

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
UNIVERSITY

Editor: *Nancy C. Postans*

DOMINION OFFERS DIVERSE OPPORTUNITIES

Dominion is one of the nation's largest producers and transporters of energy. It owns and operates the nation's largest underground natural gas storage system with about 950 billion cubic feet of storage capacity and serves retail energy customers in 11 states. The corporate headquarters are located in Richmond, Virginia.

Several executives were guest speakers at a recent Internship Seminar along with two students who completed internships with Dominion last summer. Alum Patrice Martin, Business Process Analyst spoke about the mission and business objectives of Dominion. "We want to create value for our shareholders and supply reliable, affordable energy to customers," states Martin. "We are number 1 in our sector and we list at 140 in Fortune 500. The core values at Dominion are safety, ethics, excellence and teamwork. There are over 50,000 new customers annually."

"There are many opportunities for students," explains Martin. "We have internships, co-op assignments and a diversity scholarship program. Interns must maintain a 2.5 GPA, be currently enrolled and attending a four year university. Once in the program they are assigned to an area in their concentration that involve projects or assignments. The interns work closely with our professionals to learn new skills and experience new technologies involved in the energy industry. They are paid an hourly rate and a housing stipend."

Dominion's strategy is to be a leading provider of electricity, natural gas and related services to customers in the energy-intensive regions of the U.S. (from the Midwest, Mid-Atlantic and Northeast). This is a potential market of 50 million homes and businesses where 40 percent of the nation's energy is consumed.



CBE Student Lauren Padgett participated in a recent Internship Seminar with Dominion executives; Richard Davis, Accounting Specialist; Lauren Shade, Associate Accountant (Alum); Angi Lee, Manager Six Sigma; Patrice Martin, Business Process Analyst (Alum) and Lucy Rothnie, Senior Human Resource Specialist. Not pictured - Meredith Newcomb, student speaker.

What do CBE students say about their internship experiences?

DAC & Associates, Inc.

"During this internship I learned a lot about the responsibilities involved with running your own business and how much that requires of a person. This internship was a great experience. I have been looking for a mentor in the application of sales techniques outside of the classroom. This gave me first hand experience in day to day operations of a small business and what owning your own business means. Internships are a valuable resource for students to see lessons learned in class used to become successful in business and life."

Adam Kipp

Dominion

"My business courses at Longwood well prepared me for this internship. I saw correlations between what I learned in school and what I was doing at work every day. One class that prepared me for being an intern was Business Communications. My Management Science and CIMS classes were also helpful. I am very fortunate to have had the opportunity to participate in such a prestigious internship experience.

Finding my strengths and weaknesses has also helped me to become more confident in myself and will help me improve in certain areas. This internship has given me an advantage over other graduating college students that have not had this type of real world experience. Longwood has prepared me well for my career ahead."

Lauren Padgett

CBE STUDENTS ATTEND RECEPTION AT THE GOVERNOR'S MANSION



During their summer internships Meredith Helsel (on left) and Ashleigh Longmire (on right) attended a YRichmond reception and met Governor Timothy M. Kaine. Helsel interned with Northwestern Mutual and Longmire interned with Dominion Resources.

ACCOUNTING STUDENTS VISIT NEW YORK CITY



CBE Accounting Association students visit the NASDAQ Stock Exchange and attended the closing bell ceremony at Times Square in New York City with their professor, Dr. Bob Cochran. Pictured left to right - Chris Terapane, Meredith Newcomb, David Wright, Ellen Duncan, Aaron Duignam, Ashley Hilerath, Jonathan Walker and Sarah Levin.

CBE STUDENTS VOLUNTEER WITH EXTREME MAKEOVER HOME EDITION



During the Fall Semester CBE students and staff volunteered their time and talents to the Extreme Makeover Home Edition to help build a home for the Michael Lucas family of Rice, Virginia in 7 days. Pictured wearing their Extreme Makeover Home Edition Volunteer t-shirts - (back row, left to right), Bryan Leuschen, Kevin Stewart, Hart Hagen, Matthew Mariner and Nicole Parker (front row, left to right) Kristen Tomko, Angelika Sisk, Mandalyn Thompson, Nancy Postans, Lindsey Mier and Sonya Ragsdale. Not pictured: Rebecca Duncan, Sarah Kirkman, Melanie Lacks, Carlyle Powell, Melanie Scruggs, Kelly Williams and Victoria Williams

SPOTLIGHT ON PAUL H. FOX



Mr. Paul H. Fox is a founding member of the Corporate Advisory Board in the College of Business and Economics at Longwood University and has served more than 15 years.

Mr. Fox received his Bachelor of Arts in Economics from Maryville College and took graduate courses in production planning, inventory control and accounting at the University of Alabama.

As a former Corporate Vice President of Reynolds Metals Company and General Manager of the Building Products and Supply Division, Mr. Fox was employed by Reynolds in various executive and officer capacities for 42 years.

Mr. Fox was honored recently when the Board of Visitors named the Corporate Boardroom in Hiner Hall the Paul H. Fox Boardroom. Mr. Fox also has a schol-

arship named in his honor and in his wife's memory - the Paul and Frances Fox Scholarship. This scholarship was established by the Corporate Advisory Board in 2004 and is the largest single endowed scholarship in Longwood's College of Business and Economics.

"Longwood's College of Business & Economics is a superior school," states Fox. "It has a strong faculty, an excellent staff, a Corporate Board made up of men and women business leaders, an exceptional Executive-in-Residence Program and a strong internship program. We help our graduates get jobs - the most important aspect of the above is the Internship Program directed by Assistant Dean Robert Dame. The students intern internationally in a variety of businesses from banks to manufacturing including many retail institutions. Further, as a result of connections to retailers through the Internship Program, the University started the first MBA Retail Program in the State of Virginia. In summary, when the AACSB reaccredited Longwood's Business School, the Accreditation Board strongly cited the Longwood Internship Program as an exemplary program."

CHECK OUT THESE SUMMER 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
- Wal-Mart
- Walt Disney World
- Wells Fargo Financial

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 during the Fall Semester 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.

Summer 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. Cheryl Adkins,
Dr. Roy Creasy &
Dr. Steve Samaras
- MARKETING
Dr. John Gaskins &
Dr. Linda Wright

- 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 120 hours.

EXECUTIVE-IN-RESIDENCE SERIES

2008-2009

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:

Heyn Kjerulf, President
Head
September 16, 2008

David Barrett, President & CEO
Barrett Capital Management
October 29, 2008

Randolph Reynolds, Sr., Partner
Reynolds Development
February 10, 2009

Brenda Skidmore, President
SunTrust Foundation Mid-Atlantic
March 4, 2009

Patricia Cormier, President
Longwood University
April 2, 2009

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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