

Simmons School of Management MBA Update*

January 25, 2007

The mission of the Simmons School of Management is to educate women for power and principled leadership. We are committed to the advancement of knowledge and practice in management through excellence in education and research. Our academic programs offer rigorous, applied, management education designed for women. We focus on leadership, and our programs integrate the strategic, functional, and behavioral aspects of management. SOM students gain the knowledge, analytical skills, and confidence that they need to manage successfully in dynamic and global environments. We are invested in our students' success and support them as they launch, advance, and change their careers.

MBA OFFICE UPDATES

Note from Mary D

The Patriots/Colts game was not a great outcome for the Patriots, but what a spectacular performance by the Colts. They never gave up, and remained confident despite being down 18 points. So, how to tie this game to your MBA! In Foundations, the faculty talked about “doing things right” and “doing the right things”. In this game, the Colts did both and won the game. One might argue that the Patriots got a tiny bit complacent going into the second half and let up a little. Many students have exams over the next three weeks. If you do well on your first round of tests and papers, do not assume that you will continue to do as well without the same level of effort. If you don't do as well in the first round of tests and papers, know that there are lots of points on the table for you and that until the semester closes on April 13, you have every chance in the world to improve, make changes in progress, and have your grade come out differently than it might have been in week 3. The Colts are a wonderful example of anything is possible and within reach until it is over.

Quotes of the Week

“Perseverance is not a long race; it is many short races one after another.” ~Walter Elliott, *The Spiritual Life*

“If you don't like something change it; if you can't change it, change the way you think about it.” ~Mary Engelbreit

Schedule Updates for the Week of January 27-February 3

Saturday, January 27, M. Acct B, 1-4pm

Saturday, January 27, Econ B, Exam #1, 10-1pm

Tuesday, January 30, Returning Student Track Meeting, 5:15, CR2

Thursday, February 1, New January Students Track Meeting, 5:15, CR1

Friday, February 2, International Student Meeting, 1pm, CR2

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Community Forum WebCT

Looking for an apartment for rent? Want to sell a book? Hosting a party or event?

Get the word out to your fellow classmates on the Community Forum WebCT (formerly known as Track Forum.) Since the original name was confusing to some, we changed it. This is really just a place for you to post anything non-school related such as sponsorships, volunteer opportunities or community activities! If you do not see Community Forum listed on your WebCT page, please email Paula at paula.donaldson@simmons.edu

Leadership Conference Volunteer Meeting

If you were unable to attend the Leadership Conference Meeting on Tuesday, you can attend the Track Meeting tonight where you will receive an info sheet at that time. If you can't attend the Track Meeting, you can stop by the MBA Office for the information sheet! If you have any questions please contact me at paula.donaldson@simmons.edu

Upcoming Track Meetings

Evening Students: Tuesday, January 30, 5:15pm, Caseroom #2. Pizza will be served!
New January Admits (Jamits): Thursday, February 1, 5:15pm, Caseroom #1. Pizza will be served!

Course Pack Return

When you are returning a coursepack for a class you have dropped, it must be unopened, you must have your receipt, and you must bring a class schedule that reflects that you've dropped that particular course(s). This process is in place to prevent the misuse of coursepack material copyrights, so all three criteria must be met in order for you to return a coursepack. Please contact Carolyn in the MBA Office at carolyn.bogle@simmons.edu or the Simmons College Bookstore at 617.521.2054 if you have any questions about this policy.

Summer Registration Dates

Summer registration for the SOM will be March 19-26. More information will be coming in February.

Student Stickers

Stickers for your ID have arrived and are available in the MBA Office, please stop by and pick one up!

Short Term Work Opportunity

The Registrar's office is looking for MBA students interested in a short term work assignment on the presidential inauguration at the end of March and some other project based work. Special events experience will help on the inauguration project, strong excel and project management skills are needed for the other projects. Students should see Mary D for more information.

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Economics Review Sessions

Each of the first three review sessions immediately precedes an Economics class session. Please note the SATURDAY Review:

Evening Section Reviews:

Thursday, February 15, 5:00 - 5:45 p.m.

SATURDAY, March 17, 10:00 a.m. - 12:00 noon

(ATTENDANCE AT REVIEWS IS ENTIRELY OPTIONAL.)

CGO Speaker Series

What does it mean to be a woman in the business world?

How does diversity impact organizational effectiveness?

How can businesses benefit from encouraging work/life balance?

As the research arm of Simmons SOM, the internationally recognized **Center for Gender in Organizations (CGO)** addresses these issues and more, focusing on the following areas: * Women and Leadership * Gender Equity and Organizational Effectiveness * Women Entrepreneurs * Dimensions of Diversity & Working across Differences *

How is this work done by CGO?

- Through conducting in-depth and cutting-edge research
- Through offering customized consulting services to maximize workplace effectiveness
- By holding public events, seminars, and workshops to disseminate information and connect professionals
- By producing and providing publications and other resources of information

Luncheon Speaker Presentation----FEBURARY 5, 2007 Monday 12pm-1pm

Who? Mary Shapiro, Cynthia Ingols, and Stacy Blake- Beard will present and discuss their new research and the resulting Insight #25 Optioning In VS. Optioning Out- Women using Flexible Work Arrangements for Career Success

Where? Caserom 1, Mocker Building

When? February 5, 2006 12pm-1pm

What Else? CGO will provide Pizza for lunch

CGO is Looking for Graduate Assistant

Work with CGO director to develop a new alliance between SOM/CGO and Madrinas Project. Madrinas is a 501C (3) nonprofit organization started in 2002 by visionary professional Latina who saw the need for a powerful network, committed to career advancement, leadership development, and mentoring of Latinas in organizations representative of a cross-section of industries. Responsibilities will include creating web-based connections, data collection and data participating in planning meeting, translation of documents into Spanish and other work as identified.

Requirements include, but not limited to, excellent fluency in both written and oral in Spanish, computer

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skills (Excel, PowerPoint, etc.), and ability to work with websites. The term of employment is through June 2007. If interested, please email or fax cover letter and resume to cgo@simmons.edu or 617.521.3878.

CAREER SERVICES UPDATES

Please join the Career Services team on **Tuesday, February 6th from 4:45-5:45pm** to learn how the CSO can partner with you as you begin to plan your job search. Whether you are graduating in August, or a part-time student interested in a career transition, we are here to help. This evening we will walk you through the career services and resources that are available to you, as well as review survey results and give you a snapshot of recent graduate placements. **No RSVP necessary. Case Room 1 – Pizza will be served!**

Please complete the below survey by January 29th (if you have not already). We use this data to plan workshops, events and employer outreach efforts and so appreciate your input and suggestions.
<http://www.zoomerang.com/survey.zgi?p=WEB225UKU7KDJ9>

New - Online Interview Tool for Students!

INTERVIEW MASTERY is an interactive online tool available 24/7 to help you successfully prepare for interviews. Visit the Career Connect home page for instructions.

NEW - Email Alerts are Available on Career Connect!

To receive job postings based on your background and interests, please see the Career Connect homepage page for instructions on how to receive email alerts.

Outside Networking and Career Events

India Conference at Harvard Business School

Hear and Network with Indian business leaders regarding the success of investments and business in India.

Friday January 26th, 3:00 – 8:00pm

Harvard Business School, Soldiers Field Park, Boston

Cost: \$20 for students, \$30 for others

Visit www.hbsindiaconference.com for more information and registration

The Partnership, Inc

Career Connect – for undergraduates and graduate students of color
Thursday February 22, 2007

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4:00 pm – 7:00 pm, John Hancock Hall, Dorothy Quincy Suite
180 Berkley Street, Boston MA

Meet representatives from Greater Boston and build pivotal business relationships. You are encouraged to bring copies of your resume and dress in business attire.

Hear from successful professionals of color who have chosen Boston as a place to build their careers.

For more information please go to www.thepartnershipinc.org and click on the college to career program tab.

To register please email your name, college, major/concentration, GPA, and graduating year to hvassell@thepartnershipinc.org. To be included in the resume database, please attach your resume in PDF format if possible.

The Boston Marketing Club

Produced by the AMA Boston Chapter

Tired of the same old drill - get a nametag, grab a drink, shake some hands and drop a few business cards?

Ready for something new? There's got to be a better way to meet other professional marketers in Boston - we thought so too!

Announcing the Boston Marketing Club Monthly Mashup, a fresh approach to networking. Join the who's who of Boston marketing and discuss hot-topics like "marketing morality" and participate in real-time polling led by "the CONNECTORS."*

Date: Wednesday, January 31st

Time: 6-9 p.m.

Place: Flat Top Johnny's (www.flattopjohnnys.com) Kendall Square, Cambridge

Price: First time SPECIAL! FREE admission for AMA members (January only). \$30 for non-members

Admission gets you free billiards and appetizers -- cash bar

*CONNECTORS - You know these people, they're the ones that keep us talking, the life of the party. Think you got what it takes to be a Boston Marketing Club Connector? Email: dbaker@amaboston.org.

The Boston Chapter of HBA is pleased to announce an upcoming panel discussion

Commercial Strategy Optimization:

Regional vs. Global Marketing

Wednesday, February 7th, 2007

Please join us as we kick off our 2007 Program Series exploring this timely topic with Susan Adler, Boston Chapter President, leading the discussion as Moderator.

In planning the commercial strategy for any global healthcare product, there are many factors to be considered. A key determination is whether to pursue a global or regional marketing plan. This in turn greatly influences pricing, brand name and product promotion, distribution channels, and organization design. This panel will explore the benefits and trade-offs of each strategy.

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Panelists include:

Sandy Lauterbach, Sr. Director, Global Marketing, Genzyme
Lisa Reilly, Sr. Product Manager, Philips Medical System

Susan Adler, Vice President, Commercial Analytics, Sepracor- Moderator

Agenda

5:30-6:15 Registration and Networking
6:15-6:30 Welcome and Opening Remarks
6:30-7:30 Panel Discussion and Q&A
7:30-8:30 Networking & Refreshments

Location:

Genzyme Center
500 Kendall Street
Cambridge, MA 02142
T: 617-252-7500

Register Now

<https://hbaonline.hbanet.org/events/EV10Register1.aspx?eventID=1190>

Pre-registration for this event is highly recommended! Registration is open NOW!

AMA Collegiate Executive Roundtable

The AMA Boston Chapter has initiated a new program geared toward junior and senior-level students throughout Boston's collegiate community. The program dubbed, "60 Minutes at an Executive Round Table", will bring together executive and junior-level marketers with groups of students interested in gaining insight of the marketing industry.

Program Objectives

Create an opportunity for students to learn about real life marketing applications. Learn about new trends and technology applications in marketing. Share new marketing methodologies and techniques that are being taught at universities with executives. This is a monthly meeting and space is limited. To sign up for this program, please contact the us below.

Contact Info:

Julio Salazar
Director, AMA Student Affairs

For more information please go to: <http://www.amaboston.org/html/cer.htm>

Massachusetts Innovation and technology exchange

March 1, 2007, 12:00pm – 5:00pm
Back Bay Events Center, Back Bay Grand Ballroom
180 Berkeley Street, Boston

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As the job market continues to heat up and competition grows to find the best and brightest among the regional college graduate pool, opportunities to recruit this group in an efficient and scaleable way is critical to your company's success.

This one-day event at Back Bay Events Center, Grand Ballroom will bring together a pool of college seniors and recent graduates from over 30 Massachusetts educational institutions who are interested in learning about careers in interactive media.

Students will have the opportunity to speak with agencies, online publishers, marketers and technology providers about potential internship and entry level positions, and hear from real life professionals about their jobs, and take advantage of complimentary resume review.

Projected Attendance: 300-400 students

Schedule:

12:00pm Registration & Kick Off

12:30 – 4:30pm Resume Review

1:00 – 4:00pm "A Day in the Life" Panels

4:30pm Registration Closes

A limited number of sponsorship opportunities and employer recruitment exhibit packages are available. Capacity is limited so reserve your space by Friday, February 16. Contact Amy Goodman at amy@mitx.org for more details.

Attendee Registration Opens: February 1, 2007

Members: free Non-Members:

For more information please go to:

http://www.mitx.org/main.cfm?sec_id=13&guid=3095f62a-88e0-42bc-b193-8d185c245f33&ART=216

The Women's Congress Boston

March 29th - 30th 2007

Boston Convention & Exhibition Center

The focus is on opportunity when you mix more than 8,000 successful business women, non-profit executives, and entrepreneurs with over 350 exhibitors and 50 distinguished speakers. You'll take away a wealth of ideas, strategies, practical skills, and concrete tips to enhance your success

Register today for FREE admission to the exhibition and \$25 off the conference package when you enter code: WBB12 when registering online. Or sign up for updates at www.thewomenscongress.com to get all the breaking news.

Idealist.org - Nonprofit Career Fair

Boston University on Tuesday, February 6th from 12:00pm - 4:00pm

Metcalf Ballroom on the 2nd Floor of the Sherman Union

775 Commonwealth Avenue, Boston, MA.

To register (it's free for jobseekers), and for more details, including schedule, directions, and a list of registered organizations, please go to: <http://www.idealist.org/fairs.html> and click on the fair you'd like to

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attend.

Contact Lisa Toby (lisa.toby@simmons.edu) in Career Services for financial assistance opportunities with admittance fees to career events.

Association of Latino Professionals in Finance and Accounting (ALPFA)

ALPFA is a not-for-profit organization whose mission is to be the leading Latino professional association dedicated to enhancing

Opportunities for CPA's, accountants, finance and related professionals and students while expanding Latino leadership in the global workforce. 50% of the Boston Chapter of ALPFA are women! Get involved. For more information, please go to www.alpfa.org.

The National Asian American Professionals Organization

<http://www.naaapboston.org/Membership.do>

Partnerships

Simmons SOM would like to announce an exciting new partnership with HP (Hewlett Packard). HP is a technology company that operates in more than 170 countries around the world. HP's three business groups drive industry leadership in core technology areas:

- The Personal Systems Group: business and consumer PCs, mobile computing devices and workstations
- The Imaging and Printing Group: inkjet, LaserJet and commercial printing, printing supplies, digital photography and entertainment
- The Technology Solutions Group: business products including storage and servers, managed services and software

When applying for jobs at HP (www.hp.com/go/jobs) SOM students will now be prompted when completing a profile to 'add or event ID' field, to enter 'SIMMONS'.

Please visit the Career Connect Resource Library for a sampling of SOM Business Partnerships.

Simmons SOM has been accepted as an Alliance of Bridgestar (<http://partners.bridgestar.org/simmons/>), a non profit organization that got its start via Bain Consulting. Bridgestar offers nonprofit board and senior leadership opportunities for Simmons students and alumnae.

Recent Job Postings - Visit Career Connect

- Sr. Negotiation Leader for Key Negotiations and Strategic Partnerships - Target
- Product Manager, Oncology - IMS
- Senior Financial Analyst - Manning
- Director of Development Operations and Research - Boston Medical Center
- Vice President, Communications Department - O'Neill Associates

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- Project Coordinator – Novartis
- Manager, Marketing and Public Relations – BTI (Baker Tiller International)

As a reminder, please keep your Career Connect profile up to date. If you forgot your username and password, please contact julie.barenholtz@simmons.edu or 617.521.3857. Please do not re-register yourself as past information about you will be lost. Any questions about Career Connect? Please do not hesitate to contact Julie.

Interesting Career Articles

Successful Job Search Networking

Even though job search networking is one of the most successful ways to find a new job, it can sound intimidating and sometimes seems a little bit scary. It doesn't have to be. My father ended up in a conversation on an airplane with someone who was looking for an aeronautical engineering job. My dad happened to be in the same field and ended up assisting the person in getting a new job. Sometimes, that's all it takes. I've been offered jobs on more than one occasion simply because a friend or acquaintance knew my background and skills.

For complete article please read on at: <http://jobsearch.about.com/cs/networking/a/networking.htm>

Turning your summer internship into a job offer

Summer internships are increasingly useful for attaining permanent employment. Some companies, such as Procter & Gamble, now stick to a strict promote-from-within policy where upwards of 80 percent of entry-level hires may have interned with the company. And many of the companies currently eagerly eyed by MBAs, including consulting firms McKinsey and Bain and investment banks like Goldman Sachs, draw heavily on previous summer interns for their entering classes as well.

For tips please read on at: <http://my.simmons.edu/library/collections/career/>

click 'career resource e-library – VAULT

Click Career Advice Tab, then Internships

Then scroll to bottom of page, and see article, Turning your summer internship into a job offer.

SOM LIBRARY UPDATES

[New Students](#)

If you missed the library tours, please stop by the library whenever you have the chance and we will be happy to show you around.

[Looking for a job?](#)

The library is looking for **Part-time Graduate Student Library Assistants**. Day/Evening/Weekend hours are available. If interested, please contact Kathy Berger, SOM Assistant Librarian, at 617-521-3847 or e-mail kathleen.berger@simmons.edu for an application.

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[Recommended Reading from the SOM Library...](#)

Stop by the library and take a look at our book display about international business. Some of the books on display are: Billions: Selling to the New Chinese Consumer, Multinational Firms in the World Economy, and Fair Trade for All: How Trade Can Promote Development.

[Reference Appointments](#)

For help with research projects, please email Linda (linda.wolf@simmons.edu) or Kathy (kathleen.berger@simmons.edu) to schedule an appointment. Times are available throughout the day. As always feel free to come by for any help you need using the databases and finding answers to homework questions and more...

[Driving Directions to the Main Campus Library](#)

The main campus library is closed Saturday, January 13 -Monday, January 15.
Regular Hours will resume on January 16.

Main Campus Library Regular Sunday Hours - Sunday: 10:00 am – 11:00 pm

- 1: Start out going WEST on COMMONWEALTH AVE / US-20 W / MA-2 W toward CHARLESGATE E. Continue to follow MA-2 W.**
- 2: Turn SLIGHT LEFT onto BROOKLINE AVE.**
- 3: Turn RIGHT onto PARK DR.**
- 4: Stay STRAIGHT to go onto RIVERWAY.**
- 5: Turn SLIGHT LEFT to stay on RIVERWAY.**
- 6: Stay STRAIGHT to go onto FENWAY.**
- 7: Keep RIGHT at the fork to continue on FENWAY.**
- 8: End at Simmons Library: 300 Fenway, Boston, MA 02115**

[Reminder](#)

Books may only be checked out when the library is staffed. Reserve textbooks may only be checked out for two hours at a time and used in the library and group study rooms. Reserve textbooks may only be checked out until two hours prior to the library closing. Please plan ahead.

[Reminder](#)

Please use your cell phone outside of the library as a courtesy to your fellow students.

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STUDENT ACTIVITY UPDATES

Healthcare Club

We recently did a case study in our Orgs class about how Ellen Zane turned around the loss making Tufts medical center into a profitable one – better to say, one with positive cash flows.

Almost every day in the WSJ and other newspapers, we read about rising health care costs as concerning to consumers, businesses and governments.

Healthcare is one field today that greatly needs MBAs for various reasons - growing competition, operational challenges, high potential growth, and many other changes and challenges.

By forming a student club, we could start exploring opportunities for MBAs from different career backgrounds in the healthcare arena, meet leaders and pioneers in this field and meet with other students who have experience and already know a lot about this industry. Healthcare business comprises of various entities like hospitals, pharmaceutical companies, medical devices, healthcare information systems providers, insurance companies etc. So whatever functional area your choice is, be it consulting, marketing, finance, operations etc, healthcare needs you. So if you are interested in the idea of foraying into the healthcare field, where your efforts could directly and greatly benefit society on a whole, please join hands with me in forming a Healthcare club at SOM.

Sumana Ramayanam
sumana.ramayanam@simmons.edu

January and February MBA Social Club Events

Saturday, January 27, 2007, 1-3 p.m.:

Ice Skating on Frog Pond in the Boston Commons. The Social Club will fully subsidize a limited number of \$4 admission tickets per attendee. All attendees will be responsible for their own skate rental of \$8. Reservations should be made through the Social Club and will be accepted on a first-come, first-served basis.

For Frog Pond information, go to:
http://www.cityofboston.gov/parks/frogpond_winter.asp.

Tuesday, February 13, 2006, 4:15-5 p.m.:

Valentine's Wine and Cheese. Mockler Building. Come and unwind Non-alcoholic beverages will also be provided.

Please contact Stephanie Creary at creary@simmons.edu for more information.

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