave a lecture that detailed the successes and hardships he faced while trying to move Ampac's manufacturing operations to Asia. Ampac produces plastic products ranging from high-end shopping bags to food and medical packages.

After an influx of cheap Chinese products from competitors, Dill learned that, "In order to win you have to be a low cost leader, period." Ampac decided to move some of their production to China where lower production costs would allow them to remain competitive. After setting up shop successfully in China, anti-dumping duties were imposed, forcing Ampac to change their strategy. Ampac used their Chinese facilities to produce labor-intensive, hand-made shopping bags for its high-end clients while moving their plastic bags production to Vietnam. Eventually, production had to be moved yet again to Cambodia due to anti-dumping duties.

Throughout his lecture, Dill stressed the importance of hiring the right general manager. When working in a foreign country Dill strongly believes in hiring a local person who has more skill navigating a foreign government and working culture. In Vietnam, Ampac executives found all of the characteristics of a successful general manager in their area tour guide. The tour guide spoke fluent English and founded a monkey farm. As Dill put it, "If you can run a monkey farm, you can definitely run a plastic bag factory." The general manager turned out to be highly successful and a perfect fit for the company.

Management Fellows greatly enjoyed Dill's lecture which introduced them to international business and politics and reminded them of the importance of staying innovative and flexible.

Lindsay Schultz '02, Associate - Leveraged Finance Group; Tom Kominsky '03, Associate - Leveraged Finance Group; and Tara Cuprisin '01, Associate - U.S. Restructuring BMO Capital Markets

Tom Kominsky '03, Lindsay Schultz '03, and Tara Cuprisin '01, all from BMO Capital Markets presented a crash course of corporate investment banking on September 24, 2009.

All three speakers graduated from DePauw with a degree in economics. Kominsky went on to earn an MBA from the Kellogg Graduate School of Management at Northwestern University. He is an associate at BMO as well as a member of the U.S Restructuring Team where he provides strategic advice to companies, bondholders, and other creditor groups and acquirers of mid-corporate companies that are involved in reorganizational proceedings, recapitalizations or out-of-court restructurings. Schultz also holds an MBA with concentrations in finance and accounting from the University of Chicago's Booth School of Business. She is an associate in the Leverage Finance Group at BMO where she helps in the structuring, execution, and distribution of loans. Cuprisin is a relationship manager working daily with clients in the food industry, assisting them with financial needs such as acquisitions and financial need.



Investment banking is more transaction driven and does not rely on building long-term personal relationships with clients. Corporate banking is more relationship based dealing with their clients on a more personal level. Job expectations include a better work balance with slightly fewer hours than that of investment banking. They believe if you have the passion for banking, finance, and analysis you should pursue a career in banking because it is exciting and rewarding. If interested, explore companies and resources, as well as network with people in banking careers. They also suggested pursuing an internship in investment banking for the current job market.

The McDERMOND CENTER LECTURE SERIES

Todd Steele '90 **Senior Vice President** **Consumer Markets dunnhumby USA**

Todd Steele graduated from DePauw University and the Management Fellows Program in 1990 and earned his M.B.A. in marketing and finance from Indiana University. Steele worked extensively in business development and marketing fields for a variety of industries before joining dunnhumbyUSA in 2005 as the Vice President of Consumer Markets. He helps retailers better understand their product offerings, pricing strategies, and product organization by representing the voice of the customer.

His lecture was outlined by his life plan created as a senior in college. Steele discussed the way he was able to follow it, how life made its own course, and where his plan is taking him now. He focused on seven lessons he learned through his life experiences and encouraged the utilization of DePauw's offerings. This included:



1. It's not about being the smartest person in the room; its more about your ability to articulate your ideas persuasively and communicate effectively.
2. Never judge a book by its cover. Look beyond how someone looks and engage with them.
3. When great opportunities present themselves, jump on them.
4. Bad things can happen to good people.
5. Always have a plan B.
6. Have the integrity to do what's right.
7. The cultural fit with a company is even more important than what you are doing.

Todd's dynamic lecture and life lessons were witty, helpful, and genuine. Management Fellows of all ages enjoyed and benefited from his advice.

Jim Layton '55 **Chief Operating Officer** **Laymac Inc.**

Jim Layton is a provider of clearing services and support for over 45 commodity and securities trading firms located in the United States and throughout the world. Layton is a member of the Chicago Mercantile Exchange and is a trustee and executive committee member of Commodity Markets Council in Washington D.C.

Laymac Inc. helps both buyers and sellers by providing a global future's marketplace and providing services which allow clients to manage and protect themselves from risk. Laymac guarantees the financial strength of both the buyer and seller, making Laymac a counterparty to every trade, eliminating some of the risk that usually accompanies a trade.



Layton's multi-media lecture captivated Management Fellows as he taught students about trading futures and options around the world. Management Fellows were surprised at how simple such a complex field became throughout the course of his lecture. Layton's lecture made a strong argument for open markets, and was exceptionally informative.

The Robert C. McDermond Medal for Excellence in Entrepreneurship

Angie Hicks '95 Founder & Chief Marketing Officer Angie's List

On October 27, 2009, Angie Hicks presented this year's Robert C. McDermond Honorary Lecture and was awarded the McDermond Honorary Medal for Excellence in Entrepreneurship. This medal is named after the 1931 graduate of DePauw who endowed the Center for Management and Entrepreneurship in 1983. This medal is awarded annually to individuals who have played an integral role in the formation or expansion of an entrepreneurial business venture while displaying creativity and innovation in their entrepreneurial projects.

Hicks was a mathematics and economics major at DePauw University. She completed a semester-long internship for a venture capital firm through the Management Fellows Program. Through contacts she met at this internship, she was invited to help begin Angie's List which is an online rating and review service. The company began in Columbus, Ohio in 1995. At the earliest stage of development, Hicks went door-to-door selling subscriptions to this service. By the end of the first year, Hicks had recruited 1,000 members for the company. Hicks took the neighborhood word-of-mouth approach to service reviews to a higher level. As the list continued to grow, Angie's List began expanding nationwide, adding one new city each year. Today Angie's List serves over one million members in over 200 locations nationwide and has been named to the Inc. 500 magazine's list of the fastest growing privately held corporations in the nation.

Angie's List differentiates itself from other service review websites by guaranteeing reliable reviews for average citizens. A working mother herself, Hicks helps ensure that Angie's List continues to evolve to meet the ever-changing, dynamic needs of today's families and homeowners. She knows that Angie's List members are challenged each day to fit work and family time into already busy schedules. With this in mind, Angieslist.com puts reliable information and resources at the fingertips of its members, so they can access it anytime they need help – whether it's for a major home renovation, an emergency car repair, finding a new dentist or even a clown for their kid's birthday party. While this corporation predated the Internet, Angie's List is constantly evolving and using all new forms of technology available to best serve their members. Angie's List has recently added physicians to their reviews. The company now receives over 5,000 reports per month on over 250 different types of services. Angie's List is always looking for new and innovative options to improve their business as well as their community. Hicks has been featured in CNN, the *Washington Post*, the *New York Times*, Redbook, Real Simple, USA Weekend, Good Housekeeping, Kiplinger's Personal Finance, and the *Wall Street Journal*.

In 2007, DePauw honored Hicks with a Distinguished Alumni Award for Management and Entrepreneurship. The Indiana Commission named her a Torchbearer Award winner in March 2009 for Women; in recognition of her entrepreneurial accomplishments and for providing a positive example of the influence women have on their community and the state of Indiana.

Hicks joins a distinguished group of entrepreneurs who have received the McDermond Medal since it was first given in 2000, including Richard M. Schulze, founder, chairman and CEO of Best Buy Company, Inc.; Jeffrey Smulyan, president, CEO and chairman of Emmis Communications; Jack M. Gill, senior adviser of CIMIT Research, scientist and lecturer at Harvard Medical School; William A. Cook, CEO, Cook Group, Inc.; Patricia R. Miller, Secretary of Commerce, Indiana Department of Commerce and co-president of Vera Bradley Designs; Allan Hubbard, Assistant to the President of the United States for Economic Policy, director of the National Economic Council and president of E&A Industries; Frank Hagaman, president, Partners in Housing Development Corporation; David Becker, CEO and chairman, First Internet Bank of Indiana.



The McDERMOND CENTER LECTURE SERIES

Peter Allen '67

President

Peter Allen & Associates

On October 29, Peter Allen '67 treated the Management Fellows to a moving lecture, literally. Allen took his lecture to the road, and spoke to students, while on a bus tour of Greencastle, about the possibility of creating a more lively downtown through architectural and city planning methods. DePauw University President Brian Casey and Greencastle Mayor Sue Murray were also present, adding insight on the status of projects, joint goals, and the future of DePauw and Greencastle.

President Casey pointed out that Anderson Street “goes the wrong way.” He stated that if Anderson Street were to be a one-way street coming toward instead of away from campus, visitors would pull right up to the brick and wrought-iron gateway framing East College. He suggested this would give all visitors a “sense of arrival.” He also encouraged us to look at the Walden Inn and ask the question: Does it say, “Welcome to DePauw!” or “Keep out!”? Is it an entryway? Or is it a wall?

Both President Casey and Mayor Murray noted that partnership between the DePauw community and the town of Greencastle is key to creating an exciting, walkable, beautiful downtown. In the words of Murray, “Our greatest potential lies in us collaborating with each other.”

As part of the tour, Allen gave his audience a tour of a vacant downtown apartment. Its natural hardwood floors, beautiful arched windows and high ceilings were stunning, even in its state of disrepair. Allen, a real estate developer whose firm is dedicated to improving the developed area of Ann Arbor, MI through real estate brokerage, estimated that the apartment could be restored for about \$100 per square foot. Even when fully refinished, rent is likely to be under \$800 per month. He suggested that the university could encourage students to find and utilize housing downtown which would encourage private investors to purchase and refurbish the “diamond in the rough” properties, dotting Greencastle’s historic downtown.

To further illustrate his point of the immense value and low cost of much of Greencastle’s real estate, Allen led his audience through the building that used to house the Fine Print bookstore. It is a spacious building with a mezzanine and upper floor apartment. The space in its entirety is on the market for a mere \$65,000.

Much of the talk focused on facilitating communities that recreate the college experience for the recent grad. This includes hopping bar and restaurant scenes, as well as retail on the square to create the “urban experience” for a potential resident. Allen suggested that instead of moving to where jobs are, the best and brightest should move somewhere, make the community better, and the companies will come to them, saying that “businesses will follow and bring jobs to where young, creative, and innovative people are.” Other issues addressed included the truck traffic through downtown on US-231, as well as the efforts of Greencastle and the state of Indiana to reconnect the passenger train line from St. Louis through Greencastle and on to Indianapolis.

Many are anxious to see DePauw and Greencastle embrace each other, metaphorically, philosophically, and even architecturally. It is even more exciting that individuals are getting involved and making a difference in concrete ways. As all three speakers noted, partnership in every respect is essential. Murray said “Creating a vision together is what’s going to make this possible.”

For more information you can access the McDermond Center Lecture series schedule on our website: http://www.depauw.edu/honors/management/current_lecture_schedule.asp



The McDERMOND CENTER LECTURE SERIES

David Morris '83 **SVP/Managing Director** **Grubb & Ellis, Gundaker Commercial**

On Tuesday, November 10, David Morris gave a lecture for the McDermond Center Lecture Series. After graduating from DePauw with an English major in 1983, he accepted his first job in advertising. Morris realized that advertising was not the most appropriate field for his interests and talents.

Morris entered the world of entrepreneurial commercial real estate in 1987. He specialized in business advising. He consulted with business leaders and tenants and advised them on their real estate needs. These needs varied from office relocation, lease renewals, subleases, site searches, and build-to-suits and lease-versus-own decisions. He has explored several different areas of commercial real estate through these endeavors. He has consulted with property owners and tenants in many different fields and many levels of ownership and leasing. His expert advising enabled several of his clients, mainly landlords, to reach optimal terms of rent for their properties. Many of his clients leased even during the most difficult economic times.

He has written on commercial real estate and has been quoted in the St. Louis Business Journal, KSKD Channel 5, Chicago Tribune, Midwest Real Estate News, Small Business Monthly, Missouri Lawyers Weekly, and the Business Journal's Heavy Hitters edition. He earned the 40-Under-40 status as well as the 40-over-40 award. He also has a very impressive list of notable leasing assignments including Metropolitan Square, US Bank Plaza, Dierbergs Corporate Plaza, Highlands Plaza I, St. Louis Place, Bemiston Tower, 7777 Bonhomme, Park 720 as well as the Millennium Center.

MCDERMOND CENTER UPCOMING EVENTS

- **Bowling Break**
 - Management Fellows will come together at Alex Alley's on December 11, 2009 to take a break from classes as they begin to prepare for their final exams.
- **McDermond Center Lecture Series**
 - We look forward to welcoming the following guest speakers as part of our spring lecture series: Ali Sales Roach '03, president and co-founder, Compendium Blogware; Meggie Huels Dials '03, partner relationship manager, ExactTarget; Mike Adams '00, president, Trebuchet Financial Group; Tom Tunnicliff '80, senior vice president and director, Grubb & Ellis Company; Scott Shelbourne '03, vice president, Grubb & Ellis Company; Mark Baker, senior vice president, global operations officer, Steelcase Inc.; Jeff Harmening '89, president, Big G Cereal Division and Brad Stevens '99, men's basketball head coach, Butler University. Our lecture series continues to be a focal point of the program because it exposes students to a variety of career options and employers.
- **No Harm in Charm Workshop**
 - During Winter Term we will be holding the No Harm in Charm workshop on January 12, 2010. In its 8th year, No Harm in Charm is a special program designed to help current students learn the basics of etiquette, networking, and "real-world" manners and communication. Alumni and guest speakers interact with students and coach sessions that will include ballroom dancing, networking and interviewing skills, table manners, and dressing for success.

INTERNSHIPS:

Internships provide students with opportunities to work in challenging, responsible positions with large corporations, small business firms and not-for-profit organizations. An internship is a full-time position that lasts between four to eight months during the junior year. In addition to opportunities to apply classroom knowledge to real-world problems, an internship provides each Management Fellow first-hand experience about the workings of a business. These student profiles highlight interns out in fall 2009.



Courtney Lauer '11

St. Louis, MO

Mathematics major

Watson Wyatt Financial Group, St. Louis, MO

"By working in a fast-paced consulting environment, I was able to develop the skills to be able to work efficiently and effectively while also producing the highest-quality work for our clients."

At Watson Wyatt Worldwide, a global financial consulting firm, Courtney was a part of the Retirement Practice as an Actuarial Intern. She had the opportunity to apply analytical and problem-solving skills to the real work environment. Courtney was involved in financial modeling, data coding and analysis, government compliance documentation, and fund reporting for a variety of clients. She was also able to experience everyday life in a consulting environment while gaining skills as an entry-level actuarial analyst.



Hunter Schouweiler '11

Fort Wayne, IN

Biology and Economics double-major

Leukemia & Lymphoma Society, White Plains, NY

"By working for a not-for-profit organization, whose business it is to cure blood cancer, I have been able to see how interests in science and business can connect."

At the Leukemia & Lymphoma Society Hunter's responsibilities included updating and tracking intellectual property created by the investigators of the society funds and creating a blood cancer matrix that the company will use to help allocate its research funds by doing research on the pharmaceutical industry. Hunter has learned a great deal about the science of blood cancers and the pharmaceutical industry. He has also been able to see the entire process of how a drug goes from the discovery stage all the way to the market.

For more information about the Management Fellows Program, call us at (765) 658-4024 or email us at: mgmtfellows@depauw.edu

REAL - WORLD EXPERIENCE



Justin Quall '11
Lake Forest, IL
Economics and Mathematics double major
Independent Purchasing Cooperative (IPC), Miami, FL

“Through my role as an intern in the Purchasing Department, I learned countless ways that an effective supply chain management team can add value to each individual franchisee of a fast-food chain.”

Justin worked under the Director of Equipment Purchasing and under the Director of Franchisee Services. He quickly learned the key drivers of successful business deals by assisting in getting contracts established with key equipment vendors. Justin also familiarized himself with the retail real estate environment and the small loan credit markets; two vital focuses for any entrepreneur who is trying to open new fast-food restaurants.



Ben Stilwill '11
Okemos, MI
Economics major
American Education Group, Grand Rapids, MI

“Being in a high-growth, high-intensity environment, I experienced first-hand the drive and culture it takes to have a business that thrives on success.”

Working closely with management executives on a regular basis, Ben was able to take part in almost every aspect of the company while focusing in the Finance and New Business Development departments. He played an integral role in analyzing enrollment and admissions figures for all of the company’s existing schools as well as research in demographics, licensure, and market competition for all schools set to open next year. In addition, Ben visited several schools and education vendors across the country.



Bethany Harrod '11
Plainfield, IN
Economics and Spanish double-major
Cummins India Limited, Pune, India

“Through the international corporate environment and the rich cultural surroundings of India, my mind has changed and grown; I’ve learned how to translate the voices of Cummins customers into market share improvements, while I adapted to an unfamiliar land.”

In the Strategy group of Cummins’ Distribution Business Unit, Bethany’s main focus was discovering growth opportunities. Bimonthly macroeconomic analyses of the Indian economy also kept her busy. Her favorite part is living and working in India and embracing cultural differences in and out of the workplace.



Travis Sheppard '11
Fishers, IN
Computer Science major
Cummins India Limited, Pune, India

“Living and working in India has changed the way I look at the world. I know it’s strange to imagine but, through learning another way to eat, talk, and cross the street, I see things differently now.”

Travis was able to see how a Fortune 500 company operates in every corner of the globe through his work in the Power Generation Business Unit. He was in charge of developing a procedure for automating the delivery of key financial metrics to business leaders. By collaborating with upper management and coordinating with co-workers, Travis was able to significantly contribute to Cummins while seeing a new part of the world.

REAL-WORLD EXPERIENCE



Chip Shields '11
Indianapolis, IN
Economics major
Cummins India Limited, Pune, India

“While working with Cummins’ Turbo Technologies to market a competitively priced, remanufactured turbocharger, I saw how diverse product lines and low costs can allow a manufacturing company to remain profitable during an economic downturn.”

Upon arriving in India, Chip began working in strategy and undertook a project to market a remanufactured turbocharger. By overcoming legal, financial, and logistical challenges, Chip completed the project, which is forecasted to add over a million dollars to CTT India’s annual revenues. Chip’s internship gave him exposure to international business environment while allowing him to have a rich cultural experience.



Mischa Serlin '11
Greencastle, IN
Behavioral economics major
Food Services, Inc., Eden Prairie, MN

“I have had the wonderful pleasure of working under the president, Jill Skogheim, of three independent restaurants and have acquired a wide base of knowledge and experiences of which will aid me in my quest to start my own restaurant.”

Mischa spent six months working for the 5-8 restaurants and walked away with outstanding experiences. He took part in promotions, advertisements, web-site design, management, food ordering, vendor contracting, capital improvements and wrote a managers manual, employee handbook, and training manual. Besides gaining an extreme amount of information at work, the internship also polished his character. His shoes are always shined and he has learned to play golf and bridge.



John Brickson '11
Overland Park, KS
Economics major
Brunswick Group LLC, New York City, NY

“By working closely with partners and directors at an industry-leading financial public relations firm, I have experienced a great deal of personal and professional growth. Being involved in the financial media industry in New York City during this historical time is an experience I will never forget.”

At Brunswick Group, a strategic communications firm, John works with several other full time employees in the research department each day on tasks for Brunswick employees and clients located around the world. John’s research on public opinion of corporate America and executive compensation will be included in Brunswick’s next quarterly newsletter, “Talking Points.” John has also contributed to the Brunswick New Media Team, a group of members from all U.S. offices seeking ways to consult clients on how to leverage New Media in their communication strategy.

Management Fellows Program

The Management Fellows Program is one of DePauw’s five highly selective Programs of Distinction. It was established in 1980 to build leaders through academic and real life experience, all within a distinguished liberal arts environment. Today, Management Fellows are prepared, confident leaders at the world’s top public, private and not-for-profit enterprises.

SOCIAL EVENTS PICTURES



Laura Gerhardstein '13, Nick Kennedy '10, Evan Hunter '10, Julice Zhou '13, Rose Zhu '13, Brad Shewalter '12 and Logan Patterson '13 mingle at the McDermond Center Open House.



During the scavenger hunt Alex Skebba '13, John Fagan '13, Anne Wake '13, Sarah Norris '12, Allison Jones '13 and Max Blankenhorn '13 pose on the boulder outside of East College.



Marcus Berglund '12, Connor Stallings '12, Todd Kuper '10, Brian Lawless '10 and Jon Leyh '10 give a thumbs up for the Colts during the game against the Texans at Lucas Oil Stadium.



Several Management Fellows line up for their limo ride to the Indianapolis Colts versus Houston Texans game on November 8, 2009 at Lucas Oil Stadium in Indianapolis, IN. Go Colts!



Logan Patterson '13, Jon Schacher '13, Anna Prasch, '13, Kirsten Ysseldyke '13 and Yashaswee Malla '13 pose with the statue of Percy Lavon Julian for the Scavenger Hunt.