



The Exponent

OCTOBER, 1988

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

Assess Your Career This Fall

- Attend the Career Planning Conference:
Succeeding in a Changing World
Saturday, October 15, 1988
See pages 3, 4, and 5
- Come network with us on November 10, 1988

November Career Connections Event

When? Thursday, November 10
 5:30 p.m. to 6:30 p.m., Cocktails/socializing
 6:30 p.m. to 7:30 p.m., Buffet Dinner
 Networking roundtables until 10:00 p.m.
Come when you can, leave when you must.

Where? Lenzi's Restaurant
 464 N. Halsted
 (6 blocks from the Northwestern station at the intersection of Halsted, Grand and Milwaukee.)
 Chicago, IL
 Transportation between restaurant and station provided. Parking available.

Price? \$20.00

Why Would I Want To Do This?

How often have you thought that there must be an easier way to tap into UCWBG members' knowledge about your current field other than cold-calling with the directory?

Or — if you're thinking about changing jobs or fields — have you thought that maybe someone could provide some insight into that field? Help you avoid the pitfalls or point out shortcuts?

Or are you looking for potential sources of business expertise for your current business, and would like to employ someone from the UCWBG?

Or would you just like to talk with other enthusiasts about what interests you, without any strings attached?

Are you always getting to UCWBG functions too late to socialize, and missing out on what you feel is an important benefit of your UCWBG membership?

Well, this is the place and the time to do all of that , and have fun while doing it!

How Does It Work?

There will be at least ten tables set up with topic signs. (When you register, indicate which topics interest you the most or which topics you'd like to see.) Those planned include:

Consulting

Finance (accounting, finance, financial planning, etc.)

General Management/Small Business

Healthcare

Human Resources

Information Technology (DP, MIS, Systems)

Law

Marketing/Sales/Advertising

Part-time Professionals

Mothers at Work

Feel free to move around the tables. Dinner will be buffet-style, so you won't be frozen in place. Bring business cards, brochures, your resume and be ready to talk about yourself, your goals and your business.

Please make _____ reservations at \$20 per person. Enclosed is my check for \$_____, payable to the University of Chicago Women's Business Group.

Name: _____
(Guest's name, if applicable):

Address: _____

Daytime Phone: _____

Topics of Interest to Me:

Reservations must be received by October 27, 1988. No refunds after November 2, 1988. Send to Merle Green, 1150 N. Lake Shore Drive, Apt. 13D, Chicago, IL 60611.



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

**THE UNIVERSITY OF CHICAGO
WOMEN'S BUSINESS GROUP**

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(312) 280-8120

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60546, (312) 447-0853.

**PRESIDENT'S
MESSAGE**

**Kathleen
Holoubek**



The Third Annual UCWBG Picnic

A big thank you to Lorena Blonsky, Patty White, and the other members of the committee, for a great picnic. A special thank you, also, to Barbaragail Dancewicz, who generously donated her lawn, swimming pool, tennis court, and help in planning the picnic. We all enjoyed the good food, great company, and warm sunshine. It was a lot of fun!

The Advisory Committee

The Advisory Committee will meet for the first time September 28. The committee has been formed to benefit from the expertise and resources of previous Board members, Honorary members, selected members based on expertise, and distinguished business women. The purpose of the committee is to solicit their ideas on key issues.

The discussion for this first meeting will focus on Strategic Planning. We are looking forward to a thought provoking discussion and one that will result in some helpful ideas for long term planning.

Ballots for the 1989 Slate

The ballots for the election of the 1989 Board of Directors will be mailed within a few weeks. Please watch for your ballot and return it as soon as possible. The results of the election will be announced at the annual meeting in December.



Question:

For champagne, gourmet Italian food, entertainment by a famous magician, and friends, where do you go?

Details on pg. 3.
Meeting at Spiaggia.
The UCWBG Holiday Party and Annual

Answer:

October 15 . . .

CAREER PLANNING CONFERENCE

In our ever-changing business world, how can you make the most of your career? The Career Planning Conference is an opportunity for you to obtain expert ideas on how to keep your career moving toward your ultimate goals.

In today's world, that means coping with change. Mergers, technological developments, government regulations, competitors' moves, and other changes require successful business people to continually reevaluate and refocus their career strategies.

At the Career Planning Conference, experienced and successful executives will discuss how you can make the most of this changing environment. You'll hear from keynote speakers and panelists and have plenty of time to meet and talk with other participants.

Opening Speaker:

Charlotte L. Beers
*"The Most Important Product
You'll Ever Market"*

Ms. Beers is Chairman and Chief Executive Officer, Tatham-Laird & Kudner, a Chicago-based advertising agency, and Vice Chairman of RSCG Corporation, a French advertising agency.



Luncheon Speaker:

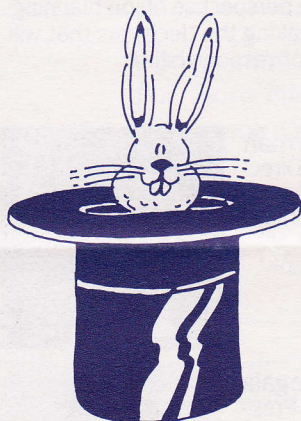
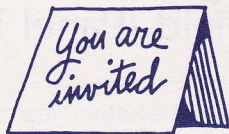
Edwin P. Hoffman
*"Positioning Yourself
for the 1990's"*

Mr. Hoffman is President and Chief Operating Officer, Household International, and Chief Executive Officer, Household Financial Services.



continued on page 4

Come to the UCWBG Holiday Party & Annual Meeting



at
SPIAGGIA!

the elegant Italian restaurant
in One Magnificent Mile
Tuesday, December 6, 1988
980 N. Michigan Ave., 3rd Floor
Begins at 5:30 p.m.



\$10 Members, \$15 Guests (Men are welcome)

**Hors D'Oeuvres! Champagne!
Dessert! Magic Tricks!**

Introduction of New Officers!

All reservations and cancellations must be received by Friday, December 2. Thereafter, reservations will be accepted as cancellations are received. Please use RSVP form or call Lorena Blonsky at 726-1841. Mail the RSVP form and check NOW!

RSVP form for December 6, 1988 Holiday Party

Name _____

Daytime phone _____

Guest(s) _____

Amount Enclosed _____ (\$10 members, \$15 guests)

Send form with check payable to UCWBG c/o Patty White, 3300 N. Lake Shore Dr., Apt 2C, Chicago, IL 60657

SUCCEEDING IN A CHANGING WORLD

(Panel A)

Changing Careers



Saturday
October 15, 1988

8:30 am-3:30 pm
The Palmer House
17 East Monroe
Chicago, Illinois

Sponsored by
The University of Chicago
Women's Business Group
& The Executive Program Club

Conference Schedule

The schedule for the career planning conference provides time to share ideas with other business school graduates as well as to hear from the noted speakers and panelists.

- 8:30 A.M. Registration/coffee and rolls
Monroe Ballroom Foyer, 6th Flr.
- 9:00 A.M. Introductory remarks
- 9:15 A.M. Opening speaker
- 10:00 A.M. Coffee break
- 10:30 A.M. Panel sessions (choose one)
 - Panel A — Changing Careers
 - Panel B — Changing Jobs within Your Field
 - Panel C — Moving Up within Your Organization
 - Panel D — Starting Your Own Business
- 12:30 P.M. Lunch with luncheon speaker
Monroe Ballroom, 6th Flr.
- 1:30 P.M. Panel sessions (choose one)
 - Panel A — Changing Careers
 - Panel D — Starting Your Own Business

This panel focuses on how you can develop a strategy for career change and plan ways to meet your goals. The panelists will explore how to set a direction, elicit support, and develop a base of connections for a successful career change. The emphasis will be on establishing a vision for your career.

Anita R. Brick

Ms. Brick (MBA '81) is a principal in Decision Dynamics Inc., a human resource consulting firm specializing in career development.



Alice M. Levy

Ms. Levy is also a principal in Decision Dynamics Inc.



Changing Jobs within Your Field (Panel B)

Do you enjoy the field you're in but question when and how to assume new responsibilities? This panel will address these issues from the perspective of job planning, timing job changes, and making the decisions that will propel you to new levels of responsibility.

Gary W. Silverman

Mr. Silverman is Managing Director — Central Region and Senior Officer, Korn/Ferry International.



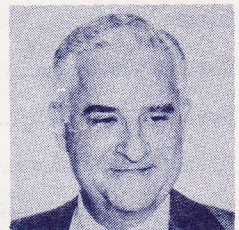
Judith A. Rogala

Ms. Rogala is Senior Vice President, Central Support Services, Federal Express.



David F. Craigmile

Mr. Craigmile is President, Elkay Manufacturing Company, a manufacturer in the plumbing industry and the leading U.S. producer of stainless steel kitchen sinks.



Moving Up within Your Organization (Panel C)

How can you improve the odds of being chosen for the positions that will move you to the top? In this panel, you can hear some answers from executives who have made it to the top of their organizations. The panelists will discuss how to balance your needs, expectations, resources, standards, and achievements with those of your company.

Robert D. Tuttle

Mr. Tuttle (XP-15) is Chairman and Chief Executive Officer of SPX Corporation, a manufacturer and distributor of engineering products for vehicle assembly, repair, and maintenance.



Ruth M. Rothstein

Ms. Rothstein is President and Chief Executive Officer of Mount Sinai Hospital Medical Center of Chicago.



John R. Pacholick

Mr. Pacholick (XP-52) is President and Chief Executive Officer of Rollins Burdick Hunter of Illinois, Inc., an insurance brokerage and consulting firm.



Starting Your Own Business (Panel D)

Get expert guidance on starting a business from those who have already succeeded in doing so. This panel will address the topics of defining your business, the nature of entrepreneurship, financing strategies, and the realities of small business.

George Kalidonis, PhD

Dr. Kalidonis is President and Executive Director, Chicagoland Enterprise Center (engineering and market analysis consulting firm) and President of Kalidonis Enterprises, Inc. (a management and venture capital consulting firm).



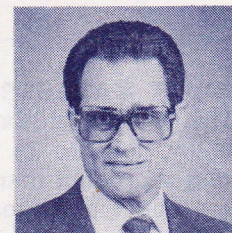
Joan B. Beugen

Ms. Beugen is President of Cresta Communications, Inc., a consulting firm specializing in business communications and marketing.



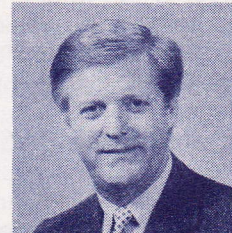
Gary A. Rosenberg

Mr. Rosenberg is Chairman and Chief Executive Officer of UDC-Universal Development L.P., a national builder of residential communities.



James E. Daverman

Mr. Daverman is General Partner, Marquette Venture Partners, L.P., a private venture capital fund.



Register now with coupon below
For more information, contact:
Conference Office 312/702-7572

*The University of Chicago Graduate School of Business Career Planning Conference
The Palmer House, 17 E. Monroe, Chicago, Saturday, October 15, 1988*

Name _____
Company _____
Address _____
City _____ State _____ Zip _____
Daytime Phone _____
Program: Campus 190 XP Year: _____
Guest Name(s): _____

I have enclosed a check to the University of Chicago in the amount of \$ _____ (\$45 per person).

No refunds will be granted after October 12, 1988.

Put a 1 and a 2 by your first and second choices for a panel during the morning breakout session.
Do the same for the afternoon breakout.

Morning Session: A _____ B _____ C _____ D _____ Afternoon Session: A _____ D _____

Return to: Conference Office, The University of Chicago Graduate School of Business
1101 E. 58th St., Chicago, IL 60637, 312/702-7572

Career Management Forum

A New Face For Joblines

POSITIONS AVAILABLE

We list open positions voluntarily submitted by members for their firms, and by search firms and other opportunities that come to our attention. We will not **solicit** listings from search firms any longer. Do you have or know of any openings in your firm that a UCWBG member might fill? If so, contact Jane Belcher, 253 E. Delaware, #22-G, Chicago, IL 60611. (Those of you living outside Chicago—we want to hear from you!)

Career Forum

For more information about the following two listings call: Susan Reyman, 312-580-0808 or send your resume to: Susan Reyman, 20 N. Michigan Ave., Suite 520, Chicago, Illinois 60602.

PRODUCT MANAGER

This major, international, consumer electronics company, located in Chicago's western suburbs is seeking a product manager with 3-5 years experience as a product manager with a hi-tech company. The product line would be with one of our leading computers and would encompass classic product management responsibilities, including P&L responsibility. Our product managers function like general managers, so responsibility would encompass everything which impacts the product's profits and success in the market place. Travel 20-30% including to the Orient. We are seeking an individual who is highly promotable and has experience with IBM PC's.

DIRECTOR COMPENSATION & HUMAN RESOURCES INFORMATION SYSTEMS

This major, international corporation, located in downtown Chicago, is seeking an individual with 10+ years experience in human resources. The individual should have experience in computerized human resources information systems, and compensation such as executive compensation, salary administration, sales incentive plans, job descriptions and evaluations, organizational development, performance and appraisal plans and hourly productivity programs such as gain sharing. In addition this individual should have experience in at least 2 other functional areas such as Labor Relations, recruitment, benefits, etc. Reporting to the VP-HR this person would travel 20-25% to our 20+ facilities throughout the U.S.

Research Pros, Inc. Provides Part-time Employment Opportunities

Research Pros, Inc. provides both valuable services to the business community and offers flexible employment opportunities to professionals.

Howard Males (A.M. '77, Ph.D. '81) began Research Pros, Inc. in 1985 as a response to the need businesses often have to meet tight deadlines. While working for a Big 8 consulting firm, he managed an intern program that trained and used business school hopefuls and students to fill in gaps when a burst of "MBA muscle" was needed to meet project deadlines. Males eventually began Research Pros, Inc. to provide the same type of short term expertise to the broader business community.

Research Pros, Inc. offers three standard types of services; Microcomputer Services (entry and analysis via popular business spreadsheets, data base management, statistical analysis), Business Information Services (literature searches, document retrieval, business summaries and reports including identification and analysis of industry players, market share, etc.), and an Industry Survey Service (Questionnaire design and testing, telephone surveys of businesses and qualitative and quantitative analysis of results). Research Pros, Inc. maintains a team of experts in each of these areas.

As an employer, Research Pros, Inc. offers professionals the opportunity to work for "top-drawer" clients yet determine how many hours and when they want to work. Males believes this is a flexible alternative for mothers and others who want to stay "plugged in" to the business community without making a long term, full-time commitment.

If you would like to find out more about Research Pros, Inc. either as a potential client or employee call Research Pros, Inc. at (312) 947-9500 or write to Research Pros, Inc., P.O. Box 802035, Chicago, IL 60680-2035.

Correction

The list of executive recruiters incorrectly listed the name of Nancie Noie's firm. The correct listing should be:

NANCIE E. NOIE
KITTLEMAN & ASSOCIATES
One N. LaSalle St.
Suite 3600
Chicago, IL 60602
(312) 236-0473

Kittleman & Associates provides management consulting and executive search services to not-for-profit institutions, foundations and associations.

We invite YOU to be a regular contributor to the Career Management Forum. You can do this by sending information to:

Jane Belcher
CMF Coordinator
253 E. Delaware Place, Apt. 22-G
Chicago, IL 60611.

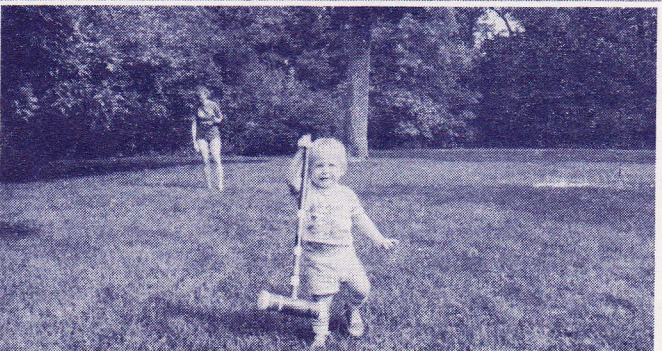
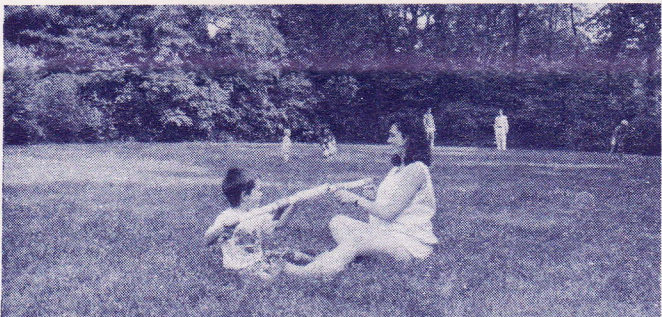
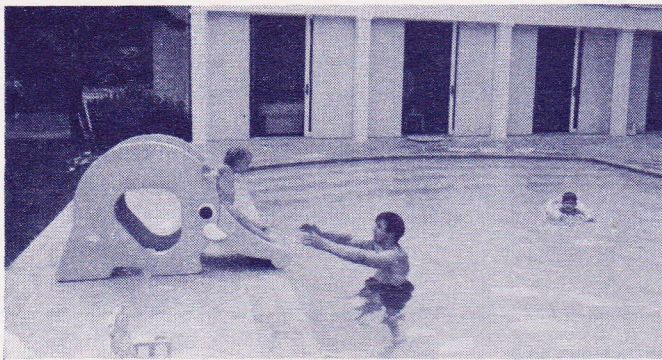
Or if you prefer, you can call the information in to her:
312-630-4594 (days)
312-951-6121 (evenings and weekends).

If she's not available, leave your message on her recorder. The deadline for submitting material to be printed in the Exponent is the 20th of each month. If you miss the deadline, your information will be held for the next month. Remember, this is YOUR newsletter. We hope you use it for TWO-WAY communication and networking. We especially hope to hear from those of you who live outside of the Chicago area. We have a lot to share.

Please contribute information concerning

- Positions Available
- Part-time Positions Available
- Positions Wanted (Communicate your own job search through the Exponent.)

The Annual Picnic provides an opportunity for UCWBG families to get together



Mind Your Own Business

Lecture Series
Autumn 1988

Topic: Operating Entrepreneurially

Entrepreneurs do not succeed by taking risks, but rather by selecting opportunities and planning for areas of uncertainty. Successful operating managers will share their insights in an interactive forum. Come prepared!

Sept. 19th Working From a Practical Business Plan

Proving the power of the advice he used to offer clients to develop business plans, Wally Leyshon, President of Appliance Control Technology, an electronics parts design firm, already has a "bankable" company in its second year of operation.

Oct. 3rd Capitalize on Professional Resources

To achieve recognition as a leading provider of integrated application software and grow to \$30.9 million in sales in six years, Roger Covey, President of System Software Associates, Inc., took advantage of significant talent he did not always have in-house.

Oct. 17th Selecting the Right (Venture) Capital Partner

For Tom Manning, President of Buddy Systems, Inc., the choice of investors has been critical to his ability to translate the idea of telemonitoring medical information into feasible home care for a growing market of recuperating patients.

Time: Reception, 5:30 p.m.; Presentation, 6:00 p.m.; Post-presentation, Discussion and Dessert.

Place: The Monroe Club, 111 West Monroe, 23rd Floor, Chicago.

Fees: 3 week series, \$50; Individual topic, \$20 each (space permitting).

Mail reservations to: GSB Alumni Office, The University of Chicago, Graduate School of Business, 1101 E. 58th Street, Chicago, IL 60637.

Questions? Call Deborah Harrauld at 312/702-7727.

To suggest future topics contact: Stefania Aulicino, '79, Committee Chairman, President, Capital Link 312/951-6777.

Enhancing Productivity through Compensation

by Edward P. Lazear

Isidore Brown and Gladys J. Brown

Professor of Urban and Labor Economics

The third annual Towers/Cresap Faculty Lecture sponsored jointly by

Towers, Perrin, Forster & Crosby and Cresap, McCormick and Paget

Thursday, October 6, 1988

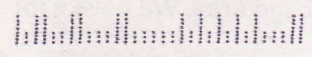
Reception: 5:30 p.m. The Monroe Club

Presentation 6:15 p.m. 111 West Monroe Street
Coffee to follow presentation 23rd Floor, Chicago, IL

For more information, call the University's Conference Office at 702-7572



**The University of Chicago
Women's Business Group**
UCWBG • P.O. Box 637 • Chicago, Illinois 60690



CAREER CONNECTIONS

Sue R. Bormuth, '78, Campus: has been promoted to Vice President of Capital Agricultural Property Services in Oak Brook Terrace. Congratulations, Sue!

Christine L. Malcolm, '78, HAP: has accepted the 1988 Stuart Henderson Britt Award for Marketing Achievement on behalf of the University of Chicago Hospitals Marketing and Corporate Development

Department. The award recognized the Hospitals' marketing and advertising program to promote the high levels of clinical care provided by U of C physicians. Congratulations to Christine and her team!

Deobrah A. Walsh, '83, 190: has moved to 187 Thorton Drive, Palm Beach Gardens, FL, 33418, (407) 624-0530. This is both home and location.

CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, Kitty Voss, 801 Hinman, Evanston, IL 60202, or call (312) 864-5052, with the information.

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

TYPE OF CHANGE:
 (Include old and new title, company, and other background information.)

CHANGED JOBS DID JOBLINES HELP?
 PROMOTED
 APPOINTED TO BOARD OF DIRECTORS
 RECEIVED AWARD/RECOGNITION
 OTHER (moved, started a new company, family, etc.)

Please indicate any changes to home or business address/phone. Write "Do Not Publish" next to any information you do not wish to appear in Career Connections.

HOME _____ PHONE _____
 WORK _____ PHONE _____