

The Management Fellows Program E-NEWSLETTER

January 2017

From The Director

Jeffrey M. Groppe, Ph.D.



It is my sincere honor to introduce myself as the director of Management Fellows at DePauw University. I have always had profound respect and genuine appreciation for this program. Nevertheless, my appreciation for the program has only grown over the past semester. I thought I understood the value proposition of the program, but I have learned that it is not just the internship or speaker series that creates this value. The true value of this program lies in the relationships that are developed. Such development occurs across a wide spectrum of interactions, including the personal relationships developed between students, faculty, engaged alumni and the exceptional McDermond Center staff,

Sandy Smith and Sarah Miller. I have witnessed students reaching out to our alumni for a variety of purposes and have witnessed the universally thoughtful responses of our DePauw network. From the humility of a CEO or managing partner that responds to the request of juniors and sophomores, to the graciousness of other alumni that have generously given up their time to push our students to enhance their interview skills by performing mock interviews. I have been astonished by the maturity and foresight of our students to reach out to others for help and the willingness of DePauw alumni responding to those that seek assistance. In short, it has been my pleasure to serve this program.

We have been quite busy over the last few months. Our new student ambassador group has been tasked with assisting the program's recruitment efforts, programming and social events, and serving as representatives of the program. Examples of their hard work include enhancing our social media presence and representing both DePauw and the Management Fellows program at DECA's Central Regional Leadership Conference in Indianapolis, where we spoke to over two hundred high school students interested in the pursuit of business education and careers.

In response to demand for educational opportunities with Excel, we partnered with Financial Edge (FE) to provide a workshop on financial modelling with Excel. FE has a wealth of experience and delivers demanding training opportunities to a variety of clientele, including hedge funds, bulge bracket, boutique and private equity firms. Over 50 students attended this workshop and learned about topics ranging from accounting and valuation fundamentals, discounted cash flow analysis, mergers and acquisition, and leveraged buyout analysis. Due to the success of this workshop, we are hoping to partner with FE in the future.



P&G Hack-a-thon

While many students enjoyed the pleasure of returning home or traveling during fall break, other students joined me on a trip to Cincinnati to participate in Procter and Gamble's Hack-a-thon event. Students were responsible for developing marketing strategies directed at P&G's Secret Deodorant Brand focusing on millennial women. This event was enhanced by P&G partners, Google and Snapchat, and allowed our students to better understand how Google analytics and Snapchat's technology platform can enhance the effectiveness of marketing strategies. I was proud of our students' efforts. It was rewarding to learn that some of the ideas from this event would actually influence P&G's national marketing campaign. It was an exceptional experience for our students interested in marketing and would not have been possible without generous assistance of F.D. Wilder '82 and David Warner '00.



From the Director Continued

I would be remiss if I failed to acknowledge the assistance of West Monroe Partners (WMP), specifically, Nick Kennedy '10 and Alison Andrews Patelski '08 for presenting a mock case interview to our students. This style of interview can be difficult for even experienced professionals. Students, as well as the McDermond Center staff, appreciated WMP's thorough coverage. I would also like to thank WMP for agreeing to join us this spring to provide training in Enterprise Resource Planning (ERP) software – this software is used to enhance efficiency in a variety of business platforms and processes. I have no doubt that our students will benefit from their expertise.

While this is just a sampling of activities our students experienced during the past semester, I would like to add one more. Rather than provide this narrative myself, I will let George Quall '17 provide this narrative. George was also responsible for spearheading an Investment Banking Workshop this past semester.

Investment Banking Chicago Trip: as communicated by George Quall '17

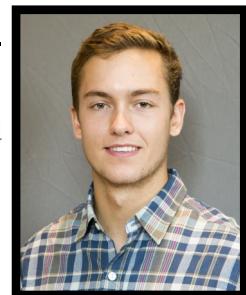
"Earlier this year, DePauw sent a delegation of sophomore and junior students, led by Prof. Tom Musser, on a trip to Chicago to learn about careers in investment banking. In a single day, the students visited six highly reputed global financial institutions and sat down face-to-face with several leaders of Chicago's banking community.

The group left Greencastle around 5:30am EST, en route to the first stop of the day, Lincoln International. DePauw's very own, Ben Farris '01, Managing Director at Lincoln International, led the discussion about how the global nature of a business is a valuable competitive advantage and how a Liberal Arts education can uniquely position people, like him, for success in the field.

After wrapping up the conversation around 9:45am CT, the group had until 4:00pm CT to hustle around the Windy City to meet with the remaining five bulge bracket banks. After meeting with Bank of America/Merrill Lynch, Goldman Sachs, Citi, J.P. Morgan and Morgan Stanley back-to-back-to-back, the students developed a thorough understanding of the factors that differentiate each bank's business platform, as well as the idiosyncratic nature of each bank's working environment and culture.



From analyst all the way up to managing directors, each person brought a unique perspective on how to navigate the waters of finance. The trip was certainly an invaluable opportunity to learn and to build a network within the industry. Above all, the trip was illustrative of the power of DePauw's close knit community. Matthew Darnall '85, Managing Partner, Goldman Sachs, Ben Farris '01, Managing Director, Lincoln International, Liz Stannard '10, Associate, BMO Capital Markets, Wick Lutz '08, Goldman Sachs, and Taz Kadam '15, Goldman Sachs, all graciously welcomed the opportunity to help out DePauw by hosting the group. DePauw would like to thank Michael Pruitt and Sheila Cash for safely transporting the group to and from DePauw and around Chicago."



For updates on the Management Fellows Program, be sure to "Like" us on Facebook, "Follow" us on Instagram, and "Ask to Join" our LinkedIn Group.

**DePauw Management
Fellows Program**



<http://www.depauw.edu/academics/honorsfellows/management-fellows/>

**Management Fellows:
DePauw University**



managementfellows



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 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 profiles highlight students who completed their internships during spring and fall 2016.

Meghan Burke '17, Union, Ky.
Economics major
AIM Consulting, Chicago, Ill.

"As an intern at AIM Consulting I got exposure to the technology field. My favorite part was learning about the technology industry. I learned to stay positive and make the most of every experience."



Clifford Chi '18, St. Louis, Mo.
Economics major
Geofeedia, Indianapolis, Ind.

"Geofeedia entrusted me with a lot of responsibility, which I'm so grateful for. The creative freedom taught me how to think independently and forced me to work with an entrepreneurial mindset. This experience has improved my communication skills because I collaborated with my supervisor on projects and pitched new marketing ideas to him."



Kourtney Clark '18, Terre Haute, Ind.
Communications major
Eli Lilly, Indianapolis, Ind.

"My internship at Eli Lilly was an extremely rewarding experience. Working in payer marketing for a new medicine is motivating because it determines how the patient will access it. Additionally, I worked on two other types of marketing at Lilly and traveled to Glasgow, Scotland and New York City for my project."



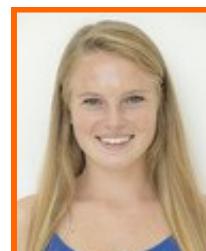
Samuel Comer '18, Brownsburg, Ind.
Economics major
KeyBanc Capital Markets, Cleveland, Oh.

"Having the opportunity to work on meaningful projects with KeyBanc has been a great experience. I was able to develop a new set of financial skills, as well as improve my Microsoft Office proficiency during my short time there. This internship taught me the importance of details and time management while working on live deals."



Chelsea Conard '18, Indianapolis, Ind.
Economics and Computer Science double major
LNE Group International, Berlin, Germany

"I learned so much in just a day at LNE Group, while working on international projects with supportive and accomplished employees. I have developed a stronger ability to focus on prioritized tasks amidst many deadlines and contributors, and I have grown more comfortable being uncomfortable, as I've adjusted to living in Berlin while working in a completely new field."



Becca Conley '17, Ogden Dunes, Ind.
Economics major
The Field Museum of Natural History, Chicago, Ill.

"My internship not only taught me about the nonprofit and public relations world, but also about science in general. On a daily basis I was interacting with media outlets, Field Museum administration and some of the 150 on-staff scientists. It was rewarding to write about both museum exhibitions and scientific findings from scientists working a floor above me. I learned the symbiotic relationship between media and institutions like The Field Museum: the museum wants the public to know about upcoming exhibits and scientific findings from Field Museum scientists, and media outlets want to report on interesting and relevant news."



EXPERIENCE

Clint Cunningham '17, Columbus, Ind.

Economics major

Cummins Inc., Columbus, Ind.

"Working with all diverse groups within Cummins' treasury department was a fantastic learning experience and a great opportunity. I not only learned a variety of financial roles at the company, I learned the value of communication, working on projects to completion and the importance of taking advantage of networking opportunities."



Miranda Dafoe '18, Lebanon, Ind.

Economics major

Cummins India Limited, Pune, India

"Working internationally for a Fortune 500 company has shaped the way I understand the global marketplace. Cummins expects interns and employees alike to contribute meaningful work, which has allowed me to develop an understanding of the financial sector while gaining exposure to vibrant Indian culture."



Mitchell DeShurko '18, Centerville, Oh.

Economics major

Student Transportation Inc., Charleston, SC

"Working in the same office as the CEO and Chief Growth Officer for a publicly traded company, with an enterprise value of \$1 billion, led to a semester of valuable industry insight and intangible professional development. I am grateful for having the opportunity to apply a strong work ethic, creativity and an analytical mindset from my education at DePauw to my role at Student Transportation Inc. In doing so, I researched and presented strategic investment opportunities to management as well as industry, company and macroeconomic headwinds to investor relations. Due to this experience, I've had the opportunity to learn about a new sub-sector and accordingly the depth behind a strategic business plan unique to an innovative company in an otherwise antiquated industry."



Chris Dickow '17, Grand Rapids, Mich.

Economics major

Eli Lilly, Indianapolis, Ind.

"Having two eight week experiences in treasury and the diabetes business unit exposed me to high level cash management of multi-national corporation and the ground level of how individual Lilly drugs were marketed and sold. I have learned the importance of networking and asking thoughtful questions to get the most out of my internship and better understand the pharmaceutical industry as a whole."



Ella Freihofer '17, Indianapolis, Ind.

Economics and Spanish double major

Slalom Consulting, Chicago, Ill.

"Having the opportunity to work on a wide array of projects with various different people gave me a rewarding experience at Slalom. I learned the importance of professionalism, hard work and keeping an open mind. I will always hold a special place in my heart for my Slalom marketing team who taught me so much throughout the journey."



EXPERIENCE

Elizabeth Hale '18, Indianapolis, Ind.
Economics major
Salesforce Marketing Cloud, Indianapolis, Ind.

"Finance is relatively similar across various industries and businesses. What I found at Salesforce was how important the people and environment was. Not only did I complete tasks that were used in executive decision making, but learned how important understanding the whole business was. They encouraged me challenged me and made me excited to tackle each day."



Kevin Kenney '18, Chesterton, Ind.
Economics major
Probo Medical, Indianapolis, Ind.

"Interning with Probo Medical has given me valuable experience across multiple areas of the company. I have worked on projects related to sales, marketing, inventory management, and more, all of which have presented me with a fresh perspective in understanding the inner-workings of a business."



Kayla Kottra '18, Wood Dale, Ill.
Economics major
DoubleMap, Indianapolis, Ind.

"Having the opportunity to work at a small company has allowed me to work on a variety of projects and has given me direct access to company executives daily. I have learned what processes do and don't work when running a company, and how to be extremely flexible in order to produce deliverables from open-ended tasks."



Steve Kubiak '17, Orland Park, Ill.
Economics major
Salesforce Marketing Cloud, Indianapolis, Ind.

"Having the opportunity to work at Salesforce for a semester long internship was a tremendous experience. Salesforce is growing year after year and working for a company like that provides a great deal of opportunity. I learned a ton about how Salesforce leverages their partners to help drive business. Salesforce is an awesome company with a great culture having the opportunity to work for them was very rewarding."



Freddy Lavric '17, Wood Dale, Ill.
Economics major
JA Benefits, Bedford, Ind.

"I am extremely grateful for the opportunity to help many clients on their insurance benefits and build relationships with all of my coworkers. To walk through a semester as though I had an actual career will provide me with a great head start. Having knowledge on the insurance industry is an extra benefit I am certainly glad to know. I learned the variety of insurance plans and analyzing specific client needs when it comes to their insurance requirements."



EXPERIENCE

Connor Marshall '18, Plymouth, Minn.

Mathematics major

Salesforce Marketing Cloud, Indianapolis, Ind.

"Experiencing the work culture at Salesforce and working on a variety of projects across many teams made my internship great. I interacted with sales professionals on a daily basis and I worked on research assignments and data analysis to greatly impact my team."



Katie McCauley '17, Dayton, Oh.

Computer Science major

DoubleMap, Indianapolis, Ind.

"I have always been of the belief that students should do an internship before graduating and joining the work force. While working at DoubleMap, I was given more responsibilities and projects than I ever have in all my previous jobs combined. Looking back, when I first accepted my position at DoubleMap I never imagined I would have the opportunity to handle a 800K client, travel across the country, and help the company grow both internally and externally."



Amy Melton '17, San Diego, Cali.

Economics major

Fusion Education Group, Grand Rapids, Mich.

"Interning at Fusion Education Group was truly a life-changing experience. Through the projects I completed and mentorship I received from the executives and my team members, I gained strong research and strategic analysis skills. I was trained in the art of decision making and strengthened my skills in time management, visualization, communication, and organization. The people at Fusion are passionate, hardworking and very inspiring. Working alongside executives not only provided me with mentorship and valuable feedback, but watching their approach, thought-process and project execution added extra value to an already amazing experience. My biggest desire for my internship was to leave knowing I left a meaningful legacy and impact on the company, as a thank you for the invaluable knowledge and skills they have taught me. Knowing the reports, projects and presentations I created not only will be used in the future, but they more importantly added value to Fusion, which leads me to believe I have accomplished my goal."



Peter Nelson '17, Hinsdale, Ill.

Economics major

Salesforce, Indianapolis, Ind.

"My management fellows internship has been my favorite semester at DePauw thus far. I believe a liberal arts degree mixed with real professional experience is very unique and will prepare me to be a leader in my future career."



Jimmy Otteson '17, Indianapolis, Ind.

Economics major

Fusion Education Group, Grand Rapids, Mich.

"Working at a mid-sized, growth company was a tremendous experience for me. Fusion provided the opportunities for me to complete meaningful projects across a multitude of departments. These projects taught me the importance of time-management and delivering on high expectations, which are two attributes I will not forget."



EXPERIENCE

Justin Palmer '18, Kalamazoo, Mich.
Political Science major
Cummins India Limited, Pune, India

"Working for Cummins India Limited has given me the opportunity to immerse myself in the work culture of a Fortune 500 company while simultaneously exploring the vibrant culture India has to offer. This internship experience has taught me to be an adaptable worker and has given me a better understanding of world markets."



Grant Potts '18, Terre Haute, Ind.
Economics and French double major
Eli Lilly, Indianapolis, Ind.

"As a contract management & analytics intern at Eli Lilly and Company, I've been exposed to the complex world of the bio-pharmaceutical and healthcare industries. Working alongside the contract development team, I've helped create contractual agreements with payer entities to ensure patient access to Lilly products. From serving as a project manager for an internal quality process to analyzing the financial and market share impacts of a new business contract, this position has been a dynamic introduction to finance, marketing and corporate strategy."



Peyton Powers '17, Brownsburg, Ind.
Spanish and Anthropology double major
CMG Worldwide, Indianapolis, Ind.

"My experience as a business affairs & marketing intern at CMG Worldwide far exceeded my expectations. My responsibilities ranged from managing clients' social media accounts and negotiating deals with potential licensees to making weekly presentations to company leadership about the effectiveness of our social media engagement tactics. This was definitely the most informative and rewarding internship I've had!"



Maria Rummel '17, Edina, Minn.
English Writing major
Angie's List, Indianapolis, Ind.

"At Angie's List, I had the opportunity to follow my contributions from start to finish and measure their impact. My largest and most successful project started as a simple request for photos. It was rewarding to see work and ideas that were noticeably my own go from a blank word document all the way to the webpage and statistics report."



Caroline Wagner '18, Zionsville, Ind.
Economics major
Football Association, Ireland

"Interning abroad was the best decision I could have made with many thanks to the Football Association of Ireland. I was challenged by being given meaningful work to complete that provided me with skills that will be beneficial in any career. The job was also rewarding with opportunities to attend and work at all of the professional matches and interact with the teams."



Morgan Weller '17, Brownsburg, Ind.
English Writing major
Slalom Consulting, Chicago, Ill.

"Working with Slalom's Creative Development Lab allowed me to understand the importance of creativity in business. I was able to work with nearly every department within Slalom to provide support on presentations, to clean up slide decks, and to provide creative ideas and advice."



EXPERIENCE

Jacob Widner '18, Lake Forest, Ill.
English Writing major
Clara Abbott Foundation, Gurney, Ill.

"Working at a non-profit and being able to serve Abbott employees, retirees and their dependents has been such a rewarding experience. I learned that no material possession or number of zeros at the end of a paycheck can replace the positive feeling one can achieve from serving others."



Lauren Widuch '18, Pasadena, Calif.
Economics major
Futuris Inc, Calif.

"At Futuris, I worked as a programs intern, but also participated in other departments such as engineering, purchasing and materials planning and logistics. This wide breadth of company immersion helped me to understand how Futuris works (on many levels), taught me how to stay organized with a consistently full plate and taught me how to ask for help or clarification on something I did not understand."



Alex Zera '18, Northbrook, Ill.
Economics major
Delta Air Lines, Atlanta, Georgia

"Interning for the corporate sales development team at Delta Air Lines has been a valuable and rewarding experience. It has given me profound insight into the competitive airline industry. Most importantly I learned essential global communication skills that allowed me to be an effective member of my team, which is stationed all over the world."



Students in action during their Internships



Peter Nelson '17 at
Salesforce



Peyton Powers '18 at
CMG Worldwide



Alex Zera '18 at
Delta Airlines



Maria Rummel '17 at
Angie's List



Chelsea Conard '18 at LNE
Group in Berlin, Germany

McDermond Center Speaker Series



Left:
Justin P. Christian '95

*President and CEO
BCforward*

***“Opportunity Does Not Schedule
An Appointment”***

*The Robert C. McDermond
Honorary Lecture*

Right:
David Becker '73
*CEO and chairman
First Internet Bank*
Jason Becker '04
*CEO
Rics Software*

***“Working as Family on Un-Family
Businesses”***



Left:
Dennis Kelley '72

*President and CEO
Pacific World Trade, Inc.*

***“The DePauw International
Study Experience: How It
Led to a Life Long Career”***

McDermond Center Speaker Series



Left:
Peter Ruppert '86

*Founder and CEO
Fusion Education Group*

***Following My Passion:
Starting and Growing an
Education Company***

Right:
Kevin Flynn

*President
Caldwell VanRiper*

The Death of Advertising



Left:
Gerry Dick

*Creator and host at
Inside Indiana Business*

***Will Discuss the Need to be an
Entrepreneur...Whether You Like
it or Not. And Why Indiana is
Becoming a Hot Spot for
DePauw Grads***



Industry Insight Series



Consulting Panel:

Michael Hughes; West Monroe Partners
Cory Johnson '04; JA Benefits, LLC
Ryan Nesbitt '06; Liberty Advisor Group
Moderator: Natu McCarthy '18
(Pictured on the left)



Finance Panel:

Xavier Pokorzynski '00; Microsoft
Tara Cuprisin '01; BMO Sponsor Finance
Andrew Thayer '02; Salesfoce
Moderator: Chris Dickow '17
(Pictured on the right)



Marketing Panels:

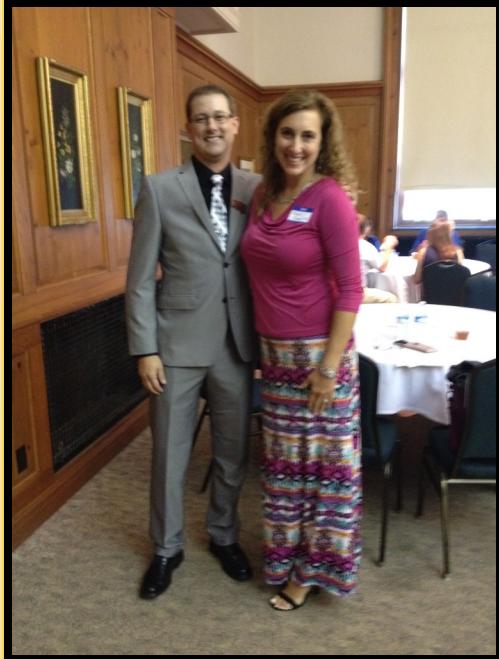
Anne Field '03; The Kraft Heinz Company
Beau Davis '03; Verve Mobile
Maggie Campbell '15; Element Three
Lizzy Potter '10; Starcom MediaVest Group
R.J. Talyor '02; Quantifi
Moderator: Amy Melton '17 (Pictured above and right)



Investment Banking Panel:

Kendra Boyle '14; Key-Banc Capital Markets
Benjamin Farris '01; Lincoln International
Thomas Kominsky '03; Student Transportation Inc.
Maggie Musgrave '11; LDI, Ltd.
Moderator: George Quall '17
(Pictured to the Left)

Welcoming Class of 2020



Phyllis Ferrell '94, Vice President and Global Alzheimer's Disease Platform Team Leader, Eli Lilly and Company, giving the welcome address to students and families of the Management Fellows Class of 2020 at our Opening Day reception.

Management Fellows Ambassadors

We are excited to announce our 2016-2017 Management Fellows Ambassadors.

Ford Atkinson '20, Evan Grathwohl '20, Sydney Wysong '20, Kevin Atkinson '20, Jonah Stevens '20, Ryan Dickison '20, Donny Bleifuss '19, Abishek Sambatur '19, Benton Turner '19, Ryan Horak '19, Chris Kelly '19, Drew Lumsden '19, Rachele Miller '19, Thomas Cushing '19, Brooke

Bandy '19, Eric Petersen '18, Dean Meucci '18, Grant Potts '18, George Quall '17, Morgan Weller '17, and Vanessa Freiji '17.

