

The Exponent

JUNE, 1983

An Official Publication of the University of Chicago Women's Business Group

SAVE THIS DATE!!

Thursday, July 28, 1983

5:30 - 7:30 p.m.

YOU ASKED FOR IT - YOU GOT IT!

A number of members have asked for a purely social meeting similar to the one held last December --- a chance to just get together and get to know each other, talk about business issues, corporate politics, or whatever.

Thanks to the work of the program committee, such an event has been arranged --- at the Metropolitan Club in the Sears Tower on Thursday, July 28. More details to follow in the next issue of the newsletter. For the time being, be sure to save this date on your busy calendar! And, if you are an advance planner and want to help out our cash flow, send in your reservation now on the form on the last page of this newsletter.

Laurel Kennedy, our esteemed newsletter editor this year to date, has resigned her position on the UCWBG Board and her position at Mark Controls, to take control of her own destiny. She'll be concentrating her full energy (which is substantial!) towards giving her own firm a fighting chance. The new firm, incorporated as The Kennedy Organization, or TKO, provides a broad range of marketing services, primarily in the industrial area. The new phone is 461-9888. Laurel, we wish you the best as you (technically) knock out your success!

KNOCK

'EM DEAD

--- TKO!!

PRESIDENT'S PLATFORM

by

G. Chris Keeley

"Where you are tomorrow may well depend on who you meet tonight"...Sarah Weddington, Assistant to President Carter, addressing a meeting of the Washington Women's Network.

Surveying our program evaluation forms from recent events, its a consensus that a critical reason why individuals have joined the UCWBG is to get to know other women in business with whom they may have future business and social contact. Yet a number of group members have indicated that there doesn't seem to be enough time at the events to do this effectively. Therefore, the program committee has set up a totally social evening for July 28. I strongly urge you to attend, and I'll tell you why.

We've all heard the term "networking". Although this concept was derived from the highly successful "old boy's network", the term "networking" has become associated almost exclusively with the "women's
continued...



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Agnes Roach
Nancy Lacey

Submit ideas/articles to:
Communications Committee
University of Chicago
Womens Business Group
P. O. Box 87588
Chicago, IL 60680

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movement". This is very unfortunate, because many professional women feel that being connected with the "movement" is the kiss of death in business. While they are willing to support women's groups in concept and perhaps with dollars, they don't actively participate. It's the old double standard operating again, that is, it's great to be part of the old boys network, but it's disastrous to be part of women's networking.

There is a big difference in the two activities. For women, the objective is stated; for men, it's understated. The old boys network is essentially an informal activity, done on a one-to-one basis rather than in large groups. But for women to have this type of informal network, they have to find other persons with similar business and social interests, with whom they can form closer contacts. Statistically speaking (as is appropriate for a UC-MBA!), it is often much easier to find men who fit into this category just because of the sheer number of them in most of our workplaces in com-

parison with the number of women. But we need women contacts as well, to add balance to our business and personal lives, and to relate to those certain things that concern us differently than men. The UCWBG is a great place to find those important female contacts.

The stated objectives of the UCWBG are:

1. To promote the interests of University of Chicago business women.
2. To provide a resource for continuing education and career development.
3. To promote the formation of business and social contacts.

The first two objectives can be met through the activities developed by the Board and the various committees, with contribution and participation of the general membership. For the third objective, the group can provide the forum, but for the contacts to form, you individually must make that happen.

You've paid your dues. Presumably you support the objectives of the group. So make it your objective to be there

on July 28 and get to know some people worth knowing, from many perspectives. And, in true UC tradition, make yourself some specific quantitative objectives, such as:

1. Hand out your business cards to 100 successful women.
2. Receive business cards from 100 successful women.
3. Make appointments for lunch with 2 of these women the week following the meeting.
4. Acquire an overview of the multiple business interests of 2 corporations you knew little about before coming to the meeting.
5. Acquire an overview of 3 professional positions you knew little about before the meeting.
6. Enjoy 120+ minutes of meeting and talking with other people.

These sample objectives may seem like a lot to accomplish in just one evening, but remember --- you can do it, you're a University of Chicago MBA!

STRESS

IN WOMEN

Thursday, June 23
Midland Hotel - Wright Room

Gilbert Heftner, MD
Executive Stress Clinic
Northwestern Memorial Hospital

Sponsored by

Northwestern University
Womens Professional Association

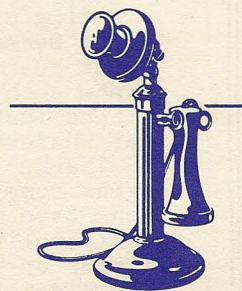
Cocktails 5:30; Dinner 6:15

RSVP by June 20 to:
Sherry Nichin
1044 W. Diversey
Chicago, IL 60614
269-2932 (W); 477-9704(H)

cost: \$25

UCWBG members invited

INVEST IN A CALL



HOUSE FOR RENT

2800 N, 1200 W; 2 bedrooms; study; modern bathroom and kitchen; sunporch; 2 car garage; washer and dryer; hardwood floors; high ceilings; 2 finished basement rooms. Available July 15. 1 year lease; possibly renewable. Near Ravenswood "L". Call Diana Bartlett at 935-8060.

DON'T FORGET

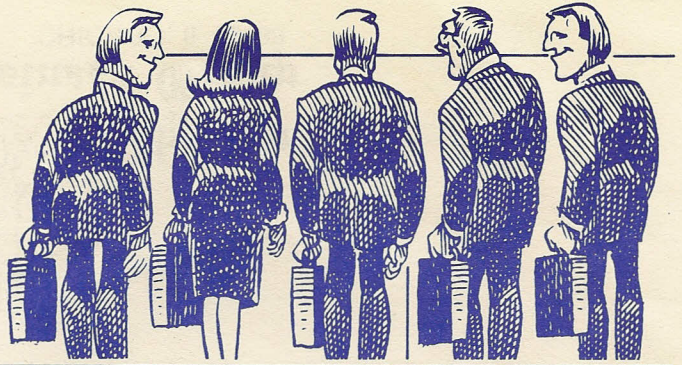
A critical asset in business is a good memory. The communications committee is looking for a speaker for a workshop session on this subject. If you've read about or know someone who'd be effective, call Agnes Roach (248-2220) or Barbaragail Danciewicz (782-0573).

GOLF ANYONE?

Novice golfer interested in learning and playing with other beginners. Also looking for a female instructor. Call Barbaragail Danciewicz at 944-0595.

Job Lines

by
Agnes Roach



POSITIONS AVAILABLE

For information regarding all of the following positions, contact Jim Ellis, Edwards & Sowers, Inc., 266-1100.

SENIOR FINANCIAL ANALYST:

Large Chicago holding company, Strategic Planning Department. Responsible for developing computer financial models for decision support systems (DSS). Requires experience with models using EXPRESS, FCIS, EIS RAMUS, or FOCUS, and specialty in accounting or financial analysis.

MARKETING MANAGER INFORMATION SYSTEMS: Multinational food and consumer products firm. Position to coordinate information systems activities in market research area and to develop market research data base system. Requires a minimum of three years market research experience with knowledge of mini, micro, or time-sharing computer systems.

AUDIT SUPERVISOR: Major Chicago bank. Requires knowledge of corporate audit practices, operations, systems, and regulations. 4-6 years audit or banking experience. Prefer CPA and MBA. Consulting experience also preferred.

SYSTEMS SOFTWARE SPECIALISTS, IBM or BURROUGHS; Specialized consulting firm. Two positions available. IBM 4341, OS-MVS-2, JCL, VSAM, VTAM, BAL programming. Minimum two years experience.

MARKETING SPECIALIST: \$11 billion chemical company, Chicago-based packaging division. Responsible for analyzing marketing statistics, and sales development work with customer contact for food casing and plastic film products. BS in food science or chemistry with MBA in marketing preferred.

BANK LENDING OFFICERS:

Chicago Loop and suburban locations. 2 - 8 years lending experience.

TALENT AVAILABLE

The next PEOPLE listing will be in the July issue. If you're looking, send your ad of 50 words or less by June 13 to:

JOB LINES
University of Chicago
Womens Business Group
P. O. Box 87588
Chicago, IL 60680

CAREER DEVELOPMENT SEMINARS

Save the following fall dates and times:

Tue., Sept. 14, 7 pm
Sat., Oct. 22, 10 am
Sat., Nov. 12, 11 am

Details on speakers, subjects, etc. will be in the July JOB LINES.

NEWS...

WOMEN'S JOB GAINS

The April 24, 1983 issue of the New York Times began an article on page 1 entitled "Census Shows Gains in Jobs by Women and Blacks in 70's" by John Herbers which says that the 1980 Census Report provides great detail on the entry of women into the job market in the 70's. The article provides some highlights.

MOST LIKELY TO SUCCEED

Jayne Scholl has written "Saavy Corporations of the Year; The 1983 Annual Report on corporations where success is based on merit -- not gender" in the June, 1983, issue of Saavy, pages 30-37.

WOMEN ENTREPRENEURS

In "More Women Start Up Their Own Businesses, With Major Successes", Earl Gottschalk, Jr. gives three case studies and analyzes why the number of self-employed women has risen 35% since 1977. See page 1 of the Wall Street Journal, May 17, 1983.

JOB NETWORK COMMITTEE

Agnes Roach,
VP, Job Network.....248-1220
Diana Bartlett.....935-8060
Phyllis Ezop.....579-1711
Chris Keeley.....995-2040
Nancy Lacey.....645-3261
Peggy Steuben.....648-6973

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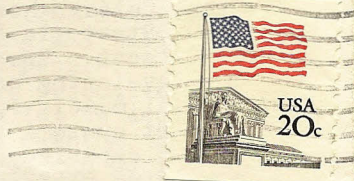
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RESERVATION FOR JULY 28, 1983

Mail this form with check to: Program Committee
University of Chicago
Womens Business Group
P.O. Box 87588
Chicago, IL 60680

Name _____ Phone _____