

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

Fall 2009 Volume 7, Issue 1

Inside This Issue:

- International Internship Experiences
- Members of the Alumni Advisory Board Receive Awards
- Outstanding Internships Recognized at Senior Banquet
- CBE Students Study in Thailand
- Spotlight on William H. Baxter
- Spring Internship Opportunities
- Executive-in-Residence Series

“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*

INTERNATIONAL INTERNSHIP EXPERIENCES

The location of where to do an internship is not limited to Virginia or even the United States. Since 2001 students from the College of Business and Economics have interned in Japan, England, Guam, Ireland, Sweden, Bulgaria, France, Singapore, Croatia, Spain, Germany and most recently Portugal and Canada.

“Having the opportunity to do my internship at Time Management near my hometown in Portugal over the summer was an awesome experience,” said David Cardoso. “This company is quite famous in Portugal and is a company with great success. Time Management has developed a partnership network so they look for employees that have not only technical ability skills, but also interpersonal and social skills. The staff here was very helpful and they told me it is extremely hard to acquire a job with Time Management.”

“In the first week my first project was to research rival companies and ascertain information that would benefit the growth of Time Management,” said Cardoso. “This really made me understand the difficulties of the ‘real business world’ and the need to prepare yourself for it. My next project was to use my experience and knowledge with foreign languages to translate conversations between foreign clients and the CEO of Time Management. During this time I gave PowerPoint presentations to one company supervisor and the foreign cus-

tomers relating to having them sign partnerships with the company. As a result a few contracts were signed. The CEO and supervisor were delighted with this.”

“As a result of my internship it made me realize that Longwood is preparing me for the business world and I should succeed when I graduate,” said Cardoso. “Studying at Longwood is definitely a good experience in my life.”

“This is my third year playing for the Ottawa Fury Men’s Soccer team,” said Mark Vickerton. “When I approached the director of operations about the possibility of doing an internship, she agreed and had me organize the soccer programs, review and develop an understanding of the team budgeting process, assist the director of operations in scheduling logistical preparations and to deal directly with youth players and clientele.”

“One of the highlights of this experience was the insight on how to operate a large soccer organization,” comments Vickerton. “I now have an understanding of the private business process and procedures. On the soccer side our team remained unbeaten for the entire regular season with a 12-0-4 record! My advice to students thinking about an international internship, do the research before you enter the country about the area you’ll be living in, the culture, favorite sports and be willing to adapt to their lifestyle.”

MEMBERS OF THE ALUMNI ADVISORY BOARD RECEIVE AWARDS



Dr. Paul Barrett, CBE Dean, presents the 2007 Rising Star Alumni Award to AAB member Matthew Paciocco.



Dr. Paul Barrett, CBE Dean, presents the 2008 Rising Star Alumni Award to AAB Chairman, Blair Lockamy.

At a recent Alumni Advisory Board meeting, College of Business & Economics Dean, Dr. Paul Barrett, presented the 2007 Rising Star Alumni Award to AAB member Matthew Paciocco. Dr. Barrett presented the 2008 Rising Star Alumni Award to AAB Chairman, Blair Lockamy. AAB member John Wiggins was recognized as the 2006 Distinguished Alumni recipient and retired AAB member Gary Slack was recognized as the 2008 Distinguished Alumni recipient. The recipients of these awards are nominated by fellow alumni and selected through a vote process by the AAB.

OUTSTANDING INTERNSHIPS RECOGNIZED AT SENIOR BANQUET



Eight students received the Outstanding Internship Award at the 2009 Senior Banquet. Selected by the internship supervisor, this award is presented to the student who has completed the most outstanding internship from each concentration. The following students received their awards from Mr. Robert Dame, Director of the McGaughy Professional Development Center; (top row) Stephen Nichols (Finance); (front row, left to right) Douglas Dryden (Computer Information Management Systems), Samantha Ruedinger (Economics), Christine Cunningham (Marketing) and David Wright (Accounting). Not pictured: Kristen Tomko (Management), Jonathan Chumney (Real Estate) and James Manolas (Retailing).

CBE STUDENTS STUDY IN THAILAND



This past summer CBE Economics students along with professor Dr. Melanie Marks travelled to Thailand to study abroad. Enjoying a day at Krabi Beach (left to right) is Randy Inge, Ornanong Pahupan (guide, Thai native and wife of Mattison), Dr. Marks, Daniel Mattison, Dana Schnurman and Chastity Johnson (alum). The group toured Buddhist temples in Bangkok and visited elephant camps in Chiang Mai where they went elephant trekking and white water rafting. Along the way they visited two rural schools, and an enormous bird sanctuary with boating on acres of lily pads, swam in crystal clear Emerald Pond, and visited Pong's village tucked into the rubber tree farms. "Everything was an adventure, from eating at street vendor stands to using the river taxis," comments Marks. "Students saw the opulence of the temples and the squalor of the squatter communities."

SPOTLIGHT ON WILLIAM H. BAXTER



William H. Baxter is the newly appointed director of the McGaughy Professional Development Center.

Arriving this summer Mr. Baxter brings a wealth of real world experience to the College of Business and Economics. He was an executive-in-residence speaker at the CBE in March of 2008.

He recently retired as president and CEO of the Retail Merchants Association in Richmond, Virginia and co-director of the Virginia Retail Federation. Prior to that he had a 26-

year career with Thalhimers Department Stores (now Macy's), culminating as senior vice president of stores. Mr. Baxter received his Bachelor of Science in Business Administration and Management from Virginia Tech in Blacksburg, Virginia.

"Internships allow our future leaders to experience the pulse and rapid change of business, while giving businesses exposure to fresh ideas and cutting edge thinking," comments Baxter. "It's a genuine two-way test drive."

Mr. Baxter replaces Mr. Bob Dame, who recently retired as assistant dean for external relations and director of the McGaughy Professional Development Center.

SPRING INTERNSHIP OPPORTUNITIES

Looking for an internship? Here are some of the many companies looking for interns:

- American Express Financial Advisors
- Apex Systems, Inc.
- Auditor of Public Accounts
- AtWork Personnel Services
- BAE Systems
- Ben Franklin Crafts & Frames
- CJW Medical Center
- CVS
- Camp Virginia Jaycees
- Capital Promotional Advertising, Inc.
- Davenport & Company, LLC
- Dollar General Distribution
- Dominion
- Enterprise Rent-A-Car
- Esther May Shoppe
- Farmville Chamber of Commerce
- Farmville Wholesale Electric Supply
- Ferguson Enterprises
- First Investors Corp.
- GEICO
- Goodman & Company
- Gray's Family Department Store, Inc.
- IRS - Criminal Investigation
- KPMG
- Keiter, Stephens, Hurst, Gary & Shreaves
- Kitty Hawk Sports
- Kohl's
- Kroger Mid-Atlantic
- Mass Mutual Financial Group
- Merrill Lynch
- NVR, Inc.
- Nordstroms
- Northrop Grumman
- Owens & Minor
- Peace Corps
- Peebles
- Philip Morris USA
- Progressive Therapy
- Richmond Kickers
- Roanoke Times
- Science Museum of Virginia
- SLM Mortgage Corporation
- Smith Barney
- State Corporation Commission
- State Farm Insurance
- Stellar One Bank
- SunTrust Bank
- Target
- Trader Publishing Company
- United Methodist Family Services
- United Way
- Verizon
- Virginia Asset Management
- Virginia Film Office
- Wachovia Securities
- Walgreens
- Walt Disney World
- Walmart, Inc.
- Wells Fargo Financial
- Wintergreen

CBE INTERNSHIP PROCESS

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

1. Attend an internship seminar. The next internship seminars will be held September 24th and October 29, 2009 in Hiner 207 at 3:30 PM.
2. Purchase the Internship Manual from the bookstore.
3. Have your cover letter and resume approved by the McGaughy Professional Development Center.
4. Seek advice and resources offered through the center to help secure an internship.
5. 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.

Fall 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. Roy Creasey
- MARKETING
Dr. Linda Wright
- REAL ESTATE
Dr. Bennie Waller

• 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.

FOR A COMPLETE LIST STOP BY HINER 203

EXECUTIVE-IN-RESIDENCE SERIES

2009-2010

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 the work of the CBE, please feel free to contact:

Abigail H. O'Connor
Interim Assistant Dean
External Relations
Hiner 203
434.395.2043
oconnorah@longwood.edu

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

Randy Copeland, President & CEO
Velocity Micro
September 30, 2009

Brenda L. Skidmore, President
SunTrust Foundation, Mid-Atlantic
November 4, 2009

Frank Qiu, CEO
Ting Xu, President
Evergreen Enterprises, Inc.
February 9, 2010

D. Alan Walker, CMO
Virginia Asset Management, LLC
March 18, 2010

John Wiggins, Location Manager
STOCK Building Supply #4083
April 8, 2010
(by invitation only)

QUESTIONS OR COMMENTS?

Please contact:

Nancy Postans
Internship Coordinator
McGaughy Professional
Development Center
Hiner 203
434.395.2878
postansnc@longwood.edu

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

NEW FOR SPRING 2010

The Real World goes online.
Look for the next newsletter in your email inbox.
Please send your email address to
postansnc@longwood.edu.

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