

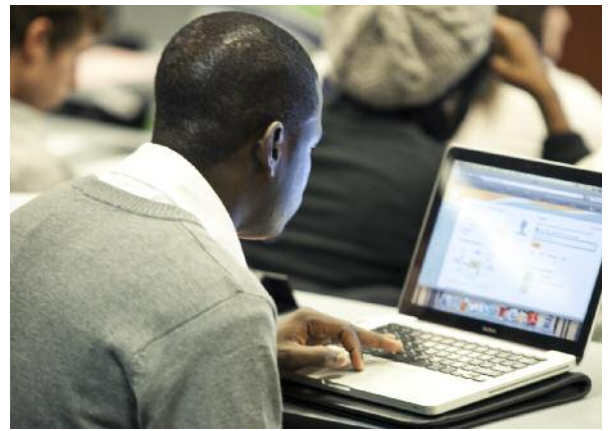
# DREXEL LEBOW UNDERGRADUATE CAREER SERVICES EMPLOYER GUIDE



DREXEL LEBOW'S UNDERGRADUATE CAREER SERVICES (UCGS) connects exemplary employers with Drexel University's undergraduate business students to facilitate employment. Through UCGS networking events, workshops, panel discussions and other opportunities, students have the opportunity to market their academic accomplishments, their professional experience, and their abilities to potential employers. Current employers attest to LeBow students' leadership, academic preparedness and ambition, and they often hire students to join their ranks following graduation because of the mutually beneficial experience. LeBow students are highly motivated, well educated, adept at teamwork and eager to work in a professional environment.



COLLEGE OF BUSINESS  
**LeBow**



#### **OUR COMMITMENT TO EMPLOYERS**

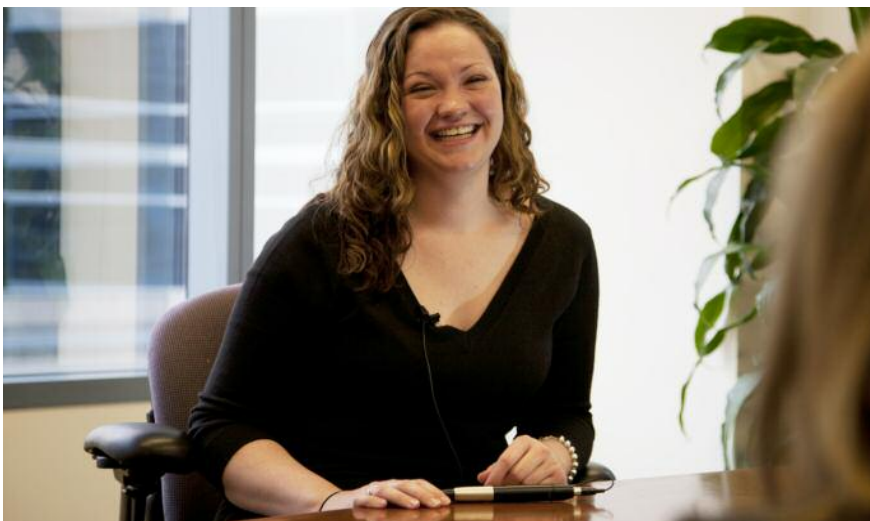
The Office of Undergraduate Career Services is committed to assisting employers find the best possible placements for their available positions. Throughout the year, UCGS provides numerous resources and networking opportunities for employers to meet and interact with LeBow undergraduate students as part of a comprehensive recruitment strategy. The staff works closely with employers to ensure that their recruiting needs are being met.

#### **OUR COMMITMENT TO STUDENTS**

The professional staff at UCGS works closely with students to prepare them with the job search process. Students are assisted with writing their resumes and honing their interview skills. Additionally, the staff facilitates one-on-one counseling sessions, employer sessions, panel discussions and career management workshops. Students are well prepared to enter the workforce.

#### **ADVANCED PROGRAM TO RECRUIT STUDENTS**

UCGS employs state-of-the-art technology to effectively target recruitment, while honing interview skills. InterviewStream® is an online interactive interview simulation program that allows students to respond to industry-specific interview questions to assess and improve interviewing tactics, while allowing employers to prescreen candidates with specific questions. Student responses can then be directly linked to employers' email for quick review.



“Because of Drexel LeBow’s strong co-op program, we are able to hire students with experience. The leadership skills of LeBow students are exemplary. They eagerly take the lead on different projects within our organization, completing tasks in a timely manner, while working professionally within our organization. It’s a mutually beneficial situation. Students want to gain valuable experience, and we want to challenge the students and allow them to use the professional skills they have.”

**CAITLIN CLARK**  
UNIVERSITY RELATIONS CONSULTANT, CIGNA

## SALARY STATISTICS OF LEBOW CO-OP STUDENTS:

### BY ACADEMIC YEAR:

SOPHOMORE .....	\$506
PRE-JUNIOR .....	\$559
JUNIOR .....	\$610

### BY DEGREE:

BUSINESS AND ENGINEERING .....	\$658
ECONOMICS .....	\$584
BUSINESS AND ADMINISTRATION .....	\$575

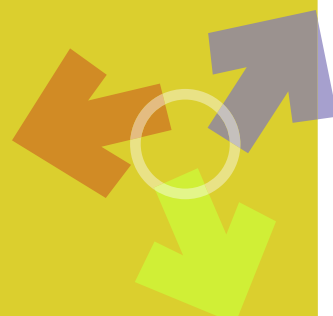
### BY CONCENTRATION:

ACCOUNTING .....	\$596
ECONOMICS .....	\$543
ENTREPRENEURSHIP .....	\$542
FINANCE .....	\$605
GENERAL BUSINESS .....	\$597
INTERNATIONAL BUSINESS (STAND ALONE) .....	\$524
INTERNATIONAL BUSINESS (CO-CONCENTRATION) .....	\$557
LEGAL STUDIES .....	\$544
MANAGEMENT INFORMATION SYSTEMS .....	\$676
MARKETING .....	\$543
OPERATIONS MANAGEMENT .....	\$517
NO CONCENTRATION DECLARED .....	\$544

\*Data excludes salaries reported lower than minimum wage

## TOP LEBOW CO-OP RECRUITERS

A & M BERK TAX ACCOUNTING  
ACE USA  
ARAMARK CORP.  
ARKEMA INC.  
BLACKROCK  
BOWMAN AND COMPANY LLP  
CIGNA CORPORATION  
COMCAST CORPORATION  
DREXEL UNIVERSITY  
E. I. DUPONT DE NEMOURS & CO  
ENERGY PLUS  
ESTEE LAUDER/NORTHTEC  
EXELON CORPORATION  
GLAXOSMITHKLINE  
GOLDMAN, SACHS & CO.  
GRAMERCY REALTY  
HEFFLER RADETICH & SAITTA LLP  
INDEPENDENCE BLUE CROSS  
INTEGRA LIFE SCIENCE CORPORATION  
IWORKWELL, INC.  
JOHNSON & JOHNSON  
JPMORGAN CHASE & CO  
LINCOLN FINANCIAL GROUP  
THE MANDMARBLESTONE GROUP LLC  
MORGAN LEWIS BOCKIUS  
NORTHWESTERN MUTUAL FINANCIAL NETWORK  
PHILADELPHIA HOUSING AUTHORITY  
PHILADELPHIA SCHOOL DISTRICT  
PHILADELPHIA ZOO  
PJM INTERCONNECTION LLC  
PRICEWATERHOUSECOOPERS LLP  
RAZORFISH  
SAP AMERICA  
SIEMENS  
SOCIETY OF HOSPITAL MEDICINE  
SUSQUEHANNA INT'L GROUP LLP  
SYNTHES  
TURNER INVESTMENT PARTNERS  
UBS FINANCIAL SERVICES, INC.  
UNIVERSITY OF PENNSYLVANIA



## TOP LEBOW RECRUITERS

ARAMARK CORPORATION  
ASHER & CO., LTD  
BLACKROCK  
CIGNA  
CITIGROUP  
COMCAST  
DELOITTE  
DUPONT  
ENERGY PLUS  
GOLDMAN SACHS  
JPMORGAN CHASE & CO  
JOHNSON & JOHNSON  
KPMG  
LOCKHEED MARTIN  
PRICEWATERHOUSECOOPERS  
SIGNATURE COMMUNITY MANAGEMENT

### STARTING SALARIES FOR UNDERGRADUATE STUDENTS CLASS OF 2010:

ACCOUNTING	\$52,604
BUSINESS AND ENGINEERING	\$51,850
ECONOMICS (MAJOR)	\$49,750
ENTREPRENEURSHIP	\$50,643
FINANCE	\$51,191
GENERAL BUSINESS	\$41,070
INTERNATIONAL BUSINESS	\$42,256
LEGAL STUDIES	\$46,905
MANAGEMENT INFORMATION SYSTEMS	\$54,800
MARKETING	\$45,450
OPERATIONS MANAGEMENT	\$50,667
AVERAGE STARTING SALARY	\$49,757*

\*According to the Summer 2010 Salary Survey of the National Association of Colleges and Employers (NACE), the average starting salary was \$43,879

“Drexel LeBow students are innovative—they are open to reinvent the jobs they hold. They come with the notion that they will leave the job in a better state than when they first came. Johnson and Johnson is the beneficiary of that. I always tell people, if you hire a Drexel student, you should expect great things, and you will get great things.”

**DOMINIC CARUSO, '80**  
**CFO, JOHNSON & JOHNSON**

## UGCS AND THE STEINBRIGHT CAREER DEVELOPMENT CENTER

UGCS also works closely with the Drexel University's Steinbright Career Development Center to ensure that students are well equipped to succeed outside of the classroom through the cooperative education program. More than 1,500 businesses, industrial, governmental and other institutions partner with Drexel in offering students the opportunity to acquire practical experience in employment related to their college studies. Students who choose to participate in co-op alternate classroom time with up to three 6-month periods of employment. These co-op cycles enable students to learn how to perform at a professional level and are an outstanding opportunity to further focus career goals. Studies show that co-op graduates enjoy a longer average tenure, higher earnings and better job performance ratings than colleagues with no co-op experience.

UGCS is eager to work with employers who are interested in becoming a co-op employer or learning more about the benefits. UGCS is happy to assist our employer partners through the process and help connect you with our business students.

## MY LIFEFOLIO

A Web-based portfolio, My LIFEfolio® (LeBow Integrated Focused Experience) acts as a living document of a student's knowledge and experience gained at Drexel. It is an essential resource throughout students' academic and professional careers. Employers have the opportunity to access the document when reviewing candidates' profiles.

## CENTERS OF EXCELLENCE

Center for Corporate Governance  
Sovereign Institute for Strategic Leadership  
Laurence A. Baiada Center for Entrepreneurship  
Center for Corporate Reputation Management  
Center for Experience-Based Education

## CERTIFICATE PROGRAMS

Brand and Reputation Management  
Social Responsibility in Business  
Entrepreneurship





## DEAN'S CABINET

GEORGE P. TSETSEKOS, PH.D., DEAN  
 THOMAS J. HINDELANG, PH.D., VICE DEAN  
 ANNA CHRULKIEWICZ, ASSOCIATE DEAN  
 DONNA DE CAROLIS, PH.D., ASSOCIATE DEAN  
 PAUL JENSEN, PH.D., ASSOCIATE DEAN  
 FRANK LINNEHAN, PH.D., ASSOCIATE DEAN  
 V.K. NARAYANAN, PH.D., ASSOCIATE DEAN  
 RON NORDONE, ASSISTANT DEAN  
 IAN SLADEN, ASSISTANT DEAN  
 LISA BOGAN, COLLEGE RELATIONS  
 MARK EYERLY, COMMUNICATIONS

## A MESSAGE FROM THE DEAN

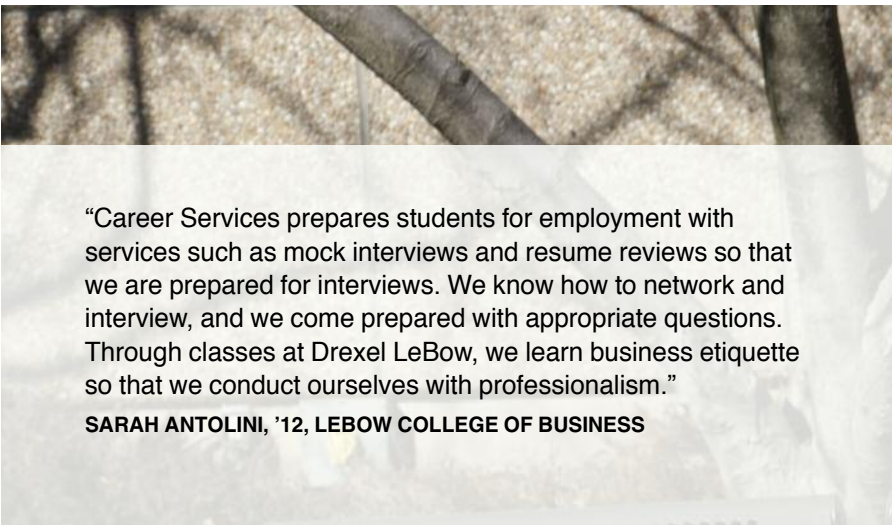
Drexel University's LeBow College of Business prepares students to leverage their theoretical knowledge of business principles with practical work experience and leadership skills to add value in today's global marketplace. Our students receive an interdisciplinary education that focuses on the functional areas of business and technology that emphasizes leadership, global economy and professional ethics.

All Drexel LeBow programs are fully accredited by the AACSB, the Association to Advance Collegiate Schools of Business. Student learning is enhanced by our world-renowned faculty who incorporate the latest business and technological advances in course delivery. Many opportunities for experiential learning, such as case competitions and simulations, are incorporated within the curriculum to further enhance the learning environment. Students are required to utilize My LIFEfolio® (LeBow Integrated Focused Experience), a Web-based portfolio designed for students to record their academic progress, enabling prospective employers to view samples of their work.

Through the cooperative education program, our students connect theory with practice during full-time employment. Top national and international companies hire Drexel LeBow students, I invite you to connect with our students through the Undergraduate Career Services Office.

*George Tsetsekos*

GEORGE P. TSETSEKOS, PH.D.  
 R. JOHN CHAPEL JR. DEAN



"Career Services prepares students for employment with services such as mock interviews and resume reviews so that we are prepared for interviews. We know how to network and interview, and we come prepared with appropriate questions. Through classes at Drexel LeBow, we learn business etiquette so that we conduct ourselves with professionalism."

SARAH ANTOLINI, '12, LEBOW COLLEGE OF BUSINESS

## 2010 LEBOW TOP RANKINGS

UNDERGRADUATE PROGRAMS  
RECOGNIZED BY:

— *BUSINESSWEEK*

— *ENTREPRENEUR-PRINCETON REVIEW*

LEBOW MBA PROGRAMS RECOGNIZED BY:

— *BUSINESSWEEK*- PART-TIME MBA

— *FINANCIAL TIMES*- EXECUTIVE MBA

GRADUATE PROGRAMS RECOGNIZED BY:

— *ENTREPRENEUR-PRINCETON REVIEW*

LEBOW FACULTY RESEARCH:

— THE UTD RANKINGS  
TOP 100 IN NORTH AMERICA

DREXEL UNIVERSITY:

— *U.S. NEWS & WORLD REPORT*:

NO. 48 AMONG PRIVATE UNIVERSITIES

NO. 70 IN THE NATION

NO. 2 AMONG UP-AND-COMING COLLEGES



## STUDENTS AND FACULTY

NEARLY 3,500 STUDENTS

74 PERCENT UNDERGRADUATES

24 PERCENT GRADUATE

MORE THAN 100 FACULTY

10 ENDOWED CHAIRS/PROFESSORSHIPS

## B.S. DEGREE PROGRAMS

BUSINESS ADMINISTRATION

BUSINESS AND ENGINEERING

ECONOMICS

## ACADEMIC DEPARTMENTS

ACCOUNTING AND TAX

DECISION SCIENCES

ECONOMICS

FINANCE

LEGAL STUDIES

MANAGEMENT

MARKETING

## CONCENTRATIONS

ACCOUNTING

ECONOMICS

ENTREPRENEURSHIP

FINANCE

GENERAL BUSINESS

INTERNATIONAL BUSINESS

LEGAL STUDIES

MANAGEMENT INFORMATION SYSTEMS

MARKETING

OPERATIONS MANAGEMENT

## B.S./MBA AND B.S./M.S.

BOTH JOINT DEGREES CAN BE OBTAINED  
IN FIVE YEARS

“One of the missions of a business school is to connect with the business community. Drexel LeBow has hosted a variety of employers here on campus, such as Tastykake, Astra Zeneca, Comcast and other notable companies. There is great interaction between our students and the panelists. The students challenge professionals with insightful questions, and the feedback from the employers has been tremendous. Every employer has said that the interaction with our students has been stimulating and that they’d love to come back to speak to them.”

**ELLIOT SCHREIBER, PH.D.**  
CLINICAL PROFESSOR OF MARKETING,  
DIRECTOR OF CENTER FOR CORPORATE  
REPUTATION MANAGEMENT

## UNDERGRADUATE CAREER SERVICES ADVISORY COUNCIL

The Undergraduate Career Services Advisory Council fosters relationships between Undergraduate Career Services and the business community. Council members facilitate interaction between organizations and companies and the Career Services staff to support career development initiatives. Council members represent a range of industries at both local and national organizations and foster business relationships among the business community and LeBow students.

ACCENTURE  
BETSY LAU  
RECRUITING MANAGER

BERARDI, AUTERI & ASSOCIATES, LLP  
JOSEPH AUTERI '93  
PARTNER, FINANCIAL ADVISOR

BLACKROCK  
MIKE LOWENTHAL  
DIRECTOR

CIGNA  
PETER GIOACCHINI  
SENIOR DIRECTOR, TALENT ACQUISITIONS  
CAITLIN CLARK  
UNIVERSITY RELATIONS

ENTERPRISE HOLDINGS  
KURT YEAGER '92,  
HUMAN RESOURCES MANAGER

FOX ROTHSCHILD LLP  
JULIA BORGINIS  
RECRUITMENT AND DEVELOPMENT  
COORDINATOR

INDEPENDENCE BLUE CROSS  
ERIKA ANSELMO  
UNIVERSITY RELATIONS LEAD

KPMG  
DEVON DERICO  
PHILADELPHIA CAMPUS RECRUITING  
MANAGER

NORTHWESTERN MUTUAL  
FINANCIAL NETWORK  
WALTER CASAGRANDE  
FINANCIAL REPRESENTATIVE  
AND FIELD DIRECTOR

PRICEWATERHOUSECOOPERS  
JACKIE DIAMICIS  
CAMPUS SOURCING

SOCIETY OF HOSPITAL MEDICINE  
TODD VON DEAK, MBA '02  
VICE PRESIDENT OF OPERATIONS  
AND GENERAL MANAGER

SUSQUEHANNA INTERNATIONAL GROUP  
LAUREN LAVER  
UNIVERSITY RELATIONS  
CLAIRE DEKEN  
RECRUITER

VANGUARD GROUP  
JACQUELINE BOYER  
VANGUARD COLLEGE AMBASSADOR

WAWA  
GWEN RUFF  
TALENT ACQUISITION  
SUPERVISOR

## ASSOCIATIONS AND SOCIETIES:

ALPHA KAPPA PSI –CO-EDUCATIONAL BUSINESS  
FRATERNITY

ASSOCIATION OF LATINO PROFESSIONALS IN  
FINANCE AND ACCOUNTING

BETA ALPHA PSI – HONORS ASSOCIATION FOR  
ACCOUNTING, FINANCE AND MIS

BETA GAMMA SIGMA – HONORS ASSOCIATION  
DEAN'S STUDENT ADVISORY BOARD

DREXEL ECONOMICS SOCIETY

DREXEL ENTREPRENEUR ASSOCIATION

DREXEL FINANCE ASSOCIATION

DREXEL INTERNATIONAL BUSINESS ASSOCIATION

DREXEL INVESTMENT GROUP

DREXEL MARKETING ASSOCIATION

MANAGEMENT INFORMATION SYSTEMS  
ORGANIZATION

NATIONAL ASSOCIATION OF BLACK ACCOUNTANTS

PHI BETA LAMBDA

PHI CHI THETA – CO-EDUCATIONAL BUSINESS  
FRATERNITY



"Drexel alumni are workers. Because of the shortened semesters, the school builds a very strong work ethic among the students. Students come to us serious and focused on their careers. They come to Deloitte prepared, and they come to work."

**JESSE RHODES '98**  
SENIOR MANAGER, DELOITTE & TOUCHE



**A MESSAGE FROM THE ASSOCIATE DIRECTOR  
OF UNDERGRADUATE CAREER SERVICES**

Our goal at Undergraduate Career Services is to provide a complete array of services to assist both employers and students in connecting and assisting students in landing professional opportunities upon graduation. We work closely with undergraduates so they are prepared to enter the professional market by providing assistance with resume writing, interview preparation and salary negotiation. Our students graduate from Drexel LeBow with the skills necessary to succeed in the marketplace. We also work closely with employers to ensure that the students they interview are academically qualified, and we manage job postings and screenings to assist employers with the hiring process. Through opportunities for networking, such as panel discussions, workshops and other social gatherings for brand awareness, students and employers have ample opportunity to engage, ensuring successful employment. We welcome the opportunity to meet with you to discuss employment opportunities with Drexel LeBow students.

**LISA DELUCA**  
**ASSOCIATE DIRECTOR**  
**UNDERGRADUATE CAREER SERVICES**



**RITA DI CARLO**  
**ASSISTANT DIRECTOR**  
**UNDERGRADUATE CAREER SERVICES**



**SARAFINA NICOLSI SHIMA**  
**CAREER ADVISOR**  
**UNDERGRADUATE CAREER SERVICES**

**A SUPERIOR LEARNING ENVIRONMENT**

Recognized by *BusinessWeek*, *Entrepreneur*, *Financial Times*, *Forbes*, *The Princeton Review*, and *U.S. News & World Report* for superior programs, Drexel University's LeBow College of Business integrates Drexel's technological prominence with experience-based education to develop world-class leaders and advance knowledge through research. Founded in 1922, LeBow College has more than 3,300 students, 110 faculty, and 30,000 alumni and is accredited by AACSB International—The Association to Advance Collegiate Schools of Business. It offers undergraduate, graduate, doctoral, and executive education programs.

**A PREMIER UNIVERSITY**

Founded in 1891 by Anthony J. Drexel in Philadelphia, Drexel University is widely recognized for its focus on technology and experiential learning. The first major university to operate a fully wireless campus, Drexel is a leader in integrating emerging technologies into all aspects of its academic enterprise, which includes the nation's largest private medical college and new College of Law. Ranked by *U.S. News & World Report* as one of the best national doctoral universities, Drexel is one of Greater Philadelphia's premier research institutions. Renowned for its academic excellence, Drexel is one of fewer than 50 private universities classified by The Carnegie Foundation as Research Universities (high research activity).



DREXEL UNIVERSITY'S LEBOW COLLEGE OF BUSINESS IS ACCREDITED BY AACSB INTERNATIONAL, THE ASSOCIATION TO ADVANCE COLLEGIATE SCHOOLS OF BUSINESS—THE HIGHEST STANDARD OF ACHIEVEMENT FOR BUSINESS SCHOOLS WORLDWIDE.

Follow LeBow UG  
Career Services on:



**DREXEL UNIVERSITY**  
**LEBOW COLLEGE OF BUSINESS**  
**OFFICE OF UNDERGRADUATE CAREER SERVICES**

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