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HUWIB'S 2004 ANNUAL TRIP TO NEW YORK: A SMALL BITE OF THE BIG APPLE

BY JEN NOVAK

The 2004 Women in Business trip to New York was a huge success for everyone involved. Begun a few years ago as a fundraising venture, the annual trip to New York offers the members of WIB exposure to a wide variety of business opportunities in the big city, as well as a chance to meet with prominent members of the business community and get a real sense of what life is like as a young woman pursuing a business career.

An early wake up call started this year's trip, as over thirty WIB members boarded a 6 am bus. When they finally arrived in Manhattan, WIB first met with the UBS Investment Bankers. These UBS associates offered insight on a variety of topics ranging from the recruiting process to the long and often exhausting hours of investment banking to the challenges and benefits of life in the Big Apple.



HUWIB enjoying advice, and lunch, at UBS

The next event was at Morgan Stanley, where WIB was led on a private tour of the male-dominated trading floor. Aside from evening out the gender ratio momentarily, WIB members eagerly learned about the action-packed jobs of equity traders. Following the tour, the Morgan Stanley associates held a question and answer panel, where WIB members were able to voice their



WIB outside Morgan Stanley in Times Square

questions and enthusiasms regarding what they had witnessed earlier on the trading floor.

The following morning, WIB was back to work after a short breakfast at the hotel. WIB headed to Sotheby's where the Senior Vice President gave a presentation about employment at Sotheby's, followed by a panel discussion with other female employees in marketing and public relations. WIB members were delighted when they were given a private tour of the opening of the much-anticipated Katherine Hepburn collection. WIB also toured some of the other galleries, including the group's favorite—the rare jewelry collection, where several members were able to try on priceless necklaces. Finally, WIB members watched with awe as they witnessed a live auction, in which bidders all over the world sought to purchase valuable antique furniture.

After Sotheby's, WIB members piled into taxis to race downtown and meet with Wachovia bankers at the famed Tribeca Grill. There, WIB had a formal panel discussion with the Wachovia employers before sitting down to a delicious informal lunch where WIB was able to interact more personally with the Wachovia team, many of them recent college graduates. WIB learned all about the Wachovia recruiting process, traveling opportunities,

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ONE STEP OFF WALL STREET: WIB's SPRING '04 SEMESTER FOCUSES ON LESS TRADITIONAL BUSINESS CAREERS AND SKILL SETS

BY ALEXA VON TOBEL

In spring '04, Women in Business developed enormously as an organization. Not only did membership increase significantly, but activities were tailored to help the members develop skill sets and be more successful women in business.

Business Round Tables, in which members meet every other week to discuss current events, were not new to WIB. However, because an increasing amount of women voiced their need to learn about particular facets of the business world and prepare for grueling job interviews, the round tables functioned this semester to meet these needs with in-depth targeted discussion. On Tuesday nights in the Dunster House Junior Common Room, members met, ate Bertucci's pizza, discussed current events on Wall Street, asked perplexing finance-related questions, and found personally applicable answers. Members broke down the pieces of consulting and marketing, described tough interviews, and counseled on how to master them. Later in the semester, these roundtables were combined with information panels to further education. In the coming years, WIB hopes to continue this resource of knowledge and really focus on the preparation of its associates by giving them experience and insight they will need in the career world. Though business education is the



foundation of the WIB organization, business preparation has becoming its target. WIB is transforming into a place for women to learn about all aspects of business and develop the necessary experience and skill sets to succeed.

In the past, WIB has done a thorough job of educating its members on luncheon etiquette and adorning its women with business-related sartorial information. This semester, WIB brought social settings and drinking properly to the table. Perfectly named, Mixers 101 was a social evening created to learn the ins and outs of mixing and choosing alcohol with elegance. Women gathered in Winthrop to learn about the most popular drinks on Wall Street and what to choose at company dinners, a difficult, intangible skill to pick up. This event was a huge success, reminding all attendees what a resource WIB is to the female Harvard community.

BUILDING SOCIAL TIES: WIB's NEWEST COMMITTEE HELPS ASSOCIATES NETWORK TOGETHER

BY STEFANIE LEIGH PLANT

Created in the spring semester of the 2003-2004 school year, the Membership Committee of Harvard Undergraduate Women in Business is overseen by Membership Chair Christina McCalla. WIB's newest committee serves a three-fold purpose: to provide existing WIB members a forum for getting to know one another better through internal WIB social events, to run the comp application process to becoming a WIB member, and to oversee membership tasks and make sure that members remain active and fulfill all their membership requirements.

Since it's induction, the membership committee has executed the successful Mixers 101 social event to introduce associates to the wines and drinks from which they will be expected to choose among at company dinners, and has planned an extensive comp program for fall '04 so that potential members can learn about a wide array of business careers including those in public relations and marketing, the not-for-profit sector, i-banking and consulting, retail, and many others.

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LETTER FROM THE PUBLIC RELATIONS CHAIR



Hello and welcome to the third issue of the Harvard Undergraduate Women in Business newsletter. It has been an exciting Spring '04 semester, highlighted by the efforts of WIB's dedicated new Executive Board, under the leadership of President Karin C. Shieh '05 and Vice

President Colleen Horan '05. Due to its burgeoning membership and alumnae network, the new Membership Committee was created, and our mentorship and fundraising efforts have expanded dramatically, with more companies than ever interested in partnering with WIB to help its members build business skill sets and to recruit from our numbers. The Leadership Initiative Series created a core of panels around which to structure WIB associates' business experience this semester, and

helped us achieve our semester goal of Making It Happen...Shaping the Leaders We Will Become. Please visit our new and improved website at www.hcs.harvard.edu/~wib to discover the opportunities and events for members, sponsors, and anyone else who cares to contribute to our ever-growing organization.

Sincerely,
Stefanie Leigh Plant '05
Public Relations Chair

MEMBERS LEARN BUSINESS-APPLICABLE SKILLS FROM WORLD-RENOWNED LEADERS THROUGH THE LEADERSHIP INITIATIVE SERIES

By STEPHANIE HYUNJI LEE

In Spring 2004, Women In Business unveiled its Leadership Initiative Series, a program geared towards elucidating the challenges of the current business world and what it means to be a businesswoman today. The series consisted of three topics:

- 1) Developing Public Speaking Skills,
- 2) Corporate Responsibility, Moral Leadership and Business Ethics, and
- 3) Work and Family Life Balance.



The Leadership Initiative Series

Female leaders, whose experiences included directing the Kennedy School's Communications Program, teaching at Harvard Business School, and founding the global corporation Staples, headed each session. By sharing their fascinating histories of professional development with WIB's young female undergraduates in the



comfortable setting of Ticknor Lounge, the speakers created a friendly environment that allowed for plenty of dialogue. Each explained the difficulties that women often face in the business world and offered advice, while stressing the importance of upholding morals and personal ethics in a day and age riddled with corporate scandals and misdealings.

The students found the Leadership Initiative Series to be extremely helpful and

inspiring. After attending the session on Moral Leadership, Elizabeth Knopf commented, "I think the series is very important for getting an inside perspective regarding the personal experiences of these businesswomen. It is a great opportunity to have someone answer questions on issues that they have experienced and on topics that we rarely

PLEASE SEE **LEADERSHIP** ON PAGE 4

WIB DISCOVERS OLDER SISTERS AT HBS IN A NEW MENTORING PARTNERSHIP

By MELISSA TRAHAN

As a means of informing WIB members about Harvard Business School, the mentorship committee implemented a partnership with the Women's Student Association of HBS this year. The new partnership has helped WIB to foster a strong relationship with WSA, allowing for our organization to plan events with them in the future. This year WIB hosted jointly hosted three panels with WSA. All WIB members were encouraged to attend, and the events were opened up to the greater Harvard undergraduate community. The HBS Women's Student Association Panels featured four speakers: Mary Beth Laughton, Jennifer Banks, Emily O'Laughlin and Lauren Uppington. Laughton and Banks are co-presidents of WSA. Most of the

discussions were centered around how to get into business school, and the opportunities HBS provides for female students. Other topics included the role of mentors in one's career; the time during your career at which one chooses to attend business school; the commonality of management consulting backgrounds for business school students; what the case study method is like during classes, and why HBS is preferred over other business schools. WIB members were also given a private tour of the HBS campus.

Next year the mentorship committee hopes to join with WSA for more panels, as well as mixers committee



hopes to join with WSA for more panels, as well as mixers with WSA and WIB members. Other possible plans are to create a one-on-one mentorship program between WSA and WIB. The relationship between these groups will undoubtedly continue to flourish in future years.

NEW YORK TRIP

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lifestyle, job responsibilities, and general employment opportunities.

Finally, it was back uptown where WIB made its final stop at Random House Publications, where the Vice President of Public Relations sat down with WIB for an open discussion about business opportunities at a publishing house. She told WIB about her personal journey from smaller publishing houses to one of the largest publishers in the world, how an author's work becomes published, and finally about employment opportunities for women interested in both business and

publications.

Exhausted and overwhelmed with all they had experienced, WIB finally headed back to Boston to absorb and digest all they had learned. Overall, WIB members had a wonderful educational experience, and learned a great deal about what lies ahead for them in career opportunities and life experiences. WIB would like to thank its gold sponsors UBS and Wachovia, as well as its bronze sponsors Merrill Lynch and Morgan Stanley, and all of the other sponsors and companies who made this trip possible – it truly was a success!

NEW COMMITTEE...

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Most recently, the Membership Committee has worked closely with the Administrative Committee to strengthen the organization's alumnae network and build better connections between past and present associates. Looking ahead, the committee envisions even more social events so that the members of WIB can better learn to network with each other and use each other as information resources.

LEADERSHIP...

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get to ask about."

In addition to hearing the speakers' personal stories, students also found the series to be useful in teaching and emphasizing necessary skills. "The panel on public speaking was an integral part of the Initiative Series because public speaking is a basic skill in the business world, and this event offered members a chance to hear valuable advice from a renowned expert in the communications field as to how they could improve upon their own speaking skills," said associate Carol Cavanagh. The Leadership Initiative Series was successful in informing undergraduates of the challenge of being a woman in the business world as well as in helping build real-world experience, and thus inspire WIB members to continue this female tradition.

HUWIB WOULD LIKE TO THANK OUR SPONSORS OF THE
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