



The Exponent

July/August 1992

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

Fall Negotiating Workshop Planned

Due to today's economic environment, many UCWBG members are seeking new career opportunities. Therefore, the career management committee is sponsoring two workshops this fall. The first will be a resume workshop focusing on the do's and don'ts of resume preparation, featured on page 6 of this newsletter. The second will be an interactive session designed to help build our negotiating skills.

Zeheren-Ranshaw Enterprises has agreed to offer an overview version of their two-day seminar on negotiating skills. The seminar helps participants improve both negotiating results and relationships. Attendees learn how to plan for a negotiation and when to use and to defend against a wide variety of negotiat-


ing techniques. During the seminar attendees learn:

- The importance of setting high goals in negotiations
- The most important power in a negotiation
- How to plan negotiating sessions
- Behaviors of successful negotiators
- How to use and respond to aggressive negotiating tactics
- How to avoid deadlock

Jane Ranshaw is an active member of the UCWBG. She is the founder and president of Jane Ranshaw & Associates, Inc. Her company offers consulting services in the areas of communications and training. Her clients include A. C. Nielsen, Allstate, Arthur Andersen, Baxter

Healthcare, IBM, Motorola, Quaker Oats, and Zenith.

Ms. Ranshaw was the 1991 president of the Independent Writers of Chicago and has served on the boards of a number of other professional organizations. She is a member of the Chicago Chapter of the National Society for Performance and Instruction and the Society for Technical Communication. She is a frequent speaker before business, professional, and civic groups.

David Zeheren is currently a consultant and trainer in sales and negotiation. His experience includes administration for the University of Chicago 190 program as well as vice-president of training for First Chicago. His clients include Kraft, US West, Brunswick Corp., Bank of America, and Helene Curtis. 

- WHO:** Jane Ranshaw and David Zeheren
- WHAT:** Negotiating Skills Workshop
- WHEN:** Wednesday, September 16 (note change of date—was 9/15)
5:30–6:30 P.M. Reception
6:30–8:30 P.M. Workshop
- WHERE:** One IBM Plaza, Wacker & State, 2nd floor
- COST:** \$15 in advance, \$20 at door/guests/non-members

For more information, contact Mary Peterson at 312/561-5526 (h) or 312/781-6331 (w).

**Negotiating Workshop
September 16, 1992**

Name _____

Phone () _____

Guest(s) _____

Amount Enclosed _____ (\$15 per person; includes hors d'oeuvres. Cash bar.)

Send coupon with check payable to the University of Chicago Women's Business Group to:
UCWBG, P.O. Box 350, Kenilworth, IL 60043-0350.

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From the President's Desk . . .

The summer is nearly over, and the UCWBG is gearing up for a particularly eventful fall season of programs. Be sure and mark your calendars *now* for the events coming up in September and October, including negotiating skillfully, developing marketing materials for entrepreneurs, and socially responsible business. They're going to be great!

I saw many of you at Ravinia on August 16 for our annual summer social event on the lawn. I always look forward to this relaxing evening.

I promised you periodic updates on the planning activities for a Women's Leadership Symposium scheduled for early 1994 (to coincide with the opening of our new GSB building downtown). To that end, we are close to securing a panel slot on the prestigious GSB Management Conference schedule in April of 1993. We will use the response to that panel on issues facing women leaders in Chicago to gauge overall interest and possible topics for our 1994 Women's Leadership Symposium. The flyer in this month's *Exponent* explains the concept in more detail, and I encourage anyone interested in participating in this exciting endeavor to call me as soon as possible.

Women are definitely making their presence known in this decade: in business, in the professions, and in politics. The UCWBG can play a role in examining the issues and enlightening the world about the ways in which women have, can, and will continue to make a difference. Call today and get involved.

I hope your summer has been a good one so far.

Diane Dahl
President



Diane Dahl
President

Board Member Profile

Name: Cindy Monroe

Current Board Position:

VP-Programs

Current Career Position:

Account Manager, Trilogy Consulting Corporation

Greatest Personal Achievement:

Most important would be 4-1/2 years happily married—and still counting. Second would be having made several successful career changes when I felt they were necessary.

Why are you a UCWBG member? I enjoy meeting

other interesting women, making professional contacts and new friends among the truly varied membership we have. I also value the insights I've gained from UCWBG programs.

If you didn't have to work for a living, what would you do? I'd get more involved and make greater contributions in volunteer work, especially social welfare and health services. I'd also get involved in a business dealing with physical fitness, and I'd spend more time with family, friends, and my own exercise program.

What book has made the greatest impression on you?

What Color is Your Parachute and *Do What You Love, The Money Will Follow*—not just in terms of career but my entire life value system.

What is your favorite type of restaurant? I love Chinese food, as well as health/vegetarian places.

What is your favorite way to relax? You'll find me at my health club—usually aerobics; as well as bicycling or walking. Also, my husband and I enjoy going out with friends.

Why have you chosen to make Chicago your home? I came here from Vermont to attend the U of C and never left! The people I've met, the career opportunities, meeting my husband, and the milder weather (compared to Vermont) have kept me here.



Cindy Monroe
VP-Programs

continued on page 3

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

1992 Board of Directors

President: Diane Dahl
708/655-1232

President-Elect: Kathy Terman
312/294-8065

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312/220-5043

Immediate Past President: Kitty Voss
708/864-5052

Director: Donna Selfin
708/848-1262

Director: Tricia Lenehan
708/940-2636

Name: Donna Seltin
Current Board Position:
Director-At-Large
Current Career Position:
Financial Planning Analyst
for the Children's Memorial
Hospital



Donna Seltin
Director-at-Large

Greatest Personal Achievement: The day I sat in Rockefeller Chapel and saw my name on a University of Chicago diploma. I knew I could do *anything* that was really important to me.

Why are you a UCWBG member? I joined to build a professional network and maximize the investment I had made in pursuing a U of C M.B.A. I have found the UCWBG to be a supportive, nurturing group of bright, talented, articulate women. My experience with the UCWBG has broadened my perspective on life and what it means to be successful. Each of the members I have come to know has defined success for herself in a way that respects her personal integrity. I have learned that success can be climbing a corporate ladder, building a business of your own, being a full-time mother, or whatever roles permit you to live with dignity and be at peace with yourself.

What is your favorite type of restaurant? Oriental. I especially enjoy Thai and Japanese cuisines.

If I won a million dollars in the Lottery I would . . . Travel. I'd cruise to Alaska, take the Concorde to Paris, visit Japan and China. When I got back, I'd buy a big old house and rehab it. Then I'd take everyone in my family to Disney World for Thanksgiving and to Colonial Williamsburg for Christmas. Once I was settled, I'd pay off what I owe on my M.B.A. and start a PhD. (My needs are simple, my wants are very expensive.)

Why have you chosen to make Chicago your home? I grew up here, so I have my roots in Chicago. It's a great city with a tremendous variety of people and diversions. Professionally, the health care market has many opportunities. There are large numbers of service providers, suppliers, regulatory agencies and professional organizations located in the Chicago area.

What is your favorite memory of childhood? I remember getting all dressed up in my best party dress and black patent leather shoes on Saturdays. My grandparents took me downtown to have lunch in the Walnut Room at Marshall Field's. Then we'd go to look at all the dolls in the toy department. I felt like a princess in a fairy tale.

Have you ever had a mentor, and if so, how has she/he influenced your life? In my first "real" job out of college, I was fortunate to have an extraordinary woman for a supervisor. Paula Meier was a great mentor as well as a positive role model. She could identify each person's unique talents and mobilize them in a way that created win/win situations. Her support and encouragement gave me the confidence to stretch beyond my perception of my abilities. As I grew profession-

Centennial Year to Close with Grand Celebration

The Board of Governors of the University of Chicago Alumni Association will sponsor a gala centennial dinner dance on Saturday, October 3, 1992 at the Fairmont Hotel at Illinois Center, 200 North Columbus Drive, Chicago. This will be the last gala in a series of five which have taken place in New York, Washington D.C., San Francisco, and Los Angeles throughout the last year. The Chicago black tie dinner dance marks the end of the centennial celebration and the beginning of the U of C's next century.

Speaking at this extraordinary event will be U of C president Hanna Holborn Gray and famed Nobel laureates James Cronin and Merton Miller. Cronin received the 1980 prize in physics with Val Fitch for the discovery of violations of fundamental symmetry principles in the decay of neutral K-mesons; he has been a member of the faculty since 1970. Miller received the 1990 prize in economic sciences along with Harry Markowitz and William Sharpe for their pioneering work in the theory of financial economics; he has been a member of the faculty since 1961.

All alumni in the Chicago metropolitan area will receive invitations to this gala. Tables of ten are being organized. A sign announcing the group's affiliation will be provided for businesses, firms, clubs, and professional groups that buy a table. It is a good opportunity for people to network as well as just have friends and colleagues join them at this exciting celebration. Table purchases should be indicated on the response card included with the invitation. If UCWBG members are unable to organize a table of ten but want to sit with other UCWBG members, they will be able to indicate this on the response card.

Among those on the Chicago Gala Dinner Committee are Carol Moseley Braun (J.D. '72), Barbara Flynn Currie (A.B. '68, A.M. '73), Mary Lou Gorno (M.B.A. '76), Adrienne Harvitt (A.B. '75, M.B.A. '76), Kathleen Holoubek (M.B.A. '83), Joan Steel (M.B.A. '77), and Patricia Wier (M.B.A. '78). ♣

Phone First

Bottomless Closet, a not-for-profit corporation providing business attire and grooming consultation to women who want to work, was profiled in our March "Making a Difference" column. However, due to storage constraints, they are not always able to accept all available donations of professional clothing. Please call Bottomless Closet, 312/527-9664, before driving to their offices at 444 North Wells, Chicago. ♣

ally, she became a colleague to review ideas, plan strategies and identify new challenges.

This positive experience early in my career has helped me to identify characteristics in other people that would make them good role models. Also, I am sensitive to situations where I can assist others in their professional development. I believe that mentor relationships can be beneficial to both parties. ♣

Susan Larson Shares Insights with Entrepreneur's Group

Did you ever want to hear the behind-the-scenes stories of a successful entrepreneur? In February, the Entrepreneur's Group heard just that as Susan Larson described her search for, purchase of, and management of a small business. She is the successful owner of House-O-Lite, for which she was profiled in *Crain's Chicago Business*. Currently she is also serving as a member of the Federal Reserve Bank's Small Business Advisory Board and working with the Economic Development Commission for Chicago.

Susan's first pregnancy compelled her to find a job that required less traveling. Knowing that 90% of start-ups fail and desiring a cash flow to supply a salary, she began searching for an already existing business rather than a start-from-scratch solution. With consulting experience in such materials as metals, plastics, and composites plus a background of six years selling steel, Susan used her knowledge and contacts to find small companies meeting her product/industry/market criteria with owners past the age of retirement. She explored all avenues, including trying to contact brokers who placed newspaper ads. To her frustration, they did not respond. Then running an ad herself, she

received calls from all the same brokers who wouldn't return her previous calls! Susan approached banks as a buyer for their businesses, and gradually built up a network of banking contacts who knew both sellers and investors. Through this process she eventually found her business' investor. However, Susan has also leveraged many other resources, including enterprise zone loans, Targeted Jobs Credit Program aid, and GED programs.

Susan described cleaning up the management mess that she inherited in order to turn around the business. One example was moving the inventory management system from a cardboard box to a computer. In the process of changing management practices, Susan has promoted employees—including many women—who applied themselves, and has made tough decisions in other cases. What Susan now has is a business that has almost doubled its sales in six years and is a recognized name in its industry.

Susan's experiences are those which "no one teaches you in B-school." Her candidness gave all who attended a real sense of the benefits and pitfalls of owning your own business. ☞

Entrepreneurship Committee Upcoming Meeting

Thursday, September 23 at 6:30 P.M.

Home of Judy Thornber
111 East Chestnut, Apt. 36-C
Chicago, Illinois 60611
312/642-9369 (h); 312/621-8660 (w)
Buffet dinner available for \$6.00/person.
Guest speaker will be Joan Beth Beugen, president of CRESTA Communications, Inc. She is an expert at preparation of corporate materials from company brochures to annual reports, video presentations, and advertising. She will be speaking about effective presentation materials for start-up businesses. If you bring your corporate brochures, business cards, and letterhead, Joan will give her opinion and suggestions for improvement. This is a unique opportunity—bring your materials and take advantage of it. ☞

UCWBG Annual Networking Dinner

Date: November 11, 1992

Time: 5:30–8 P.M.

Location: East Bank Club, 500 North Kingsbury Street, Chicago
312/527-5800

Cost: \$25 in advance, \$30 at the door.
Buffet dinner/cash bar.

What:

Please join us for the UCWBG annual networking dinner. The format of the evening is designed to help us meet other members of the club with similar interests. Tables will be designated by profession orientation; for example, Finance, Computers/Telecommunications, Health Care, etc. There will also be information about careers in these fields at each table.

The ultimate objective is to provide an event that allows us to maximize the resources we have available within our own group by getting to know each other better.

The past networking dinners have received very positive reviews. We expect to continue that tradition this year. ☞

Advancing Your Career: A Seminar on Termination and Negotiation

Concerned that one day you might be terminated or "RIF'd?" Planning to terminate someone? Be prepared. Learn what rights employers and employees have and how employees can and employers do protect themselves. This seminar should result in better understanding a difficult and painful fact of life and how to manage and negotiate your way to a more satisfactory outcome.

Together, Andrea Waintroob (J.D. '78) partner Vedder Price Kaufman & Kammholz and GSB lecturer in industrial relations, representing the employer position and Gil Cornfield (BA '51, J.D. '54) senior partner Cornfield & Feldman and

former U of C instructor in labor education, representing the employee position, will help you learn key elements necessary to improving your negotiating position. Program coordinator is Meryl Dann (BA '63, MA '65).

Date: November 5, 1992

5:00–6:00 P.M. Deli Buffet

6:00–8:00 P.M. Seminar

The Plaza Club
Prudential Building, 40th floor
130 East Randolph Street, Chicago

Cost:

\$16 per UC²MC member or guest

\$26 per alumna/us or guest

GSB Alumni Clubs' Career Management Roundtable Project

The GSB Alumni Career Management Roundtable Project is sponsored by the three Chicago GSB Alumni Clubs. If you are interested in participating with one or more of the groups, call the appropriate Roundtable Coordinator listed below to learn when and where the next meeting will be held. Current members of the three Chicago GSB Alumni Clubs are eligible to participate in the Career Management Roundtables.

The Career Management Roundtable Project is designed to encourage GSB alumni to take a proactive role in managing their careers through the process of sharing insights, information, trends, contacts, and opportunities with other alumni who share similar interests and goals.

Loop Area

Entrepreneurial

This group may divide into smaller groups based on specific interests.

Sally Hughes '76 312/296-2357 (day)

Dale Hershfield '85 312/207-6151 (day)

Sean Taylor '91 708/383-0750 (day)

Cross-Functional

Donna Seltin '88 708/848-1262 (p.m.)

Consulting/Health Care

Donna Padnos '82 708/383-2836 (p.m.)

Mark Swift '90 312/642-1281 (day)

Financial Services

Mindee Wasserman '87 312/642-3414 (day)

Finance/Accounting

Joanne McCarthy '76 312/346-9212 (day)

Mary Hoskins '89 312/875-1203 (day)

Real Estate

Sean Taylor '91 708/383-0750 (day)

Ken Posner '91 312/466-4054 (day)

Management Information Systems

Michael Lawler '72 312/407-4827 (day)

Marketing

Rick Tazelaar '87 312/525-3332 (day)

Alice de las Alas '91 312/220-2738 (day)

Western Suburbs

Entrepreneur

Bill Wentz '88 708/954-3366 (day)

(or ask for his assistant, Patrice Thiel)

Information Technology

Kevin Leininger '91 708/355-4404 (day)

Steve Josephs '85 708/449-4174 (day)

Job Search

Larry Stuenkel '87 708/416-3102 (day)

Cross-Functional

Jack Jerak '75 708/655-1969 (day)

Northwest Suburbs

Cross-Functional

Eric Christensen '90 708/358-2887 (p.m.)

Michael Fallon '78 708/698-9327 (p.m.)

Northern Suburbs

Cross-Functional

These three small groups meet regularly in homes with an occasional large group meeting.

Marcia Lewis '72 708/432-5250 (day)

Janet Tabin '79 708/432-2660 (day)

Mel Loeb '76 708/498-5944 (day)

Undecided Geographically

International

Karl Buschmann '85 708/310-0412 (p.m.)

Top B-Schools

U.S. News & World Report devoted its March 23, 1992 issue to America's best graduate schools. The top twenty-five graduate schools of business with the highest scores in the *U.S. News* survey were listed; the top ten are:

- Stanford
- Harvard
- University of Pennsylvania (Wharton)
- Northwestern (Kellogg)
- M.I.T. (Sloan)
- University of Chicago
- University of Michigan
- Columbia
- Duke (Fuqua)
- Dartmouth (Tuck)

The overall rank was based upon a weighted measure of five major indicators of academic quality: a school's reputation as determined by deans and M.B.A. program directors; its reputation as seen by CEOs; and its student selectivity, placement success, and graduation rate.

Deans and directors of M.B.A. programs ranked The University of Chicago fourth in accounting and second in finance in the *U.S. News* reputational survey. ↵

Ten Big Companies with Best Benefits

The following companies were ranked in the June 1992 issue of *Money* magazine as having the best employee benefits:

1. Levi Strauss
2. IBM
3. Procter & Gamble
4. Eastman Kodak
5. Hewlett-Packard
6. Merck
7. Xerox
8. Citicorp
9. Quaker Oats
10. Johnson & Johnson

Ten leading benefits specialists were asked to nominate large companies known for exceptional plans. Criteria such as generous insurance at little or no extra cost; liberal vacation and leave time; and fam-

ily benefits such as child-care and elder-care referrals, flextime, and job sharing were crucial. The plans also had to cover 10,000 or more people.

Some highlights

In addition to a comprehensive array of health and disability insurance, retirement, and savings plans, Levi Strauss grants all Friday afternoons off and generous vacations—three weeks to start, gradually increasing to seven weeks after twenty years. IBM allows parental leaves of as long as three years with full benefits. While it lacks a standard pension plan, Procter & Gamble provides for its workers' future by making annual deposits in a tax-deferred account. Newcomers get 5% of their pay; employees with twenty or more years of service get 25%. Hewlett-Packard has a total of four retirement plans. In addition to a company-funded pension plan, there is a company-matched savings plan, a stock-purchase program, and profit-sharing awards. ↵

North/Northwest Group to Polish Their Resumes

Central + Hickory Lane

The career management committee, in cooperation with the North/Northwest networking group, is presenting a resume polishing workshop on Thursday, September 10. Our workshop leader will be Edrene Heiss, newly appointed personnel director for the central region of Budget Rental Car. She has spent many hours reading resumes and has offered to share her expertise, including pointers on resume preparation and critiquing several resumes. If you plan to attend and would like to submit your resume for critique, please send a copy to Mary Peterson, 854 W. Ainslie, Apt. A, Chicago, IL 60640, by August 21.

The resume workshop will be held in the second floor conference room of First Chicago-Highland Park, 850 Central Avenue, at 6:30 P.M. Food will be catered. The cost will be \$10-15/person.

Please R.S.V.P. by phoning Nancy Gunder at 312/296-7003 or 708/433-3806, Agnes Roach at 708/356-0575, or Virginia

Tomasek at 708/835-8475 to reserve by noon on Tuesday, September 8. If you cannot make this meeting, but want to be informed of future meetings, let Agnes, Nancy, or Virginia know. New members are always welcome.

Directions:

On Central West of Greenway
3 blocks West of Greenway

Coming from the South: Take IL-41 north. Exit to go east on Deerfield Road, which runs into Central Avenue at a "Y" intersection. The First Chicago Bank is about three blocks east of IL-41 on the southeast side of the street.

Coming from the North: Take I-94 south. Exit to go east on Route 22 (Half Day Road). Drive to IL-41, and go south about 1.5 miles to Deerfield Road/Central. The bank is about three blocks east of IL-41 on the southeast side of the street.

Coming from the Northwest/West: Take I-294 to I-94 and exit east on Route 22 (Half Day Road). Follow directions above. ☞

U of C Notes

GSB Downtown Center

The groundbreaking for the new University of Chicago Graduate School of Business Downtown Center took place on Tuesday, June 16, 1992. The projected completion date is January 1994. The building will serve the evening, weekend, and executive business programs as well as the new evening Masters of Liberal Arts program. It will total 217,000 square feet, as compared to the current location's 22,000 square feet. Four large lecture halls, twenty-three classrooms, several smaller conference rooms, and an Alumni Club and Conference center are all part of the new design. The building will be situated along the Chicago River between the Tribune Tower and the NBC Tower; it is believed that the building is on the site of Cyrus McCormick's original reaper factory.

U of C Hosts World Premier

The U of C has been given the opportunity to host the world premier film *A River Runs Through It*, produced and directed by Robert Redford, on Sunday, October 4, at the McClurg Court Theater. Mr. Redford will be attending the premier. The film is an adaptation of the best-selling novel about the American West in the 1930s by U of C professor Norman Maclean. Proceeds from the premier will go to the scholarship fund established in his memory. Tickets will go on sale September 8. Call Ticketmaster for information at 312/559-1212. ☞

Step Out to Stop Abuse

by Karen Swenson

In 1979 the Chicago Abused Women Coalition (CAWC) opened the first shelter for battered women in the Chicago area. It has operated at full capacity (now 42 beds) ever since. Greenhouse Shelter is open 24 hours a day, year round, providing housing, food, clothing, and support to abused women and their children up to age 18. Additionally, CAWC maintains networking agreements with over seventy organizations, including community groups, emergency shelters, medical/health organizations, schools, legal assistance providers, women's employment organizations, and agencies serving the elderly and physically challenged.

CAWC is also undertaking three new programs:

- A five-year plan to develop transitional housing
- A hospital crisis intervention project at Cook County Hospital
- A domestic violence reduction project in cooperation with the Chicago Police Department.

Domestic violence is a problem of epidemic proportions, affecting half the

families in this country. There is documentation that a woman is battered every thirteen seconds. The crime of abuse results in the deaths of over 4,000 women each year. Approximately 200 of these murders occur in Illinois. Illinois domestic violence programs, while operating at full capacity, are able to serve only 8% of women at risk.

I'm making a special appeal to UCWBG members to join me in supporting the **CAWC 10K Walkathon** on Saturday morning, August 29, beginning at Addison and Lake Shore Drive, under the Totem Pole. Volunteers: 6:00 A.M.; registration: 7:30 A.M.; walk begins: 9:00 A.M.; Final Event: Noon

We need:

- Walkers (\$10 registration fee or raise a minimum of \$10 in pledges)
- Volunteers for checkpoints
- Donations of prizes for the largest amounts of pledges raised
- Endorsements from small businesses (\$50 for listing on Final Event program)

For more information, call CAWC, Lee McLain or Beth Schultz, 312/489-9081.

Landmark Loop Apt.

Furnished sublet (10/13/92-4/15/93) or unfurnished with standard lease beginning October 1—will work with your schedule. Marina City (300 North State), 1 bedroom, 2 balconies, 726 square feet. Beautiful view, security, bike/storage room, laundry, health club, grocery/video store, dry cleaners, parking available, near subway to O'Hare. Very nice landlord. \$700/month plus utilities. (Sleeper couch in living room makes privacy affordable for two roommates.) Call Marge Waterstreet, 312/906-7651.

GSB Job Newsletter Gears Up For Twice-Monthly Schedule

Beginning in September 1992, the six-year-old *Alumni Career Management Newsletter*, a listing of positions available published by the University of Chicago Office of Alumni Affairs, will double its frequency to twice a month. It will be published on the first and third weeks of the month.

To cover the increased production costs, the subscription rate also will double. The new rates will be \$50 for six months (12 issues) and \$90 for one year (24 issues).

Elinor Workman, director of alumni career management, says the newsletter has become too large for the monthly format. "We also want to provide alumni with the information in a more timely manner," she adds.

The last time subscription rates were raised was in 1989.

According to Christine Gramhofer, the newsletter's subscriptions manager, its reputation has gone beyond GSB alumni subscribers. "We get calls from people who are not alumni who would like to subscribe to the newsletter, but our policy is that it's only for alumni," she says.


For Workman, the alumni-only policy is one key to the newsletter's success. "It's an exclusive drawing card for companies and search firms because they know the newsletter is seen by a targeted population of GSB alumni," she explains.

Launched in the spring of 1986, the newsletter has grown to include a career

development feature and a wider selection of positions. Job listings typically range from positions for recent M.B.A.'s to senior-level positions. In recent months, the number of job listings has ranged from 75 to 125.

"Each month, we try to have a diverse group of listings, as we know our

alumni's interests and backgrounds are diverse," Workman says. "There is now a broader selection both functionally and geographically, as well as more international jobs in the last two to three years."

To obtain a sample copy of the newsletter, call the GSB alumni affairs office at 312/702-7727. 

Social Responsibility: Where Can We Fit Into The Picture?

After recycling, what?

Social responsibility is a hot subject in the '90s. Most of us think it is a good idea, but few of us know how to individually impact this complex issue in our businesses, our communities, and our personal lives.

We will be joined by three distinguished and charismatic panelists, each of whom has successfully incorporated concepts of social responsibility into his or her professional life:

- Anthony J. Carfang, president, Covenant Investment Management
- Joan Shapiro, senior vice-president, South Shore Bank
- Susan E. Davis, president, Capital Missions Co.

In what promises to be a lively and provocative meeting, our panelists will


share their perspectives on social responsibility, including their experience that socially responsible investments and profitability need not be mutually exclusive. After the panel discussion, there will be a question-and-answer session, in which UCWBG members and their guests will have an opportunity to interact with our panelists.

From definition to decision making, they will explore with us how we can make a difference!

Date: October 14, 1992

Time: 5:30-8:00 P.M.

Location: Monroe Club
Harris Bank Building
23rd floor
111 West Monroe Street
Chicago

Contact Cindy Monroe, 708/244-9520 for more information. 

Connections

If you have changed your home or business address or phone number, please notify us c/o Alumni Services at 708/256-4422. All changes will be issued to members in updates to the membership directory.

Please let us know if you have recently made any changes in your career or personal life (changed jobs, received promotion or award, appointed to board of directors, started new company, was/will be guest speaker, started/expanded family, etc.). Send information to UCWBG Connections, P.O. Box 350, Kenilworth, IL 60043.

Name _____ Class Year _____ Campus 190 XP _____

Day Phone _____

Please describe any change in the space below.

Calendar

August

- 26 UCWBG North Shore Mother's Network meeting, "Vacations After Babies," 7:00 P.M.
Home of Holly Berman, Wilmette
Contact and RSVP: Holly Berman, 708/251-8817
- 29 Chicago Abused Women Coalition Walkathon
Contact: Lee McLain or Beth Schultz, 312/489-9081
(see article on page 6)

September

- 10 UCWBG Career Management Committee and North/Northwest Networking Group dinner meeting and resume polishing workshop, 6:30 P.M.
First Chicago-Highland Park
Contact: Agnes Roach, 708/356-0575
(see article on page 6)
- 12 UCWBG Board meeting and Sept./Oct. *Exponent* deadline
NCR Corporation, Suite 220, 150 N. Michigan Ave., 9:00 A.M.
- 16 UCWBG Workshop: "Negotiating Skills," 5:30 P.M.
One IBM Plaza, Wacker and State Streets, second floor
\$15 in advance, \$20 at door/guests/non-members
Contact: Mary Peterson, 312/781-6331
(see article on front page)

- 21 Mind Your Own Business session
Monroe Club, Harris Bank Building, 23rd floor
Contact: Stefania Aulicino, 312/951-6777
- 23 UCWBG Entrepreneurship Committee meeting, 6:30 P.M.
"Effective Presentation Materials for Start-Up Businesses"
Home of Judy P. Thornber, buffet dinner \$6
Contact: Judy Thornber, 312/642-9369 (h), 312/621-8660 (w)
(see article on page 4)

October

- 3 University of Chicago Gala Centennial Dinner Dance
Fairmont Hotel at Illinois Center, 200 North Columbus Drive
Contact: Alumni Association, 312/702-2150
(see article on page 3)
- 10 UCWBG Board meeting
Leo Burnett, USA, 35 West Wacker, 19th floor, 9:00 A.M.
- 14 UCWBG Panel Discussion: "Social Responsibility: Where Can We Fit into the Picture?," 5:30 P.M.
Monroe Club, Harris Bank
Contact: Cindy Monroe, 708/244-9520
(see article on page 7)
- 19 Chicago GSB Club annual meeting
Mercantile Exchange
Contact: Jon Brookner, 312/472-4984
- 19/26 Mind Your Own Business session
Monroe Club, Harris Bank Building, 23rd floor
Contact: Stefania Aulicino, 312/951-6777

Send Calendar listings to *The Exponent* at the address below, or phone Karen Chromizky at 708/515-3270.



The University of Chicago
Women's Business Group

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THE DIFFERENCE BEGINS WITH YOU

One of the biggest challenges facing professional women today is convincing the existing corporate power structure that tapping into our unique, yet highly effective, leadership talents is not only responsible but profitable.

One of the first steps in overcoming this obstacle is self-empowerment. The University of Chicago Women's Business Group, rich in female leadership experience, **should** and **could** be a powerful catalyst for achieving this goal.

To this end, the UCWBG is planning the Women's Leadership Symposium to be held in 1994 at the new downtown GSB building scheduled to open in March 1994.

The Symposium would seek to explore the leadership potential of women on a personal, professional, political, and social basis. The goal would be to amass an important body of learning in the following areas:

- Personal • How women on a personal level can move from a narrowly-focused self-definition to a broader vision of who they are and what they can be.
- Professional • How women can develop vision in professional leadership to affect the profitability and the course of American business.
- Political • Once leadership has been demonstrated personally and professionally, how we can become positive change agents in the political process of our nation.
- Social • How women can use their personal, professional and political leadership skills to address the many problems facing us as a society.

The UCWBG Leadership Symposium would seek to address these issues through a discussion of current research on women as leaders and through the shared experiences of women who are now at the very top of their fields.

The Symposium will be an extremely ambitious and important project - that's why we can't make it happen without **YOU**.

We are seeking UCWBG members to help plan and organize this landmark event. If you are interested in **making a difference** that could significantly and positively impact the role of women in business today, please call:

Diane Dahl 708/655-1232

Instant ideas? Fax them to Diane at 708/655-1216

Powerful Speakers? Please fax Diane names and backgrounds