

The Exponent

OCTOBER 1985

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

Special Fifth Anniversary Party THE UCWBG CELEBRATES!

by Sue Weeks

Our December 4 annual business meeting will also mark our organization's fifth anniversary. Plan to come and celebrate and meet other members. Also joining us will be members of the UC Graduate School of Business faculty, as well as past speakers at UCWBG meetings.

For fun there will be door prizes, donated by UCWBG supporters, and other festivities. Plus, for those members who renew their membership before or at the December 4 meeting, we're planning a special drawing.

Mark your calendar now, so you don't miss this important annual business meeting and fifth anniversary party.

DC-Baltimore Members Learn to Use Positive Feedback

Our second meeting was as successful and stimulating as our first. We were fortunate to have Dr. Linne Bourget share some insights into human resources. Linne has been working in this field for 20 years and has an impressive client list, ranging from DEC to individuals and entrepreneurs.

Her approach is to emphasize the positive, emphasize our strengths. Only when we know our strengths do we know the resources available to attack our weaknesses. Linne has observed that positive communication in management is motivating and, as such, is a powerful tool. She presented three basic ways to make use of this tool:

1. Give positive feedback.
2. Learn to accept it graciously and positively (so that management is encouraged to continue giving it).
3. Ask for positive feedback.

Linne said the last of these three is most tricky for women, because it can be perceived as being emotional. She stressed that asking for feedback must be done as matter-of-factly as asking about the weather.

The next meeting of the DC-Baltimore Area Chapter will be scheduled for January or February. We're looking forward to another stimulating program and discussion.

Published monthly by
INTERNAL COMMUNICATIONS COMMITTEE:

Karen Schenkenfelder, VP, Internal Communications	Phyllis Ezop JoAnn D. Hinz
Mary Patricia Chapin	Katie S. Kenny
Barbaragail J. Danciewicz	Jane Ranshaw

Address correspondence to: Karen Schenkenfelder, 148 N. Humphrey, Oak Park, IL 60302.

Wednesday December 4, 1985 FIFTH ANNIVERSARY CELEBRATION AND ANNUAL BUSINESS MEETING

Marsh & McClennan 34th Floor 222 S. Riverside Plaza Chicago	5:30-6:45 p.m. Champagne & hors d'oeuvres 6:45 p.m. Business meeting & festivities
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\$6.00 Members
\$10.00 Guests

All reservations and cancellations must be received by Monday, December 2, 1985. Thereafter, reservations will be accepted as cancellations are received. Use RSVP form or call Martie Monahan or Sue Weeks at 875-7115, then mail the RSVP form and check.

RSVP for December 4, 1985 Fifth Anniversary Celebration and Annual Business Meeting

Name _____

Daytime phone _____

Guest(s) _____

Amount enclosed _____ (\$6.50 members; \$10.00 guests)

Send form with check payable to University of Chicago Women's Business Group by noon, Monday, December 2, to: University of Chicago Women's Business Group, Program Committee, P.O. Box 637, Chicago, IL 60690.

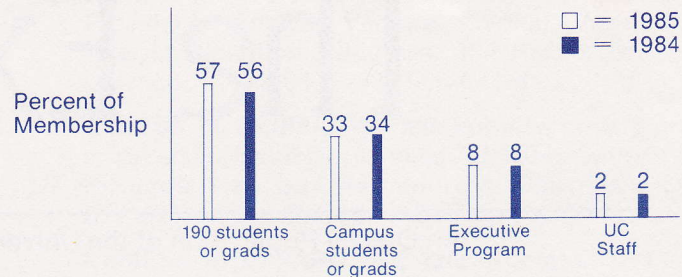
A MEMBERSHIP PROFILE by Nancy Bruggemeyer and Helen McCreery

We often get to know each other individually at our monthly functions, but who are we as a group? This profile of the membership attempts to better introduce us to ourselves, the University of Chicago Women's Business Group.

Information for the profile was obtained from the membership questionnaires each of us filled out when we joined. This is the same information source used to prepare the Directory.

Membership based on the listings in the Directory increased from 276 members in 1984 to 348 members in 1985 for over a 25% increase. The August 31, 1985 membership count was 370 members in Chicago and 16 members in our new Washington, DC chapter, for a total of 386 members. Last year's membership at the end of August was 291 members. In 1985 we had a 75% renewal rate; that is, 75% (218) of 1984 members rejoined the UCWBG in 1985.

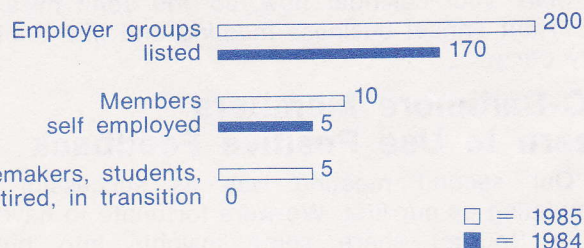
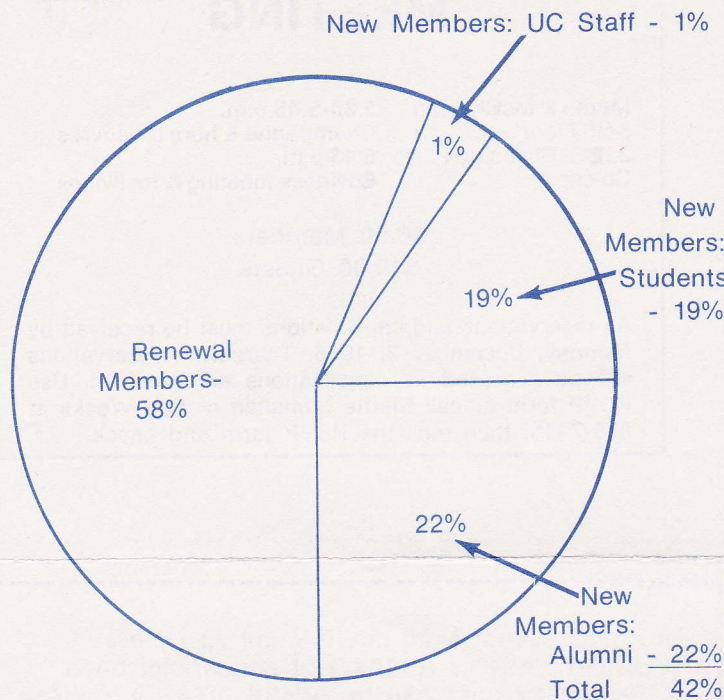
The pie chart below is a breakdown as of August, 1985 of membership in terms of renewal members and new members for the Chicago Chapter. Note that over 40% of our membership in 1985 is composed of new members.



Profile By GSB Program Attended

Over 58% of all members in 1985 either expect to graduate or graduated in 1980 or later. Our earliest graduate members are two persons listed as having graduated in 1946 and 1947.

In 1985, over 200 employers were represented by the membership. This compares to just under 170 employer groups in 1984. Ten members in 1985 (5 in 1984) indicated that they were self-employed. An additional 5 members in 1985 were listed either as homemakers, students, retirees, or making a transition in career choice.



Profile By Employer

The membership can also be analyzed by profession. In 1985, 32 separate professional listings (plus related fields) were represented. The top ten professions in terms of percent of total membership are listed below in descending order:

Top Ten Professions	Percent
Consulting	15%
Marketing/Product Management	10
Commercial Banking	9
Finance/Tax	8
Accounting	6
Data Processing/System Management	6
Engineering/Research	4
Health Services	3
Financial Planning/Investments	3
Other Professions Listed, Each With Less Than 3% Of Total Membership	36
Total	100%

1985 Membership: Renewal vs. New Members

The comparison of membership in terms of GSB program attended (190, Campus, or Executive Program) has remained stable from 1984 to 1985. Over 57% of the total membership in 1985 (56% in 1984) are either current students or graduates of the 190 program. Another 33% of the membership in 1985 (34% in 1984) are campus students or graduates, while 8% in both years were executive program students or graduates. The remaining 2% are staff and faculty of the University of Chicago, including our honorary member and President of the University of Chicago, Hanna Gray.

Over the next year, your Board hopes to prepare a more detailed profile of our group using a specially designed questionnaire. Our hope is to better understand the profile of our membership, so that the UCWBG can better serve its members' needs.



POSITIONS

CORPORATE ACCOUNTING MANAGER: Entire accounting function for a manufacturing company in excess of \$1 billion. Reports directly to Vice President — Controller. Public accounting as well as industry experience ideal. CPA. Compensation \$60,000 - \$70,000. Contact Ed Westfall, ELSKO 394-2400.

CONSULTING: With one of the "Big 8". Large mainframe IBM, Database/Datacom development experience. Systems design to project leadership involvement. 4-12 years. Knowledge of structured methodology. 30% travel. Contact Suse Delsing, Mark Boyens & Assoc. 677-1821.

BUSINESS STRATEGY AND DEVELOPMENT ANALYSTS: Seeking candidates with clear top general management potential and ambition, for positions at four levels (Analyst, Sr. Analyst, Project Mgr., Sr. Project Mgr.) in a leading, large consumer products company. Projects involve quantitative/qualitative analytical tasks encompassing strategic planning, business development, and mergers & acquisitions. Analyst positions require at least a bachelor's degree from a top school; Project Mgr. positions require MBA from a top school plus 3-4+ years' related experience. Salary from high \$20's to high \$50's. Contact Gordon Edwards, Edwards & Sowers 266-1100.

MANAGER OF EDUCATION PROGRAM DEVELOPMENT: Responsible for the needs analysis, design, development or procurement, and pilot tests of management education/development courses. Excellent, large employer. Training function is being revitalized and expanded; is viewed as a change agent in the company. 5+ years' related experience in industrial/corporate environments required. Salary to \$55,000. Contact Gordon Edwards, Edwards & Sowers 266-1100.

CAREER MANAGEMENT COMMITTEE

Michele Hunt, Vice President	
Career Management	951-6202
Betsy Anderson	492-3370
Ellen Carnahan-Walsh	329-3404
Sally Hughes	364-8804
Katie Kenny	664-7200 X4559
Wendy Rosenholtz	321-2968
Barbara Shafer	641-5775

CORPORATE EDUCATION INSTRUCTION MANAGER: Conduct corporate and group/division education courses. Train line/staff managers as group leaders for courses. Monitor, evaluate and revise courses. Provide administration and coordination for courses conducted. (Same company as above.) 5+ years' related experience in industrial/corporate environments required. Salary mid \$30's to mid \$40's. Contact Gordon Edwards, Edwards & Sowers 266-1100.

MANAGEMENT CONSULTING: Several opportunities in consulting — information systems as well as general management consulting — with the large public accounting firms and the general management consulting firms. MBA preferred; required in some cases. Relevant experience required. Salaries to the mid \$50's. Contact Gordon Edwards, Edwards & Sowers 266-1100.

CAREER CONNECTIONS

Welcome to **KAREN ZUNIGA** and **JANICE HALLET** — two new DC-Baltimore Area Chapter members. Karen's address: 1400 Emerson St. N.W., Washington, DC 20011. Janice's address is: 4625 S. 30th Rd., Arlington, VA 22206.

DIANE ROHN BRUHL, '78, Campus: New home address: 335 W. Belden Pl., #2, Chicago, IL 60614, (312) 549-3376.

DIANA L. CARPENTER, '82, Campus/190: To Advisory Systems Engineer, Systems Services, Kraft, Inc., from Senior Consultant, Management Advisory Services, Deloitte, Haskins & Sells. New business address: Kraft, Inc., 4N, Kraft Court, Glenview, IL 60025, (312) 998-2964.

CATHERINE M. CAULE, '83, Campus: To Consultant, Management Services Division, Bankers Trust Company. New home address: 500A E. 87th St., New York, NY, (212) 249-5351.

LESLIE DOWNEY: New address and phone number: 510 Ashford, Silver Spring, MD 20910, (301) 585-9756 (Home) and (301) 340-3602 (Work).

ADRIANNE S. HARVITT, '76, Campus: Forming Harvitt & Gekas, Ltd., practicing general and corporate litigation. New business address: 11 S. LaSalle St., Suite 730, Chicago, IL 60603, (312) 726-4501.

VICKI E. JENKINS, '82, 190: Promoted to Plant Controller & Systems Manager, from Project Manager, Baxter Travenol. New business address: Travenol Labs, Rte. 120 & Wilson Rd., Round Lake, IL 60073, (312) 546-6311, ext. 2760. New home address: 1931 Prairie Square, Apt. 130, Schaumburg, IL 60195.

KAREN MULLER, '84, Campus: To Manager, Market Information Systems, Quality Books Inc., from Library Service Manager, Librex, Inc., Albuquerque, NM. New business address: Quality Books Inc., 400 Anthony Trail, P.O. Box 3006, Northbrook, IL 60065, (312) 498-4000.

NANCIE NOIE, 190: To Consultant, Clapp, Kieffer & Associates, Ltd., from Director, Division of Medical Affairs, American Hospital Supply. New business address: Clapp, Kieffer & Associates, Ltd., 666 N. Lake Shore Dr., Suite 1322, Chicago, IL 60611, (312) 951-1370.

DONNA M. SALVATORE, '83, 190: Promoted to Vice President, Amoco Venture Capital, from Project Analyst. New home address: 155 Harbor Dr., #4801, Chicago, IL 60601, (312) 565-0486.

TERESA M. SEIPEL, '83, 190: Forming private practice in personal financial planning, affiliated with Coleman Richards. New business address: Coleman Richards, 213 W. Institute, Suite 301, Chicago, IL, (312) 951-1330.

PAMELA SHEPPARD, '83, 190: Promoted to Planning and Acquisitions Specialist, from National Account Sales Manager, Amoco Chemicals Corporation. New business telephone: (312) 856-3355.

DIRECTORY NOTES

Extra Directories are still available for \$5 each. Please call Helen McCreery at 222-4522 or 565-0571 to obtain one.

The final addition to your directory is enclosed. Our total membership is now over 385 members!



THE UNIVERSITY of Chicago
WOMEN'S BUSINESS GROUP
 UCWBG • P.O. Box 637 • Chicago, Illinois 60690



CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, UCWBG, P.O. Box 637, Chicago, Illinois 60690, or call KATIE KENNY at 664-7200 X4559 with information.

NAME _____ CLASS YEAR _____ CAMPUS

DAY PHONE _____ AGE* _____ 190

*Crain's Chicago Business requires age

- TYPE OF CHANGE: CHANGED JOBS
 PROMOTED
 (Include old and new title, APPOINTED TO BOARD OF DIRECTORS
 company, and other RECEIVED AWARD/RECOGNITION
 background information.) OTHER (moved, started a new company, etc.)

Please indicate any changes to home or business address/phone.

HOME _____ PHONE _____

WORK _____ PHONE _____