



The Exponent

APRIL, 1987

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

Profile

Marjorie Lange Lucchetti

Lucchetti currently has an exceptionally full life as Senior Vice President for sales at R.R. Donnelly & Sons. Her division has an annual sales volume of \$135 million, and she oversees 40 sales representatives across the country (except New York, which is a separate division). She works up to 60 hours a week and travels between 30 and 40 percent of the time. Pressure familiar to academics are part of her world, too. "I'm under extreme pressure to produce," she said. "I live and die by the numbers." As with any intense professional activity, she finds she must make sacrifices in her personal life. For instance, she said, "I have very little time to read outside of business, especially if I want to preserve some semblance of a normal personal life and spend some time with my husband. There's no time to curl up with Thackeray."

Thackeray may have disappeared from Lucchetti's life, but there are many other satisfactions, both professional and personal. "A lot of people are employed in a very good working environment because of what I do," she said. "The higher you go, the less direct contact you have but the greater influence you have."

Lucchetti says her University of Chicago training has always helped her in business because it "taught me how to think," but that it wasn't enough. In 1983, she completed a master's degree in finance at Northwestern. "I needed the vocabulary to talk to my customers, she explained. "Business, to me, is simply common sense. There's nothing tricky to it, but you need the right words." The degree in finance has also proved to be an important credential "for a woman functioning in general management." Obviously, however, she has never been held back at Donnelley. "I have consistently been the first woman at Donnelley to do various things," she said. In addition, she has found her work there to be as challenging, and perhaps more satisfying, than an academic career would have been. Thinking back twelve years to her decision to leave academia, Lucchetti said, "I don't think I was devastated by the situation. I definitely enjoyed teaching, and I think I would have been a very good teacher. I don't think I was the best scholar the place ever produced, but I was competent, at least. Long term, I know I'm more satisfied than I would have been in the academic market."

Lucchetti earned her PhD in 1974, and it wasn't a very good year for new PhDs in English. Potential assistant professors were jumping at badly-paid, part-time positions, so when the Appalachian Institute of



Marjorie Lucchetti, Senior Vice President, Book Group Director, Book Sales Division II R.R. Donnelley & Sons Company December, 1984

Technology advertised a full-time English position that paid \$9,000 a year, the Department's students were very excited. "We were fighting for that position," Marjorie Lange Lucchetti, MA '70, PhD '74, remembered recently. Lucchetti entered the U of C with the optimism of a Ford Foundation Fellow in the "glory days" of 1969, when it seemed as if "California alone could absorb all the English PhDs." That view changed quickly. "Within two or three years," Lucchetti said, "it became readily apparent that there would not be opportunities out there." Despite the gloomy outlook, Lucchetti and many of her classmates stayed to complete their degrees. "You always think that you'll be one of the lucky ones," she said.

As it turned out, Lucchetti was one of the lucky ones, though her luck led her out of academia and into the business world. She had an offer to teach part-time at Northwestern — two sections for which she'd be paid a total of \$800 a term. She decided to broaden her job search, and heard about a job at R.R. Donnelley & Sons, the Chicago-based printing company. "Donnelley was recruiting for a PhD, and I thought no one else is,

(continued on page 3)

PRESIDENT'S MESSAGE

The Career Planning Conference was an outstanding success by all measures. Sue Weeks and her many committee members deserve both a hearty CONGRATULATIONS and a resounding THANK YOU for their outstanding job. Also prominently on the thank you list are the many panel members and speakers who donated their time and talents.

Finally, congratulations to the UCWBG. We have not only provided an excellent resource to GSB alumni, but also better established our visibility in the University community.

A PERSONAL NOTE

I would like to make a personal comment on my latest experience at becoming a mother. As many of you know, motherhood is a *challenging* experience. My son, Donald Earl, was born on March 6th and we (my husband, myself & Donald) are still attempting to learn to communicate in a "constructive manner" — an exercise that requires real effort at 2:30 am! One of the most important helps at the more trying times has been support from friends such as the UCWBG. Thank you for your gifts, phone calls and cards; they have been greatly appreciated.

COMING IN MAY . . .

In the next issue of *The Exponent* we will print reports from the four Career Planning Sessions of the March conference.

This conference was extremely well received. Two hundred and sixty five people attended. The enthusiasm and attentiveness will be reflected in the photographs.

Indeed, as designed, the Career Planning Conference provided a forum for discussion strategies for managing our career by managing change in today's competitive business environment.



The University of Chicago
WOMEN'S BUSINESS GROUP

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POSITIONS

For the following 3 positions contact: Sue Reyman, Reyman & Associates, 20 N. Michigan Ave, Suite 520, Chicago, IL, 60602, (312) 580-0808.

REGIONAL AUDIT MANAGER, Fortune 500 company. Chicago location. CPA with "Big 8" experience desired. MBA a plus. Audit experience in operations within manufacturing environment required. Minimum 10 years experience. This is a promotable position supervising a staff of 6. Requires 20% travel. Salary: high 50's-60's.

TAX MANAGER, CPA to manage state & local taxes, tax audits and research. 4-6 years experience, some "Big 8" and manufacturing company experience. Multiple state tax knowledge or experience in multiple location manufacturing company. 2-3 years supervisory experience.

TAX ACCOUNTANT. Requires 1-3 years corporate experience in real personal property tax compliance, state and local tax compliance, and property tax compliance.

SENIOR MANAGER PRINCIPAL PARTNER - leading consulting firm seeking an individual who can head up an office in Milwaukee in the consulting services area, must have a minimum of 10 years experience within MIS and a good track record with another consulting firm such as a "Big 8". Compensation is open depending on years of experience. Will relocate. Joyce Knauff, Joyce C. Knauff and Associates, P.O. Box 624, Wilmette, IL 60091, (312) 251-7284.

PRODUCT MANAGER - Several positions available with consumer package goods companies throughout the midwest. Send resume to: Karen Bloom, Plaza, Inc., 55 E. Monroe, Suite 3834, Chicago, IL 60603.

INTERNATIONAL TAX ACCOUNTANT. One of nation's largest banks. Reports to a vice president and a division manager in tax administration group. Position will be responsible for preparation and review of all international tax returns, coordination of data in local, state and federal tax returns. Highly promotable position. Minimum of 5 years experience in research and planning in taxation area. Knowledge of international taxation, legal code research and PC's a significant plus. Light travel for seminars. Contact: Diane McGough, Lauber, Sbarbaro Associates, Inc., 3 First National Plaza, Chicago, IL 60602, (312) 372-7050.

INFORMATION SYSTEMS - Several new staff and management positions have been created at Kraft in information consulting, software and business applications development. If you are a career-minded, self-motivated professional, our state-of-the-art environment will provide ample opportunity for rapid advancement. For a challenging career with very competitive salaries and benefits, contact Loretta Sanford at (312) 998-3325.

MANAGER OF INTERNATIONAL TAXATION. One of the nations largest banks. Position will report to V.P. Corporate Taxes. Responsibilities include international tax affairs compliance, planning and advisory work developing high level technical knowledge of at least one European or Asian tax system (preferably the UK) and supervising staff of 4 (one located overseas). Medium amount of travel required. Minimum 12 years experience with high technical knowledge level. CPA with public accounting experience at manager level or above and experience with large international financial services company would be ideal. Contact: Diane McGough, Lauber, Sbarbaro Associates, Inc., 3 First National Plaza, Chicago, IL 60602 (312) 372-7050.

TRUST OFFICERS - Leading provider of personal trust services in an attractive Florida location. Seeking experienced trust administrators at the vice president level, as well as an experienced trust department manager to be the prospective manager of a trust department with approximately 70 staff. Customers are high net worth individuals and families (minimum \$1MM). Vice president level requires 8-10 years experience in a large trust department. Management position requires about 25 years experience including management of trust administration and operations. Contact: Gordon Edwards, Edwards + Sowers, at (312) 781-7370.

FINANCIAL PLANNING ANALYST. \$8M Chicago manufacturer. Develop 3-5 year financial plans, review acquisition candidates, review capital expenditures. 3-5 years manufacturing financial experience desired. Salary: low 40's. Contact: Kevin Foley, Foley Associates, 241 Gingerbrook, Bartlett, IL 60103 (312) 830-2977.

FINANCIAL ANALYST. Fortune 200 corporation based in Chicago. Budgeting, forecasting, reviewing operations, results and special projects. 1-3 years accounting or financial background. CPA preferred. Salary: Mid 30's. Contact: Kevin Foley, Foley Associates, 241 Gingerbrook, Bartlett, IL 60103 (312) 830-2977.

INFORMATION CENTER CONSULTANT. Looking for person who can relate technical information from a business perspective, be resource for end user, have 4th generation language PC and mainframe background. Salary: 50's. Contact: Joyce Knauff, Joyce C. Knauff & Associates, P.O. Box 624, Wilmette, IL 60091 (312) 251-7284.

For the following 5 positions submit resume in confidence to Mr. Richard Foxman, Ernst & Whinney, 150 S. Wacker Dr., Dept. WBG4, Chicago, IL 60606. All inquiries will receive response.

MANUFACTURING SYSTEMS CONSULTING. Ernst & Whinney is one of the leading Big 8 accounting and consulting firms in the country, serving the manufacturing industry. We are offering outstanding opportunities in manufacturing systems consulting, specializing in MRP II. We are seeking experienced, highly motivated professionals who, at this point in their careers, have made significant accomplishments, demonstrated that they are technically and managerial capable, and are committed to fostering excellence in the manufacturing industry. You should have a strong background early in your career in data processing and MRP II implementation as well as some exposure to project leadership.

PRODUCT MANAGEMENT CONSULTANT, FINANCIAL SERVICES INDUSTRY. Ernst & Whinney, leading professional service firm, has a career opportunity available in our Chicago office. Challenging position involves assisting clients to enhance revenue by reviewing pricing and fee income and by improving their product offerings and delivery. Typical engagements involve product line evaluations, pricing reviews and market planning. Four to six years of product management experience in a financial institution or consulting firm, with knowledge of both commercial and retail banking products, pricing financial services and product delivery systems, as well as a broad understanding of bank marketing. The ability to develop specific recommendations and work effectively with both senior executives and department managers is essential. Experience in integrating bank products in a merger is a significant plus. An MBA would be highly desirable.

BANK CONSULTING. Ernst & Whinney, a large professional services firm, has an outstanding position available for a consulting professional in Minneapolis. This challenging position involves assisting financial institutions in the design and implementation of profitability measurement information systems that range from analytical systems on microcomputers to overall information integration on large mainframes. Typical projects include organizational product and customer profitability, cost accounting, cost allocation, and transfer pricing of funds. Position requires 2-4+ years' experience in one or more of the following: managerial reporting, financial analysis, financial modeling, budgeting, forecasting and industry analysis. Financial institutions experience and an MBA are preferred. If you are an industrious team player interested in an opportunity offering forward career positioning and high visibility.

BANK OPERATIONS CONSULTING. Ernst & Whinney, a leading professional service firm, has outstanding career opportunities in our Chicago Financial Services Industry Consulting Practice. Positions involve assisting clients in streamlining operations to improve profitability or to implement mergers. Typical engagements involve productivity analysis, operations review, organizational effectiveness, and merger implementation planning. We are seeking professionals with 6 to 8 years of productivity and operations analysis experience in a financial institution or consulting firm.

INFORMATION SYSTEMS CONSULTING INSURANCE. Due to the growth of our information systems practice, Ernst & Whinney currently has a position available in Chicago for an information systems professional to participate in mainframe and minicomputer systems implementation projects, including analysis and design. Additionally, you will conduct management reviews of the information systems function, perform strategic information systems planning, and handle vendor evaluation and selection. You should have 3-5 years' experience in the insurance industry in information systems analysis, design, programming and implementation, as well as good communication skills. Financial and accounting systems applications experience is highly desirable. IBM experience is a definite plus.

FLOPPY TIPS

The following tips were excerpted from Boardroom Reports, March 15, 1987.

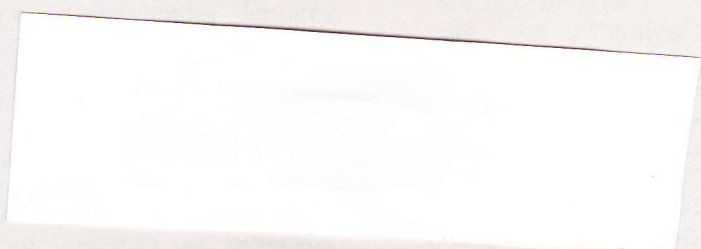
Airport X-ray machines can erase data from floppy discs and random-access memory banks in portable computers, despite claims to the contrary. *Trap:* If the X-ray unit isn't adjusted properly, the ray's power can be high enough to ruin stored information. *Safer:* Insist on hand inspection of portable computers when they're passing through security checkpoints.

Heat risk. Many companies think that data stored on floppy disks and magnetic tapes are sufficiently protected from danger if the disks themselves are stored in fire-resistant safes. *Trap:* Disks and tapes are extremely sensitive to *heat*. They can be destroyed when the temperature reaches 125°F. Most safes are designed to keep paper from burning, but it takes a much higher temperature to destroy paper. *Better:* Use a data safe that's built to keep the interior below the 125°F mark.



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PRESORTED
FIRST CLASS



CAREER CONNECTIONS

M. Phyllis Bourque, '75, 190: Has been promoted to Vice President, Gas Supply, Gas Company of New Mexico. Phyllis was previously Assistant Vice President, Gas Supply, Midcon Services Corp., (Houston).

Susan Larson, '80, 190: is now President and owner of House-o-Lite Corp., a manufacturer of commercial lighting fixtures with \$3MM in sales.

Mary Messer, '81, 190: has a new job as Manager, Financial Guarantee Underwriting Sector at CNA. Mary was previously Manager, Production, Illinois Housing Development Authority.

Elizabeth Jones Missimer, '86, 190: has a new job at Shand Morahan & Co., Inc.

Charlene Paulus Oaks, '86, 190: presented a paper at Hydrocarbon Evaluation and Economics Seminar "Leveraged Buyouts and the Petroleum Industry."

Joyce A. Rice, '70, Campus: moved and her new business address is 611 S. Milpitas Blvd. MIS 07-9S, Milpitas CA (408) 987-2620.

Lisa K. Richardson, '76, Campus: has a new job as Assistant Controller, Premark International. Lisa was previously Group Controller, Staley Foodservice Company.

Rosemarie E. Springer, '85, XP: has been promoted to Project Manager-Professional Services at Palladian Software, Inc., Rosemarie was previously Manager of Field Support.

CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, Loretta L. Sanford, 3900 N. Lake Shore Dr., #25-H, Chicago, Illinois 60613, or call (312) 248-3678, with the information.

NAME _____ CLASS YEAR _____ CAMPUS
 DAY PHONE _____ AGE* _____ 190 XP _____
 *Crain's Chicago Business requires age

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

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

HOME _____ PHONE _____
 WORK _____ PHONE _____