

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

# *The* **Management Fellows Program**



**March 2008**



## **FROM THE DIRECTOR**

**Michele Villinski, Ph.D.**

Many exciting events took place last fall that prepared students for their future careers. Our off-campus events included visiting New York City and touring Crown Equipment Corporation. In addition, we also concluded the first-year colloquium, the sophomore workshops, and our annual No Harm in Charm Winter Term session. We hope you take a few minutes and look through our latest e-newsletter to discover how the Management Fellows Program provides industry exposure and networking opportunities for our students.

## **RECENT INTERVIEWS:**

*The following companies interviewed Management Fellow sophomores during the month of February for their semester-long internships:*

- Goldman Sachs *Chicago, IL*
- Independent Purchasing Cooperative (IPC) *Miami, FL*
- Brunswick Group LLC *New York, NY*
- Developing World Markets *Darien, CT*
- Cummins India *Pune, India*

**For more information about The Management Fellows Program, call us at (765) 658-4024 or e-mail us at:**

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## **NEW YORK FIELD TRIP**



On Sunday, Oct. 14, 2007, twenty-six Management Fellow students traveled to New York during fall break. Visiting with alumni from companies including Goldman, Sachs & Co., Warner Music, Citigroup, *The Wall Street Journal*, and Elie Tahari allowed the students to learn about a variety of industries. Foster Tidwell '11 describes these company visits as "unique vantage points into the exhilarating, often-frenetic pace of the Big Apple, from the packed corridors of the Goldman Sachs trading floor to the humming printing presses of Dow Jones Headquarters." By visiting these firms, students investigated multiple careers and gained an understanding of how to prepare themselves for these professions.

Specifically, Grant Schmidt '11 was most interested in visiting *The Wall Street Journal* due to his concentration in Journalism and Communications. He says the trip was helpful because "it showed how Management Fellows is not just for the typical econ student." Conversely, Doug Kinney '11 was drawn to the world of finance and particularly Goldman Sachs. One of his favorite experiences was meeting a lawyer at Goldman who was also earning his MBA. The contacts that the students established in New York will be valuable when they begin to search for internships and opportunities after graduation.

Continued on next page →

## **MANAGEMENT FELLOWS PROGRAM**

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## NEW YORK TRIP



In addition to these company visits, the students networked with alumni at a reception held at Stone Creek Bar & Lounge. Chelsey Jonason '11 noted that the program has strong alumni support, which helps get your foot in the door. With this network, she says "your DePauw education will make you more successful once you are in the door than many of the Harvard and Yale grads." Through alumni connections and internship hosts, the Management Fellows Program has a wealth of business contacts. The continued success of our students interning at these companies has created a strong network with some of the world's top firms.

In between the company visits and networking reception, the students also enjoyed several city attractions such as the off-Broadway production, Altar Boyz, and a lower Manhattan walking tour. Chelsey remarks that one of the trip's advantages was getting to know the other Management Fellows. She says the trip "motivated me to stick with the program and connected me with other students who have some of the same goals." The relationships developed within the program are just as important since Management Fellows often use these connections after graduation. Between experiencing a variety of industries, networking with alumni, and enjoying the sights of the city, the New York trip was another success this year.

## SOPHOMORE WORKSHOPS

In preparation for their semester-long internship, sophomores completed several workshops last semester including sessions on resumes, cover letters and interviews. In one session, the students were asked to contact alumni in their fields of interest for informational interviews and then present their findings during the workshop. These and other activities motivated the students to begin researching and networking.

Sophomore Brendan Belz remarks that "through the workshops, I have seen great improvements in my resume and ability to write cover letters. I believe that without the sophomore workshops many of us would be unprepared for the interview process." Similarly, Caroline Baker, another sophomore, says the workshops "helped me consider what internship I wanted and prepared me so when we submitted cover letters and resumes for our internship, I already had them completed." Resumes and cover letters are the initial steps in the interview process and are important in acquiring an interview. The success of this year's workshop series is apparent, and the sophomores look forward to their approaching internships.

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## CROWN FIELD TRIP



Twelve Management Fellows toured Crown Equipment Corporation on Nov. 29, 2007 to learn more about the manufacturing and distribution industry. Crown Equipment designs and produces material handling equipment such as electric forklifts, forklift trucks, and pallet trucks. The students toured the facility where they viewed the production line, repair service, and training department. In addition, they also met with senior plant executives, such as Thom Morris '84, who gave insight into their industry.

Freshmen Michelle Wang was most fascinated by the production line and said, "Through this visit I received first hand information about how different parts of complex equipment were produced as well as the different responsibilities of various departments."

She explains that production companies are quite different from service providing companies because "production oriented firms are made up of two groups of people: technical workers and management workers. Seeing how these two groups of people cooperate gives me valuable insight into this kind of firm as a whole."

The experience provided by these and other field trips gives students a greater understanding of different industries and the processes management executes to create a successful business.



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

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## NO HARM IN CHARM

*In Networking and Interviewing, Meggie Huels Dials '03 teaches students how to interact with employers.*



This past Winter Term, the No Harm in Charm Workshop introduced students to a variety of business etiquette topics such as networking, cell phone and e-mail etiquette, ballroom dancing, and table manners. Freshman Shelby Evans found the “Dress for Success” workshop to be especially applicable to her future internships. She says “finding a happy medium between very traditional and trendy is a difficult task, but the presenter recommended sticking with the basics for the general outfit and adding one colorful or fashionable piece of clothing.”

Shelby also enjoyed the table manners etiquette session taught by Julie Snider, Catering Manager for DePauw’s Dining Services. Shelby offers readers “advice most people do not know. When eating a roll, you should first place the butter onto your plate instead of directly buttering your roll. Tear off just bite-sized pieces of the roll and butter them individually as you eat each one. Knowing these simple tricks can really impress potential employers!”

From the foxtrot to bread-buttering 101, the annual No Harm in Charm Workshop provided students with practical business etiquette experience . The entire day was a huge success, and students look forward to applying these skills in their semester-long internship and career.



*Alumnus Jamie Young '01 teaches freshmen students the art of the foxtrot and swing dancing.*



*In How to Work a Room, Greencastle Mayor Sue Murray uses her professional and political experience to show students how to speak to an audience.*

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*Ben Gardner '11, La'Briya Anderson '11, Alison Andrews '08, Todd Kuper '10, and Caroline Baker '10 smile after winning the Management Fellow Family Challenge.*

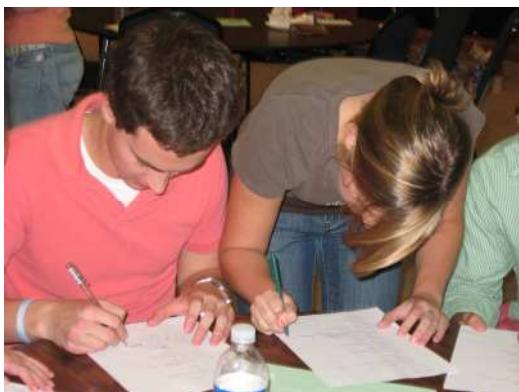
## FIRST-YEAR COLLOQUIUM



The First-Year Colloquium this past fall introduced incoming students to the Management Fellows Program and began preparing them for their semester-long internship. Through reading assignments, presentations, and class discussions, the students learned about networking, resumes, and web design. Freshman Jordan Stefanov says that the colloquium helped him realize the importance of the Management Fellows honors program. By seeing the success of other students, the first-year colloquium demonstrated the variety of internships and future careers that are available.



Specifically, Jordan says that “the program also helped me understand how important internships are and how to start the search for one.” By motivating students to begin thinking about their semester-long internship, the first-year colloquium compelled first-years to begin career exploration. After hearing company presentations completed by other students, Jordan remarks that “the colloquium did spark interest in a particular career - one related to finance.” In Jordan’s coursework and internship research, he now can focus on one industry. Overall, this colloquium gave students tangible advice they can use to prepare for life during and after DePauw.



*Management Fellow students work on a get-to-know-you activity.*



*Ben Stilwill '11 and Pete Terlep '11 enjoy pizza during the first-year colloquium.*

### MANAGEMENT FELLOWS PROGRAM

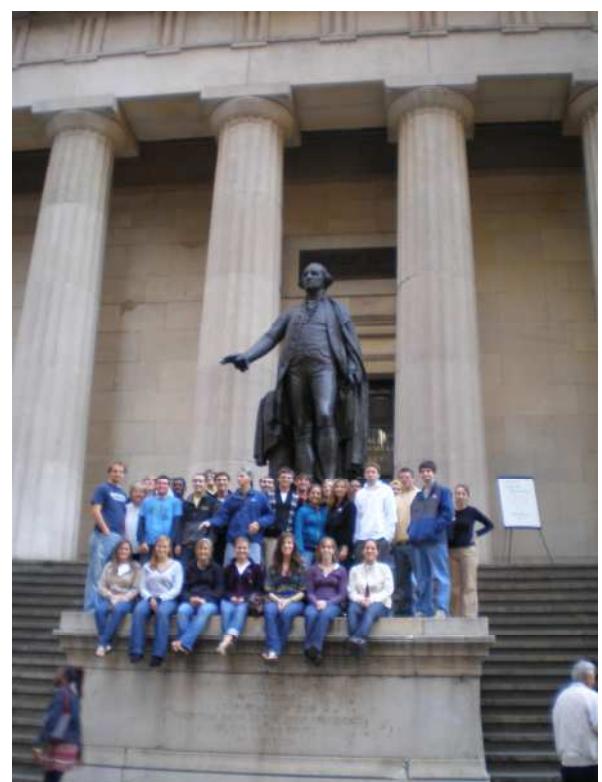
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## **ADDITIONAL NEW YORK PICTURES**

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*Sandy Smith with the Charging Bull.*



*Management Fellows at the Washington Monument near Wall Street.*



*James Holmes '07 from Key Banc Capital Markets speaks with other alumni during the reception at Stone Creek Bar & Lounge.*

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*Kristine Lewry '09, Chip Davis '11, Colette Novak '11, and Bethany Harrod '11 discuss Kristine's internship with KPMG, LLP.*



*John Scott '11, Foster Tidwell '11, and Pete Terlep '11 stop for a pretzel before speaking with Aaron Lucchetti '96 at The Wall Street Journal.*



*Program Director Michele Villinski smiles with Sandy Smith (left) and Erin McConnell (right).*

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*A group of Management Fellows waiting for Altar Boyz to begin. Altar Boyz is an Off-Broadway musical comedy about a boy band.*



*Sheah Hilton '11 receiving career advice from Analisa Barrett '99, the Vice President of Planning and Analysis at Teach For America.*



*Shelby Evans '11 (center-right) speaks to alumni about their careers in New York City.*

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*Management Fellows before heading out to visit companies.*



*Greg Giometti '10 speaks with Matt Bereman '05 of Citigroup about his career in investment banking.*

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