

HARVARD UNDERGRADUATE WOMEN IN BUSINESS *Newsletter*

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WIB MAKES IT HAPPEN AT THE 4TH ANNUAL CONFERENCE AT THE CHARLES HOTEL

Harvard Undergraduate Women In Business held their fourth annual conference this fall, attracting about 100 compers, associates, and Harvard community members to the event, held at the Charles Hotel. The conference's motto, "Making It Happen: The Urban Entrepreneurial Experience," was a product of WIB's Public Relations committee, and summed up the enterprising spirit of the conference. In addition to the keynote speakers, five of the world's top financial services firms congregated at the Charles Hotel on Tuesday, September 30th, 2003 with the objective of informing, outreaching to, and possibly recruiting some of tomorrow's top women in business.

"Morgan Stanley prides itself in hiring the best, brightest, most well-rounded people, and Harvard is the best place for that," said recruiter Ellen Lee.

"Making It Happen" opened with an informal meet-and-greet session featuring female recruiters from Goldman Sachs, UBS Warburg, Morgan Stanley, Banc of America, and Merrill Lynch, each offering advice about the upcoming e-recruiting sessions and relating their own working experiences to business world hopefuls. Firm representatives found the perfect outlet for encouraging Harvard's professional-minded women to apply for summer and post-graduate opportunities.

talks from two leading businesswomen who had truly succeeded in making their business ventures work.



The 2003 HUWIB Board at the Fall Conference

Rhonda Kallman may have taken an unusual path, but she still ended up successfully launching two beer brands. Getting her start as a local bartender and waitress, she had the real world know-how required to market the popular Sam Adams and Edison Light beers. As founder and CEO of New Century Brewing, Kallman made a strong case for the business feats available for motivated women. She stressed that women contribute qualities to the business world that men just don't have, radiating assurance in the need for more women entrepreneurs.

Lisa DeSisto delivered an equally inspiring, instructive discourse highlighting her pathway to success as vice president and general manager of Boston.com. Through her personal experiences, DeSisto presented a real-life alternative to the traditional business track of finance and banking promoted previously by the participating top financial services firms. She had begun her career in marketing positions at the Boston Phoenix and Boston Magazine.

The evening continued with

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PANELS AND RESUME REVIEWS: HUWIB AS A RESOURCE FOR FINDING A CAREER

As their website advertises, the goal of the founders of Harvard University Women in Business was to unite “a dynamic group of enterprising leaders to empower women through business education and experience.” With over fifty active members and through a variety of conferences and events throughout the year, it certainly seems as if HUWIB has succeeded in achieving its ends. How exactly does the organization help members in their search for the perfect career or internship? From the comp process to the website to the various panels and conferences on different aspects of the business and leadership experience, the strengths of HUWIB as a resource for finding a career are impressive and continue growing.

During the comp process, prospective new members attend a variety of panels on different careers in business ranging from consulting to sales. In addition to meeting representatives and post-Harvard students representing various companies, compers learn exactly what real life is like in each particular field, and thus are able to weed out and discover new options in their own career search. From their social lives to travel habits, the panelists are able to provide a telling window into their lives as young, dynamic businesswomen. These panels are an invaluable resource for Harvard women seeking to narrow down possible business fields that they may wish to pursue.

Also during the comp process, new members are given mentors who are existing members of WIB to help guide them through their business education and career search. In addition to providing mentees with information regarding careers, these experienced mentors can often recommend various programs to attend and networking contacts for an array of career and internship opportunities.

Some the most important resources of HUWIB are the various conferences and panels that the club hosts

each year. The topics for these events range from career choices to business etiquette to internship opportunities and resume reviews.

Notes WIB member Kate Chevarley, “WIB’s panels and conferences are an invaluable resource for anyone at Harvard who is interested in a business career.

They provide an amazing opportunity to hear an insider’s perspective on what it’s like to be an entrepreneur, consultant, or investment banker.” Often, the usefulness of these events in finding a career depends on how much effort the member is willing to put in.

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FORMING LASTING BONDS: THE HUWIB UNDERGRADUATE MENTORSHIP PROGRAM

BY TINA BROWN

The Women in Business Mentorship program professes that through their program, “first and second year students can learn about different career paths, internship and job options, academic concentrations, and other important information to help them better make use of the resources at Harvard and in turn, plan their career paths more wisely.” After meeting with my mentor, I found that I had been provided with an invaluable source of

structure and exactly what branches and areas might interest me. She even offered to read over and edit my resume and use her name when talking with the business counselor at the Office of Career Services. The benefits I have reaped from having a mentor are innumerable. As a result of having her as a knowledgeable and enthusiastic resource, I feel much more confident in exploring and developing my interest in business.



In addition to the benefits mentees gain by participating in the Mentorship Program, mentors also gain from the opportunity to impart valuable knowledge gained throughout their time at Harvard. My mentor expressed to me that the Mentorship Program gives her an opportunity to be a leader to fellow Harvard undergraduate women as well as develop close friendships.

information regarding all of the above topics, internships, and Harvard’s Office of Career Services as well as shared with me her personal experiences as a developing business-woman. From her I also learned how an investment bank is

The WIB Mentorship program truly succeeds in fulfilling the mission statement of WIB by “unit[ing] a dynamic group of enterprising leaders” and “empower[ing] women through business education and experience.”

BONDING WITH FELLOW COMPERS

Attending weekly meetings, postering in the early morning, discussing current events at the weekly Business Roundtable, and learning how the business world operates have all been integral aspects of Harvard University's Women In Business Comp process. During the past three months, approximately forty young women interested in joining Harvard's premiere business organization began to learn about areas critical to a future business career. In addition to acquiring valuable information from fascinating meetings, all compers participated in a final project. These final projects focused on developing projects within specific WIB committees, but more importantly, the

projects succeeded in bringing compers closer together. While previous WIB activities did not require new members to mingle, completing the final project provided a wonderful opportunity for these young women to learn more about each other. Bringing together women of different backgrounds, the final project encouraged the formation of a support system among the future members. It confirmed and reinforced the teamwork concepts that the compers had learned since the beginning of the comp process. For many, the hands-on experience in business projects and development of friendships in the comp have constituted one of their most rewarding experiences at Harvard.

REFLECTIONS OF A HUWIB COMPER

BY DIVYA MINISANDRAM

Women in Business. It was one of the first organizations I heard about at Harvard during Prefrosh weekend. At that time, I didn't know that I wanted to enter a business field. But during the activities fair, as an enrolled freshman, Women in Business definitely was on my mind, and entering the business world had definitely become one of my goals. I was attracted to Women in Business because Harvard lacked business courses as well as a business management major—I thought that perhaps Women in Business could provide what Harvard's course catalog did not. I discovered that Women in Business had a comp requirement which would help me gain more information about the business world in an environment filled with women having similar interests in business. Not far into the comp process, the friendly and helpful atmosphere led me to feel as though I had really become a part of Women in Business. The fact that HUWIB had a mentor program and were willing to go over our resumes seemed to be proof that Women In

Business existed to facilitate compers' entrances into the business world.

Throughout the comp process, I realized how ignorant I had been of the different facets of business. I learned so much about what goes on "behind the scenes" in an investment bank and a consulting firm as well as what it might be like to act as a sales manager. There were so many different areas to follow within the realm of business. For example, before the investment banking panel, I knew little regarding the amount of work and effort required in investment banking -it wasn't just about the exciting stock market and investments but there was also long hours and sudden schedule changes. I also realized that you didn't have to be an economics concentrator to go into business. You could study East Asia, Social Studies, or even Chemistry and still go into business after college.

The Business Roundtable, a discussion forum on business current events, was also an interesting experience. The roundtable enabled

FALL CONFERENCE...

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The "Making It Happen" conference presented many networking opportunities for HUWIB associates and comp members alike, and shared with the Harvard community the inspirational message that future businesswomen can indeed achieve their desires by following a variety of paths.



HUWIB would like to thank its Fall Conference Gold Sponsor, UBS Warburg, its Silver Sponsor, Banc of America Securities, and its Bronze Sponsors, Merrill Lynch, Morgan Stanley, and Goldman Sachs.

compers and members to discuss and break down current events found in the business news that would often be covered in a job interview.

I think one of the most fulfilling experiences as a comper was the final project. I had to write up an explanation of important business news pieces. I found it very interesting and educational as it allowed me to find out more about the Enron scandal and the Microsoft anti-trust case. When presenting my final project, I felt I was presenting it to a group of my peers who really enjoyed business and could understand what I was saying.

As I draw closer to becoming an associate of the HUWIB organization, I hope to continue to participate in future events of the organization which will enhance my knowledge of business and prepare me for my future career. I found Women in Business to be an impressive organization of professional, ambitious, and friendly young women, and I am glad that I had the opportunity to become a part of that.

RESOURCES...

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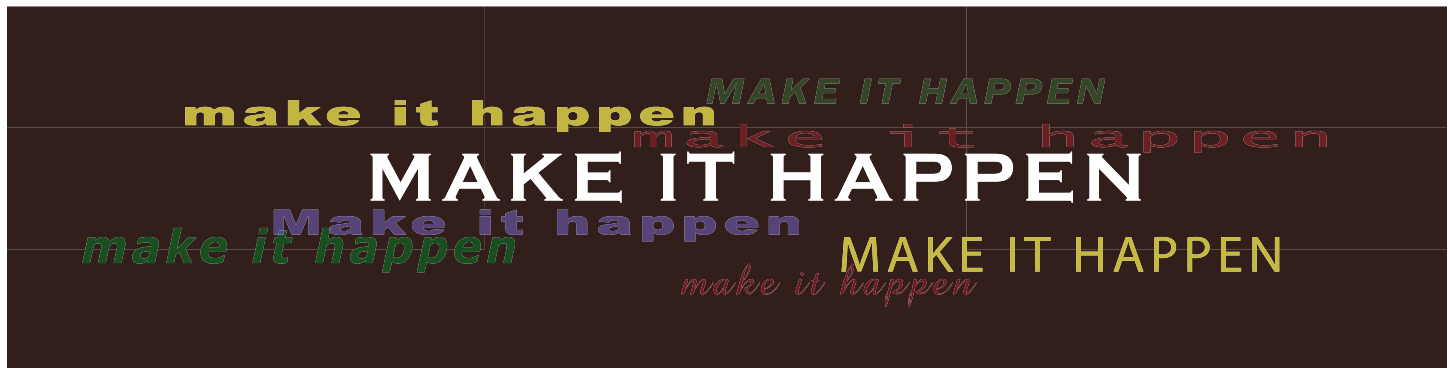
“One of the first things I learned is that if you go to an event such as a panel or a conference and find the industry interesting and want to explore it further, you have to take the initiative to ask questions. The resource is usually more than happy to help you or put you in touch with someone who can,” explains Karin Shieh, 2004-2005 WIB President. Besides the all-WIB mailing list which advertises WIB and other campus business events over email, the best resource for finding out about upcoming speakers is the HUWIB website. The website features a monthly calendar listing all events offered to HUWIB members and compers

including as many as fourteen different career-related events a month.

2003-2004 Public Relations committee chair Jenny Philbrick explains, “While WIB can facilitate interactions between our members and business leaders that can potentially provide employment opportunities, it also provides an informal network of peers to serve as an outlet for information on career options today as well as a lasting business network for the years to come.”

In conclusion, the relationships formed through the mentorship program and as an HUWIB member in general are probably one of the most valuable aspects of HUWIB.

The relationships cultivated through HUWIB will no doubt become a major resource later in life, for both networking and support uses. Even in the present stressful undergraduate world of finding internships and choosing courses, HUWIB creates a strong support network for its members. Philbrick perhaps puts it best when she explains, “every meeting, every social event, every friendship established between members is an opportunity to talk about what we want to do, how we want to do it, and what we should do to get where we want to be.”



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