

The

Management Fellows Program E-NEWSLETTER

November 2012

From The Director

Gary D. Lemon, Ph.D.



PHOTO BY MARILYN CULLER

We had a very busy fall semester with several field trips and a successful start to the 2012-13 academic year, welcoming 60 first-year students to the Program.

First-year students were required to read

Michael J. Sandel's *What Money Can't Buy* during the summer and arrived on campus a day early. Bob Steele, director of The Janet Prindle Institute for Ethics and I led the students in a discussion of the issues presented in the book. Parents also had the opportunity to discuss the book during a concurrent session led by Claudia Mills, visiting professor of ethics and associate professor of philosophy. Our conversations continued into the evening workshop.

Students had the opportunity to see Ben Bernanke, who spoke to the Economic Club of Indiana in Indianapolis. Additionally, Procter & Gamble hosted students for a day and provided an overview of a variety of functions, tours and networking. The McDermond Center also sponsored a trip to Chicago for a Capital Markets Forum, and students networked with alumni in investment banking, sales and trading, and private wealth management.

Once again, we welcome your recommendations of bright, civically engaged students you feel are a good fit for the program.

Management Fellows Program

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

CAPSTONE COURSE

The Capstone course was underway this semester on Thursday, Aug. 23, with guests from the community attending the first class. In attendance were Mayor Sue Murray; Bill Dory, executive director of Putnam County Development Center; Ken Eitel, director of business and entrepreneur services at Ivy Tech; Tom Musser, professor of economics and management; Phyllis Rokicki, City Council member; and Ginsie Bingham, 3rd Ward City Council member. Guests discussed the programming or projects they feel will strengthen the DePauw and Greencastle communities. The array of ideas and insights provided have proven to be invaluable in guiding students in forging ahead with the group project component of the course. Throughout the semester students often seek further input from these and other community members and also find mentorship.

Visiting speakers for the semester tasked students with a variety of readings, ranging from *Harvard Business Review* articles to *Who Moved my Cheese* by Spencer Johnson and Patrick Lencioni's *The Advantage*. John D. Hixon '79 discussed Porter's Five Forces and competitive strategy with respect to market forces; Alison M. Andrews '08 and Nicholas E. Kennedy '10 led students in reflecting on the vision, mission, culture and values that their internship host company displayed and supported; Ryan D. Tinker '09 and Kyle S. Smitley '07 discussed entrepreneurship; Phyllis Barkman Ferrell '94 and Thomas D. Fagan Jr. '98, led discussion on non-market forces and competitive strategy; David B. Becker '75 shared his trials and successes as an entrepreneur; Meghann Huels Dials '03 had students dissect the elements of what makes an individual successful; Lindsey Ciochina '05 led the students in reflecting on the management and leadership styles they witnessed at the organizations they interned at; Jonathan R. Phillips '95 had students thinking ahead to the boardroom and the governance of a board of directors.

Upcoming classes will be led by Todd Williams, Amber Franklin LaRue '00, Michelle Ross Kelly '00, Katrina L. Wahl '98, Bill Fanelli and William Brown. Topics will include communication, leadership, culture and diversity, and change management.



Senior Management Fellows Internship Panel

Aug. 30, 2012

Management Fellows reconvened at the beginning of the semester in the Pulliam Center for Contemporary Media to hear six seniors share the main responsibilities and highlights of their semester-long internship experiences.

Laura C. Gerhardstein, economics major, completed her internship at BrandEra, Inc., a small marketing and PR company, in Fort Worth, Texas. Due to the company's boutique size, Laura was able to be involved in a wide variety of projects. She worked primarily on new business development campaigns. Laura also had the opportunity to watch CEO Beth Owen '89 pitch sales presentations to clients and said that Beth was a great mentor.

Stefanie P. Hathaway, economics major, completed her internship at American Education Group (AEG) in Grand Rapids, Mich. AEG is a school management company for private, for-profit, K-12 education. She worked primarily within the new school development and marketing departments. Stefanie enjoyed the opportunity to work closely with business executives, including a company retreat to CEO Pete Ruppert's lake house.

Camila Romero, economics and psychology double major, completed her internship at Independent Purchasing Cooperative (IPC) in Miami, a Subway franchisee-owned purchasing cooperative. She worked primarily on the Incident Management Manual in the quality department where she learned the value of planning ahead to address problems that arise in a timely and organized fashion. Camila expressed that Subway allowed her to view multiple aspects of the company by working in a Subway restaurant for two days, visiting a distribution center and attending the company's annual meeting.

Emma R. Scherer, music business major, completed her internship at the Dramatists Guild Fund (DGF) in New York City. DGF is a not-for-profit arts organization that serves playwrights, composers and other writers for the theater. She helped field applications for DGF's individual grants for struggling playwrights, prepared an analysis of other not-for-profit organizations around the country for the strategic planning committee and helped plan DGF's 50th anniversary gala. Emma enjoyed the opportunity to mesh her musical background with the business aspect of theater.

Adam E. Weaver, economics and German double major, completed his internship abroad with PlanB Consulting in Berlin, Germany. He worked primarily on foreign direct investment projects for PlanB's international clients. Adam enjoyed the opportunity to write and speak in both English and German, as well as combine his two majors in a meaningful internship experience.

Joseph C. Wojda, economics major, completed his internship in Chicago with Cushman & Wakefield, a commercial real estate company. Joe's main project was the "walkability project," in which he analyzed more than 140 buildings in the Chicago district based on their various amenities, such as location, views, floors, etc. He compiled this data into an Excel spreadsheet to help clients find the best spaces available to fit their needs.

Following the seniors' descriptions of their internships, students had the opportunity to ask questions. Advice from the seniors included planning ahead if you wish to study abroad, researching the field you are interested in working in to be able to converse intelligently and taking pride in even the smallest tasks during the internship.

Sally Ann Draper Zoll '72 Chief Executive Officer United Through Reading

Sept. 6, 2012



Sally Ann Zoll delivered a lecture describing how she feels “Life Is An Internship!” She opened with an emotional clip of a small boy watching his dad, a U.S. Army soldier, read a children’s book to him that had been recorded on video. United Through Reading is a not-for-profit organization that enables deployed parents to read children’s books aloud via DVD for their child to watch at home. Zoll describes her work with the organization as the most fulfilling thing she has ever done. One of the recurring themes throughout her lecture was her belief that things in life rise organically. She described the evolving career path that led her toward her current role.

At DePauw, she intended to major in political science and aspired to work in the diplomatic corps for the state department. However, Zoll’s plans were altered after a professor recommended she apply for a summer internship with a new organization. She worked with HeadStart, engaging with underprivileged students and their families to help the students develop. Zoll loved the internship and changed her major to education the following semester. After DePauw, Sally started teaching at the University of San Diego but still felt the itch to attend law school and approached the dean of law. However, during her meeting, the dean of education passed by and convinced her that she really wanted to apply to the doctoral program in education leadership. Zoll cited this moment as another organic event that happened for a reason to guide her course in life.

After graduate school, Zoll worked in the technology sector. She taught a computer class at University of San Diego and constantly stressed to her students the importance of technology in the future. She would habitually search magazines and newspapers on the subject to show her students. During her searches, Zoll came upon an extremely small ad searching for an elementary education teacher with CAI (Computer Assisted Instruction) training. She replied to the advertisement and met with the founder of the small company, whose dream of integrated learning systems paralleled Zoll’s. Zoll joined the company, spurred by the entrepreneurial challenge. She described her outlook on life, saying she was open to challenge, wasn’t panicked, but was always open to the next opportunity.

Zoll explained another moment of serendipity in her life that led her to United Through Reading. In 2003 her son, Cory, was mobilized in the Army Reserves and had 72 hours before he headed to Iraq. He would be gone for 14 months, leaving his wife and 18-month-old son, Ethan. Zoll urged her daughter-in-law to record Cory reading books on tape so Ethan could watch them. Upon Cory’s safe return home, Ethan screamed excitedly when he saw his father and instantly jumped into his arms. Unlike Ethan, many other children cowered behind their mothers, unsure of whom their daddy was. Zoll truly believes in the connection that reading fosters between parents and their children. She believes passion is the very definition of success, and you should know “what makes you twirl,” and pursue your passions.

Alejandro Velez **Co-Founder** **Back to the Roots**

Sept. 14, 2012

The McDermond Center for Management & Entrepreneurship held its First Annual Entrepreneurship Symposium, which included multiple informational lectures, a panel discussion and keynote address. The keynote speaker, Alejandro Velez, delivered a lecture titled “Sustainably Delicious.” Back to the Roots is a 100 percent sustainable urban mushroom farm that transforms coffee ground waste into the growing medium for gourmet mushroom kits. Velez shocked the audience to attention when he announced that he hopes his lecture smashes students’ ideas of pursuing a traditional job. He told students no business experience is necessary and now is the perfect time to start a company as students have no major commitments and nothing to lose, so they should take the risk.



Velez told the story of how his business flourished under odd circumstances. Velez planned to head into the corporate world of investment banking and consulting. However, his life direction changed drastically when he was introduced to the concept of growing mushrooms using recycled coffee grounds during a lecture at University of California Berkeley. He approached the professor, who proceeded to introduce Velez to his future business partner, Nikhil Arora, the only other student who had approached the professor with a question about the lecture. The two curious students began to research and garner as much information about growing mushrooms as they could. Velez cited that the critical moment was when they stopped researching and started doing. They went to a local coffee shop, asked the barista for used coffee grounds, and ultimately grew a test bucket of tasty mushrooms from recycled coffee grounds. With their first bucket, initial interest from Whole Foods and a \$5,000 grant from UC Berkeley for social innovation, the pair decided to ditch their corporate plans and became full-time urban mushroom farmers. Velez said his friends couldn’t believe he was giving up a six-figure salary to become a mushroom farmer.

Velez shared with the audience three things he has learned as a young entrepreneur. First, customers truly care how products are made. Velez and his partner reuse palette wood to create a display unit aligned with their value of sustainability. Second, Velez believes the more you give, the more you get. They had a Facebook promotion that the company would donate a kit to the elementary school of the customer’s choice for every picture a customer posted of their mushroom kits. Not only did this campaign positively influence elementary-aged children, but the company also posted its highest spike in sales. Velez explained that clever marketing tactics of the past are gone and transparent marketing is the future. Third, Velez stressed the importance of innovation, especially in the face of constant competition in the marketplace. Currently, his company is working to upgrade its mushroom kit by embedding vegetable seeds into the biodegradable box, which customers can then plant directly to the soil. Velez closed his lecture with a quote from Google that embodied his view of business, “You can make money without doing evil.”

Katie Effinger Hewitt '01
Director of Global Sales and Marketing
Eli Lilly and Company

Sept. 18, 2012



Katie Hewitt, a Management Fellow alumna, delivered an unconventional lecture to students titled “What Got You Here May Not Get You There.” Hewitt prefaced the lecture by saying that she wanted to provide successful students with tips to become even more successful. She began with an interactive activity that had students answer questions to gauge how successful they perceive themselves to be. As expected, the majority of students said they felt very successful. Hewitt warned against the troubles with success. Sometimes, a person’s intent doesn’t match up with the impact it has on other individuals. The success delusion also causes people to overestimate their contributions to a project. She noted that greater importance should be placed on *how* you did something versus what you did. Hewitt explained that interviewers are focused on students’ transferable skills. Employers want to know how you were able to build a team culture, not how you completed a project alone in order to get a higher grade.

Hewitt explained that the further one goes up the corporate chain, the more likely that personnel issues are behavioral. She referenced Marshall Goldsmith’s book to explain some of the habits that keep successful people from becoming more successful. While companies seek competitive people, they do not want people who always have to win and argue their point to a detriment. Hewitt told students to try to let go of control and let someone else win, for instance, letting someone else pick the restaurant. Another trap of successful people is adding too much value. They always have to improve upon another person’s idea, rather than simply saying “sounds good.” Hewitt advised students to think before they speak, take a breath and ask themselves to evaluate the importance of sharing their feedback at that specific point in time. Another habit Hewitt addressed was the failure to give proper recognition. When you fail to give proper recognition you cheapen the value of a gift. She had students personally write hand-written thank-you notes to a person of their choice during the lecture.

Hewitt closed her lecture by emphasizing the importance of self-reflection. Successful people have two problems dealing with negative feedback: they don’t want to hear it, and their employees don’t give it to them since they don’t think it will influence their behavior. Hewitt challenged students to find a way to collect feedback from others about their leadership style. She suggested asking close friends and family members, or finding a way to collect feedback anonymously. Hewitt’s lecture forced students to evaluate their own current levels of success and find ways to further improve their leadership skills.

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

Sept. 28, 2012



Angie Hicks spoke to students about her entrepreneurial experience building Angie's List. Hicks' career stemmed from her own internship experience as a Management Fellow. After being turned down by all the companies she interviewed with, Hicks ended up interviewing with a venture capitalist firm. Hicks comically explained that she didn't prepare for the interview, and when asked what a venture capitalist firm does simply said it lends money to small businesses. Luckily for Hicks, Bill Oesterle, the future CFO of Angie's List, thought she could use a break and offered her an internship. Following graduation, Oesterle proposed a radical idea to Hicks: she should move to Columbus, Ohio, and they would start a business together. Hicks said the most memorable conversation was with her grandfather, who asked her what the difference was between being 22 and looking for a job and being 23 and looking for a job. He felt that absolutely nothing would change within a year and joked that her parents would probably still feed her if it didn't work out.

The advice of Hicks' grandfather prompted her to go ahead and take the big risk. She shared an anecdote about the importance of perseverance in entrepreneurship. Hicks, a self-proclaimed introvert, struggled with door-to-door marketing. During a particularly trying day, Hicks and Oesterle met at a coffee shop to discuss Hicks' reservations about the job, and she ended up crying during the entire conversation. She remembers he strategically talked during most of the meeting, which only allowed her to murmur at the end that she wasn't going to quit. Hicks explained you don't always have to have the best and newest idea, but that perseverance goes a long way. The idea for Angie's List came from the business model of an existing company, Unified Neighbors.

Hicks proudly boasted about the company's midwestern location and emphasized the importance of building a company culture. Hicks likes the location of a technology business in Indiana because she thinks it allows it to focus on the goal of helping the consumer without being distracted by the newest gadget or innovation. Hicks explained how she turned down an offer from a venture capitalist firm because it wanted to relocate the company's headquarters to Boston because officers didn't think there was enough talent to grow the business in Indiana. One of the points Hicks stressed most was the need to invest in the company culture. She laughed about how she was bluntly quoted in a *New York Times* article saying, "I'm a firm believer in the idea that if you're not having fun at your job, you should quit." One of the fun activities that the company has is a soapbox derby the Friday before Memorial Day weekend. The event mirrors an outdoor tailgate as teams build their cars together outside in the parking lot and race their cars in the afternoon. She believes that if you're not happy in your workplace, then you're not able to perform your best work.

William F. Rasmussen '54

**Founder
ESPN**

Oct. 4, 2012



Bill Rasmussen delivered a lecture as part of the 175th Distinguished Alumni Lecture Series. He described the development of ESPN from an idea to its world-renowned status today. Rasmussen's story began after being fired from his job as communications director of a pro hockey team, the New England Whalers, when the team didn't make the playoffs. However, he continued to attend a previously scheduled TV interview in which individuals talked about developing a package of University of Connecticut basketball games for the local cable channel. This discussion sparked Rasmussen's inspiration to create a channel devoted solely to sports 24 hours a day.

Rasmussen spoke about some of the early challenges to raise funds and gain a customer base for the business. He showed the audience a clip of the first graphic demonstration used to get prospective buyers to purchase ESPN. The clip featured a grainy video of Rasmussen giving a lengthy description of the satellite technology that would be used to broadcast the sports events. He used a metaphor to convey the process of green and red lights that would move through the tubes on a black screen. Rasmussen joked how nowadays third graders can make better graphics. One of the other challenges the company faced was the inability to air the games it had taped during the day until 10 p.m. at night. Production workers had to physically place the tapes into the receiver to broadcast. Rasmussen joked how the following of ESPN clearly had not been as large as it is today because not a single viewer called in when the third and fourth quarter of a game were accidentally switched.

One of the most memorable parts of Rasmussen's lecture was his unwavering enthusiasm for his product. Rasmussen believed so strongly in the success of his idea that he personally put a \$9,000 advance on his credit card to finance the network. He attributed some of his optimism to his time spent at DePauw that enriched his feeling that "I can do anything." In addition, he believes that DePauw students have a natural curiosity and entrepreneurial spirit that leads them to find answers to questions and problems they cannot individually answer.



INTERNSHIPS:

Internships provide students with opportunities to work in challenging and responsible positions at large corporations, small business firms and not-for-profit organizations. An internship is a full-time position that lasts between four and eight months during the junior year. In addition to opportunities to apply classroom knowledge to real-world problems, an internship provides each Management Fellow with firsthand experience about the workings of a business. These student profiles highlight the interns in fall 2012.

A complete list of the fall 2012 interns is available at www.depauw.edu/academics/honorsfellows/management-fellows/about-the-program/internships/

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

Branko Bibic '14, Crown Point, Ind., Computer science major, Eli Lilly and Company, Indianapolis

“This internship has given me a chance to make a real contribution to the global marketing team. My thoughts matter, and my work is important.”

At Eli Lilly and Company, Branko is part of a global marketing team for the Alzheimer's diagnostic drug called Amyvid. His main project is competitive analysis in which he is responsible for researching new competitors that may pose a threat for Amyvid in the future. He has been fortunate to visit Avid, a wholly owned subsidiary of Eli Lilly in Philadelphia, as well as an ad agency in New York City. These opportunities have given Branko a chance to see all aspects of the marketing department.



Brendan J. Bolander '14, Carmel, Ind., Economics major, Independent Purchasing Cooperative, Miami

“By working with multiple departments, I have been able to develop a wide variety of skills including problem solving, critical thinking and communication that will aid me in whatever I pursue.”

As an intern at Independent Purchasing Cooperative, Brendan worked with both the equipment and sustainability departments on a daily basis. He communicated with companies across the country to develop multiple equipment reports comparing the features of different pieces of Subway equipment. These reports will aid thousands of Subway franchisees when deciding which companies to purchase their equipment from. He also researched various sustainability opportunities, working closely with the head of the department and making recommendations about which ones to pursue.



Camron P. Burns '14, Alexandria, Ky., Economics major, Eli Lilly and Company, Indianapolis

“Working at Eli Lilly and Company gave me incredible real-world experience and my first taste of the corporate world. By working closely with leaders in the company, I was very involved in day-to-day meetings and felt my projects had an impact on my department.”

During Camron's time at Lilly, he took on many projects and was a valued member of the recruiting team that came back to campus. He also created a website that would be the central hub for more than 100 DePauw alumni currently working there. Camron created the Regional Managed Market's (RMM) collaboration website, along with a professional training opportunities document that outlined opportunities available for his supervisor's lead team. Both these resources will help advance the RMM Roadmap plan, which outlines the steps to take to improve the capabilities of the department in the ever-changing pharmaceutical marketplace.



REAL - WORLD

John T. Colton '14, Cincinnati, Economics major, First Internet Bank, Indianapolis

“Working in a small but growing bank, I have had the opportunity to learn all I can about banking by helping management in each area make informed decisions.”

John tracks most of the sales and prospecting analysis for First Internet Bank, an up-and-coming bank in Indianapolis. There, mortgage loans provide significant income to the bank, as the loans are packaged and sold to investors. It is one of John's jobs to make sure the bank is getting an optimal return on investments from its strategy of marketing to potential customers. Beyond day-to-day responsibilities, John has been working on projects dealing with profitability of deposit accounts and website analysis.



Kyle A. Coronel '14, Prospect, Ky., Computer science major, DyKnow, Indianapolis

“Last semester I was a student using DyKnow, a software program designed for instructors to engage their students in the classroom. Now, I am interning in the Customer Success Department, helping both students and instructors use DyKnow more efficiently and effectively.”

As a student who used DyKnow in his classes at DePauw, Kyle offered a unique student perspective to the company and has been developing tools to assist students who are DyKnow beginners. Through training, he has become a product expert and knows the ins and outs of DyKnow's products: DyKnow Vision and DyKnow Monitor. Recently, Kyle led an online training session for teachers wanting to learn how to use DyKnow, showing them the basics and uses of both products. He has been able to make valuable contributions to DyKnow while developing his leadership and communication skills.



Bartholomew W. Freibert '14, Louisville, Ky., Economics major, Independent Purchasing Cooperative, Miami

“On the first day, my supervisor told me I would be helping send \$100 million in dividend checks to Subway stores across North America. It has been quite an experience to have that responsibility.”

As an intern in the finance department at IPC, Bart helped streamline the payment of annual dividend checks to more than 27,000 Subway franchisees. He was responsible for verifying and updating the appropriate corporate and tax information. Along the way, Bart has learned about tax compliance and the franchise business itself.



Leslie Fuqua '14, Indianapolis, Economics major, Congressional Black Caucus Foundation, Washington, D.C.

“During my time at USAID I realized that innovation is more than just distributing a fancier product or service. Innovation can come from anyone and anywhere, and it can be as simple as doing a process better than before.”

Many people think the federal government spends more money and resources assisting foreign countries than it actually does. In actuality, the government spends less than 10 percent of its budget on foreign assistance programs. IDEA strives to use each penny to its fullest potential when helping other communities. Spending money in these communities isn't enough. IDEA pushes to allow these communities to become self-sustaining. This is where a difference is really made; when communities are able to stand on their own.



EXPERIENCE



Paige W. Gooch '14, Fort Mitchell, Ky., Economics and mathematics double major, Eli Lilly and Company, Indianapolis

“Through my work with the Medicaid rebate team, I have been the driver of a project investigating the legitimacy of rebate claims from providers. The project has realized savings of \$6.4 million, and my work has added another \$2 million in potential savings.”

At Eli Lilly and Company, Paige worked in the managed healthcare services department on the Medicaid rebate team. Through her project, she did research on 17 states and 20 Medicaid programs. She merged three sources of data together and, through additional research, was able to identify providers purchasing Lilly’s products at an up-front discount and then attempting to receive a back-end rebate as well. The research is presented as a dispute proposal to each state, creating potential savings for the company until the dispute is resolved. Paige has also been able to meet individually with more than 20 finance directors and analysts to further understand what a finance career could be at Lilly.



Caitlin J. Hickey '14, Goshen, Ky., Economics major, American Education Group, Grand Rapids, Mich.

“Working at AEG, a quickly growing entrepreneurial company, has taught me that innovation and passion are two key success drivers. It has also taught me to ask the hard questions and to embrace every opportunity.”

Caitlin had exposure to many facets of business as an intern at American Education Group. First, she supported accounting by creating a daily accounts receivable report, essential for tracking each school’s collection progress. One of her weekly responsibilities for the operations department was to create a Flash report. This report detailed metrics from each of the 14 schools in order to create weekly, monthly and year-to-date comparisons for each school. Caitlin also supported new school development as she researched competitors and demographics for new school markets.



Tommy C. Hiller '14, Whitefish Bay, Wis., Economics major, Tortoise Capital Advisors, Leawood, Kan.

“By immersing myself in data from financial markets, I have an inside look at the forces that shape global economic development.”

At Tortoise Capital Advisors, Tom worked in the business development department, responsible for determining new investment opportunities that are not currently served by asset managers. Tom was responsible for analyzing competitors and tracking the performance of comparable funds. In addition, Tom spent time working on investor relations, monitoring Tortoise's proprietary indices, and gathering data from Bloomberg and Morningstar.



Madeline A. Leclair '14, Leo, Ind., Economics major, Cummins India Limited, Pune, India

“By working at Cummins India Limited, I have gained valuable insight into the corporate world and product branding while being able to fulfill my dream of traveling the world and experiencing new cultures.”

Working in the marketing department for new and recon parts, Madeline has become part of the team by assisting with multiple projects, visiting dealerships, meeting customers and connecting with senior management. An internship at Cummins India Limited consists of more than just working for a company for four months. Living in India has helped Madeline grow as a person and given her a once-in-a-lifetime opportunity to visit some of the world’s most famous land monuments, such as the Taj Mahal.



Jonathon C. McFadden '14, Ballwin, Mo., Economics major, Northwestern Mutual, Clayton, Mo.

“Working with the Gatewood Group at Northwestern Mutual, I have learned so much and had a great time. Every day I get to work on a great team of five individuals to help our clients work toward a secure financial future.”

Jonny has been fully exposed to the insurance and wealth management business through his internship. Every day he contacts clients and sets meetings for the financial representatives he is working for. His role also includes data entry regarding clients’ stocks and mutual funds. Ensuring that clients receive their insurance and investment plans on time is an integral part of every week. Most importantly, he identifies high-net-worth individuals in St. Louis in order to bring in future clients to the business.

EXPERIENCE



Anh T. Nguyen '14, Hanoi, Vietnam, Economics major, Cummins Inc., Columbus, Ind.

“During my internship at Cummins, I have had the chance to be exposed to different areas in treasury, help on a variety of projects and learn about the working style and corporate culture at Cummins.”

Anh helped on a variety of projects during her time at Cummins. One of them was the Integration project on which Anh worked with a senior finance analyst and functional experts to document tasks needed to be done in an acquisition or joint venture. Anh was able to see what is required in an acquisition and help standardize the process. Anh also worked to identify significant bank charges and find ways to reduce them, and to analyze and consolidate bank-fee data sent by entities. Another project had Anh conducting interviews with 10 entities to understand the process of booking expenses and paying through the system, as well as their relationship with local and global banks.



Christian A. Rector '13, Indianapolis, Economics major, Cummins India Limited, Pune, India

“Working in India has been an incredible experience. I’ve seen what it’s like to work in today’s global economy.”

Cummins is a Fortune 500 company mainly focused on diesel engines. However, working in strategic marketing for the components business unit, Christian’s primary responsibility has been the analysis and forecasting of the Indian turbo-charger market. Looking at automotive, power generation, tractor and construction markets, he has modeled the six-quarter and five-year annual forecasts.



Kelsey L. Smith '14, Indianapolis, Ind., Economics major, Duke Realty Healthcare Division, Indianapolis, Ind.

“By working with the property managers of the healthcare division, I have created 2013 expense budgets for more than 35 medical office buildings in the Midwest and the South.”

At Duke Realty, Kelsey worked in the property management department of the healthcare division. She has learned how to create expense budgets using projected inflation numbers and contingency. She worked extensively with other regional headquarters to create budgets for 20 newly acquired buildings. Kelsey has been able to work with the healthcare accounting department to see how her tasks in property management affect the company’s profits.



James B. (Trey) Surpless '14, Northfield, Ill., Economics major, Independent Purchasing Cooperative, Miami

“Having the opportunity to work on an array of projects at IPC has made this internship a rewarding experience. I have learned the importance of planning ahead and examining all the factors when making a decision, whether it be purchasing commodity futures or finalizing a new manufacturing contract.”

As a member of the purchasing department at IPC, Trey had a variety of responsibilities while working under the guidance of the bread purchasing manager for the Subway stores in North America. Trey had weekly tasks of updating and examining bread sales, bread quality reports and baking measurements for the bread manufacturing plants. He also evaluated the fourth-quarter pricing report for each bread manufacturer and helped map out a disaster plan. In addition, Trey worked with his manager in reviewing bids for a new vital wheat gluten contract while analyzing five bids for a new bread manufacturing line.



Jared M. Timmer '14, McCordsville, Ind., Economics major, Kansas City Chiefs, Kansas City, Mo.

“Through working as a ticket sales intern and being willing to help in areas outside of ticket sales, I have gotten a firsthand look at the behind-the-scenes functions of a professional football team and gained invaluable experience.”

From the very start of his internship, Jared experienced the inner-workings of a professional football team with the Kansas City Chiefs. He not only performed significant work for the ticket sales department as part of his internship, but also ventured outside of the department and furthered his experiences. Projects he worked on included sales booths and tables, military appreciation ticket sales, Alumni Weekend and the Lamar Hunt Game Changers. He enjoyed every minute of his internship and looked forward to going into the offices each day.

McDERMOND CENTER FIELD TRIP PHOTOS



Students at the Indianapolis Convention Center for Ben Bernanke's talk to the Economic Club of Indianapolis.



Students at Procter & Gamble headquarters in Cincinnati.



Gary D. Lemon posing with life size cutouts of candle maker William Procter and soap maker James Gamble



Students hear from Alyssa Fralk Quinlan '97, private client banker, JP Morgan, at the Capital Markets Forum in Chicago.