



Business Career Night

September 29, 2004

Thank you to all those in attendance at the record-setting Accounting and Business Career Night sponsored by Beta Alpha Psi and the Business Career Center. We welcomed a record 15 companies and a record 45 company representatives to Loyola University Chicago. In addition, this event welcomed a record 212 SBA/GSB students and alumni seeking internships and professional employment.

A special thank you to: our guest speakers Tassos Malliaris, Interim Dean SBA and Merrilyn Kosier (MBA Alumnus and Executive V.P. of Ariel Capital Management); Brian Stanko, Larry Metzger; and Susan Ries' Dean's Advisory Council volunteers who managed the student/alumni registration table.

Thank you to the Employers in Attendance!



*Interim Dean Tassos Malliaris,
Christine Corral, guest speaker
Merrilyn Kosier and
Patrick Ryan.*

American Express Tax & Business Services
Cintas Corporation
CompPsych Corporation
CVS/pharmacy
Ernst & Young, LLP
Fifth Third Bank
Grant Thornton, LLP
Hostway Corporation
Illinois CPA Society
LaSalle Bank
Michael Page International
Intel International Group, LTD
Robert Half International
Siemens
Smart and Associates, LLP



*GSB students/alumni Giuseppe
Pinna, John Wong and Anselmo
Chung talking with Edward Miller
from Siemens.*

Fall 2004 OCR and Events Update

On-Campus Recruiting (OCR) activities take place throughout the school year and include corporate presentations and interviews. During this time, organizations representing a diverse range of internship and full-time employment opportunities schedule visits to Loyola. Organizations usually hold a corporate presentation prior to their on-campus interviews. During these presentations, company representatives provide an overview of the company, specific information about positions they are interviewing for and answer candidate questions. To learn more about upcoming OCR and Presentation dates, please visit www.sba.luc.edu/career/.

On-Campus Interviews:

Raytheon – HR Leadership Development Program
American Express Tax & Business Services – Audit Professional
Grant Thornton – Assurance Associate & Tax Associate
Ernst & Young – Staff Accountant Internship
Heitman – Portfolio Accountant
GAF Materials Corporation – HR Development Program
LaSalle Bank – HR Internship
Frank L. Sasseti – Staff Accountant
W.W. Grainger – Winter Accounting Internship Program
Baxter Healthcare – Global Financial Development Program
Baxter Healthcare – Global Financial Development Program

Corporate Presentations:

Raytheon
Grant Thornton
John R. Waters
CPRi
W.W. Grainger
Baxter Healthcare



GSB Internship Spotlight on Taher Adenwala

Taher Adenwala is pursuing his MBA at Loyola with a concentration in Finance. Taher interned this past summer (and is still interning) with Zurich North America Financial Services. He can be contacted at tadenwa@luc.edu with further questions.

1. What were the key steps in obtaining an internship with Zurich Financial?

I feel my networking and follow-up skills developed through the Business Career Center have been especially valuable in obtaining my internship at Zurich North America. It also allowed me to establish an excellent rapport with my managers. Another way I gained confidence in networking was by interviewing with different companies whenever I got the chance. Through this process, I gained knowledge about various internship opportunities that were available. After meeting with a company and finding out more about their positions, I found myself willing to consider working for a company I had not previously taken into account.

2. What was appealing to you about interning at Zurich Financial?

Zurich is all about the people. They are helpful and what I really appreciate is their attitude towards work. They are positive, thriving for excellence and, most of all, they are never satisfied. They want Zurich American Insurance to be the number one general insurance company in the United States. Also, I found my placement very interesting as it allowed me to provide input on important projects as well as attend an array of meetings. It taught me how to work with many different groups of people within many different settings. This placement made me look more seriously at pursuing a career in insurance business. It changed my view of my own career goals in a positive manner. It was truly an invaluable experience. It provided me with great insight into the challenges and rewards of employment with Zurich.

3. Please describe three main responsibilities you had while interning at Zurich Financial?

My main duties at Zurich included database programming in visual basic, managing the database, and testing the new versions of the database and answering user questions. I was responsible for writing codes in SQL and developing forms, reports and queries in Access. I also developed various financial reports in Excel. On the basis of various metrics I had to develop formulas to calculate variances from the goals. I also had to present and defend my analyses and recommendations, during both internal discussions and meetings, which taught me to think rigorously and creatively. I also learned about computer applications, professional oral and writing skills, analyzing data as well as developing a feel for all the programs. The time limitation on each assignment taught me to plan well, work systematically, and keep my reports up-to-date.

4. What has been the most positive experience you have gained from your internship?

Our extensive use of computers for analyses and preparation of presentations and reports has made me familiar with spreadsheets, word processing and presentation packages. Also, broad exposure to application packages like visual basic and SQL has helped to sharpen my programming skills. It has helped me develop as a team player and has given me confidence in successfully completing tasks.

5. How have you utilized the Business Career Center during your time at Loyola?

I would like to thank the Business Career Center at Loyola University Chicago, who helped me to start right from scratch. They helped me prepare my resume and develop strategies for approaching employers. Also, they offered me valuable information on the importance of following up with recruiters and networking and refining my job search. I also participated in various events organized by the Business Career Center and was able to access available internship positions that were related to my career goals.

6. Do you have any words of advice for students beginning to embark on an internship search?

I highly recommend internships to all students serious about their careers—there is no better way to see the connection between academics and a potential career. I also believe that you get as much out of an internship as you put into it. If you are motivated to work hard and learn as much as possible, your managers will take notice and will usually go out of their way to help you achieve your goals.

Be positive and aggressive in your job search. You have to be patient and look for the right opportunities. Also, always be in touch with the Business Career Center. They have a lot of information about companies and their job listings. It is up to the student how well he/she can utilize that information and convert that opportunity into success!



SBA Internship Spotlight on Natalie Djurovski

Natalie Djurovski is pursuing her BBA at Loyola with a double major in Marketing and International Business. Natalie interned this past summer with DiamlerChrysler – Chrysler Financial. She can be contacted at ndjurov@luc.edu with further questions.

1. What was your internship title and what company and department did you work in?

This past summer I was a marketing intern in the Marketing department at DiamlerChrysler Services North America LLC, Great Lakes Business Center, in Auburn Hills, Michigan.

2. Discuss some of your main responsibilities in your work as an intern.

As an intern, I gathered and analyzed daily acquisitions and applications reports for all automobile contracts. Another responsibility of mine was to gather these reports and then administer them to the appropriate managers. I was also in charge of collecting information for employee incentive programs and implementing the employee rewards. Additionally, I organized the marketing inventory into categories, which allowed for expedience and convenience when they were distributed to clients.

3. What did you enjoy most about your internship?

I really enjoyed my colleagues as well as the work environment at DiamlerChrysler. Everyone was so helpful and patient with me trying to give me as much information as they could. By the time my summer was over, I really did feel as though I was part of the team. The environment I worked in was very team oriented and geared towards participative management. Employee's opinions were frequently asked for and appreciated when given. The director was an exceptional leader that I strive to become someday.

4. What do you least enjoy about your internship?

My only objection to the internship was that on some occasions I did not have enough work to do. The lack of job responsibilities made me feel useless. It did not happen consistently but I can remember some times where I didn't know what to do with myself. Unfortunately, I realized that it is a part of everyday life. Some days are filled with things to do and other days are not.

5. How has your business major benefited you as an intern?

Being a business major did help me at my internship because I was able to apply everything I learned in the classroom to real life situations. However, college as a whole does not really teach you how to behave in the business world. I think college prepares you with the necessary tools in order to make educated and rational decisions in the real world. But, ultimately, the experience is something you have to go out and get yourself. There is no amount of educational background that can prepare you enough for those experiences.

6. Discuss your experience with balancing your studies along with your internship (if applicable)?

The internship was over the summer and I was not taking any classes. Therefore, I did not have to balance my studies and work at the same time. However, for the amount of time I put into working this summer, it would have been extremely difficult to balance my work schedule with my studies.

7. Why did you choose Loyola's SBA?

I chose Loyola's School of Business Administration because I thought it was the optimal fit for my lifestyle. It offers so many opportunities to go in any direction I want to. I tend to be somewhat of an indecisive person who frequently changes her mind, but once I have committed to something I am very persistent to accomplishing it. I think that Loyola has a great program that offers exceptional professions to educate students like myself.

8. How have the resources in the Business Career Center helped you?

The Business Career Center helped me reconstruct my resume and got it to appear professional and really point out my best achievements. The Business Career Center offers great job fairs and almost every internship I have done was acquired through their fairs. They also offer workshops that area very informative and helpful to students who don't really have an idea as to how to go about getting a job or internship.



GSB Alumni Spotlight on Alex Harvey

Alex Harvey, MBA 1993

Director of Procurement and Process Quality
Scotsman Ice Systems

Purchasing, warranty, logistics and process quality are all in a day's work for MBA alumnus, Alex Harvey, Director of Procurement and Process Quality at Scotsman Ice Systems. Alex works to improve the quality of everything from lean office processes to manufacturing processes, spending over 80% of his time on process improvement. Most recently, Alex is leading an entire redesign and roll out of a new product line of ice machines that will be introduced in 2007.

This new product launch taps into every area of the company (market research, what the customers want; engineering, general concept design and review; costing out, from manufacturing to phasing in and out of new/old products; projections on company finances, profitability of organization and more), says Harvey. Alex is orchestrating this entire process making sure these entities come together and the product launch is successful in 2007. Earning an MBA has enabled Alex to understand his internal and external customers and their needs.

Alex shared, "I considered pursuing an MBA because I had worked as a Mechanical Engineer and felt that I was making good engineering decisions but not necessarily good business decisions. I thought an MBA would compliment my engineering background and would allow me to go beyond engineering to learn to be a better manager. I now consider myself a 'business guy' with an engineering background. At Scotsman, Marketing, Finance, Accounting, Human Resources and Engineering – each of these areas is a customer of mine."

When asked about advice for current graduate students who may be conducting an internship/job search and networking, Alex first reinforced the importance of an internship by stating, "Internships allow you to see what you study in practice." Although Alex did not take advantage of an internship, he recalled a course in Union Management Relationships while working at a company with a unionized labor force that was about to undergo contract negotiations. The timing of the contract negotiations with his course reinforced his understanding of the negotiation process, what needed to take place and why as well as enabled him to bring real, professional experience into the classroom dialogue.

Alex shared additional advice for conducting a full-time job search and the importance of networking. He stated, "It's all about networking and making contacts. It is important to target companies that you want to work for – which is best through an internship. Start with a company you care about. Do whatever you can to network into that organization. Chances are, someone you know works there. While it can be difficult to cold call someone and introduce yourself, you need to teach yourself this skill through trial and error. People need to know who you are and what you do (or want to do) in 10-15 seconds."

When networking and prospecting for employment, it is important to know and understand the following about yourself to make a successful introduction:

1. Know where you want to work (the specific company/ies; the type of company/ies)
2. Know what you want to do (a specific job title or industry)
3. Go after it! (distribute resumes and business cards; use your rolodex and blackberry to make contacts)

If you are interested in contacting Alex with questions about his experiences, he may be reached at: a.harvey@comcast.net.

SBA Alumni Spotlight on Claudia Cinabro

BBA, Public Accounting 1994

Metra (Northeast Illinois Railroad Corporation)

Auditor II, Internal Audit Department

Metra is a quasi –governmental agency that provides commuter railroad service to six regional counties in Illinois. Metra employs approximately 2,800 employees. Most of these employees are union employees who work providing operational services including: engineers, conductors, ticket agents, customer service, and maintenance. There are approximately 300 management employees in various departments such as Procurement, Material Management, Labor Relations, Grant Development, Law, Internal Audit, Engineering, Planning and Analysis, Marketing, and Contract Management.

Claudia began her career with Metra as an Auditor I after completing her bachelor’s degree. Within two years, Claudia was promoted to the position of Auditor II, her current position, in which she has served for five years.

As a member of Metra’s Internal Audit department, some of Claudia’s responsibilities include performing financial, operational, and compliance audits as well as the planning and execution of these audits. She conducts audits of agreements Metra has with other railroads, construction contractors, vendors, and consultants. In addition, she audits Metra’s internal functions such as purchasing, contract administration, materials management, accounting, and ticket services.

A typical day for Claudia consists of reviewing contracts and agreements, performing audit procedures, writing audit reports and memoranda to internal departments or external constituents. On average, Claudia manages five to six audits at a time, all in varying stages of completion. It takes time for an audit to officially get underway as Claudia needs to request documentation from various departments in order to enable her to conduct an audit. The initial stage of an audit involves developing an audit program, with an objective, scope, procedures, and writing recommendations for any findings at the conclusion of the audit. The scope of the audit, which is the most time consuming, entails a review of billings, payments, creating schedules, reviewing ledgers, reports and financial statements.

Claudia feels her degree from Loyola has provided her with a strong accounting and audit background. She stated, “It has given me a solid understanding of the financial statements to help me recreate financial statements and determine proper accounting treatments for items like depreciation, contingent liabilities, preparing work papers and audit schedules with tick marks and footings.”

When asked to share advice with current students about internship and job searches, Claudia suggested the following, “Pick an industry you find interesting and motivating because you will spend eight or more hours a day performing your job. Think about your career in terms of an investment, you have to keep reevaluating it.”

If you are interested in contacting Claudia with questions about her experiences, she may be reached at: cflores1217@hotmail.com.



Faculty Spotlight on Dr. Mine Cinar
Dr. Mine Cinar, M.A., Ph.D.
Professor and Area Coordinator of Economics

How long have you been at Loyola University Chicago?

I've been here since 1983, it's been 21 years.

What was your reason for coming to this university?

I fell in love with Loyola. At first I thought it was the small classes because I had taught very large classes at Texas A&M, Oklahoma State, and Wisconsin. Yet, that's not the true reason. It is the faculty, as well as the Jesuit mentality. I sort of felt that I had come home.

What are your experiences in the field of Economics?

My training is in Econometrics, which is statistics and economics. I worked in that field for a few years and then fell into economic development growth in international business. Today my research is geared towards gender international business and country risk analysis.

What advice would you give to students in the economics department who are looking for jobs?

I travel a lot across the world; I do not see myself as Chicago-centric. The world is changing and our MBA's, until the last two or three years, used to compete with other MBA's in the U.S. Today they are competing with MBA's across the world. My advice to my economic students is to learn as many languages as they can, because their European counterpart is coming in with six languages. Students must also get involved with a study abroad program, an internship, or even a job experience abroad because in the next ten years the landscape will change completely.

What skills are necessary for students and alumni to acquire?

Two important skills for students and alumni to acquire are the ability to speak multiple languages, as well as good communication skills to step out of one's ego and think about the other side. It takes time to develop these skills, yet they are very important.

What professional organizations should students look into?

My advice to students and alumni is to get involved with as many professional organizations as they can. For undergraduate students, I suggest they join three Loyola organizations: one professional, one social, and one international. For graduate students, I suggest they join a professional organization within their own field, and then join the local chapter. Joining a professional organization is a great networking opportunity, as well as a good source of information on a specific field.

What are the hiring trends among economics students in the industry?

What I've seen, and I don't know if it is a correct observation, but the traditional jobs are dying. The jobs that are opening up today are very untraditional. These are jobs that we had not thought of in the service industry. An example would be charities hiring MBA's. These were not the jobs we were looking at ten years ago. Another good example is Google. The most recent Google auction was based on solid game theory rules.

If you are interested in contacting Dr. Cinar with questions, she may be reached at: mcinar@luc.edu.

Working a Room, and Other Networking Misconceptions

Misconceptions about networking, but it's much simpler than you might think.

*A timid young woman named Jane
Found parties a terrible strain;
With movements uncertain
She'd hide in a curtain
And make sounds like a rabbit in pain.*

If this limerick strikes us as painfully funny, it's because there's a little bit of Jane in many of us. A lot of people avoid networking because they think of it as distasteful, difficult, or even a little sleazy. These objections may seem fair enough, but they're based on four misconceptions about networking.

1. "I'm too busy to network."

Many people don't like to admit that they're good at networking, because they're afraid that other people might think of them as slackers who spend their time chatting or plotting career moves instead of working. Networking is not a substitute for hard work, but it does make your hard work more visible and thus garners wider recognition for the work you do. If the idea of laboring in obscurity at the same job for years and years appeals to you, you can stop reading now. But if you want your efforts to be acknowledged and rewarded in proportion to their merit, you need to ensure that others notice your performance and spread the good word.

As for the time-management aspect of this complaint, bear in mind that networking is also an invaluable time-saver. For example, if you're new at your job and are losing sleep over your first presentation to top executives, stop agonizing and start collecting pointers and constructive feedback from your network. If you're swamped with more work than one person can handle because of the company's hiring freeze, you can tap your network to find a capable intern to help—or help you make a case for a serious raise.

2. "I'm too shy to network."

You don't need to be all smiles and clever anecdotes to make a positive impression. On the contrary, some of the most effective networkers are those who listen thoughtfully and take genuine interest in others. This is a talent that shy people tend to cultivate better than gregarious types, who may have to rein in their instinct to pour on the charm and dominate conversations. So if you can get over that initial fear, shyness can actually be an advantage when it comes to networking.

3. "I hate crowds."

You don't need to work a room to be good at networking. Just get to know one person on his or her own merits, and try to find subjects that seem to bring out the best in that person. Seeing people light up is its own reward, but it also makes for a memorable interaction and might leave you with some valuable career and life lessons. If crowds make you downright claustrophobic, don't overlook the multitude of online networking opportunities through professional forums or mail groups. But given that communication research shows that face-to-face interaction still cements a relationship like nothing else, you will eventually need to conquer any deep fears you may have that are not really about crowds per se, but actually about interpersonal social contact with others.

4. "I don't like being so fake."

If the term networking brings to mind forced laughter at the annual company picnic or secret alliances worthy of a reality TV show, think again. That isn't networking; that's phoniness, and it's no way to build a career or go through life, for that matter. (Sooner or later, that act is bound to wear thin for you and everyone around you.) Networking requires honesty, openness, and vulnerability. After all, you need to be willing to discuss your deepest hopes and interests, and you have to be open to input from others who may be able to help you reach your dreams. If you don't tell people what you really want, how can you possibly expect them to help you?

Source: www.wetfeet.com

*****Many thanks to our Loyola students, alumni and members of Young Professionals of Chicago for their participation in the 2nd Annual Speed Networking held on October 20th.**

Annual Employment Reports 2003-04 Business Career Center

Thank you to the undergraduate and graduate business students who graduated in 2003-04 for taking the time to complete the Business Career Center's employment survey. The data collected is required as part of the on-going evaluation by the Association to Advance Collegiate Schools of Business and many other ranking agencies.

The following is a mini profile of the **undergraduate** employment report for the class of 2003-04. This data is based on a 35% response rate.

Salary Information

<i>Comprehensive Totals</i>		
Average Salary	Salary Range	Total Reporting
\$37,903	\$27K-\$53K	36

<i>Average Salary by Academic Program</i>			
<i>*indicates only one response and does not necessarily reflect true average</i>			
Major/Academic Program – BBA	Average Salary	Salary Range	Total Reporting
Accounting	\$42,837	\$30-\$50K	8
Economics	\$37,600	\$35-\$40K	5
Finance	\$41,330	\$30-\$53K	10
Human Resources	*\$37,000	\$37,000	1
Information Systems	\$40,667	\$36K-\$48K	3
International Business	*\$27,000	\$27,000	1
Marketing	\$29,500	\$25K-\$35K	5
Operations Management	\$29,000	\$26K-\$30K	3

The following is a mini profile of the **graduate** employment report for the class of 2003-04. This data is based on a 45% response rate.

Salary Information:

<i>Comprehensive Totals</i>		
Average Salary	Salary Range	Total Reporting
\$57,710	\$25K-\$115K	75

<i>Average Salary by Academic Program</i>			
<i>*indicates only one response and does not necessarily reflect true average</i>			
Academic Program	Average Salary	Salary Range	Total Reporting
MBA	\$57,892	\$25-\$115K	50
MSA	\$48,000	\$43-\$51K	3
MSHR	\$52,431	\$27-\$110K	13
MSOD	\$81,500	\$70-\$105K	4
MSIMC	\$43,500	\$42-\$45K	2
MSISM	\$65,000	\$60-\$70K	3
MBA	\$57,892	\$25-\$115K	50

If you would like to view the complete employment reports, please visit our website at: www.sba.luc.edu/career

UPCOMING EVENTS

•Wednesday, December 1, 2004

Salary Negotiations Workshop

4:30pm-5:30pm

25 East Pearson, Suite 1400, 14th Floor

***R.S.V.P. recommended.*

Baxter Corporate Presentation

6:00pm-7:30pm

25 East Pearson, Rubloff Auditorium, 1st Floor

***R.S.V.P. required!*

Grainger On-Campus Recruitment

***By invitation only.*

•Monday, December 6, 2004

Baxter On-Campus Recruitment

***By invitation only.*

•Tuesday, December 7, 2004

International Job Search Strategies

4:00pm-5:00pm

25 East Pearson, Suite 1400, 14th Floor

***R.S.V.P. recommended.*

•Wednesday, December 8, 2004

Networking Workshop

4:30pm-5:00pm

25 East Pearson, Suite 1400, 14th Floor

***R.S.V.P. recommended.*

CAREER LINK

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Business Career Center –

Hours of Operation

Hours: Monday – Thursday 9:00 a.m. – 6:00 p.m.

Friday 9:00 a.m. – 5:00 p.m.

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