

*The Robert C. McDermond Center for Management & Entrepreneurship*

# The Management Fellows Program

DEPAUW  
UNIVERSITY

April 2008



## FROM THE DIRECTOR

Michele Villinski, Ph.D.

The McDermond Center continued its lecture series this semester by hosting several recent graduates. In addition, we interviewed prospective students during the Programs of Distinction Weekend on March 9-10, 2008. The faculty members and students who conducted the interviews were impressed with this year's applicants, and we enthusiastically extended offers of admission to fifty-eight students. If you know of any student who would be a good fit for the Management Fellows Program, we welcome your recommendations.

## RECENT INTERVIEWS:

*The following companies recently interviewed Management Fellow sophomores for their semester-long internships:*

- Russell Investments *Tacoma, WA*
- KeyBanc Capital Markets *Cleveland, OH*
- Eli Lilly and Company *Indianapolis, IN*

For more information about The Management Fellows Program, call us at (765) 658-4024 or e-mail us at: [mgmtfellows@depauw.edu](mailto:mgmtfellows@depauw.edu)

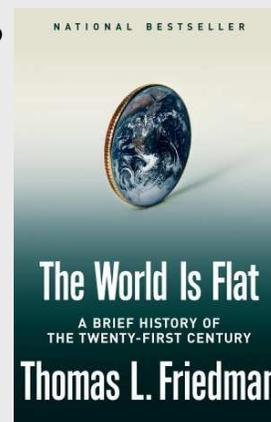
## First-Year Colloquium

The First-Year Colloquium continued this spring as students prepared for the annual Tek.xam. A requirement of the Management Fellows Program, the Tek.xam tests students in general computing concepts, knowledge and use of the internet, word processing, spreadsheets, presentations, databases, and web authorship. Technology and business go hand in hand, and it is important for students to understand the basics of these applications.

In their second and third meetings, students discussed current issues in business and economics raised in popular writings. As part of the colloquium, students

worked in groups to pre-

pare presentations on books such as Thomas Friedman's *The World is Flat* and Charles Wheelan's *Naked Economics*. In preparation for this project, the students were also encouraged to visit the S-Center in the Academic Resource Center. Visits with an S-Consultant, a student trained in public speaking, developed the students' presentation skills. Through these readings and presentations, the students gained further insight into today's business environment.



[Pictures from [www.amazon.com](http://www.amazon.com)]

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## LECTURE SERIES



The McDermond Center lecture series during February and March featured: Aaron Gress '05 (Developing World Markets), Mike T. Smith '99 (Wells Capital Management), Jon Phillips '95 (Healthcare Growth Partners, Inc.), and Lawren K. Mills '01 (Office of the Governor, Indiana). Reflecting on the knowledge and values instilled in them during their years at DePauw, these seasoned professionals discussed their careers and shared advice with our students.

An Analyst at Developing World Markets (DWM), Aaron Gress is regionally focused on the African continent. DWM is a socially responsible fund manager and investment bank that creates investment opportunities in underdeveloped countries. Reducing poverty while also offering market rate returns, DWM extends the limited amount of capital historically provided by philanthropic organizations to increase growth opportunities through microfinance. During his speech, Gress discussed specific cases where even \$50-\$100 helps individuals create



*Mike T. Smith '99*

businesses. While this investment may appear insignificant, these micro loans are enough to purchase a cell phone, printer, or computer. Funding these business necessities dramatically aids entrepreneurial initiatives and creates a considerable return on investment.

Mike T. Smith of Wells Capital Management is a Portfolio Manager for the Fundamental Growth Equity Portfolio. In addition he serves as a research analyst in the healthcare sector. He spoke about the changing world market. Describing improvements from the printing press to the personal computer, he specifically noted accelerating progress and concluded that the future is even brighter. He also discussed the increasing restraint on resources such as land and oil as well as the importance of renewable sources of energy such as wind. His lecture not only introduced students to portfolio management but also compelled them to think critically about the economy's future.

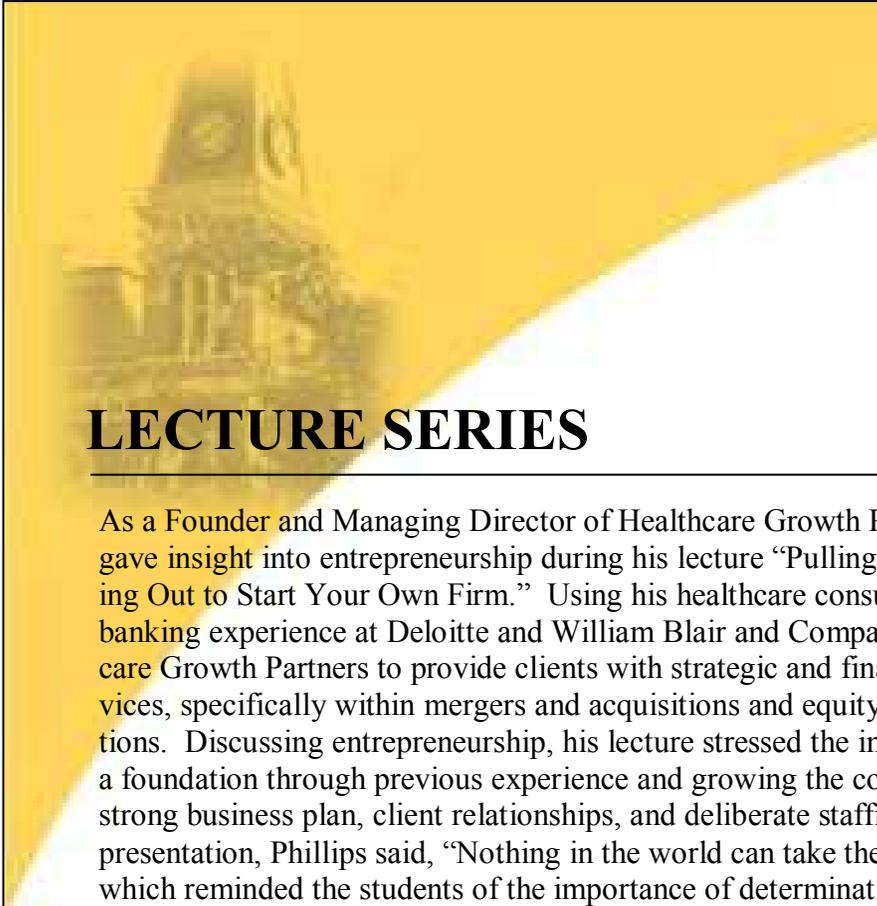


*Aaron Gress '05*

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## LECTURE SERIES



As a Founder and Managing Director of Healthcare Growth Partners, Jon Phillips gave insight into entrepreneurship during his lecture “Pulling the Rip Cord: Jumping Out to Start Your Own Firm.” Using his healthcare consulting and investment banking experience at Deloitte and William Blair and Company, he created Healthcare Growth Partners to provide clients with strategic and financial advisory services, specifically within mergers and acquisitions and equity financing transactions. Discussing entrepreneurship, his lecture stressed the importance of building a foundation through previous experience and growing the company through a strong business plan, client relationships, and deliberate staffing. Concluding his presentation, Phillips said, “Nothing in the world can take the place of persistence,” which reminded the students of the importance of determination and hard work.



*Jon Phillips '95*



*Lawren K. Mills '01*

Lawren K. Mills, Policy Director for Human Services at the Office of the Governor, discussed the many dynamic and challenging aspects of working in a state government office during her lecture “Martinis, Persistence, and a Smile: Stick With What Works.” After graduating from Indiana University School of Law—Indianapolis, Mills spent two years in private practice where she worked with health and labor and unemployment cases. Realizing she did not want to practice law, Mills used her DePauw connections to gain an interview with Indiana’s state government. Receiving the job on the spot, she moved into the public sector where she worked on Governor Daniel’s Healthy Indiana Plan and acted as a liaison to the Family and Social Services Administration, Department of Child Services, and Office of Faith-Based and Community Initiatives. Her lecture inspired students to be open-minded about opportunities that come along and to utilize DePauw connections.

After each of these lectures, the speakers had lunch with students to further discuss their careers. These luncheons allow students the opportunity to ask additional questions of the speakers’ experiences as well as to network to obtain valuable business contacts. We appreciate the continued support of our alumni and friends who contribute to our lecture series each year. With their assistance, the Management Fellows Program can offer its students exposure to a variety of industries.

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## PROGRAMS OF DISTINCTION WEEKEND



*Johnny Buchta '08, Christina Shockley '08, and Kelly Marchant '09 review resumes before interviewing prospective students*

Continuing its tradition of excellence, the Management Fellows Program interviewed students during DePauw's Programs of Distinction Weekend on March 9. The program received ninety-four applications and invited seventy-eight students to interview. Both faculty members and current Management Fellows conducted the interviews, and they were impressed with the caliber of this year's applicants.

After the interviews, prospective students and their parents attended an information session where Program Director Dr. Michele Villinski spoke about the opportunities available for Management Fellows. Brendan Belz '10, Todd Kuper '10, Christina Shockley '08, and Gillian Girard '08 gave insight into their experiences and discussed networking, coursework,

internships, and extra-curricular activities.

The evening concluded with bowling at Alex Alleys where the prospective students were joined by current Management Fellows. The bowling event allowed further interaction between current and prospective students and revealed the social element of the program. After bowling, approximately two dozen prospective students elected to stay Sunday night with first-year Management Fellows and attend classes on Monday morning. This gave prospective students a chance to experience typical classes at DePauw thus providing them examples of what it would be like to be students next year.

From fourteen states and seven countries, this year's applicants were certainly diverse, and we look forward to working with them next year. Of the seventy-eight students who were interviewed, fifty-eight students were offered admission, including eleven international students from Georgia, Moldova, UK, Malaysia, China, India, and United Arab Emirates. These students possess both enthusiasm and motivation, and the Management Fellows Program is pleased to welcome them to DePauw.



*Current and prospective students taking a break from bowling during POD Weekend.*

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## INTERN SPOTLIGHT: MATT NEWILL '09



### **Matt Newill '09**

*Economics Major, Spanish Minor  
Zionsville, IN*

*Purchasing Intern  
Independent Purchasing Cooperative  
Miami, FL*

defines the benefits of 'economies of scale,' as we can use our purchasing power to decrease the overall cost by consolidating our purchasing to one supplier. When I successfully complete this project, we will save \$1,000,000. I am the lead on this project and work daily to make sure our supplier is receiving the necessary leverage from our buyers.

### **1. What type of company is Independent Purchasing Cooperative (IPC)?**

IPC is an independent SUBWAY® franchisee-owned and operated purchasing cooperative. IPC negotiates the lowest costs for purchased goods and services, while improving quality, enhancing competitiveness and ensuring the best value to SUBWAY® members and their customers [www.ipcoop.com].

### **2. What are your daily functions as an intern?**

My daily functions include running inventory reports for the packaging division. I make sure that the supply is up-to-date with our predicted demand, and, when I foresee a shortage, I work with my boss to purchase more of that product. There is a large lead time within our company since we import most of our products, and we have to be two months ahead on our equilibrium analysis.

In addition to these daily functions, I am in charge of our corrugated box project. In this project, we are converting all of our suppliers to use the same type of box, created by one supplier. This project



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[Pictures from www.IPC.com & www.yellowknife.ca]

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## INTERN SPOTLIGHT: MATT NEWILL '09

### 3. So far, what has been your favorite project?

My favorite project was putting together a supply and demand Excel program that projected the amount of product we must have on order for the next six months. We are seeing increasing demand and are expecting a 40% lift in sales due to a promotion, so we must have product-in-waiting for the stores before the demand exceeds our supply. This project involved a prediction function that guesstimated the demand for our products for the next six months and matched that with our suppliers and their capacity. I presented this spreadsheet to the executives at Subway® corporate and was the lead contact on this incredibly important piece of the business.

### 4. Is this something you want to pursue after graduation?

Initially I did not consider pursuing this industry after graduation, but after developing friendships and professional relationships at IPC, I can definitely see myself working for this company. IPC offers great long-term opportunities and leads the market in supply-chain management. In addition to the headquarters in Miami, Florida, the offices in Australia, Europe, and Canada provide numerous opportunities for young professionals. My boss has offered me a position and is working to get me to return after graduation. Having that kind of appreciation will go a long way in my decision making process.

### 5. After completing the Management Fellows coursework, did you feel prepared for this internship?

After taking the economics classes required by the Management Fellows Program, I felt completely prepared for my internship. Specifically valuable preparation came from Quantitative Analysis, which sharpened my analytical skills, and the exposure to Microsoft Excel during our semester-long project for which we used

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*Dr. Gary Lemon with Matthew Kurzynski '08, previous intern for IPC. Dr. Gary Lemon will be returning as Program Director for the 2008-2009 school year.*

[Pictures from [www.IPC.com](http://www.IPC.com)]

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## INTERN SPOTLIGHT: MATT NEWILL '09

regression analysis to model economic relationships such as the variables affecting crime rates. Giving me a foundation of statistical analysis, this course has been a great asset during my internship. Through DePauw's liberal arts education, my broad economic background had a direct impact on experience, as I have been exposed to many microeconomic problems within our business. Since the company is based on general supply and demand functions, this internship has been a perfect fit for me as an individual.



### **6. Did you have any internship experience before IPC? How did this opportunity help you in your current internship?**

For the past two summers, I worked for The White House and The United States Treasury Department. These experiences prepared me in a professional sense and developed my quantitative skills. The demands of a 9 - 5 job is difficult for students without actual work experience, and my prior internships made my transition from an academic environment to a professional atmosphere much easier.



### **7. What is it like to live in Miami? Could you see yourself living here?**

of time, just because I'm too much of a "Hoosier." However, it is a great place to spend four months of my life as a twenty-one year old.

Miami is an incredibly interesting city. As a melting pot of Latin American, European and United States citizens, I hear five different languages while walking across town. In my free time, I enjoy boating and fishing as well as running and going out to the endless number of social settings that the city offers. While I greatly enjoy the area, I cannot see myself living here for a long period

[Pictures from [www.travel.dk.com](http://www.travel.dk.com), [www.foodhistory.com](http://www.foodhistory.com), & [www.ogletreedeakins.com](http://www.ogletreedeakins.com)]

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## INTERN SPOTLIGHT: RYAN TINKER '09



### Ryan Tinker '09

*Economics Major  
Kansas City, KS*

*Marketing Intern  
Pacific Edge  
Makakilo, Hawaii*

### 1. What type of company is *Pacific Edge*?

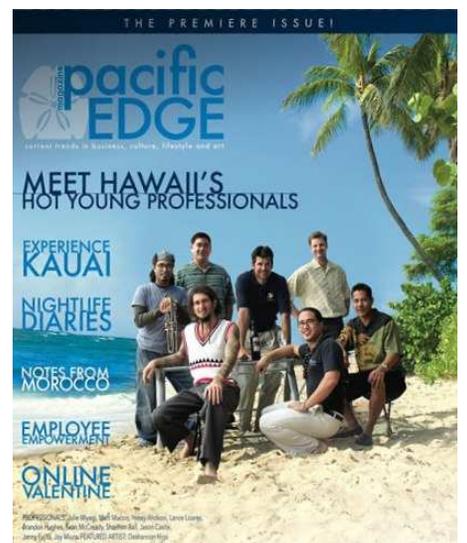
*Pacific Edge* publishes a business-lifestyle magazine in Hawaii that features young professionals and seasoned veterans.

### 2. As an intern, what are your daily functions?

Being only the third full-time employee in the company (the other two are the founders), I have the opportunity to work in any area that I can help. Right now, I'm designing ads for the next issue, developing the company website <http://thepacificedge.com>, following up on outstanding invoices from our last issue, and hiring an office manager to replace me when I leave. It's easy to look up and realize I accidentally worked through lunch.

### 3. So far, what has been your favorite project?

My favorite project so far has been redesigning the website. They've given me full rein over what will go into it. I'll probably end up spending a little over 60 hours to complete it. I also enjoy the "surfboard" meetings after work.



### 4. Is this something you want to pursue after graduation?

Possibly. I enjoy the location, the projects, and the people.

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[Pictures from [www.thepacificedge.com](http://www.thepacificedge.com)]

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## INTERN SPOTLIGHT: RYAN TINKER '09



**5. After completing the Management Fellow workshops and coursework, did you feel prepared for this internship?**

Through the Management Fellows Program I have become more proficient in e-mail communications, working on a team, and professionalism, which are all skills that have helped me at *Pacific Edge*.

**6. Did you have any internship experience before *Pacific Edge*?**

I worked for ExactTarget last summer. Exact Target is an e-mail marketing company in Indianapolis. That internship taught me team skills, communication within the workplace, time management, and self-motivation.

**7. What is it like to live in Honolulu, Hawaii?**

I'm lying on the back porch today while writing this response. It's about 85 degrees and I'm definitely breaking a sweat. I bought a surfboard about two months ago and make it out to the beach a few times each week. The company has some deals with a scuba diving company, so I've been able to swim with Nemo and chase an octopus, and last weekend I explored waterfalls in Maui. I also joined the YMCA where I get in my morning workouts.



Working in Hawaii, though, is no vacation. People here work hard. With average prices much higher than the mainland, you have to work hard. I can see myself living here, but the costs may present a barrier that I cannot break until I'm a millionaire.



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## ADDITIONAL PROGRAM OF DISTINCTION WEEKEND PICTURES

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*Todd Kuper '10, Billy Zola '08, and Alison Andrews '08 before POD interviews.*



*Johnny Buchta '08 and Ben Baenen '08 take a break from interviewing prospective students.*



*Current and prospective students pausing for a smile at Alex Alleys during POD Weekend.*



*Sandy Smith, Erin McConnell, and Program Director Michele Villinski at Alex Alleys.*

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## ADDITIONAL PROGRAM OF DISTINCTION WEEKEND PICTURES



*Patrick Geoghegan '11 (right) and prospective students bowling during POD Weekend.*



*Assistant Program Director Erin McConnell (center) with Sheah Hilton '11 (left) and Sally Reasoner '11 (right).*



*Students discuss proper bowling technique during POD weekend.*



*Prospective Ronnie Harris aims for a strike.*

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## ADDITIONAL PROGRAM OF DISTINCTION WEEKEND PICTURES

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*Prospective students waiting for the informational session to begin during POD Weekend.*



*Sandy Smith and Program Director Michele Villinski take a break from snapping photos.*



*Sandy Smith smiles with Brendan Belz '10 (left) and Katie Veatch '09 (right).*

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