

Interning in . . .

THE REAL WORLD

McGAUGHY PROFESSIONAL DEVELOPMENT CENTER

COLLEGE OF BUSINESS & ECONOMICS, LONGWOOD UNIVERSITY

A Newsletter for the faculty and students of the College of Business and Economics of Longwood University

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"If you are interested in arranging an internship, please come by the McGaughy Professional Development Center to discuss future possibilities."

LONGWOOD
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Editor: Nancy C. Postans

ENTERPRISE RENT-A-CAR CELEBRATES ITS 50TH ANNIVERSARY

Susan Brault, Recruiting Manager with Enterprise Rent-A-Car spoke recently at an Internship Seminar about the success of the company. "Jack Taylor started Enterprise 50 years ago in St. Louis, Missouri with seven cars and the feeling that customers would embrace the idea of leasing automobiles," states Brault. "Mr. Taylor's management philosophy was 'take care of your customers and employees first, and profits will follow,'" Brault continues.

Enterprise operates in more communities than any other car rental company in the nation. They promote from within and reward the commitment and entrepreneurial spirit of its employees through personal, professional and financial means.

The mission of Enterprise is to fulfill the automotive and commercial truck rental, leasing, car sales and related needs of its customers and, in doing so, exceed their expectations for service, quality and value.

"Our interns go at a high pace from day one," said Brault. "They learn what it takes to run a successful business by doing and taking on the same challenges as our first and second year full-time professionals. This is a team-based environment where we're supportive and fun to work with."



Enterprise Rent-A-Car Area Rental Manager Thomas McCombs and Recruiting Manager Susan Brault recently made a contribution to the College of Business and presented the check to Robert Dame, Director of the McGaughy Professional Development Center.

CBE STUDENTS VISIT SLOVAKIA



As part of the Slovakian Scholars Program, Dr. Melanie Marks and Dr. Roman Cech recently accompanied six CBE students and one Liberal Arts student to Slovakia and surrounding countries. One stop made was at the castle gardens overlooking Prague, capital of the Czech Republic. (back row, left to right) Amanda Massie, Dustin Dwyer, Carlyle Powell, Drew Edmonds, Hunter Swanson; (kneeling, left to right) Mary Beth Wilmouth and Sydney Moineau

Outstanding Interns Comments

“This internship with Henderson, Inc. was an experience that I will cherish. Going into this internship I never expected to get a job out of it. I wanted to gain some experience and see what general contracting was all about. I got that and much more. I did not realize it would be my niche as a career. At this point, I will join the team as a project engineer and work closely with the superintendents and subcontractors.”

Emily Fisher

“For my internship with SNVC, L.C. I was able to work with the Director of Finance, and Chief Financial Officer of the company. The CEO of the company gave me a project to work on for the summer, dealing with several financial issues. The internship program that Longwood organizes every year was once again a success in my book. My time spent working in a professional atmosphere will be sure to help my success in the future.”

John Greis

“From my internship with Nickelodeon, I learned that I really do love my concentration. This internship allowed me to have more confidence in my abilities which I gained through interacting with others at Nickelodeon. The most rewarding aspect that I will take from this experience is communication. I had the opportunity to be around great communicators. There were a variety of business classes that prepared me for this internship. The most influential classes were Principles of Marketing, Business Communications, Advertising and Principles of Management. From each course I was able to take knowledge to apply to my experience. The business department at Longwood definitely prepared me to tackle my ten week internship. I have learned and will take so many things from this experience. I was given amazing challenges that I would not have normally encountered.”

Ashleigh Hollman

OUTSTANDING INTERNSHIPS RECOGNIZED AT SENIOR BANQUET

Seven students received the Outstanding Internship Award at the recent Senior Banquet. This award is presented to the student who has completed the most outstanding internship from each concentration selected by the internship supervisor. The following students received their awards from Robert Dame, Director of the McGaughy Professional Development Center; Jennifer Arthur (Accounting), Nathan Landis (CIMS), Deborah Hutchins (Economics), John Greis (Finance), Emily Fisher (Management), Ashleigh Hollman (Marketing) and John Sibley (Retailing).



Robert Dame presents to Jennifer Arthur the outstanding internship award in Accounting for her internship with McLeod & Company.



Robert Dame congratulates Nathan Landis for his outstanding internship award in CIMS for his internship with JAARS, Inc.



Deborah Hutchins was presented the Economics outstanding internship award from Robert Dame for her internship with Ferguson Enterprises, Inc.



Robert Dame presents John Greis his Finance outstanding internship award for his internship with SNVC.



Robert Dame presents Emily Fisher the Management outstanding internship award for her internship with Henderson, Inc.



Ashleigh Hollman receives the Marketing outstanding internship award from Robert Dame for her internship with Nickelodeon.



Robert Dame presents to John Sibley the outstanding internship award in Retailing for his internship with Nordstrom.

SPOTLIGHT ON MELANIE MARKS



Dr. Melanie B. Marks serves as Director of the Center for Economic Education and Professor of Economics for the College of Business and Economics at Longwood University.

Dr. Marks received her Bachelor of Science, Masters in Science and Doctorate from Texas A & M. She has been at Longwood for 14 years and received the 2006 Outstanding Faculty Award from the State Council of Higher Education for Virginia. In addition to teaching economics, she directs the Longwood Center for Economic Education, which provides economics programs to K-12 educators. She is the co-director of Longwood's Slovakia Scholars Program.

She also teaches the Economics Internship course offered at the College of Business. "An obvious draw for the Economics student is the financial sector," states Marks, "and many end up with internships in banking or financial planning. But, students often land in positions that they could never have imagined, for example, in New York at a major publishing company or commercial aviation firm specializing in jets."

"Internships allow students to learn more about their own preferences," adds Marks. "Students may conclude that they prefer a small firm over a large firm. Or, they may decide they prefer a job that does not tie them to a desk. The end result is that students can enter the job market with more focus."

CHECK OUT THESE SPRING INTERNSHIP OPPORTUNITIES COMPANY

- A & N Store
- American Express Financial Advisors
- Apex Systems, Inc.
- Auditor of Public Accounts
- AtWork Personnel Services
- BB&T
- Ben Franklin Crafts & Frames
- CVS
- Camp Virginia Jaycees
- Capital Promotional Advertising, Inc.
- Carbone Kirkwood, LLC
- DMG Securities, Inc.
- Davenport & Company, LLC
- Department of Game & Inland Fisheries
- Dollar General Distribution
- Dominion
- Enterprise Rent-A-Car
- Esther May Shoppe
- Farmville Bowl, LLC
- Farmville Chamber of Commerce
- Farmville Wholesale Electric Supply
- Ferguson Enterprises
- GEICO
- Goodman & Company
- Green Front Furniture
- IRS - Criminal Investigation
- KPMG
- Keiter, Stephens, Hurst, Gary & Shreaves
- Kitty Hawk Sports
- Kroger Mid-Atlantic
- Library of Virginia
- Mass Mutual Financial Group
- NVR, Inc.
- Nordstroms
- Owens & Minor
- Peace Corps
- Philip Morris USA
- Richmond Police Department
- Roanoke Times
- S&M Brands, Inc.
- SLM Mortgage Corporation
- Science Museum of Virginia
- Smith Barney
- State Corporation Commission
- State Farm Insurance
- Stock Building Supply
- SunTrust Bank
- Target
- Trader Publishing Company
- United Methodist Family Services
- Verizon Distance Education & Family Literacy Center
- Virginia Asset Management
- Virginia Department of State Police
- Virginia Film Office
- Wachovia Securities
- Walgreens
- Walt Disney World
- Wells Fargo Financial
- Winterham Plantation

FOR A COMPLETE LIST STOP BY HINER 203

CBE INTERNSHIP PROCESS

All you need to know about securing your internship and gaining credit.

- Attend an internship seminar. The next internship seminar will be held in Hiner 207 at 3:30 PM.
- Purchase the Internship Manual from the bookstore.
- Have your cover letter and resume approved by the McGaughy Professional Development Center.
- Seek advice and resources offered through the center to help secure an internship.
- Complete the Internship Agreement in the manual and return to the center. Be sure to get it signed by the company supervisor, faculty instructor, and department chair.

Spring Faculty
Internship Instructors include:

- ACCOUNTING
Dr. William Brown
- COMPUTER INFORMATION
MANAGEMENT SYSTEMS
Dr. Linda Lau
- ECONOMICS
Dr. Melanie Marks
- FINANCE
Dr. Frank Bacon
- MANAGEMENT
Dr. Steven Samaras
- MARKETING
Dr. John Gaskins

- Upon final approval of the internship agreement you will be registered for your internship by a faculty member. We highly recommend you complete a 3 credit internship, which is a minimum of 240 hours.

EXECUTIVE-IN-RESIDENCE SERIES

2007-2008

The Executive-in-Residence series is designed to enrich the learning experience of current business and economic students by fostering an intimate dialogue with practicing business executives. All Executive-in-Residence programs are held at 7 PM in Hiner Auditorium at Longwood University.

The College of Business & Economics welcomes students, faculty, and the surrounding business community to attend. If your company is interested in becoming more involved in work of the CBE, please feel free to contact:

Robert Dame
Assistant Dean for External Relations
Hiner 203
434.395.2782

This year's Executive-in-Residence Series includes the following speakers:

Craig A. Johnson, Executive Vice President
Philip Morris USA
September 19, 2007

Darryl K. Horne, President & CEO
Horne International, Inc.
October 24, 2007

Patricia B. Clark, Regional Vice President/Southwest VA
LONG & FOSTER Realtors
February 13, 2008

William H. Baxter, President & CEO
Retail Merchants Association
March 4, 2008

Gary C. Slack, Vice President-Finance & CFO
BAE Systems
April 3, 2008

QUESTIONS OR COMMENTS?

Please contact:
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Our newsletter is designed to keep our students, faculty and internship sponsors informed of the latest happenings in the McGaughy Professional Development Center.

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