2018
Lafayette College
Externship Program
A Gateway Program
Sponsored by
LAFAYETTE
CAREER SERVICES

EXPLORE an Interesting Career
DEVELOP Networking Contacts
BUILD Your Resume
EXPERIENCE a New and Exciting World
Table of Contents

Timeline ................................................................................................................................................ 1
Frequently Asked Questions (FAQs) ..................................................................................................... 2
Application Instructions ....................................................................................................................... 4
Externship Categories .......................................................................................................................... 5
Externship Host Listing ......................................................................................................................... 6
NEW Hosts Just Added .......................................................................................................................... 83

Career Services is continuing to cultivate additional Externships.
A supplemental list of newly added opportunities will be emailed to you by October 19th; please be sure to review these as well!
**Timeline**

**OCTOBER 2017**
Attend The Externship Process Made Easy workshop on October 18th (not required).
Submit application (Qualtrics) form AND submit essay & resume (CareerSpot) before 5PM, Thurs., Oct. 26th.

**NOVEMBER 2017**
If an interview is necessary, students will be notified.
Students matched are notified via email by November 14th.
Mandatory Orientations will be held November 15th and 16th (12:15 and 4:30PM, 224 Oechsle) - attend one.
Hosts receive names and application materials of matched students.
Financial assistance applications due to Alumni Relations Office (Pfenning Alumni Center) in late November.

**DECEMBER 2017**
Students contact hosts to discuss Externship details.
Submit call response form to Career Services by December 6th.
Students are notified of financial assistance award by mid-December (date TBA).
Students and hosts continue communications.

**JANUARY 2018**
Externships take place during the weeks of January 1st, 8th, and 15th.
Students send thank you letters to hosts upon conclusion of the Externship.

**FEBRUARY 2018**
Financial assistance recipients submit receipts for reimbursement to Alumni Relations (Pfenning Alumni Center).
Students submit evaluations and copies of thank you letters to Career Services.
Frequently Asked Questions (FAQs)

WHAT IS THE EXTERNSHIP PROGRAM?
The Lafayette College Alumni Association and Career Services established the Externship Program in 1981 to help students make better informed career decisions. Students are given the opportunity to “shadow” an alumnus, parent, or friend of Lafayette throughout a typical workday. You may become involved with projects, attend meetings, or meet with other members of the organization. Most importantly, you can have your questions answered by someone with experience in a field you are considering as a possible career.

WHEN DO THE EXTERNSHIPS TAKE PLACE?
All Externships are scheduled during the first three full weeks of January break. For 2018, these are the weeks of January 1st, 8th, and 15th. Hosts specify which weeks they are available and the number of days the Externship will last. STUDENTS PARTICIPATING IN INTERIM OR SPRING 2018 STUDY ABROAD PROGRAMS MAY BE UNABLE TO PARTICIPATE IN EXTERNSHIPS IF TIMING OVERLAP EXISTS BETWEEN BOTH PROGRAMS. Career Services strongly recommends that students be available for TWO of the three weeks of the January Externship Program to allow for flexible scheduling should a host’s availability change.

WHY PARTICIPATE?
The benefits that you receive from being a student Extern are invaluable. In addition to helping you consider career choices, you will gain opportunities for “INFORMATIONAL INTERVIEWING” and “NETWORKING.” Many Externship hosts have helped students find internships and jobs.

WHO ARE THE HOSTS?
Externship hosts are alumni, parents, and friends of Lafayette College. Hosts represent a wide variety of career areas, majors, and class years. Each description lists the host’s class year and major so you have a sense of their background. Parents are identified with the class year of their student. Friends of the college are also noted. There are also a limited number of hosts currently attending graduate or professional school willing to provide Externships. These opportunities will give you an inside look at what it is like to be a graduate student.

HOW WILL I GET TO AND FROM MY EXTERNSHIP?
You are responsible for all travel expenses, meals, and housing connected with the Externship. In some cases, Extern hosts provide housing. If your ability to cover travel costs is restricted, you may apply for financial assistance through grants provided by the Alumni Association. These grants help cover a portion of your traveling and housing expenses. Applications for financial assistance will be distributed during the Orientation Meeting after you have been matched with a host. Be aware that grants are awarded on a receipt reimbursement basis after the Externship is completed, so plan accordingly when making your Externship selections.
HOW CAN I APPLY FOR AN EXTERNSHIP?
Carefully read ALL Externship descriptions on the following pages, which are arranged by occupational group. Don’t limit yourself to one category. For example, if you are an art student, don’t look only within “Arts” because you may find an Externship in “Broadcasting/Entertainment” or “Communications” that is intriguing to you. The major of each Externship host is listed so you can see the wide variety of career paths that exist for each major.

APPLICATION REQUIREMENTS
(Follow the detailed application procedures outlined on page 4 of this booklet):
1. Online Application (where you will select up to six Externship choices)
2. Resume (which will be forwarded to your host if you are matched with an Externship)
3. 500 word original essay that addresses your answers to the following questions:
   - Why are you interested in doing an Externship?
   - What do you hope to gain from the experience?
   - How do you plan to prepare for and make the most of your Externship?

Please respond to these questions within one cohesive 500 word essay, NOT a short answer format.

ESSAY MAY NOT CONTAIN ANY PORTIONS OF A PREVIOUSLY SUBMITTED ESSAY FOR THE PROGRAM IN PRIOR YEARS. This is considered a violation of Academic Integrity as defined in the Student Handbook.
Submit your application, essay, and resume to Career Services by THURSDAY, OCTOBER 26th at 5pm. You must have all three items. DO NOT PROCRASTINATE. In some cases, an interview will be necessary during the matching process. We will contact you for an interview, if necessary. Interviews will occur the week of October 30th or November 6th.

WHAT HAPPENS NEXT?
By November 14th, you will receive an email indicating if you have been matched. Please note that we do our best to give you one of your top six choices. If you receive an Externship, you are required to attend one of the Orientation Meetings. Orientation Meetings will be held at 12:15PM and 4:30PM on WEDNESDAY, NOVEMBER 15th and THURSDAY, NOVEMBER 16th (all meetings will take place in 224 Oechsle Hall). At this session, you will receive the name and contact information for your host, as well as valuable advice on how to make the most of your Externship. Please note: Applying for an Externship means that you are making a commitment to this experience. ONCE ASSIGNED TO AN EXTERNSHIP, PARTICIPATION IS MANDATORY.

ADDITIONAL QUESTIONS?
✓ Call Career Services (610-330-5115) or visit the Externship pages of the Career Services website at: http://careerservices.lafayette.edu/students/gain-experience/extern/.
✓ Attend “The Externship Process Made Easy” workshop on Wednesday, October 18th at either 12:15 or 4:30PM in 224 Oechsle Hall. Unable to attend? View our webinar at http://bitly.com/lcexternwebshop (URL is case-sensitive).

REMEMBER: SUBMIT ALL APPLICATION MATERIALS ON OR BEFORE THURSDAY, OCTOBER 26th AT 5PM.
IMPORTANT: Applications missing any steps will be considered incomplete and therefore, will not be accepted.
Application Instructions

All students applying for the program MUST apply using this online procedure. The application process has THREE STEPS. ALL steps must be completed by 5pm on Thursday, October 26th, 2017. NO EXCEPTIONS.

The details are outlined below.

STEP ONE: COMPLETE ONLINE FORM

A. You must apply for the Externship program through an online form available at http://bit.ly/studentextern18 (or https://lafayetec.a21.qualtrics.com/jfe/form/SV_0PnW3rY7tHMfCh). This form asks for basic name and contact information, (up to) your top six Externship choices, and some additional demographic information (such as major and career interests).

B. Be aware that you will also be asked to disclose any disciplinary action you have faced while at Lafayette. Such action does not automatically prohibit you from participating in the program.

STEP TWO: COMPLETE CAREERSPOT PROFILES & UPLOAD DOCUMENTS

Access CareerSpot via the “Get Career Support” block found within your portal account (my.lafayette.edu).

A. The required fields of your CareerSpot account profiles (Academic, Personal) must be complete before applying. Just getting started with CareerSpot? Access our resources here: http://careerservices.lafayette.edu/students/access-career-resources/find-opportunities/

B. In order to apply, you must submit your resume and essay electronically. To do this, you first upload them to your CareerSpot account. This can be done through the My Documents tab. Select Add New to upload your documents into the system. Using the Document Type selections, be sure to select Resume to upload your resume. Select Other Document when uploading your essay. It is recommended that you convert your documents to PDF files before uploading.

C. When uploading your resume and essay, please name them in this format:

   • For the resume: LAFAYETTE USERNAME and 18resume (for example, SMITHJ18resume)
   • For the essay: LAFAYETTE USERNAME and 18essay (for example, SMITHJ18essay)

   *please put your name on all pages of your essay*

   This prevents errors when Career Services accesses the documents of all applicants.

*NOTE: YOUR ESSAY MAY NOT CONTAIN ANY PORTIONS OF A PREVIOUS ESSAY SUBMITTED FOR THE PROGRAM IN PRIOR YEARS. This is considered a violation of Academic Integrity as defined in the Student Handbook.

STEP THREE: APPLY TO POSTING & SUBMIT DOCUMENTS ON CAREERSPOT

A. To apply on CareerSpot, use the “Opportunities & Applications” tab, then select “CareerSpot Opportunities” from the drop-down menu. Next, select Internship (from the bar above the search box), and enter the word Externship in the search box; click Search. Click on January 2018 Externship Program to access the posting.

B. Read the information provided in the posting. It will answer many of your questions about the Externship program. In the top-right corner, select the Apply button. This is where you will submit your already uploaded resume and essay. Follow the directions carefully and click on Submit to complete Step Three. Please note that the “Apply” button will not appear until you have uploaded the required documents into the CareerSpot system.

Since you may need to complete the required sections of your profile and/or need guidance with CareerSpot, DO NOT WAIT UNTIL THE LAST DAY TO SUBMIT THESE DOCUMENTS. Due to the high volume of applicants, Career Services cannot provide last-minute assistance.

IMPORTANT: Applications missing one of the steps will be considered incomplete and therefore not accepted. Questions? Contact Career Services at 610-330-5115 or stop by 201 Hogg Hall for assistance.
# Externship Categories

Arts (Administration, Interior Design, Theater) .................................................................................................................. 6
Broadcasting/Entertainment/Journalism ...................................................................................................................................... 8
Business/Consulting/Real Estate/Sales .................................................................................................................................... 11
Civil/Construction/Transportation Engineering ......................................................................................................................... 16
Communications/Advertising/Marketing/Public Relations .................................................................................................... 21
Dentistry .................................................................................................................................................................................. 24
Education ................................................................................................................................................................................ 25
Electrical/Broadcast Engineering ........................................................................................................................................... 29
Energy/Utilities ....................................................................................................................................................................... 30
Engineering – Other ................................................................................................................................................................ 31
Environmental Consulting & Engineering ................................................................................................................................. 34
Finance/Accounting/Insurance/Investment ................................................................................................................................ 36
Graduate/Professional School & Research ................................................................................................................................ 48
Health Care/Medicine/Veterinary Science .................................................................................................................................. 51
Human Resources ..................................................................................................................................................................... 61
Law ......................................................................................................................................................................................... 62
Manufacturing ......................................................................................................................................................................... 66
Pharmaceuticals/Biomedical/Life Sciences .................................................................................................................................. 68
Psychology/Social Work/Human Services .................................................................................................................................. 70
Public Service (Government)/Non-Profit ..................................................................................................................................... 72
Sports/Athletics ....................................................................................................................................................................... 76
Technology (Software, Start-Ups, Support) ............................................................................................................................... 78

Many Externship opportunities represent more than one industry. Please do not limit yourself to the categories listed above, but rather, search through each section for your fields of interest.
Externship Host Listing

Arts (Administration, Interior Design, Theater)

NY, Port Washington

# 1043  Owner/Principal Designer  Christina Byers Design
Art/Economics ’98

Description: Host is the owner/principal designer of an Interior Design firm, designing residential and commercial spaces, and mainly focusing on local residential design; whether it is a whole-house or just an individual room. Various duties associated with owning a business include meeting with clients, administrative follow-up, creating storyboards and sourcing products, presenting ideas, ordering products, managing contractors and installers, and balancing the company’s books.

The Externs will observe the realities of being your own boss and what types of skills are required to be successful in this type of environment, from the creative aspects to the business responsibilities: operating and managing workload, keeping home office separate from home life, managing and conceptualizing projects...from the initial meeting to completion. May include a trip to a local fabric and furniture showroom for a review of types of resources available to individual businesses. Discussions will include marketing, social media, bookkeeping, and photographing completed work.

Special Requirements: Applicants should have an interest in art, interiors, a related creative industry, and/or in starting a business of their own.

# of day(s): 2  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No

OH, Bowling Green

# 1107  Doctoral Student  Bowling Green State University
Theatre and Film  Theater ’12

Description: Host is a graduate student of Theatre Studies. Host has contacts in other departments where externs may be able to sit in on other courses. Outside of class, host also works in the costume shop and serves on the Graduate Student Senate (where graduate students can influence campus policies).

Externs will learn about graduate school and observe various courses, assistantships, organizations, and meetings that take place within it.

Special Requirements: Additional skills and interests should include research, sewing, and organization.

# of day(s): 5  Week(s) of Jan 8, Jan 15  Housing Available? Yes
Description: Metris Arts Consulting believes in the power of culture to enrich people’s lives and help communities thrive. We believe those benefits should be broadly shared and inclusively developed. Metris seeks to provide high caliber planning, research, and evaluation services to reveal arts’ impacts and help communities equitably improve cultural vitality. Although we are best known for principal Anne Gadwa Nicodemus’ leading work in the realm of creative placemaking, Metris’ core service offerings also include place-based arts and culture ecology studies, arts and culture plans for cities and towns, and robust project evaluations. We work with a range of national and international clients, including philanthropic organizations, government agencies (local to federal), and community development and arts nonprofits. To accelerate change, we seek to share knowledge and amplify the voices of those closest to the work.

Externs will have the opportunity to gain exposure to the firm’s current research and planning projects, which include a report on the economic health of the creative sector of a major Midwestern city and working with a national-level non-profit organization on vacant property revitalization. Participation has the possibility of being extended into a paid internship program during a following semester.

Special Requirements: Students with an academic and career interest in creative placemaking (i.e. arts-based community development), interest in arts and culture, interest in research and evaluation, interest in urban planning, and/or interest in the social sciences.

# of day(s): 5  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available?  No
Broadcasting/Entertainment/Journalism

### CA, Glendale

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Department</th>
<th>Specialty</th>
<th>Year</th>
<th>Days</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>810</td>
<td>Producer</td>
<td>Larry King Now</td>
<td>Government &amp; Law</td>
<td>'11</td>
<td></td>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>

**Description:** The Extern will be exposed to the day-to-day production cycle of Ora.TV online television network (www.ora.tv). The student will work closely with the editorial producers and talent associated with Ora.TV's "Larry King Now." In addition, the student will be exposed to the content development process within a television network.

**Special Requirements:** Junior or Senior with an interest in pursuing a career in media, broadcast journalism, or entertainment in general.

### CA, Santa Barbara

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Department</th>
<th>Specialty</th>
<th>Year</th>
<th>Days</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>886</td>
<td>Chairman and Editor</td>
<td>Pacific Coast Business Times</td>
<td>Advertising/Editorial</td>
<td>'72</td>
<td></td>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Pacific Coast Business Times is the dominant financial news organization for the Central Coast of California. We publish a weekly business journal, produce digital content and produce 8 events per year. We are offering 1 externship in either advertising/marketing or news editorial. The news editorial candidate must have basic journalism training, strong reporting and writing skills and at least 2 clips. We have more flexibility with our advertising externship.

Externs will learn the basic functioning of a niche media company. Advertising externs would learn the basics of lead development and sales. Editorial externs will shadow reporters and learn the rudiments of reporting and writing for a business to business audience.

**Special Requirements:** Juniors or Seniors. Editorial Dept: will only accept candidates who are interested in a career in financial journalism. Advertising Dept: students who are interested in sales, marketing or print/digital advertising.

### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Department</th>
<th>Specialty</th>
<th>Year</th>
<th>Days</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1051</td>
<td>Managing Editor, Producer, Reporter</td>
<td>CUNY TV</td>
<td>American Studies</td>
<td>'93</td>
<td></td>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Host works as a reporter/producer at a television station in New York City. Day to day activities can include going on shoots outside of the office to interview different people about different subjects, coming back and looking at what's been shot, and from that, writing a segment and supervising the edit session. Every day is completely different! If during the Externship there isn't a scheduled shoot, host will assign Externs to a colleague with scheduled shoot.

Externship will begin Tues. Jan. 16th.

**Special Requirements:** An interest in pursuing a career in television; not necessarily just as a reporter, as host can provide exposure to other positions such as camera, editing, directing, etc.
<table>
<thead>
<tr>
<th>Location</th>
<th>Position</th>
<th>Company</th>
<th>Description</th>
<th>Special Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>NY, New York</td>
<td>Manager, Business</td>
<td>IFC Films - AMC Networks</td>
<td>Established in 2000 and based in New York City, IFC Films is a leading U.S. distributor of independent film, owned by AMC Networks. Some of the company’s successes over the years have included Weiner, Boyhood, Frances Ha, My Big Fat Greek Wedding, Y Tu Mama Tambien, Touching The Void, 4 Months, 3 Weeks And 2 Days, Che, Summer Hours, Antichrist, In The Loop, Joan Rivers: A Piece Of Work, Tiny Furniture, and Carlos. Externs will have the opportunity to learn how an independent distribution company runs and operates by meeting with and learning from staff members from various departments including PR, Marketing, Sales, Business Development and Distribution.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Development</td>
<td></td>
<td></td>
<td>Juniors and Seniors</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td># 1142</td>
<td>No</td>
<td>Housing Available? No</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PA, Bethlehem</td>
<td>Project Manager</td>
<td>PBS39 WLVT</td>
<td>Students will have the opportunity to work with PBS39’s Emmy Award-winning production team which may include, but is not limited to: -Observe reporter and videographer on field and studio shoots -Logging video -Operating TelePrompter -Assisting with interview set-up and break down -Assisting producers with the research of assigned topics -Observing editing -Observing videography/ other various technical skills</td>
<td></td>
</tr>
<tr>
<td># 650</td>
<td>J Juniors or Seniors</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td># of day(s): 3</td>
<td></td>
<td></td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Week(s) of Jan 15</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PA, Easton</td>
<td>Managing Director</td>
<td>Lou Reda Productions</td>
<td>Host works in television production. Externs will observe the process of developing and producing television series/shows.</td>
<td></td>
</tr>
<tr>
<td># 819</td>
<td>Executive</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Housing Available? No</td>
<td>Housing Available? No</td>
<td></td>
<td>No</td>
</tr>
<tr>
<td></td>
<td># of day(s): 5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Week(s) of Jan 1, Jan 8, Jan 15</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## PA, Philadelphia

<table>
<thead>
<tr>
<th>#</th>
<th>Director, On Demand Movie Programming</th>
<th>Comcast</th>
</tr>
</thead>
<tbody>
<tr>
<td>995</td>
<td>Digital Media</td>
<td>Psychology '03</td>
</tr>
</tbody>
</table>

**Description:** Host's team is responsible for programming the On Demand movies for Comcast's 22.4 million subscribers. They operate at the nexus of entertainment and technology, and their goal is to create an amazing customer experience.

The Extern will have the opportunity to observe how they operate their business, drive their partnership with film studios, and collaborate cross-functionally with their larger technical team.

**Special Requirements:** Junior or Senior with a love for movies and a passion for technology.

**# of day(s):** 3  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No
### CA, Foster City

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>Head of Global Real Estate and Security</td>
<td>Visa Inc.</td>
<td>Week(s) of Jan 8</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Corporate Real Estate and Security</td>
<td>Engineering '71</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Description:</strong></td>
<td>Alumnus manages four departments which make up Visa Corporate Services: 1) Real Estate and Strategic planning, 2) Facilities management and workplace solutions, 3) Security, safety, and emergency management, and 4) Strategic sourcing.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong># of day(s):</strong></td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### CT, Hartford

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1141</td>
<td>Co-Founder and President</td>
<td>SMC Partners, LLC</td>
<td>Week(s) of Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Parent '10</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Description:</strong></td>
<td>Host's 50-person organization provides management consulting and information systems development for healthcare and social services clients. Through this experience, extern will gain exposure to the basics of project management, process analysis, requirements of gathering and information systems development, professional management consulting, and what business analysts, technical analysts, and developers do.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Special Requirements:</strong></td>
<td>Juniors with interpersonal, communication, and analytical skills and interest in management consulting. US Citizenship and ability to drive to externship required.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong># of day(s):</strong></td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### CT, Shelton

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1170</td>
<td>Senior Logistics Optimization Analyst</td>
<td>Unilever</td>
<td>Week(s) of Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Digital Connectivity, Supply Chain</td>
<td>International Affairs '10</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Description:</strong></td>
<td>Host builds computer models showing how to deliver Unilever products (like Dove soap, Hellmann's mayonnaise, Ben &amp; Jerry's ice cream, etc.) to their customers in the most efficient, sustainable, and cheapest way possible. Helping other teams answer questions like, &quot;Is there a better location for a warehouse within our distribution network?&quot;, &quot;How much money would we save if Customer X ordered a full truck of Unilever products every two weeks, instead of once a week?&quot;, and &quot;In what situations would it make sense to ship products to customers directly from a factory, instead of going through a warehouse?&quot;, she works with others to gather data to build the models. Then she builds various scenarios to answer &quot;what if&quot; questions, like &quot;What if we only consider truck shipments that have a minimum weight of 20,000 lbs?&quot; or &quot;What if Customer Y receives all its products from Warehouse B instead of Warehouse A?&quot; and also determines the benefits and risks of implementing the strategy recommended by the model. The Externs will learn about the breadth and complexity of a global supply chain, and gain an in-depth understanding of the considerations for building models to optimize strategic business decisions and of project management. You will also hopefully have the opportunity to observe different parts of the logistics supply chain, including customer service, procurement, transportation, and EDI. If students have a specific area of interest, we will do our best to accommodate that.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong># of day(s):</strong></td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**IL, Chicago**

**# 1130 Managing Partner**  
*Bluestein & Associates LLC*

**Chemistry '69**

**Description:** This unique "rotational" style externship will allow students to get a "Taste of Chicago" plus the opportunity to hear from senior executives who work in different sectors of the economy. Students will also have the opportunity to connect with local businesses about summer internships.

This externship will combine guest speakers, company visits and group and individual projects to learn more about opportunities in key industries and businesses located in Chicago. Projects will focus on venture inventing, entrepreneurship, high technology businesses and community impact. Key industries in Chicagoland include health care, financial services, food companies, retail, and business services.

Sponsored by the Chicago-area Lafayette alumni and parents who work in a cross section of industries in a wide range of roles.

**Special Requirements:** Students should possess a strong interest in learning about Chicago businesses where they could get a summer internship or a full-time job post-graduation.

**# of day(s):** 3  
**Week(s) of Jan 8**  
**Housing Available?** No

**MA, Boston**

**# 1191 Principal**  
*Novaya Real Estate Ventures, LLC*

**Parent '21**

**Description:** Host works in real estate development, acquisitions, and management. Students will observe the beginnings of how to source, acquire, market, and finance real estate projects between about $10,000,000 to $100,000,000 per project.

**Special Requirements:** Juniors or seniors with proficiency in Excel. Argus training would be great but not required. Clear and articulate writing skills are also a plus as we deal with both high net worth investors and institutional investors.

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

**MA, Framingham**

**# 1167 University Recruiter**  
*Staples, Inc.*

**Friend**

**Description:** Extern will have opportunities to learn and observe in the areas of Supply Chain, Finance, Merchandise, Marketing, Technology, Legal and Human Resources.

Host is responsible for advancing Staples’ brand on campus and sourcing all campus activities at target schools to attract candidates to a wide array of divisions. This role includes working full-cycle recruitment efforts including sourcing, qualifying, interviewing, negotiation of offers and hiring applicants to fill open internships and entry level roles. He partners with the University Recruiting team and hiring managers to recruit and hire for co-ops, internships and full time entry level roles.

**Special Requirements:** Juniors

**# of day(s):** 1  
**Week(s) of Jan 15**  
**Housing Available?** No
### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>External Position</th>
<th>Host Organization</th>
<th>Practice Area</th>
<th>Start Date(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>451</td>
<td>Senior Client Partner</td>
<td>Senior Client Partner</td>
<td>Financial Officers Practice</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td>319</td>
<td>Managing Director</td>
<td>Managing Director</td>
<td>Industrial, Private Equity, CEO</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td>1159</td>
<td>Senior Client Account Manager</td>
<td>Senior Client Account Manager</td>
<td>Sales</td>
<td>Jan 8</td>
<td>Yes</td>
</tr>
</tbody>
</table>

#### Description:

**Korn Ferry** is the preeminent global people and organizational advisory firm, which is a recognized leader in Executive Recruitment. Our professionals ensure organizations have the right talent with the right capabilities to ignite their business strategy and help our clients succeed in everything from transformation to globalization, from innovation to growth.

Externs will observe and gain exposure to the executive recruiting process, which includes laying the groundwork, shaping the candidate profile, active recruiting, and closing the candidate.

**Spencer Stuart** is one of the WORLD'S leading management consulting and executive search firms. Privately held since 1956, Spencer Stuart applies its extensive knowledge of industries, functions and talent to advise select clients — ranging from major multinationals to emerging companies to nonprofit organizations — and address their leadership requirements. Through 53 offices in 29 countries and a broad range of practice groups, Spencer Stuart consultants focus on senior-level executive search, board director appointments, succession planning and in-depth senior executive management assessments.

We look forward to hosting a Lafayette student for a day of shadowing to introduce him/her to executive search and related management consulting. The day will include an overview of executive search, an introduction to the role of an analyst, as well as shadowing of a consultant and an analyst to give the student a sense of a “day in the life” at Spencer Stuart.

**Twitter**

Host works on the Sales team at Twitter helping major brands discover their authentic voices. He focuses on strategy, sales, advertising campaign optimization and business development. His role truly entails managing clients both over email/phone but mainly in-person and helping them to discover how to engage with their target audience on the platform.

Externs will learn and observe how to be client-facing, creating a custom strategy for fortune 500 clients, how to set up advertising campaigns on Twitter, and get a sense of the culture at Twitter and what it’s like to work at a major tech company.

**Special Requirements:**

Junior or Senior with integrity and respect, personal accountability, effective communication, teamwork and collaboration. Students should have flexibility in scheduling experience with host.

- **Korn Ferry**
  - Psychology '77
  - # of day(s): 4
  - Week(s) of Jan 8, Jan 15

- **Spencer Stuart**
  - English '03
  - # of day(s): 1
  - Week(s) of Jan 8, Jan 15

- **Twitter**
  - Economics & Business '09
  - # of day(s): 2
  - Week(s) of Jan 8
**NY, Woodbury**

**Chief Strategy Officer**

**Clever Devices**
Economics & Business ’86

**Description:** As Chief Strategy Officer in a rapidly growing technology company, the host has ultimate responsibility for pricing and establishing margins for all goods and services whether it is a $600 modem, or a $30 million deployment involving hardware, software and deployment labor. Host evaluates all new business opportunities, sets up new businesses both domestically and internationally, leads all mergers and acquisitions, and sets pricing for all new products and services. Host has developed expertise in tax, legal, and accounting issues for all areas where we are doing or plan to do business. The host also heads up the pricing and proposal groups. To acquire new business we must respond to Requests For Proposals (RFPs) from transit agencies looking to purchase new technology. The proposal team is responsible for articulating how and why our technology best meets the customer’s needs, and the pricing group is responsible for pricing the solution being proposed.

The Extern will see first-hand how the theories learned in economics, finance and accounting classes are actually used outside of Lafayette. They will observe pricing meetings, and witness the wide array of financial and strategic issues that arise within a technology company with more than 300 employees and $100 million in sales.

**Special Requirements:** Sophomore or Junior

**# of day(s):** 2

**Week(s) of Jan 15**

**Housing Available?** No

**PA, Allentown**

**PEO District Manager**

**ADP (Automatic Data Processing)**
Spanish ’14

**Description:** Host works in the inside sales department for the industry leader in the Professional Employer Organization (PEO) Marketplace (ADP TotalSource). This is a START-UP business unit backed by a $12 billion dollar company in ADP. Host has clients/prospects all over the country who he calls on in order to leverage HR Compliance, Payroll, Benefits, Worker’s Compensation and 401(k).

Externs will observe client, partner, and co-worker interaction. Host works with a lot of small businesses and you will gain insight into starting a company and the struggles/wins that come from that. ADP is the largest Human Capital Management company in the world and an industry leader in sales training/management.

**Special Requirements:** Juniors and Seniors

**# of day(s):** 3

**Week(s) of Jan 1, Jan 8, Jan 15**

**Housing Available?** No
**PA, Allentown**

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>344</td>
<td>CEO &amp; Founder</td>
<td>FMI</td>
<td>Host company helps businesses bring their skin care, hair care, personal care, home care, and fragrance products to market quickly and hassle free. Products manufactured include creams, lotions, body sprays, hand gels, shampoos, sunscreens, etc. which are sold in retailers around the world. A few of these are Sephora, Ulta, HSN, CVS, Walmart and Walgreen’s. FMI develops formulas for these products in conjunction with customers, purchases the raw materials, makes the product and then fills into jars, tubes and bottles. Externs will spend some time in each functional area of the business (production, quality control, product development, sales, accounting and management).</td>
</tr>
</tbody>
</table>

**Special Requirements:**

- This externship should be particularly beneficial to students interested in sales, marketing, chemistry or production management.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s) of Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td></td>
<td>No</td>
</tr>
</tbody>
</table>

**PA, Bethlehem**

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1184</td>
<td>Applications Engineer</td>
<td>Flowserve Corporation</td>
<td>As an Applications Engineer of the Commercial Operations group for Flowserve’s Aftermarket Services &amp; Solutions organization, Host is responsible for supporting the end-user sales team and their customers. The customers are corporations primarily in the power generation, oil &amp; gas, and water resources industries that purchase parts, repairs, upgrades, and engineering services for their existing pumping equipment. Host’s role involves all customer-facing activities related to the order acquisition process, including proposal development, specification and scope review, and pricing analysis in addition to order transfer to Operations (engineering, manufacturing, repair centers, procurement). Externs will learn engineering principles pertaining to pumping liquids (basic pump hydraulics), learn the components that make up a pump and be exposed to different industrial pump types. In one day, Externs will meet different groups to learn how engineering can be applied across various disciplines and tasks. Primarily, you will observe the ins-and-outs of an application engineering which include reviewing requests for quotes (RFQs) and the preparation of technical and commercial scope. The Bethlehem location is mainly offices. A tour of the R&amp;D shop will be planned but students will not receive hands-on experience there.</td>
</tr>
</tbody>
</table>

**Special Requirements:**

- Applicants must be interested in office environment, commercial business activities, and customer-facing interaction, as this will not be a job shadow in the plant or lab side of the business, but in the business administration side.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s) of Jan 1, Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td></td>
<td>No</td>
</tr>
</tbody>
</table>
Civil/Construction/Transportation Engineering

*VIRTUAL*

---

**# 573**  
**Senior Consultant**  
**High Street Consulting Group**  
Civil & Environmental Engineering '03

**Description:** Host works in transportation consulting involving many aspects of the transportation industry for clients including FHWA, USDOT, state DOTs, MPOs and regional planning partners. Work includes statewide and regional long range transportation plans, transportation agency financial analysis, data analysis, and data visualization.

Host has an engineering and planning background and formerly worked as a civil engineer but in the past 4 years has focused more on the softer side, including transportation planning. Host telecommutes and works for a small firm on many projects across the country including FHWA, Arkansas, Pennsylvania, Oklahoma, and Arizona.

Students will learn about transportation planning and the work that goes into planning for projects that are eventually designed by engineers. They will also learn about working in a telecommuting environment rather than a traditional office.

**Special Requirements:** Interest in transportation, civil engineering, or finance. VIRTUAL opportunity will consist of phone conversations, exchange of work samples, and professional conference calls. Host is happy to meet in person as well if student is in Pittsburgh, PA area.

**# of day(s):** 2  
**Week(s) of Jan 15**  
**Housing Available?** No

---

**MA, Boston**

**# 937**  
**Engineer**  
**Turner Construction Company**  
Mechanical Engin./International Studies '02

**Description:** Host will coordinate Externship opportunities for Lafayette students interested in Construction Management. A variety of areas will be discussed including Business Development, Design Management, Construction Operations and Site Management.

Turner Construction Externships are available in Boston, New York City, and Philadelphia. Please see each individual listing for the externship ID#.

**Special Requirements:** Sophomores who are interested in an exposure to construction AND majoring in Engineering Studies, Civil Engineering, or Mechanical Engineering. Juniors in these majors may also be considered. Externship will take place January 17-19.

**# of day(s):** 3  
**Week(s) of Jan 15**  
**Housing Available?** No
MA, Newton

# 883  Assistant Project Manager  Commodore Builders

Description: Commodore Builders is a mid-size construction management firm based in Boston, which is growing and fiercely focused on the needs of their clients. Consistently voted one of the "Best Places to Work" in the Boston area, Commodore Builders specializes in tenant interior and large scale commercial construction projects. Host responsibilities include overseeing and coordinating subcontractors, reviewing and processing all submittals and RFI's as well as maintaining all project meeting minutes and assisting with day to day field operations on the project site.

The Extern will have the opportunity to visit a project site and witness onsite coordination between subcontractors and the daily operations it takes to run a job, as well as visit the safety/estimating/MEP departments to gain further knowledge into the daily workings of a successful commercial construction management firm.

Special Requirements: Junior or Senior with a strong interest in construction management (not design) and the ability to communicate effectively with clients, architects, and engineers. Must have flexibility in scheduling during ANY week of the program!

# of day(s): 2  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No

MD, Bethesda

# 1163  Project Engineer  Clark Construction Group

Description: As a project engineer, Host helps to oversee and allocate resources to ensure projects are constructed and designed as planned. Position entails a variety of different tasks such as punch list, communicating with sub-contractors, and tackling design and construction problems as they arise. In this field, effective communication, organization, and hard work will take you a long way. Clark Construction focuses on constructing stadiums, residential buildings, office buildings, and museums to name a few. Outside of work, Clark is invested in making sure their employees start off on the right foot by having a variety of Clark events as well as Team Clark events. The company has a very inviting atmosphere that supports you as an employee in all needs possible.

Externs will observe the everyday life of an engineer working for Clark Construction on the field side. They will learn the ins and outs of construction, beyond what is learned in the classroom. Externs should be interested in learning more about construction, be well organized, hardworking, proficient in computer programs, good at effective communication, and driven.

# of day(s): 2  Week(s) of Jan 8, Jan 15  Housing Available? No
**MD, Towson**

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Special Requirements</th>
<th>No. of Day(s):</th>
<th>Week(s) of</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>998</td>
<td>Bohler Engineering offers professional land development services, including preparation of plans for site development. Included under the umbrella of site development design are subjects such as site layout, grading, erosion and sediment control, and stormwater management. Landscape design, land planning, and LEED services are also provided to clients, be they residential, commercial, or institutional. Site development also includes interaction with jurisdictions on a local, state, and federal level, depending on the scope of project and its location. The Extern will observe and practice basic land development techniques in the areas of site development, including grading, site and conceptual layout, utility design, land planning, landscape design, erosion and sediment control and stormwater management design, and will also have an opportunity to observe interaction with jurisdictions on active projects. Seniors only, please.</td>
<td>3</td>
<td>Jan 15</td>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>

**NJ, Hamilton**

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Special Requirements</th>
<th>No. of Day(s):</th>
<th>Week(s) of</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1172</td>
<td>Michael Baker International is a leading provider of engineering, development, intelligence and technology solutions with global reach and mobility. The Hamilton office provides transportation engineering consultant services to government clients including civil, structural, environmental and architectural engineering. Our group specifically deals with roadway design. Externs will observe the different elements of roadway design and how we coordinate with other engineering disciplines to provide our clients with innovative solutions. Students should have an interest in some area of transportation engineering (roadway design, site design, utilities, etc.). A basic use of Microstation would be useful to give students a good idea of how we work, but is not required.</td>
<td>2</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>
NY, Brooklyn

# 1127

Transportation & Infrastructure Specialist

New York City Emergency Management

Description:
Established in 1996, NYC Emergency Management is a coordinating agency for the City of New York. The agency plans and prepares for emergencies, educates the public about preparedness, coordinates emergency response and recovery, and collects and disseminates emergency information. The agency maintains a disciplined unit of emergency management personnel — including but not limited to: responders, planners, watch commanders, logisticians, community outreach, communications, administrative and support staff — to identify and respond to various hazards.

The NYCEM Externship program would offer the following opportunities:
1. Overview of agency’s units and facilities
2. Participate as an observer in select internal/external interagency meetings
3. Training and certification in emergency management topics

Overall, the goal is to explore the field of emergency management, experience the workplace up close and personal, learn how to apply academic experience to the professional environment, and network and develop career connections.

# of day(s): 3
Week(s) of Jan 8, Jan 15
Housing Available? No

NY, New York

# 95

Senior Vice President
Design & Construction

Rockefeller Group Development Corporation
Civil Engineering '81

Description:
Host is responsible for design and construction management in support of commercial, residential and industrial real estate development projects across the US.

Externs will observe an overview of the building industry; real estate project development, design and construction process, project management control systems, and career pathways in real estate, design, construction and facilities management.

Special Requirements:
Sophomores and Juniors with an interest in real estate, building design and construction, and finance.

# of day(s): 3
Week(s) of Jan 8
Housing Available? No

NY, New York

# 938

Engineer

Turner Construction Company
Mechanical Engin./International Studies '02

Description:
Host will coordinate Externship opportunities for Lafayette students interested in Construction Management. A variety of areas will be discussed including Business Development, Design Management, Construction Operations and Site Management.

Turner Construction Externships are available in Boston, New York City, and Philadelphia. Please see each individual listing for the externship ID#.

Special Requirements:
Sophomores who are interested in an exposure to construction AND majoring in Engineering Studies, Civil Engineering, or Mechanical Engineering. Juniors in these majors may also be considered. Externship will take place January 17-19.

# of day(s): 3
Week(s) of Jan 15
Housing Available? No
**PA, Fort Washington**

<table>
<thead>
<tr>
<th># 29</th>
<th>Senior Associate</th>
<th>Michael Baker International</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Transportation</td>
<td>Civil Engineering '94</td>
</tr>
</tbody>
</table>

**Description:** Experience tours of ongoing/recently completed transportation projects. Attend a design project status meeting about highway improvements with PennDot engineers, FHWA engineers and local officials. Learn engineering design tasks and plan preparation.

**Special Requirements:** Interest in transportation engineering, construction and design.

| # of day(s): 4 | Week(s) of Jan 1, Jan 8, Jan 15 | Housing Available? No |

**PA, Philadelphia**

<table>
<thead>
<tr>
<th># 971</th>
<th>Partner</th>
<th>Cecil Baker + Partners Architects</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Psychology '90</td>
</tr>
</tbody>
</table>

**Description:** As an architect, host is responsible for the design, documentation, and construction administration of buildings; client and consultant meetings; management of staff.

Extern will observe some of the day-to-day tasks of a senior architect at a mid-size, active, design firm.

**Special Requirements:** Student with an interest in architecture, design, engineering, real estate, and/or construction, and who excels at problem solving, communication, and the ability to think in three dimensions.

| # of day(s): 2 | Week(s) of Jan 8, Jan 15 | Housing Available? No |

**PA, Philadelphia**

<table>
<thead>
<tr>
<th># 572</th>
<th>Engineer</th>
<th>Turner Construction Company</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>LEED Green Associate</td>
<td>Mechanical Engin./International Studies '02</td>
</tr>
</tbody>
</table>

**Description:** Host will coordinate Externship opportunities for Lafayette students interested in Construction Management. A variety of areas will be discussed including Business Development, Design Management, Construction Operations and Site Management.

Turner Construction Externships are available in Boston, New York City, and Philadelphia. Please see each individual listing for the externship ID#.

**Special Requirements:** Sophomores who are interested in an exposure to construction AND majoring in Engineering Studies, Civil Engineering, or Mechanical Engineering. Juniors in these majors may also be considered. Externship will take place January 17-19.

| # of day(s): 3 | Week(s) of Jan 15 | Housing Available? No |

**PA, Pittsburgh**

<table>
<thead>
<tr>
<th># 704</th>
<th>Project Manager II</th>
<th>CDM Smith, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Civil Engineering '88</td>
<td></td>
</tr>
</tbody>
</table>

**Description:** CDM Smith provides lasting and integrated solutions in water, environment, transportation, energy and facilities to public and private clients worldwide. As a full-service engineering and construction firm, we deliver exceptional client service, quality results and enduring value across the entire project life cycle.

The Extern’s observations will depend largely on what projects are being worked on at the time. Working in a consulting firm means that projects change daily. However, roadway plan development is the general daily focus.

| # of day(s): 2 | Week(s) of Jan 8, Jan 15 | Housing Available? No |
### Communications/Advertising/Marketing/Public Relations

#### NJ, Montvale

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>1181</td>
<td>Senior Manager of Color and Design Marketing</td>
<td>Benjamin Moore &amp; Co.</td>
<td>Art and English '00</td>
</tr>
<tr>
<td></td>
<td><strong>Description:</strong> Our externship student will shadow the Color &amp; Design Team for two days, taking part in various activities that will provide a glimpse into the corporate environment within the paint industry. By observing a creative branch of the marketing department, the experience will include insight on a creative color project, exposure to the discussions that are part of business decision-making, and one on one time with Benjamin Moore employees who are involved in different parts of the paint industry.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Special Requirements:</strong> A Junior or Senior with demonstrated ability in art, design, and color, as the basis for the internship will involve working with our color collections. Great energy and curiosity also appreciated, which will make the experience more valuable and fun!</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong># of day(s):</strong> 2</td>
<td><strong>Week(s) of Jan 15</strong></td>
<td><strong>Housing Available?</strong> No</td>
</tr>
</tbody>
</table>

#### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>191</td>
<td>President &amp; Creative Director</td>
<td>Base Beauty Creative Agency</td>
<td>Government &amp; Law '97</td>
</tr>
<tr>
<td></td>
<td><strong>Description:</strong> Host owns Base Beauty Creative Agency, a full service agency dedicated to the beauty industry. Students will learn how BBCA creates branding campaigns and omni-channel programs to launch products, re-launch brands and build relationships with customers. Students will learn about the key agency disciplines, such as Art Direction, Graphic Design, Copywriting, and Account Management. Students will be briefed on a mock client assignment and work as a team to develop creative solutions, a process that simulates a typical work day at BBCA. Externship day will culminate in students presenting their ideas to agency leadership for feedback.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Special Requirements:</strong> Students interested in art, design, beauty or fashion. Should be clever, creative, a good communicator and open-minded.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong># of day(s):</strong> 1</td>
<td><strong>Week(s) of Jan 8</strong></td>
<td><strong>Housing Available?</strong> No</td>
</tr>
</tbody>
</table>

#### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>236</td>
<td>Director of Global Advertising Marketing</td>
<td>CFA Institute</td>
<td>Government &amp; Law '86</td>
</tr>
<tr>
<td></td>
<td><strong>Description:</strong> Host heads up the advertising efforts for this membership/credentialing organization that manages the CFA (Chartered Financial Analyst) designation. Externs will join meetings with members of various departments across the organization.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Special Requirements:</strong> This externship will take place Thursday, January 18, 2018.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong># of day(s):</strong> 1</td>
<td><strong>Week(s) of Jan 15</strong></td>
<td><strong>Housing Available?</strong> Yes</td>
</tr>
</tbody>
</table>
### NY, New York

#### # 696  Editorial Director  Design-Calendar.com

**Description:** Design-Calendar is an interactive website, blog and calendar focused on design-related events, including everything from product launches to parties to trade shows. Our editorial staff consists of 12 in-house and contributing bloggers. Students will be able to experience the interactive world of digital/social media. He/she will attend local events with our editorial staff, write blog/social post updates and contribute to monthly e-newsletter.

**Special Requirements:** Student who possesses strong written and verbal communication skills, and experience with WordPress, Facebook, Twitter, and is internet savvy.

**# of day(s):** 5  **Week(s) of Jan 1, Jan 8, Jan 15**  **Housing Available?** No

#### # 335  Senior Vice President  FOX Networks Group

**Description:** Host sells to advertisers on-air and digital partnerships across FOX Networks Group properties, including FOX, FOX Sports, FX Networks, National Geographic Channel Networks, as well as the digital sites that go with the TV networks.

**# of day(s):** 2  **Week(s) of Jan 1, Jan 8, Jan 15**  **Housing Available?** No

#### # 320  Account Director  Novita Communications

**Description:** Experience first-hand what it is like to work at a boutique public relations agency that is specialized in the design/architecture industry. Learn about the operations of a small business and observe daily interactions with clients and editors. Respond to print and digital editorial inquiries, prepare content for social media and assist with the production of press materials.

**Special Requirements:** Interest in design/architecture. Good phone and writing skills.

**# of day(s):** 5  **Week(s) of Jan 1, Jan 8, Jan 15**  **Housing Available?** No

#### # 1117  President  WantLeverage Communications

**Description:** WantLeverage Communications is a public relations and business development consultancy. We help organizations to increase brand visibility and credibility through media placement and more.

Externs will observe how a boutique size communications business operates including entrepreneurship in action, working directly and spending time with a business owner of a young business, participating in client research, helping with PowerPoint presentations (based on need), listening in on client calls and helping take notes, attending networking events with company owner (based on scheduling/availability), and learning how online marketing/networking plays a role in agency outreach.

**Special Requirements:** Strong communication, writing, and research skills; knowledge of social media. Interest in marketing communications, public relations careers.

**# of day(s):** 3  **Week(s) of Jan 1, Jan 8**  **Housing Available?** No
<table>
<thead>
<tr>
<th>#</th>
<th>President &amp; CEO</th>
<th>Tierney Communications</th>
<th>English/Gov &amp; Law '86</th>
</tr>
</thead>
<tbody>
<tr>
<td>333</td>
<td>Executive</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Extern will gain experience in Advertising departments which include account management, creative, media, etc. or Public Relations department.

**Special Requirements:** Interest in advertising or public relations.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td></td>
<td>No</td>
</tr>
</tbody>
</table>

PA, Philadelphia
Dentistry

NJ, Springfield

# 85 Dentist William Bohrod Dental Psychology '79

Description: Spend time in a high quality dental office focusing on general dentist practice, encompassing all aspects of dentistry.

# of day(s): 5 Week(s) of Jan 1, Jan 8, Jan 15 Housing Available? No

PA, Yardley

# 562 Periodontist Paul S. Rosen, DMD, MS, PC Biology '18

Description: Host is also Class of 2018 Parent.

The Externs will learn and observe what a dental surgical specialist (periodontist) does and how a dental practice runs. Since host is a Clinical Associate Professor of Periodontics and a Board Examiner, they will understand how basic science is applied to a dental practice.

Special Requirements: If accepting housing, must be non-smoker.

# of day(s): 3 Week(s) of Jan 8 Housing Available? Yes
## Education

### CA, Lafayette

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>School</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1155</td>
<td>Middle School Student Life Director and English Teacher</td>
<td>Contra Costa Jewish Day School</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** Host is the Middle School Director and an English teacher at small independent school in the San Francisco Bay Area. The Externs will learn how to work with middle school students, focused on teaching English and honing social emotional skills. Externs are welcome to shadow other grade levels or subjects in the K-8 school.

### DC, Washington

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1185</td>
<td>Associate Operations</td>
<td>The Headfirst Companies</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** At The Headfirst Companies, our goal is to inspire the personal best in all of the children and teens that come through our programming. That programming consists of three main divisions and product lines:

- Headfirst Summer Camps; we are a top provider of summer day camps in the DMV (DC, Maryland, Virginia area). Programming ranges from multi-sport camp to STEM camp for ages 3 to 13.

- Headfirst Professional Sports Camps; we are the official summer camp provider for the New York Yankees, Boston Red Sox, Chicago Cubs, Washington Nationals, and Atlanta Braves. Camps run from May through August for ages 5 to 13 and the experiences include a trip to the team’s stadium as well as a "Meet & Greet" with a player from the team.

- Headfirst Honor Roll Camps; we run showcases for high school baseball and softball players looking to play their sport at a top academic college or university. Honor Roll Camps run in California, New York, and Florida and host 250+ student-athletes and 100+ college coaches at each session.

The Extern can expect to see the inner-workings of a small business - about 25 full-time members - with a large product. With three separate product lines and many departments that contribute to each, you will have the opportunity to experience a wide range of aspects that make up our business. From how we hire for our Day Camps in Maryland to how we develop curriculum for our Cubs Camps in Chicago, the Extern will learn about a year-round industry that most only associate with the summer time.

### MA, Worcester

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>School</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1156</td>
<td>Department Chair/Faculty</td>
<td>Bancroft School</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** The Externs will observe how to plan lessons, manage a classroom, develop assessments, and evaluate faculty in the English department at this independent school.
### NJ, Blairstown

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Dean of College Counseling</td>
<td>Blair Academy</td>
<td>Jan 8, Jan 15</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Description:**
This Externship is for those interested in teaching/working in an independent school, particularly in the area of college counseling.

**Special Requirements:**
An interest in working with kids is a must.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Jan 8, Jan 15</td>
<td>Yes</td>
</tr>
</tbody>
</table>

### NJ, Gillette

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1179</td>
<td>Youth Services Librarian</td>
<td>Long Hill Township Public Library</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:**
Located in Morris County, New Jersey, the Long Hill Library serves its constituent towns of Gillette, Meyersville, Millington and Stirling, as well as the surrounding local communities. Serving patrons and their families from newborns through high school students, the bustling Youth Services Department offers daily programs, outreach services to local organizations, support for township schools and education centers, and a collection of over 65,000 circulating materials.

Externs will observe the day-to-day operations of the Youth Services Department and learn about the decision making, program development, relationship building, collaboration, budgeting, and material acquisition involved in managing the department. You will have an opportunity to take part in children’s programming and develop and lead a family story time, as well as meet with the Adult Services/Assistant Director and Library Director to further discuss the administrative functions of the library.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Ridgewood

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>908</td>
<td>Principal, Hawes Elementary School</td>
<td>Ridgewood Board of Education</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:**
Hawes Elementary School houses approximately 405 students in kindergarten through fifth grade. This is a dynamic school with dedicated and caring teachers, wonderful children, and a supportive parental community. Ridgewood is one of the premier school districts in New Jersey.

Externs will learn all aspects of leadership, decision making, cooperation, working with others, relationship building, and how schools operate. All aspects of the school will be open to the Externs and they will work with the principal, the Child Study Team, teachers, parents, secretaries, students, community members, and possibly, members of the district administration including the Superintendent of Schools (if schedules allow).

**Special Requirements:**
Much of this experience will involve working collaboratively with other people. As such, the Externs must be able to engage in professional dialogue with professionals and other stakeholders in the educational field.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Somerset

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1003</td>
<td>Latin Teacher</td>
<td>Franklin High School</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Description:**
Student(s) will observe the role of a high school Latin teacher, including classroom management, curriculum development and delivery, and assessment of learning.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>Yes</td>
</tr>
<tr>
<td>Location</td>
<td>Position</td>
<td>Institution</td>
</tr>
<tr>
<td>--------------</td>
<td>-----------------------------------------</td>
<td>--------------------------------------------------</td>
</tr>
<tr>
<td>NY, Bronx</td>
<td>Teacher</td>
<td>Bronx Center for Science and Mathematics</td>
</tr>
<tr>
<td>NY, New York</td>
<td>Special Education Teacher</td>
<td>Association to Benefit Children: Echo Park</td>
</tr>
<tr>
<td>NY, Pawling</td>
<td>Athletic Director/Dean of Students/Assistant Principal</td>
<td>Pawling High School</td>
</tr>
<tr>
<td>NY, Port Washington</td>
<td>Principal</td>
<td>Weber Middle School</td>
</tr>
</tbody>
</table>
# 864  Head of School  Milwaukee Montessori School

**American Civilization '84**

**Description:** Host runs a private independent day school of 400+ students through 8th grade and is in the process of developing a strategic marketing, and communications plan. Ideally, our Extern would have an interest in social media marketing, PR through radio and television, and press communications, as well as website communication and website postings.

We have a vibrant social media platform, from which our Extern can learn about website marketing, social media marketing, community public relations, writing ad copy for radio and television, and communicate weekly through a newsletter with written articles. Because we are a small shop, you will have the opportunity to learn everything and anything you find important to your career development. We are a learning institution, and so we are particularly focused on helping people learn, and we are flexible. Additionally, it helps to be reasonably athletic, or into robotics, because we are 39th in the world in the US Navy SeaPerch competition and practice for the international competition is in January.

Please note, you may be wrangled into an occasional recess duty, which entails playing or coaching flag football in snow pants in winter, or maybe staffing math lab if someone is sick and we are jammed. The point is that on occasion we will ask the Extern to be flexible, but your time will never be wasted here. You will learn the skills that you come here to learn.

**Special Requirements:** The Extern should probably like being with adorable children and, at times, obnoxious teenagers, and have winter gear for cold January days!

**# of day(s):** 5  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** Yes
### Electrical/Broadcast Engineering

#### CA, Canoga Park

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Company</th>
<th>School</th>
<th>Principal</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>80</td>
<td>Principal</td>
<td>Burden Associates</td>
<td>Economics &amp; Business '53</td>
<td></td>
<td>Observe broadcast systems design and engineering, particularly directed to low power AM &amp; FM facilities: college radio, rebroadcast systems for sports stations, and highway radio.</td>
<td>Interest in broadcast studio and transmitting facilities and an interest in participation on broadcast standards committees.</td>
<td>2</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

#### PA, Easton

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Company</th>
<th>School</th>
<th>Principal</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>891</td>
<td>Director, Sales and Marketing</td>
<td>Acopian Power Supplies</td>
<td>Government &amp; Law '04</td>
<td></td>
<td>Host oversees all sales, marketing and product development efforts, and works closely with engineers in the design and manufacturing of our product. Externs will observe assembly work, electrical testing, soldering, trouble-shooting, wiring, calibration, and more.</td>
<td>Electrical Engineering majors preferred; Mechanical Engineering majors also considered.</td>
<td>3</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

#### VA, Callaway

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Company</th>
<th>School</th>
<th>Principal</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1162</td>
<td>Territory Manager</td>
<td>Techni-Reps, Inc.</td>
<td>Electrical Engineering '75</td>
<td></td>
<td>Techni-Reps, Inc. is a Manufacturer's Representative agency specializing in the sale of Electric Motor Controls, Automation Products, Circuit Breakers, Speed Drives, Transformers, Input and Output Reactors, and Wiring Solutions. Customers consist of OEM equipment and panel builders, industrial plants, utilities, consultants, HVAC and Critical Power equipment producers who provide value added services to a sale. The agency is the local sales force for small to medium size manufacturers who prefer to have a commissioned sales force in lieu of their own direct salaried in house sales force, providing specification, technical, order service and in some cases after sale support for the manufacturer's products.</td>
<td>Juniors and Seniors with a good knowledge of the electrical power discipline, good interpersonal skills, and a desire for ever changing daily challenges.</td>
<td>4</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>
### Energy/Utilities

#### CA, Richmond

<table>
<thead>
<tr>
<th># 750</th>
<th>Senior Consulting Engineer</th>
<th>Chevron Corporation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Refinery Planning Studies and Models</td>
<td>Parent '14</td>
</tr>
</tbody>
</table>

**Description:** The Extern will observe how different organizations and skill sets work together to accomplish goals in a large organization, the importance of developing and maintaining relationships over time, and how technology contributes to the business of refining oil and selling products.

**Special Requirements:** Sophomore or Junior; Chemical Engineer with GPA of 3.2 or higher who is enthusiastic, outgoing, not afraid to ask questions. U.S. Citizenship required.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>5</th>
<th>Week(s) of Jan 8, Jan 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing Available?</td>
<td>Yes</td>
<td></td>
</tr>
</tbody>
</table>

#### NJ, Newark

<table>
<thead>
<tr>
<th># 1182</th>
<th>Analyst - Asset Optimization</th>
<th>PSEG Energy Resources &amp; Trade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ER&amp;T Operations</td>
<td>Mechanical Engineering '13</td>
</tr>
</tbody>
</table>

**Description:** PSEG Energy Resources & Trade operates a leading wholesale energy business in the Eastern US. As the trading arm of PSEG Power, PSEG Energy Resources & Trade markets the output of PSEG Power's generation assets, acquires and hedges fuel and power, economically dispatches plants and trades numerous energy-related products. PSEG Energy Resources & Trade operates from a cutting-edge trading floor at our corporate headquarters in Newark, NJ. We trade throughout the greater Northeast US with focus primarily on those areas in which our generating assets are located: PJM, the nation's largest and most developed energy market, as well as New York and New England.

The Extern will be exposed to the daily operations of PSEG Energy Resources & Trade while experiencing a modern energy trading environment. In addition, you will meet with personnel from various areas of the organization to see the interaction between the different companies within the organization. There will be visits to a PSEG Fossil power plant and a PSE&G utility project to see the work the company does throughout the state to keep the lights on.

**Special Requirements:** A Junior or Senior who possesses analytical skills, communication skills, an interest in Energy Markets, and an interest in technology.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>4</th>
<th>Week(s) of Jan 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing Available?</td>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>

#### PA, Pottstown

<table>
<thead>
<tr>
<th># 654</th>
<th>Nuclear Systems Engineer</th>
<th>Exelon Corp-Nuclear</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Plant Engineering</td>
<td>Electrical &amp; Computer Engineering '09</td>
</tr>
</tbody>
</table>

**Description:** Host's duties include hands-on maintenance and control of mechanical and electrical systems for a nuclear plant. The Extern will be able to go inside of a nuclear plant, learn about the nuclear industry, and the different types of equipment such as generators, transformers, mechanical valves, pumps and the reactor.

**Special Requirements:** Junior interested in the power industry. This would be a good fit for mechanical and electrical engineers. U.S. Citizenship required.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>2</th>
<th>Week(s) of Jan 8, Jan 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing Available?</td>
<td>Yes</td>
<td></td>
</tr>
</tbody>
</table>
**CANADA, Alberta**

**# 1072**

**Reliability Engineer**

**Maintenance**

**Dow Chemical Canada ULC**

**Mechanical Engineering '09**

**Description:** Reliability engineers help to improve the long term maintenance strategy and facility health by focusing on items that have historically impacted the plant’s operating performance. Reliability engineers do this through data analysis, risk assessments, root cause investigations, reliability models, and by working closely with the facility operations personnel and maintenance technicians.

Students will be able to be exposed to the workings of a large scale, industrial plant. As such, students will be able to observe and learn about the finer details of valves, rotating equipment, pipelines, furnaces, and much more. Additionally, students will be able to observe how mechanical engineers use data and effective communication to make decisions and promote change.

**Special Requirements:** Junior/Senior familiar with mechanical engineering topics such as fluid dynamics, material science, design fundamentals, and thermodynamics; interest in learning new equipment and possess a curiosity to understand how things work in systems/environments.

**# of day(s):** 4  
**Week(s) of Jan 15**  
**Housing Available?** Yes

---

**IL, Darien**

**# 1180**

**President**

**Corporate Office**

**Hayden and Company**

**Parent '20**

**Description:** Hayden and Company is a small business, incorporated in 1947; specializing in the distribution of industrial fire protection, emergency response and emergency safety equipment, and systems serving petroleum refining and transportation, petrochemical, and power industries. We also provide custom design and manufactured products for industrial fire protection applications. In addition, we provide specialty products and engineered equipment for petroleum above ground storage tanks and mechanical piping systems. We also provide maintenance and technical consulting services. We work very closely with engineering contractors and oil and gas plant facilities.

The Extern will be directly exposed to small business operations, learning the different aspects of business flow from sales, estimating, customer contact, technical review of project specifications and bid preparation, as well as customer service, purchasing and invoicing operations. The experience may include account visits to area industrial facilities, and will provide insight into how small business operates and networks to national engineering contractors and facilities, as well as gain some understanding of internal business flow.

**Special Requirements:** Student should be interested in exposure to engineering, heavy industrial, and small business environment, with an emphasis in sales and marketing.

**# of day(s):** 3  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No
### MA, Mansfield

**# 1154 Engineering Sales Specialist**  
**Victaulic Company**  
**Sales**  
**Mechanical Engineering ’13**

**Description:** Host focuses on developing new business and maintaining existing business in the Boston construction market. His customers are mechanical engineering firms who design buildings, and mechanical & plumbing contractors who install our products on piping systems within buildings under construction. Market focus is HVAC and plumbing piping systems for commercial construction, including high rise office & residential buildings, laboratories, hospitals, and schools/universities.

The Extern will experience face-to-face sales calls at various engineering firms as well as field visits to active construction sites to support installing contractors. You will also learn what it's like to prepare for a sales call, perform the sales call, and determine a follow-up plan after the sales call.

**Special Requirements:** Extern should be comfortable Interfacing with different people with a variety of personalities and display technical competence in front of customers.

| # of day(s): | 2 | Week(s) of Jan 1, Jan 8, Jan 15 | Housing Available? | No |

### MD, Greenbelt

**# 205 Contractor at NASA Goddard Space Flight Center**  
**ATA Aerospace**  
**Physics ’74**

**Description:** Host is a contractor at NASA Goddard Space Flight Center, responsible for requirements management and verification as part of the systems engineering team for the James Webb Space Telescope. Host meets regularly with project management, engineers, and scientists.

Extern will shadow host through a full week of an engineer's life, including attending status meetings, presentations, and working sessions with engineers of all types. Will develop reports and analysis as needed. Will tour the NASA GSFC facility.

**Special Requirements:** Math, Science, Engineering major with interest in space, rockets, and astronomy. U.S. Citizenship required.

| # of day(s): | 5 | Week(s) of Jan 8, Jan 15 | Housing Available? | No |

### PA, Allentown

**# 1178 Project Engineer**  
**Global Engineering and Manufacturing**  
**Air Products and Chemicals, Inc.**  
**Mechanical Engineering ’17**

**Description:** Host creates project schedules, monitors budget, and manages the execution of projects for the cold box design team. The team is responsible for the detailed design and engineering of cold boxes for large air separation units.

The Extern will learn about the responsibilities of a project engineer by attending meetings and observing project management tasks. The extern will also be exposed to multiple facets of the company through lab tours and networking opportunities.

**Special Requirements:** For a Sophomore

| # of day(s): | 2 | Week(s) of Jan 8, Jan 15 | Housing Available? | No |
**PA, Mechanicsburg**

**# 1153**  
**CEO**  
**Enginuity LLC**  
**Mechanical Engineering '83**

**Description:** Enginuity is comprised of industrial and commercial mechanical contractors and engineers, providing solutions to complex mechanical problems for manufacturers, healthcare providers and commercial clients.

The Extern will observe problem solving, client communications, project execution (repair or installation), real world application of mechanical engineering, general interaction with vendors/subcontractors/business advisors. Most likely, half of the time will be out of the office visiting clients or job sites with other personnel in the office. Extern will be exposed to sales, estimating, engineering and project managers.

**Special Requirements:** This will be most interesting for a student who wants to actually build their mechanical solutions, not just solve problems from an office.

**# of day(s):** 3  
**Week(s) of Jan 1**  
**Housing Available?** Yes

---

**VA, Front Royal**

**# 1157**  
**Process Technology Engineer**  
**Axalta Coating Systems**  
**Chemical Engineering '17**

**Description:** Axalta Coating Systems is a global paint and coatings company that provides services to industries such as car refinish, OEM, new car production, heavy duty truck production, and more. As a process technology engineer at our Front Royal plant, you are responsible for the quality of product, production rates, efficiency, personnel, and technical support for your respective divisions. Engineers engage in projects (large and small) to improve the productivity and safety of existing processes, while also aligning new products and processes to the plant.

The Extern will observe an industrial plant and the daily schedule of a process technology engineer, and be involved in any meetings or work that the alumni has planned for the day. This will give a well rounded view of the technical aspect of the work, along with the managerial side of engineering. If the Extern is interested in anything other than what the engineer is involved in currently (i.e. human resources, programming, planning, finance, etc.), accommodations can be made for the Extern to converse with one of our employees in the respective position of interest.

**# of day(s):** 3  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** No
Environmental Consulting & Engineering

**NJ, Lawrenceville**

**# 1038**  
**Senior Staff Environmental Scientist**  
Langan Engineering & Environmental Services  
Environmental  
Gov & Law/Environmental Science ’12  

**Description:** The Lawrenceville environmental group focuses primarily on environmental site investigations and due diligence activities throughout New Jersey. The diverse portfolio of projects and clients will provide a range of experiences from working with residential developers on transactions and redevelopment activities to commercial and industrial ISRA investigations and remediations.

Externs will have the opportunity to gain exposure to site feasibility studies, which may involve field work, technical report preparation and calculations.

**Special Requirements:** Juniors or Seniors with excellent communication skills, attention to detail with analytical and judgment capabilities, and ability to work as a team or independently; knowledge of GIS or environmentally related software, and reliable transportation.

**# of day(s):** 3  
**Week(s) of Jan 15**  
**Housing Available?** No

**NJ, Mt. Laurel**

**# 697**  
**Project Engineer**  
Environmental Resolutions, Inc.  
Municipal Engineering  
Civil Engineering ’07  

**Description:** Environmental Resolutions, Inc. was formed to focus on Environmental and Municipal Engineering. Our diverse staff includes environmental engineers, soil engineers, civil engineers, hydrogeologists, planners, construction observers, CAD Operators and support personnel.

Students will see the ins and outs of everyday business at ERI. They will be able to follow several different civil engineers and environmental scientists who have varying areas of expertise. They will also be able to visit construction sites, waste water treatments plants, and observe other various field work related to civil and environmental engineering.

**Special Requirements:** Civil or Environmental engineering major required. Student should be eager and willing to interact with both interoffice personnel and clients.

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

**NJ, New Providence**

**# 826**  
**Project Manager/Geologist**  
TRC Environmental Corporation  
Chemistry ’85  

**Description:** If the student possesses OSHA 40-hour Hazardous Waste Operations (HAZWOPER) training, they may be able to go out in the field to observe well sampling, soil sampling, well installation, or remediation system maintenance, sampling or installation if those activities are occurring during the timeframe of the externship. If they do not have HAZWOPER training, the extern will be able to observe how remediation and/or progress reports are prepared, data entry, data analysis and figure preparation. They may be able to observe research for completing a site preliminary assessment and design of engineered remediation systems. Our work is continuously changing, so externship experience will vary.

**Special Requirements:** Juniors or Seniors: OSHA 40-hour Hazardous Waste Operations (HAZWOPER) training a plus to allow a chance of observing work in the field. MS Word, Excel would be useful. Length of externship is flexible.

**# of day(s):** 5  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No
NJ, Princeton

# 1100  Vice President/Principal  Kleinfelder, Inc.

Description: Host is also a Class of 2019 parent.

Kleinfelder is an environmental engineering/consulting firm with a focus on water and wastewater. The Extern will observe what a typical day is like in the life of an environmental engineer, see processes used to design a wastewater treatment plant, models used to simulate water quality in streams, oversee construction of a water treatment facility, assist in development of graphics for trial related to chemical spill contaminating drinking water supply for 300,000 people, usage of green technologies for storm water treatment, attend meetings with clients and regulatory agencies, attend NJ Clean Water Council meeting, and attend Board of Director meeting at water company (if schedules allow).

Special Requirements: Juniors or Seniors environmental engineering/science/studies major with motivation to achieve success in providing creative solutions to water quality issues.

# of day(s): 3  Week(s) of Jan 8  Housing Available? No

NY, Oyster Bay

# 19  President  Walden Environmental Engineering PLLC

Description: The Externs will observe what civil and environmental engineers do on a daily basis. Host will also expose you to the "how do we make money?" conversation and will talk extensively about what coursework would be best to take while still at Lafayette which would help in the work place. Externs should be prepared for going into the field to observe site work and on-going construction projects.

# of day(s): 5  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No

PA, East Norriton

# 862  Project Engineer  O'Brien & Gere

Description: O'Brien & Gere is an environmental consulting firm, with a focus on compliance with environmental regulations and remediation.

Externs will observe the day-to-day operations of the consulting business, and will also participate in a case-study to present on findings at the end of the Externship.

Special Requirements: Applicants should be majoring in Chemical Engineering, Civil Engineering, Geology, Biology, or Environmental Sciences, and have strong problem solving abilities, good communication skills, and the ability to work in a team.

# of day(s): 2  Week(s) of Jan 15  Housing Available? No
### CA, Long Beach

**# 358**  
**Senior Vice President-Wealth Management, Branch Manager**  
**Morgan Stanley Wealth Management**  
**Psychology ’93**  
**Description:** Host oversees business and sales management functions for branch complex of Morgan Stanley. Will observe time management, risk management, and how to motivate, retain, and recruit sales talent.  
**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

### CT, Hartford

**# 1124**  
**Associate Actuary**  
**Travelers Insurance**  
**Claim Workers Compensation Product Development**  
**Mathematics ’13**  
**Description:** Travelers Insurance is one of the leading Property & Casualty (P&C) insurance companies, the only P&C company on the Dow Jones Industrial Average, and the largest writer of workers compensation insurance. Through Workers Compensation Claims, host is responsible for data analysis that helps to drive forward the strategy of the Claims organization. One of the key aspects of this job is the communication of technical results in a clear and concise manner to inform business decisions.  
As Host is in Travelers’ Actuarial and Analytics Leadership Development Program (AALDP), Externs will be able to observe several recent college graduates in a variety of different roles to gain a broad understanding of actuarial and analytic work at Travelers. Externs will learn about the actuarial career track and several of the core fundamentals of actuarial science.  
**# of day(s):** 3  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

### CT, Norwalk

**# 983**  
**Campus Recruiter**  
**FactSet Research Systems, Inc.**  
**Human Resources**  
**Friend**  
**Description:** FactSet is a financial data and software company headquartered in Norwalk, CT with offices in 35 locations worldwide. As a global provider of financial information and analytics, FactSet helps the world’s best investment professionals outperform. More than 87,500 users stay ahead of global market trends, access extensive company and industry intelligence, and monitor performance with FactSet’s desktop analytics, mobile applications, and comprehensive data feeds. As of February 2017, annual subscription value reached $1.19 billion and headcount surpassed 8,500.  
During the externship, the students will be exposed to our Global Client Solutions team of talented individuals who are committed to maintaining our reputation for industry-leading client service. The students will be given an opportunity to learn more about our product, observe a Client Consultant’s workflow, meet with various members of the management team, and collaborate with other students on a group project. In addition to the product and industry knowledge gained during the program, the students will meet with the Recruiting Team to learn more about the demands of the current job market and our recruiting process (e.g. resume critique, cover letter review, interview strategies, etc.).  
**Special Requirements:** Sophomores, Juniors and Seniors in good academic standing (GPA 3.3 and above) with genuine interest in Finance and Technology, who are enthusiastic team players with a proven ability to take initiative and find creative solutions.  
**# of day(s):** 1  
**Week(s) of Jan 8**  
**Housing Available?** No
CT, Westport

Managing Director

Westport Resources, a Division of United Capital

English ’66

Description: Founded in 1986 in Westport, Connecticut, Westport Resources is a leading financial advisor serving individuals, families and institutions around the world. This opportunity is for analytical and motivated students to gain valuable experience in a number of departments that have been essential to our company’s success for over 28 years. This is an opportunity for an Extern who has an interest in this industry to gain valuable experience/knowledge while being part of the team at a cutting-edge financial services company.

Special Requirements:

Strong, mature, self-starter with internal drive & motivation who is deadline-driven and highly proficient at multi-tasking. It is essential to be able to emulate the organization’s professionalism and confidentiality.

# of day(s): 2 Week(s) of Jan 8, Jan 15 Housing Available? No

KS, Lawrence

President/Vice President

Rademacher Financial, Inc.

Parent ’20

Description: Rademacher Financial, Inc. is a Registered Investment Advisor providing financial planning and investment management services. We currently have clients in 30 states and around the world.

Externs would have the opportunity to meet with the company President, to learn about careers in Financial Planning and Investment Management, and company Vice President, to learn about operational careers in the industry (human resources, compliance, accounting) and other staff at the firm (Client Services, Technology and Research). Externs could assist with a research component of the externship with our recently-hired Research Assistant (recent college graduate) to learn more about his career path.

Special Requirements:

Students with an interest in and basic knowledge of financial markets, economics, and a willingness to learn and ask questions.

# of day(s): 5 Week(s) of Jan 8, Jan 15 Housing Available? Yes

MA, Boston

President

Eastern Bank

Economics & Business ’97

Description: Host is President of Eastern Bank, the oldest and largest Mutual Bank in America. In this role, together with the CEO and Board of Directors, host is responsible for the strategic direction and overall success of the $10B organization, with the focus on serving three primary constituents: Customers, Colleagues and Community. Eastern Bank also owns Eastern Insurance Group, the largest Personal Lines agency in MA and one of the top 50 agencies in the United States. EIG is led by a class of ’73 Lafayette alumna.

Externs will be exposed to a number of different areas within the bank. This exposure can also be customized based on their particular areas of interest. Some of these areas include: Retail Banking, Business Banking, Commercial Banking, Wealth Management, Mortgage Banking, Finance, Human Resources, Insurance, etc.

Special Requirements:

Juniors or Seniors with interests in the finance industry and/or interest working in the Boston market.

# of day(s): 3 Week(s) of Jan 8, Jan 15 Housing Available? No
MA, Boston

# 1188  
Vice President  
Capital Markets  
Fidelity Investments/ Citigroup/ Bank of America & More  

Description: This four day Externship Program will introduce students to various segments of the financial services industry, including banking, brokerage and trading, as well as investment management. Students will learn more about career paths in each area, with a focus on how to get started and what it takes to succeed. The Program will feature an overview of financial services firms in the Boston area and include visits to firms such as Fidelity Investments, Citigroup, and Bank of America, among others. Onsite, students will hear from senior executives at each firm and learn about different parts of their business and potential internship and job opportunities.

This Externship experience will include important information on networking, transitioning to and working in Boston, resume development, and a group dinner. In addition to daily site visits and industry speakers, Externs will have the opportunity to engage with other members of the ‘Pard community in the evenings, by participating in a Boston networking event as well as meeting with alumni attending Boston-area grad schools.

Special Requirements: This Externship will run Monday, January 8th through midday Thursday, January 11th. Discounted hotel rates may be available with this externship.

# of day(s): 4  
Week(s) of Jan 8  
Housing Available? No

MA, Boston

# 841  
Vice President, Client Engagement Strategy  
Alternative Investment Solutions  
State Street Corporation  
Economics & Business ‘11  

Description: Host is a Strategy Consultant for State Street Corporation’s Alternative Investment Services group, working specifically with Private Equity, Hedge Fund, and Real-Estate clients. His focus is on developing and managing strategy and transformation projects for the AIS business unit, regularly taking ideas and initiatives from strategy through implementation to meet specific business and client needs. He supports various aspects of strategic and transformation planning by providing quantitative and qualitative analysis to inform decisions and deliver results for the AIS-wide effort related to innovation management. Responsibilities include but are not limited to project management across the AIS Digital Enterprise Program providing financial benefits tracking across all AIS IT and non-IT projects, developing a change and lean management strategy across initiatives, transforming the business into an Industrialized Agile state, managing headcount / cost center movement, and expanding upon current business processes geared toward improving efficiency across business units.

The Extern will observe general bank operations, processes, and transformational investment strategy for technology delivery and workforce optimization efforts.

Special Requirements: A Junior with experience capturing, analyzing, and maintaining financial, market, and project data; a general understanding of the alternative investments marketplace and culture.

# of day(s): 5  
Week(s) of Jan 8  
Housing Available? No
**NJ, Jersey City**

# 1017  **Equity Derivatives Broker**  
**Tullett Prebon**  
Economics & Business ’08

**Description:** Tullett Prebon is one of the world's leading interdealer brokers. Primarily operating as an intermediary in the wholesale financial and energy sectors, Tullett Prebon facilitates the trading activities of its clients, in particular commercial and investment banks. Product areas include: Fixed Income Securities and their derivatives, Interest Rate Derivatives, Treasury products, Equities and Energy and Commodities.

With offices in 23 countries, Tullett Prebon operates voice, hybrid, electronic, volume matching, algorithmic matching and risk mitigation platforms, to accommodate its clients' requirements and to satisfy the regulatory-driven evolution of the marketplace.

The student will be exposed to a real time institutional trading environment and have the opportunity to learn about some of the many product areas that Tullett Prebon conducts business. They will also get to observe the market mechanics of trading in these various areas as well as maintaining and developing professional relationships which support our customer-focused business.

**Special Requirements:** Senior with a strong interest in the financial markets; an interest in Sales is REQUIRED. Must have exceptional interpersonal and communication skills. Phone interview may be required.

# of day(s): 1  
Week(s) of Jan 1, Jan 8, Jan 15  
Housing Available? No

---

**NJ, Mt. Laurel**

# 942  **Certified Financial Planner**  
**LPL Financial**  
Friend

**Description:** Externs will learn the day to day activities of being a financial advisor.

**Special Requirements:** Student should possess an interest in finance, communication skills, the ability to work with a team and as an individual, and strong mathematical skills.

# of day(s): 5  
Week(s) of Jan 15  
Housing Available? No

---

**NJ, Parsippany**

# 73  **Director of Sales**  
**Principal Financial Group**  
Retirement Plan Services  
Economics & Business ’84

**Description:** Observe sales and service of corporate sponsored retirement plans such as 401K to small and medium-sized businesses.

**Special Requirements:** Interest in consulting, sales, and service.

# of day(s): 1  
Week(s) of Jan 15  
Housing Available? No
**NJ, Westwood**

**# 173**  
**Principal and Wealth Manager**  
**Modera Wealth Management, LLC**  
**Government & Law ’90**

**Description:** Modera Wealth Management, LLC is a fee-only wealth management firm. Modera works with individuals, families, trusts, institutions, and philanthropic organizations to build customized plans and portfolios in their best interests. We provide objective advice, personal attention, and comprehensive resources to help our clients reach their unique goals.

Extern will observe a principal/wealth manager and financial advisor in their day-to-day activities of servicing their clients. Activities will range from meeting in person with clients to answering calls and emails and completing internal meetings.

**Special Requirements:** Student with an interest in the wealth management field and personal finance.

**# of day(s):** 3  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** No

---

**NY, New York**

**# 1088**  
**Vice President, Equity Sales**  
**Bank of America Merrill Lynch**  
**Institutional Equity Sales**  
**Economics '07**

**Description:** Host is responsible for: 1) Equity sales for Institutional Investors (Mutual Fund and Hedge Funds); 2) Focusing on Emerging Markets (Eastern Europe, Mid East, Africa); and 3) Within 'Sales and Trading', this is a Sales role.

Extern will learn/observe: 1) Day to day activities on an equities trading floor, 2) International markets, 3) Morning calls with Research and Sales, 4) Stock broking, and 5) Potentially a meeting with an analyst/company.

**Special Requirements:** Sophomore with interest in finance who is sociable, likes a high energy environment, is hungry, and a hardworker. Economics major or student with direct exposure to field of finance preferred.

**# of day(s):** 1  
**Week(s) of Jan 15**  
**Housing Available?** No

---

**NY, New York**

**# 854**  
**Vice President**  
**Barclays**  
**Prime Services-Equity Finance Sales**  
**Economics & Business ’08**

**Description:** Host will arrange a rotation throughout the investment bank, mainly in sales and trading. Externs will get an overview of the firm and different career paths in Capital Markets.

**Special Requirements:** Sophomores with an interest in Finance. A phone interview may be required for this opportunity.

**# of day(s):** 1  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** No
### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Major/Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1147</td>
<td>Managing Partner</td>
<td>BHMS Investments, LP</td>
<td>Economics/Government &amp; Law ’01</td>
</tr>
</tbody>
</table>

**Description:** Generically, private equity is the purchase and oversight of businesses. In that role, investment professionals are expected to understand how to value a business, measure the value proposition of that business to its customers and supply chain, understand the stability and growth prospects of the industry in which the business competes, diligence all relevant aspects of a business (i.e. financial/accounting, legal, insurance, environmental diligence, etc.), among other parts of the process.

The Extern will observe some of these items at a high level and hopefully gain a small understanding of the nature of the private equity industry.

**Special Requirements:** Sophomore

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Company</th>
<th>Major/Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1164</td>
<td>Vice President, Global Payments &amp; Receivables Product Management</td>
<td>Citi Treasury and Trade Solutions</td>
<td>Electrical &amp; Computer Engineering ’07</td>
</tr>
</tbody>
</table>

**Description:** Treasury and Trade Solutions (TTS) business provides integrated cash management and trade finance services to multinational corporations, financial institutions, and public sector organizations across the globe. As a Vice President of Product Management in TTS, Host leads technology and operational teams to deliver digital (online) products used by Citi’s clients to trade globally.

The Externs will gain financial services industry knowledge, learn about corporate culture at a large institution, learn about the product management role, which is an exciting career path blending business and technology skillsets, and learn professional and job search skills.

**Special Requirements:** For Juniors and Seniors.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>
### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Student Title</th>
<th>Host Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>984</td>
<td>Campus Recruiter</td>
<td>FactSet Research Systems, Inc.</td>
</tr>
<tr>
<td>428</td>
<td>Managing Director</td>
<td>JP Morgan Chase Bank</td>
</tr>
<tr>
<td>1149</td>
<td>Chief Investment Officer</td>
<td>Lafayette College</td>
</tr>
</tbody>
</table>

#### Description:

- **Campus Recruiter**
  - Human Resources
  - FactSet is a financial data and software company headquartered in Norwalk, CT with offices in 35 locations worldwide. As a global provider of financial information and analytics, FactSet helps the world’s best investment professionals outperform. More than 87,500 users stay ahead of global market trends, access extensive company and industry intelligence, and monitor performance with FactSet’s desktop analytics, mobile applications, and comprehensive data feeds. As of February 2017, annual subscription value reached $1.19 billion and headcount surpassed 8,500.
  - During the externship, the students will be exposed to our Global Client Solutions team of talented individuals who are committed to maintaining our reputation for industry-leading client service. The students will be given an opportunity to learn more about our product, observe a Client Consultant’s workflow, meet with various members of the management team, and collaborate with other students on a group project. In addition to the product and industry knowledge gained during the program, the students will meet with the Recruiting Team to learn more about the demands of the current job market and our recruiting process (e.g. resume critique, cover letter review, interview strategies, etc.).
  - **Special Requirements:** Sophomores, Juniors and Seniors in good academic standing (GPA 3.3 and above) with genuine interest in Finance and Technology, who are enthusiastic team players with a proven ability to take initiative and find creative solutions.
  - **# of day(s):** 1  
  - **Week(s) of Jan 8**
  - **Housing Available?** No

- **Managing Director**
  - Network Management
  - Network Management is responsible for engaging and managing correspondent banks for the firm, which are used to settle transactions throughout the world. These can include standard writing of funds and the custody of securities.
  - **Special Requirements:** Sophomore, Junior, or Senior liberal arts major (no Economics majors) interested in the finance industry.
  - **# of day(s):** 3  
  - **Week(s) of Jan 1, Jan 8, Jan 15**
  - **Housing Available?** No

- **Chief Investment Officer**
  - Investment Office
  - The Investment Office is responsible for investing the College’s endowment. In consultation with the Board’s Investment Committee, we set asset allocation and then source, diligence, and select external investment managers.
  - The Extern will learn about how a college endowment investment office functions.
  - **Special Requirements:** Sophomore or Junior with a keen interest in investment management. **Externship will take place Tues. Jan. 9 - Fri. Jan. 12.**
  - **# of day(s):** 4  
  - **Week(s) of Jan 8**
  - **Housing Available?** No
**NY, New York**

**# 1048**  
**Chief Financial Officer**  
**Lexington Realty Trust**  
**Parent ′18**

**Description:** Host is the CFO for a Real Estate Investment Trust, listed on the NYSE, that invests in single tenant net lease assets. Students will gain exposure to investment underwriting, credit analysis, and insight into decision-making, and work on acquisition and sale models.

**Special Requirements:** Junior and Senior Economics or Mathematics majors.

**# of day(s):** 4  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

---

**NY, New York**

**# 314**  
**Managing Director**  
**Merrill Lynch**  
**Wealth Management**  
**Economics & Business ′79**

**Description:** The Extern will observe investing in stocks, bonds, mutual funds, alternative investments, and relationship management. Host provides financial advice to high net worth clients.

**Special Requirements:** Sophomore or Junior Math or Economics major with an interest in the financial services industry, investments, sales.

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

---

**NY, New York**

**# 898**  
**Managing Director**  
**Morgan Stanley**  
**Institutional Equity Division**  
**Math & Economics ′97**

**Description:** Extern will observe a typical day in a Sales and Trading organization. We will arrange for the extern to get exposure to sales, trading, risk management, compliance and prime brokerage functions by shadowing different employees.

**Special Requirements:** Please note this externship will likely take place the week of January 8th, but student should have flexibility in scheduling to adapt to host's calendar.

**# of day(s):** 2  
**Week(s) of Jan 8**  
**Housing Available?** No

---

**NY, New York**

**# 1067**  
**Associate**  
**Morgan Stanley**  
**Sales & Trading**  
**Economics ′12**

**Description:** Host works in Sales & Trading. The Extern will spend two days observing host's duties and learning about the field and the company.

**# of day(s):** 2  
**Week(s) of Jan 8**  
**Housing Available?** No
NY, New York

# 924 Executive Director, Institutional Equities Division
Morgan Stanley

Description:
Business Consulting is a group within Prime Brokerage, which is responsible for managing the entire "Go-Live" process for new Prime Brokerage clients, deploying all Morgan Stanley Prime Brokerage and firm product offerings. The Business Consultant team serves as the conduit between the hedge fund and Morgan Stanley, coordinating all activities required to get a new client ready to start trading. This position requires strong relationship management, organizational, and communication skills.

Externs will observe and assist the Business Consulting team in their principal duties: work closely with the Prime Brokerage Sales team members to win business and transition new business from the sales stage to the go-live (trading) stage of a client's life cycle; identify legal entities and the products to be traded, and request appropriate documentation based on specific client needs; create project timelines to track issues and goals, to achieve go-live deadlines; build relationships with key decision makers at the client; communicate with client daily, and schedule frequent visits; introduce and implement Prime Brokerage technology and services to clients, as appropriate.

Special Requirements:
A Junior with strong interpersonal and communication skills, the ability to prioritize assignments and to coordinate multiple initiatives simultaneously.

# of day(s): 2 Week(s) of Jan 8 Housing Available? No

NY, New York

# 911 Partner/US Real Estate Leader
PricewaterhouseCoopers, LLP

Description:
The Externs will observe client service across one of the firm's practice areas. It might also allow observation of practice management as well as some client and event exposure.

Business professional dress is required. Externs will need to secure lodging for two nights in NYC.

Special Requirements:
Juniors or Seniors with poise, polish, ability to communicate written and orally, flexibility, intellect, basic business knowledge borne of topical interest, and regular reading of business publications, i.e. Wall Street Journal or Financial Times.

# of day(s): 3 Week(s) of Jan 8 Housing Available? No

NY, New York

# 899 Business Development/Client Associate
Prodigy Network

Description:
Prodigy Network is a commercial real estate development firm focused on crowdfunding. Founded in 2003, the team is democratizing real estate financing by allowing accredited investors globally to participate in previously difficult to obtain assets in New York City and Latin America. The company has raised over $500 million in equity from investors in 29 different countries for a portfolio valued at over $750 million.

The Externs will observe this very entrepreneurial firm by shadowing employees in various parts of the business (Real Estate, Tech, Hospitality). They will get the chance to visit several of Prodigy Network’s commercial assets in Manhattan.

Special Requirements:
Juniors or Seniors with strong work ethic, who have a global background and interest in commercial real estate, FinTech and/or hospitality.

# of day(s): 1 Week(s) of Jan 1 Housing Available? No
**NY, New York**

**# 940**  
**Financial Advisor**  
The Izzo Group, Merrill Lynch Global Wealth Management  
Wealth Management  
Economics & Business '08  

**Description:** Host's department provides private banking and wealth management for individuals; services span from investment management, retirement planning, corporate banking solutions, estate planning and liability management.

The Externs will observe how to provide outstanding client service, and how to organize, develop, and run a business.

**Special Requirements:** Sophomores and Juniors with strong organizational and relationship management skills.

**NY, White Plains**

**# 1090**  
**Life Insurance-Based Financial Advisory**  
TrueNorth Financial Solutions and National Life Group  
Economics and Business '00  

**Description:** Host holds a business development role for an insurance agency and financial advisory firm. Responsibilities include life insurance sales, producer and financial advisor recruitment, and advising the firm's agents throughout the investment advisory procedure. Also a member of the management committee, host contributes to strategic planning and project management.

Externs will learn the inner-workings of an agency in the career channel of National Life Group, a $38B AUM Vermont-based life insurance and retirement solutions provider.

**Special Requirements:** Juniors and Seniors with an interest in financial services, specifically a sales role or, more generally, an insurance industry role (actuary, underwriting, etc.).

**PA, Allentown**

**# 836**  
**Owner**  
One Financial Services  
Parent '14  

**Description:** Host's firm is small, consisting of two owners, a non-owner investment / wealth advisor, and three support staff. Firm's environment will give the Extern a glimpse of working for a smaller company. There will be an opportunity to participate in client meetings, where information is provided about a client's portfolio, such as asset allocation, investment results, and overall economic and market updates. Clients often have pressing issues and seek our guidance in their decision making such as deciding if they should refinance, if they can afford to retire, if they can afford to make a gift, etc. No client situation is the same and it is a privilege to have a client share their fears and worries with us with our desire being to help them in any way we can. In addition to managing client assets we also offer insurance products such as life, disability, and long term care insurance. Host is also a CPA and we prepare approximately 300 individual or business income tax returns for our clients each year.

**# of day(s):** 3  
Week(s) of Jan 1, Jan 8, Jan 15  
Housing Available? Yes
<table>
<thead>
<tr>
<th>PA, Bethlehem</th>
<th>Cornerstone Advisors Asset Management, LLC</th>
<th>Description: Cornerstone is a Registered Investment Advisor with the SEC that specializes in consulting to successful institutions and wealthy families. Extern will rotate between all areas of Cornerstone throughout their externship. Their week will consist of meeting with the analyst team, client service team, insurance team, accounting team, consultants and shareholders of Cornerstone. This will allow them to see the business as a whole and target areas of interest.</th>
</tr>
</thead>
<tbody>
<tr>
<td># 502</td>
<td>Senior Consultant</td>
<td>Economics &amp; Business '05</td>
</tr>
<tr>
<td># of day(s):</td>
<td>5</td>
<td>Week(s) of Jan 8</td>
</tr>
<tr>
<td>PA, Oaks</td>
<td>SEI</td>
<td>Description: SEI is a leading global provider of asset management, investment processing, and investment operations solutions for institutional and personal wealth management. They help professional wealth managers, institutional investors and private investors create and manage wealth -- and enable their long-term success by providing solutions that are both comprehensive and innovative. The Externs will have a two day experience during which students will be able to participate in several activities. There will be an orientation and organization overview, a tour of the campus and our renowned art collection, presentations from department leaders, a job shadow opportunity, and mini case study project.</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td># 368</td>
<td>Workforce Development</td>
<td>Friend</td>
</tr>
<tr>
<td># of day(s):</td>
<td>2</td>
<td>Week(s) of Jan 8</td>
</tr>
<tr>
<td>PA, Philadelphia</td>
<td>General Reinsurance</td>
<td>Description: Insurance underwriting entails evaluating risk factors, coverage forms, loss histories, and pricing considerations in order to determine whether a risk should be insured by an insurance company. Reinsurance is simply &quot;insurance for insurance companies,&quot; and is utilized by insurers to transfer portions of risk that they assume. As a reinsurance underwriter, the host determines the acceptability of risks that insurance companies attempt to pass on to the reinsurance marketplace. Externs will learn the fundamentals of insurance, underwriting, and reinsurance, observe underwriters in the office evaluating risk submissions, and get a feel for the thought process. Externs may also get to attend an off-site client meeting, should the opportunity present itself.</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td># 1050</td>
<td>Reinsurance Underwriter</td>
<td>Spanish and Psychology '06</td>
</tr>
<tr>
<td># of day(s):</td>
<td>1</td>
<td>Week(s) of Jan 8, Jan 15</td>
</tr>
<tr>
<td>Special Requirements:</td>
<td>An interest or aspiration to work in the risk management/insurance/actuarial fields is a requirement. Applicants should possess good interpersonal and communication skills, and be comfortable meeting the host's clients in a social setting.</td>
<td></td>
</tr>
</tbody>
</table>
Description: Host provides financial services to families and business owners to develop a highly customized investment portfolio using multi-asset strategies. Extern will have the ability to learn the basic foundation of interpreting financial goals for clients, along with the various investment strategies used to incorporate those goals into portfolios.

Special Requirements: Sophomore or Junior with knowledge of the fundamentals of investing; economics major a focus.

# of day(s): 3  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No
### Graduate/Professional School & Research

#### IN, West Lafayette

**# 1169**  
Ph.D. Graduate Student  
Purdue University  
Chemistry  
Biochemistry '15  

**Description:** As a second year graduate student, full time research and teaching are expected. The Host is a graduate student in the department of chemistry and conducts organic synthesis and biochemical assays with the goal of gaining a doctorate degree. The Extern will learn the speed at which chemical research takes place in an academic setting, as well as the work-life balance of a student at a top chemistry research university.

**Special Requirements:**  
Junior or Senior  

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td></td>
<td>Yes</td>
</tr>
</tbody>
</table>

#### NY, Dryden

**# 968**  
Ph.D. Candidate  
Cornell University  
Biomedical Engineering  
BS Engineering/AB International Studies '13  

**Description:** Host is a full time graduate student in the Lammerding lab, which studies cell nucleus mechanics and related diseases. She is specifically studying the potential role of the ECM structure/composition and muscle stem cell function on disease progression in mouse models of muscular dystrophy. There aren't any classes during January, but the Externs will come to lab meetings, other meetings as applicable, and observe experimental techniques such as mouse care, tissue harvest, muscle cell harvest decellularization, gel electrophoresis, histology and immunohistochemistry, silver staining, microscopy and others.

**Special Requirements:**  
Students must be flexible in scheduling this externship as dates will be based on host's academic/research commitments. STUDENTS WHO WILL HAVE APPLIED TO A CORNELL GRAD PROGRAM BEFORE THE EXTERNSHIP OCCURS ARE NOT PERMITTED TO PARTICIPATE.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td></td>
<td>Yes</td>
</tr>
</tbody>
</table>

#### NY, New York

**# 612**  
Scientific Officer  
Simons Foundation  
Simons Collaboration on the Brain  
Neuroscience '04  

**Description:** Host is a neuroscientist that runs a collaborative and interdisciplinary program which funds scientists in the field of neural coding and dynamics. The program seeks to build multidisciplinary scientific teams and facilitate collaboration and communication among investigators. Students will learn about science administration and working at a non-profit. They will observe the day-to-day of working at a science-focused foundation in New York City.

**Special Requirements:** Ideally, the student should be interested in a post-grad science degree, and want to explore careers outside of the traditional academic track.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td></td>
<td>No</td>
</tr>
</tbody>
</table>
**PA, Philadelphia**

**# 1121  Second Year Medical Student  Thomas Jefferson Medical College**

**Description:** Host is a second year medical student. After graduating from Lafayette in 2013, he worked as a Clinical Research Coordinator in cardiology for three years at the University of Pennsylvania, where he took post-bac coursework and completed a Master's in Bioethics. He is eager to share his experiences with current students who are interested in medicine, clinical research, bioethics, or are on the fence about which path to take after graduating.

Typically, medical school is broken up into two portions- the pre-clinical/didactic years (spent studying the basic sciences) and the clinical years (spent working/shadowing in the hospitals). This January, the second year students at Jefferson will be in their Foundations of Clinical Medicine course during the reproductive/endocrine block. The Extern will have the opportunity to sit in on a medical school course and meet faculty/students at SKMC to gain insight on the medical school application process.

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

---

**TN, Nashville**

**# 1189  Assistant Professor of Cancer Biology  Vanderbilt University**

**Description:** Host is a PhD-trained laboratory researcher with expertise in cancer biology. Host's research interests are in understanding response and resistance to anti-cancer therapies, with the goal of improving cancer patient care. Host collaborates with oncologists to design, manage, budget, and execute correlative studies for clinical trials. In addition to host's research interests, she is also an educator. Host oversees a part of the 3rd and 4th year medical school curriculum, in addition to directing and teaching in medical and graduate student courses.

During the Externship, students will learn about the responsibilities and activities of a faculty member at a Research I institution. Furthermore, students will learn about conducting basic and translational research in a university setting. Students will observe what host does on a day-to-day basis which includes going to meetings, seminars, and teaching students. Furthermore, students will shadow host's laboratory manager as she does experiments. Tailoring to the student's interest, host will set up meetings with other faculty and administrators to discuss career paths. Importantly, students will have the opportunity to meet graduate or medical students so that they can learn about what it is like to be a MD or PhD candidate at a major research institution.

Note: Externship length can range from 2 to 5 days, depending on student's interests.

**Special Requirements:** Juniors or seniors that have an interest in pursuing a PhD in biomedical science to advance his/her career in research or education in a university setting.

**# of day(s):** 3  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No
TN, Tullahoma

# 969 Graduate Student & Research Assistant
Graduate Program: Aerospace Engineering
University: University of Tennessee Space Institute
Year: Mechanical Engineering '13

Description: Host is a full-time graduate student at the University of Tennessee Space Institute (UTSI) pursuing a PhD in Aerospace Engineering. Graduate projects have included aero-acoustics, plasma diagnostics, and rocket trajectories. As a fully-funded student, host is a Graduate Research Assistant (GRA) and deeply involved in taking classes full time, as well as serving as a senator in the Student Government Association (SGA), the Recreation Club President, and Running Club Vice-President.

Externs will sit in on any classes of interest, get a tour of high-tech testing and experimental facilities, meet with professors and current students, and meet with the administration to learn about funding opportunities and the application process. This small campus boasts state of the art facilities, from 3 wind tunnels, a propulsion research facility, shaker tables, vacuum chambers, their own machine shop and more. The primary academic programs offered at UTSI are Mechanical, Aerospace, and Biomedical Engineering (MABE Department), Engineering Management, Flight Test Engineering, and Physics. In their Flight Test Engineering (FTE) program, UTSI has its own hanger with a fleet of planes at the local Tullahoma airport. You can also learn to be a pilot through our Aero Club.

# of day(s): 2
Week(s) of Jan 15
Housing Available? No

VA, Charlottesville

# 1040 Ph.D. Program Graduate Student
Graduate Program: Clinical and School Psychology
University: University of Virginia, Curry School of Education
Year: Psychology '14

Description: Host is a second year doctoral student in the combined Clinical and School Psychology Ph.D. program through the Curry School of Education at the University of Virginia. She is currently engaged in clinical training (therapy and assessments with children and adolescents), research (examining what goes into high-quality preschool programs), and various coursework.

The Extern will have the opportunity to experience a few days in the life of a graduate student in the field of clinical psychology. You will have access to speak to various faculty members and other students in the program, sit in on classes and meetings, and pick my brain about the processes leading up to deciding to go to graduate school and everything that comes after that. Due to confidentiality concerns, you likely won’t be able to directly observe actual clients, but can engage in conversations about what it’s like to train in child therapy and assessment.

EXTERNSHIP WILL TAKE PLACE WED. JAN 17th, THURS. JAN 18th, AND FRI. JAN 19th

Special Requirements: Junior or Senior psychology/neuroscience majors interested in graduate school, and ideally with specific interest in clinical psychology Ph.D. programs. Helpful if questioning which route to take to get there and exploring research/clinical interest areas

# of day(s): 3
Week(s) of Jan 15
Housing Available? No
## CT, New Haven

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Organization</th>
<th>Weeks</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1098</td>
<td>Physician Assistant</td>
<td>Yale New Haven Hospital</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Hospitalist</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Externs will observe internal medicine in a hospital setting while shadowing a physician assistant. They observe how the PA works with other members of the hospital team, including doctors, consultants, nurses, physical therapists, social workers, and more. This externship is ideal for students looking to learn more about the PA profession or who are deciding what role in the healthcare team is right for them.

Applicants should be professional, team-oriented, and have a desire to learn more about medicine and the healthcare field. This is a busy environment with often critically ill patients but is an exciting place to learn.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

## DC, Washington

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Organization</th>
<th>Weeks</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>346</td>
<td>Director</td>
<td>Washington Hospital Center</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Cardiac Arrhythmia Center</td>
<td>Chemical Engineering '72</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Student will shadow host in office, on rounds, and in operating room.

**Special Requirements:** Must be interested in pre-med.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

## MA, Boston

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Organization</th>
<th>Weeks</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>371</td>
<td>Gastroenterologist</td>
<td>Massachusetts General Hospital/Harvard Medical School</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Gastroenterology</td>
<td>Chemistry '86</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Externs will learn and observe patient care, diagnosis, management of gastrointestinal disorders and viewing endoscopic procedures.

**Special Requirements:** Student must complete Orientation prior to Externship.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

## MA, Brookline

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Organization</th>
<th>Weeks</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>593</td>
<td>Ophthalmologist</td>
<td>Boston Laser</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Biology '07</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Host is an ophthalmologist (eye surgeon) in Boston with a specialty in cornea and refractive surgery. He performs corneal transplants, LASIK, and cataract surgery as well as manages general eye diseases. Boston Laser is a busy private practice with an academic slant, performing research and clinical trials as well as hosting an in-house fellowship.

Extern will be able to observe LASIK, cataract and other eye surgery as well as see patients with host in clinic. Extern will also be able to see what a physician’s life is like in the outpatient and private practice setting. Having recently finished medical school, residency and fellowship, you will also receive advice and insight on medical school and the education process.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>
**NJ, Bayonne**

**# 628 Medical Doctor**

**EJS MD**

Internal Medicine  Parent '09

**Description:** Primary Care, Internal Medicine. Host evaluates and treats patients in office and in Bayonne Medical Center. Experience will include office visits, hospital rounds and will provide Extern insight into what it is like to be a doctor, give the student a feel for what the medical profession is like, the demands of the job, and how basic sciences are necessary for building a foundation in the medical field.

**Special Requirements:** Junior or Senior

**# of day(s):** 3  Week(s) of Jan 1, Jan 8, Jan 15  **Housing Available?** No

---

**NJ, Berkeley Heights**

**# 992 Lead Physician Assistant**

**Summit Medical Group**

Cardiology  Biology '96

**Description:** As part of this exciting window into the healthcare world, Externs will shadow physician assistants and other healthcare team members within Summit Medical Group’s multi-specialty private practice. Daily adventures include observing on hospital rounds, office visits, stress tests plus interactions with medical assistants, nurses and doctors to see what each piece of the healthcare team puzzle does on a daily basis.

As a PA, the host's duties in the office include consultations, follow-ups and performing educational sessions, especially for certain high risk medications. In the cardiology department, PAs also perform exercise and nuclear stress tests. As needed, PAs collaborate with the physician team members if any questions or problems arise.

**Special Requirements:** Must provide proof of immunization status and flu vaccination. Enthusiasm, maturity and flexibility required. EXTERNSHIP WILL TAKE PLACE TUES.-FRI., JANUARY 9-12.

**# of day(s):** 4  Week(s) of Jan 8  **Housing Available?** No

---

**NJ, Edison**

**# 1111 Co-Director**

**Center for Advanced Reproductive Medicine & Fertility**

Parent '19

**Description:** This is a busy In Vitro Fertilization (IVF) clinic with 3 offices in Central NJ, located 65 minutes from Lafayette College. The team evaluates and treats couples experiencing infertility problems and has in-house IVF, hormone and andrology laboratories as well as ultrasound facilities in Edison, NJ.

This would be a great experience for a pre-med student hoping to see what the real world of medical practice is like. The Extern could actively observe host and partners consulting on patients and performing procedures to treat infertility, as well as observe what goes on in a modern IVF laboratory using the latest genetic techniques. Extern will attend meetings and have an opportunity to present a short topic in the field, or perhaps a recent journal article. This could be a 2 or 3 day Externship experience depending on your interests.

**# of day(s):** 4  Week(s) of Jan 8, Jan 15  **Housing Available?** No
### NJ, Edison

**# 1018**

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
<th># of day(s)</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gastroenterologist</td>
<td>Host is a Gastroenterologist MD. Extern will shadow host during office hours and hospital rounds, observing physician-patient interactions and challenges in treating disease of the GI tract, liver, and pancreas.</td>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Flemington

**# 966**

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
<th># of day(s)</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physical Therapist</td>
<td>Host is a physical therapist in an outpatient orthopedic setting. Host treats patients who have recently had injuries or surgeries. Host rehabilitates a wide variety of patients ranging from kids to adolescent athletes to weekend warriors to Medicare patients. Each patient is treated as an individual and their physical therapy program is customized to their specific goals. Externs will observe initial evaluations of new patients and the carrying-out of the plan of care of each individual patient, which includes modalities (ice, heat, electric stim), therapeutic exercises, neuromuscular re-education, patient education, and manual therapy techniques. Externs are welcome to ask questions and speak with patients about their experiences.</td>
<td>3</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Hazlet

**# 1070**

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
<th># of day(s)</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orthopedic Spine Surgeon</td>
<td>Host specializes in orthopedics and spinal surgery. Extern will observe orthopedic and spinal care for patients in the office, as well as orthopedics and spinal surgery.</td>
<td>5</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Neptune

**# 1173**

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
<th># of day(s)</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attending Neonatologist</td>
<td>Host is an attending physician in a teaching hospital at Jersey Shore University Medical Center in Neptune NJ, working exclusively in the Neonatal Intensive Care Unit managing premature and sick newborns. The Extern will experience the neonatal intensive care unit in a level 3 nursery which provides medical support for the smallest of premature newborns and full term infants requiring medical care.</td>
<td>4</td>
<td>Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>
### NJ, Point Pleasant

<table>
<thead>
<tr>
<th>#</th>
<th>Specialty</th>
<th>Institution</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s) of Jan</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>748</td>
<td>Doctor of Chiropractic</td>
<td>Coombs Chiropractic</td>
<td>Focusing on family care with a special interest in athletic peak performance, host helps restore function and improve health in patients from newborns to 90+ year olds. Host sees 150 patients per week in a 4-day (M-TH) work week and loves his job! Cases range from pregnant moms interested in balancing ligament tension for an easier birth to their children's everyday health, to a weekend warrior seeking smarter workouts, to low back cases hoping to stand without pain, to wellness patients interested in improving vitality.</td>
<td>Juniors or Seniors with a keen and sincere interest in helping change people's lives, a willingness and desire to stretch your comfort zone and the genuine curiosity of an open mind to understanding how the body truly works!</td>
<td>3</td>
<td>1, 8, 15</td>
<td>Yes</td>
</tr>
</tbody>
</table>

### NJ, Ridgewood

<table>
<thead>
<tr>
<th>#</th>
<th>Specialty</th>
<th>Institution</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s) of Jan</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>178</td>
<td>Director of Neonatology</td>
<td>Valley Hospital</td>
<td>Host cares for infants in an intensive care setting dealing with infants born due to prematurity, multiple births, congenital anomalies, or infection. Observe patient exams, diagnosis and treatments. Will observe infant delivery and attend a cesarean delivery.</td>
<td>Externs must be specifically planning to attend medical school. Previous physician shadowing experience required. EXTERNS MUST BE AVAILABLE BOTH WEEKS LISTED TO ALLOW FOR FLEXIBLE SCHEDULING.</td>
<td>3</td>
<td>8, 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Somerset

<table>
<thead>
<tr>
<th>#</th>
<th>Specialty</th>
<th>Institution</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s) of Jan</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>350</td>
<td>Medical Doctor</td>
<td>University Orthopedic Associates LLC</td>
<td>Students will observe the role of an Orthopedic Surgeon who specializes in foot/ankle and trauma.</td>
<td>Juniors and Seniors with an interest in medicine/orthopedics.</td>
<td>3</td>
<td>1, 8, 15</td>
<td>No</td>
</tr>
</tbody>
</table>

### NJ, Voorhees

<table>
<thead>
<tr>
<th>#</th>
<th>Specialty</th>
<th>Institution</th>
<th>Description</th>
<th>Special Requirements</th>
<th># of day(s):</th>
<th>Week(s) of Jan</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1016</td>
<td>Radiologist</td>
<td>South Jersey Radiology Associates</td>
<td>Host is a Diagnostic Radiologist (MD) specializing in Ultrasound, CT, PET, Nuclear Medicine and General Diagnostic Radiology. Students will learn basic human anatomy in the setting of a private Diagnostic Radiology facility, the role and responsibility of the Radiologist who is also known as &quot;the doctors' doctor.&quot; Will gain exposure to the basic clinical decisions and thought process on how to diagnose disease using modern cross sectional imaging techniques.</td>
<td>Junior or Senior interested in healthcare and medicine.</td>
<td>5</td>
<td>8, 15</td>
<td>No</td>
</tr>
</tbody>
</table>
### NY, Binghamton

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th># of day(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>510</td>
<td>Gastroenterologist</td>
<td>Binghamton Gastroenterology Associates</td>
<td>Jan 8, Jan 15</td>
<td>2</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** Host is a gastroenterologist in a multi-physician private practice. Consults with patients regarding gastrointestinal health and the treatment of associated issues such as colon cancer, Crohn’s disease, and acid reflux disease. Work both in the office as well as part of a regional hospital system to provide care.

Extern will follow the host during office hours, through several screening procedures, as well as see patients in the hospital.

**Special Requirements:** All class years with an interest in medicine; must be a US citizen.

### NY, Brooklyn

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th># of day(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1168</td>
<td>Director Speech Therapy</td>
<td>EBS Therapy of New York</td>
<td>Jan 8</td>
<td>2</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** The Extern will observe speech/language pathologists working with children in a school and within the clinic in Bayridge. They will also see how the clinic office works and perhaps assist in making therapy materials. In addition, Host will take the time to talk to the student about qualifications and career path for speech pathologists and the field in general (such as applying to graduate school, licensure and certification requirements and possible work settings).

**Special Requirements:** Open to any student that might have interest in the field of speech and language pathology.

### NY, Brooklyn

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th># of day(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>570</td>
<td>Vice Chairman, Program Director</td>
<td>Maimonides Medical Center</td>
<td>Jan 8, Jan 15</td>
<td>5</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** The Extern will observe radiology imaging and intervention.

### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Organization</th>
<th>Week(s)</th>
<th># of day(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1075</td>
<td>Speech-Language Pathologist, President</td>
<td>Park 86 Speech, Language, Learning Consultants</td>
<td>Jan 8</td>
<td>2</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** The Extern will observe the delivery of speech and language therapy in the context of a private practice, to clients ranging in age from 3 to 10 years of age.
### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Host</th>
<th>Specialty</th>
<th>Parent</th>
</tr>
</thead>
<tbody>
<tr>
<td>950</td>
<td>Associate Professor of Neurological Surgery</td>
<td>Neurological Surgery</td>
<td>Parent '14</td>
</tr>
</tbody>
</table>

**Description:**
Host is a Board Certified Neurosurgeon and Neurologist specializing in treatment of brain and spinal tumors and in a specialized high tech neurosurgical procedure called Stereotactic Radiosurgery. Host does patient care and research that includes "clinical trials" (mostly testing new ways of treating brain cancer) and development of medical devices with teams of biomedical engineers.

The student will learn about taking care of patients in a neurosurgeon's office and will participate in the office practice. They will observe radiosurgery procedures. They will learn about decisions that brain tumor doctors make and about human subjects research. They will also have an opportunity to discuss life in medicine in general and neurosurgery in particular.

**Special Requirements:**
Students will need to complete a clearance process to be permitted to have contact with patients and should be prepared to adhere to rules regarding patient confidentiality. Student will need to purchase/borrow an inexpensive "doctor's white jacket".

| # of day(s): | 2 | Week(s) of Jan 8, Jan 15 | Housing Available? | No |

### NY, Syracuse

<table>
<thead>
<tr>
<th>#</th>
<th>Host</th>
<th>Specialty</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>Physician</td>
<td>Associated Medical Professionals</td>
</tr>
</tbody>
</table>

**Description:**
Student will be involved in animal research at a teaching hospital. Student will also observe surgery and see clinic patients.

| # of day(s): | 5 | Week(s) of Jan 1, Jan 8, Jan 15 | Housing Available? | No |

### NY, Vestal

<table>
<thead>
<tr>
<th>#</th>
<th>Host</th>
<th>Specialty</th>
</tr>
</thead>
<tbody>
<tr>
<td>342</td>
<td>Physician</td>
<td>UHS Vestal Gynecology</td>
</tr>
</tbody>
</table>

**Description:**
Host is also Class of 2010 and 2014 Parent.

This is primarily a surgical externship. Host is a gynecologic surgeon who sees patients in the office and operates 4 days each week. Student will see what it is like to be a female in a surgical field.

Extern should have a sincere interest in exploring surgery, and true Lafayette pride!

**Special Requirements:**
Sophomore or Junior female students due to the nature of practice. Extern MUST be flexible in scheduling a time for the experience that is convenient for both student and host.

| # of day(s): | 4 | Week(s) of Jan 8, Jan 15 | Housing Available? | Yes |

### NY, White Plains

<table>
<thead>
<tr>
<th>#</th>
<th>Host</th>
<th>Specialty</th>
</tr>
</thead>
<tbody>
<tr>
<td>1053</td>
<td>Physician</td>
<td>Maple Medical, LLP</td>
</tr>
</tbody>
</table>

**Description:**
Host is a physician who works doing internal medicine, pulmonary medicine, and critical care medicine, involved in direct patient care. The Extern will observe what it is like to be a doctor.

| # of day(s): | 5 | Week(s) of Jan 1, Jan 8 | Housing Available? | No |
**OH, Cleveland**

| # 574 | Director, Transplant Institute | Case Western Reserve University School of Medicine  
Division Chief, Hepatobiliary and Transplant Surgery | Biology '83 |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>Host is also Class of 2016 Parent.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Host holds several positions, including the Director of the Transplant Institute and Division Chief of Hepatobiliary and Transplant Surgery at University Hospitals Cleveland Medical Center. He is also a Professor of Surgery and the Vice Chair of Research within the Department of Surgery at Case Western Reserve University School of Medicine.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The Extern will observe surgery, patient care, and bench research.</td>
<td></td>
</tr>
<tr>
<td><strong># of day(s):</strong></td>
<td>5</td>
<td>Week(s) of Jan 1, Jan 8, Jan 15</td>
</tr>
</tbody>
</table>

**OH, Dayton**

<table>
<thead>
<tr>
<th># 1139</th>
<th>Occupational Therapist</th>
<th>Progressus Therapy/Dayton Public Schools Office for Exceptional Children (OEC)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>As a school-based occupational therapist, it is the host's job to help children overcome the barriers that are preventing them from learning. Some skills that the host works on include fine motor (in-hand manipulation), handwriting, motor planning, visual motor, and social skills.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Externs will learn and observe the role of occupational therapy in the school system. They will gain an understanding of barriers children may have that can impede learning. Throughout the Externship, students will learn about the process of working with special education students and working as a related service. Externs will learn how to make a treatment plan to work towards individual student’s goals and exercise their creativity to make it fun for the kids they work with. Host will also discuss the role of occupational therapists in various settings and speak about experiences in outpatient orthopedics and mental health.</td>
<td></td>
</tr>
<tr>
<td><strong>Special Requirements:</strong></td>
<td>Externs should have an interest in healthcare and/or education. They should be willing to think creatively and work with children (Pre-K – 8th grade).</td>
<td></td>
</tr>
<tr>
<td><strong># of day(s):</strong></td>
<td>5</td>
<td>Week(s) of Jan 8, Jan 15</td>
</tr>
</tbody>
</table>

**PA, Bala Cynwyd**

| # 939 | Ophthalmologist | Ophthalmic Partners of PA  
Neuroscience '03 |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>Host diagnoses and treats eye disorders, as well as conducts routine vision exams. Host also performs cataract surgeries and corneal transplants.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Extern will see patients with host and learn that the eye can be a window into someone's overall health, often showing evidence of diabetes, high blood pressure, or other medical problems. The extern will learn how to use equipment to evaluate the different parts of the eye. Additionally, the student may have the opportunity to observe cataract surgery.</td>
<td></td>
</tr>
<tr>
<td><strong># of day(s):</strong></td>
<td>4</td>
<td>Week(s) of Jan 8, Jan 15</td>
</tr>
</tbody>
</table>
**PA, Bethlehem**

# 1086 Therapy Manager Good Shepherd Rehabilitation

Long Term Acute Care Hospital Neuroscience ’02

**Description:** Host oversees and manages the therapy department at a 32 bed long term acute care adult hospital, offering physical, occupational, and speech therapy services. This includes participating in operational meetings, care planning meetings, and therapy meetings. Additional duties include managing staffing, schedules, and treating patients. The patients in the hospital are adults with complex medical conditions who require more skilled medical management before transitioning to rehab, home, or another skilled facility. Some of the diagnoses served are respiratory failure, stroke, complex wounds, amputation, and multi-medical trauma.

The Extern will learn about medical diagnoses, interventions, and the continuum of care process, as well as observe therapy, learn about the difference between therapies, and observe treatment for various conditions. In addition, the Extern will observe collaborative team processes with the medical staff, including physiatry, attending physicians, and physician assistants.

**Special Requirements:** Medical field interest, and comfortable around medical environment (equipment, routines, etc.) Extern should be adaptable and flexible.

**# of day(s):** 2 Week(s) of Jan 8, Jan 15 **Housing Available?** No

---

**PA, Danville**

# 186 Chairman, Department of Ophthalmology Geisinger Health System

Ophthalmology Biology ’82

**Description:** Host is the Department Chair & Director of Residency. Observe clinical patient exams, laser and operating room procedures of the ophthalmology practice in a teaching setting.

**Special Requirements:** Juniors and Seniors with an interest in medicine, specifically surgery or ophthalmology and the maturity to behave appropriately in the exam room when a patient is being examined.

**# of day(s):** 5 Week(s) of Jan 1, Jan 8, Jan 15 **Housing Available?** No

---

**PA, East Stroudsburg**

# 684 Physical Therapist/Owner Laurie Samet Physical Therapy

English ’79

**Description:** The Externs will have the opportunity to observe a small physical therapist-owned outpatient orthopaedic physical therapy practice.

**Special Requirements:** For students who are pursuing admission to physical therapy school.

**# of day(s):** 5 Week(s) of Jan 8, Jan 15 **Housing Available?** No
### PA, East Stroudsburg

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Hospital/Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>1030</td>
<td><strong>Senior Medical Director/Chief Medical Officer</strong></td>
<td>Lehigh Valley Hospital - Pocono</td>
</tr>
<tr>
<td></td>
<td><strong>Hospital Administration - Quality/Safety/Care Coordination</strong></td>
<td>Parent '19</td>
</tr>
</tbody>
</table>

**Description:** Tailored to interest, the Extern will learn about hospital/health system administration and leadership OR develop an understanding about the quality/safety metrics by which hospitals/health systems are evaluated OR develop an understanding of the emerging importance of population health initiatives OR, alternatively, there's an opportunity to shadow a Physician, a Physician Assistant or a Nurse Practitioner to see what is actually involved in delivering care to patients.

Lehigh Valley Hospital - Pocono is an acute care community hospital providing services to residents of Northeastern Pennsylvania and Northwestern New Jersey, which provides a full spectrum of clinical services including emergency care, acute inpatient care, cardiac surgery, Level III trauma service and a host of outpatient and ambulatory practice sites.

**Special Requirements:** Extern should have a genuine curiosity about a career in health care, either clinical or administrative.

| # of day(s): 5 | Week(s) of Jan 1, Jan 8, Jan 15 | Housing Available? | No |

### PA, Lansdale

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Hospital/Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>771</td>
<td><strong>Physician</strong></td>
<td>Abington-Lansdale Hospital</td>
</tr>
<tr>
<td></td>
<td><strong>Emergency Department</strong></td>
<td>American Studies '94</td>
</tr>
</tbody>
</table>

**Description:** Host is an emergency medicine physician in a community hospital setting. Her shifts vary—morning, afternoon, nights— as well as what she sees every day, including infants through geriatrics, illnesses and injuries.

Abington-Lansdale is a smaller hospital, but gets a wide variety of patients with all sorts of problems. They are not a trauma center. Extern will shadow throughout shift in the ER, observing everything that occurs that day. You will be required to complete a 2-hour hospital orientation, which is only offered once monthly, which the host will attempt to coordinate with the time of your visit, but which could require a separate visit to the hospital.

**Special Requirements:** Student must be available at least two program weeks to participate in this opportunity.

| # of day(s): 2 | Week(s) of Jan 1, Jan 8, Jan 15 | Housing Available? | Yes |

### PA, Philadelphia

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Hospital/Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>991</td>
<td><strong>Cardiovascular Medicine Fellow</strong></td>
<td>Hospital of the University of Pennsylvania and Penn Presbyterian Medical Center</td>
</tr>
<tr>
<td></td>
<td><strong>Chemistry '06</strong></td>
<td>Chemistry '06</td>
</tr>
</tbody>
</table>

**Description:** Host is a board certified internal medicine doctor, now completing a subspecialty fellowship in cardiovascular disease. Host's four-year training program encompasses clinical and procedural training in all modalities of cardiology including consultative cardiology, stress testing, echocardiography, electrophysiology, and interventional cardiology.

The Extern will observe medical inpatient teaching rounds, echocardiography, coronary angiography and possibly coronary artery interventions. Extern will attend cardiology fellow, and internal medicine residency teaching conferences and observe and participate in daily patient care.

**Special Requirements:** Junior or Senior with an interest in learning about health professions and medical school.

| # of day(s): 5 | Week(s) of Jan 8, Jan 15 | Housing Available? | No |
**PA, Philadelphia**

# 635  Physician  
Internal Medicine Genomic Medicine  
Main Line Health Lankenau Hospital  
Chemistry '99

**Description:** The Externs will observe outpatient and inpatient medicine.

**# of day(s):** 5  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?**  No

**PA, Plymouth Meeting**

# 729  Ophthalmologist  
Thorp Bailey Weber Eye Associates Ltd.  
Biology '76

**Description:** Ophthalmology practice specializing in cataract surgery and complications of cataract surgery. The Extern will observe the medical practice and surgical procedures.

**Special Requirements:** Junior or Senior

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?**  No

**PA, West Reading**

# 1047  Director, Medical Physics  
Radiation Oncology/Radiology  
Reading Hospital  
Parent '19

**Description:** The host is responsible to oversee the safe and effective use of radiation for patients' diagnosis and treatment in a healthcare setting. Students will learn and observe what it means to be a medical physicist and opportunities for physics majors in the healthcare setting.

**Special Requirements:** Junior or Senior

**# of day(s):** 5  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?**  No

**PA, Wynnewood**

# 759  Physician  
Infectious Diseases  
Delaware Infectious Disease Associates  
Chemistry '81

**Description:** The Extern will observe various faces of clinical medicine as experienced by an Infectious Diseases Physician in a busy inpatient and outpatient setting in the Philadelphia area.

**Special Requirements:** Hosts schedule was not yet set at time of registration; students should have availability all three weeks of the program to allow for flexible scheduling with host.

**# of day(s):** 3  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?**  No

**VA, Woodbridge**

# 1046  President  
Associates In Gastroenterology  
Biology '84

**Description:** Students will gain experience learning about the role of the Gastroenterologist in the field of medicine, including observing at a medical clinic.

**# of day(s):** 2  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?**  No
**Human Resources**

**NJ, Kenilworth**

# 867  
**Human Resources Executive Director**  
Merck & Co.  
HRBP, Global Oncology  
Psychology '96

**Description:** Human Resources Business Partner for Merck Consumer Care International, which means that Host manages all Human Resources needs for the businesses outside the US (Global Markets East = China, Russia, Australia, India, Middle East/Africa, Asia Pacific and Central & Eastern Europe and Global Markets West = Canada, Brazil, Western Europe and Latin America) and the Global Franchises group, which primarily sits in the US but manages global marketing for the organization.

**Special Requirements:**  
Student must be available ALL THREE WEEKS of the program to allow for flexible scheduling around host’s work travel.

**# of day(s):** 3  
Week(s) of Jan 1, Jan 8, Jan 15  
**Housing Available?** No

---

**PA, Easton**

# 832  
**Director, Organization Effectiveness and Learning & Corporate Communications**  
Crayola  
Human Resources  
Economics & Business '94

**Description:** The Extern will learn and observe how Crayola Human Resources, specifically the Organization Effectiveness, Learning and Development and Corporate Communications group, partners with Crayola business leaders and employees to enable Crayola’s strategy.

**Special Requirements:**  
Psychology, Economics, or related major with specific interest in Human Resources. Agility, leadership, and multi-tasking skills beneficial. Student should be available all three weeks of the program to allow for flexible scheduling with host.

**# of day(s):** 1  
Week(s) of Jan 1, Jan 8, Jan 15  
**Housing Available?** No

---

**PA, Easton**

# 272  
**VP for Human Resources; General Counsel**  
Lafayette College  
Human Resources  
Economics & Business '81

**Description:** Extern will gain exposure to supervision of human resources functions as well as learn about the basics of what HR professionals do; employment, labor relations, benefits and compensation.

**Special Requirements:**  
NOTE: Externship dates will be set based on the timing of professional association meeting. Students should have flexibility in scheduling this experience either week listed.

**# of day(s):** 2  
Week(s) of Jan 8, Jan 15  
**Housing Available?** No
DC, Washington

# 1161  Media Legal Advisor to the Chairman
Federal Communications Commission (FFC)

Host is a legal advisor to the Chairman of the FCC on all media issues within the FCC's jurisdiction. i.e., any regulations having to do with broadcast TV, radio, cable, and some satellite issues.

The Extern will have the opportunity to sit in on internal meetings at the Commission as well as accompany host and colleagues to meetings with outside parties. The Extern will have the chance to gain an understanding of what the FCC does, and what its role is in regulating 1/6 of the national economy. In addition to employing lawyers, the FCC also employs a large number of engineers, economists, and analysts which are critical to carrying out the work of the agency.

Special Requirements: Junior or Senior

# of day(s): 2  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No

MA, South Easton

# 112  Attorney
Law Office of Joshua Werner

Description: An upfront look at what a trial attorney does on a daily basis. Students can attend trials, meet with and follow clients during trial, and watch courtroom procedures.

Special Requirements: Interested in law school.

# of day(s): 5  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No

NJ, River Edge

# 1066  Managing Partner
Hartmann Doherty Rosa Berman & Bulbulia, LLC

Description: Host's law firm specializes in commercial litigation and transactions. The Extern will observe court appearances and depositions.

# of day(s): 5  Week(s) of Jan 8  Housing Available? No

NY, Bronx

# 1125  New York State Supreme Court Justice
Bronx Supreme Court-Civil Term

Description: Host is a judge in a trial court. His in-court work primarily consists of conducting hearings regarding the appointment of Guardians for people, mostly elderly, who are alleged to be incapacitated. In some months (possibly this January) he conducts hearings at mental institutions regarding requests to retain or release patients or permit medication over their objection. At other times, along with a court attorney, host researches, discusses and writes decisions on motions and orders to show cause in a variety of other types of civil cases. Host also can discuss criminal practice with Externs, as he has many years of experience in criminal defense and prosecution, and some judicial experience in Criminal Court.

Externs will learn what goes into the argument of and the decision making in legal matters, as well as practical considerations in choosing the law as a career, navigating law school, choosing a practice area and preparing for a bar exam.

# of day(s): 2  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No
<table>
<thead>
<tr>
<th>Location</th>
<th>Title</th>
<th>Organization</th>
<th># of day(s)</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>NY, Melville</td>
<td>Attorney</td>
<td>Law Offices of Gerald V. Dandeneau, P.C</td>
<td>3</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Description:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Host is a litigation attorney primarily in the labor and employment fields.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Depending upon host's litigation schedule, the Extern may sit in on court appearances, both at the Federal and State level, attend depositions, and perhaps sit in on a trial or hearing if one is scheduled.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Special Requirements:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>A Junior or Senior who is planning on or thinking about attending law school.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td># of day(s):</td>
<td></td>
<td>3</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td>NY, New York</td>
<td>Assistant District Attorney</td>
<td>Manhattan District Attorney's Office</td>
<td>3</td>
<td>Jan 1, Jan 8</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Description:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Host handles prosecution of criminal cases in Manhattan. May have a chance to observe a trial.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td># of day(s):</td>
<td></td>
<td>3</td>
<td>Jan 1, Jan 8</td>
<td>No</td>
</tr>
<tr>
<td>NY, New York</td>
<td>Court Attorney-Referee</td>
<td>New York State Unified Court System</td>
<td>2</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>Description:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Host works for the Surrogates Court in NY (Manhattan) County, assisting the Surrogate Court judge in adjudicating and/or settling disputes involving estates and trusts.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Externs will probably have an opportunity to observe court hearings and to speak with attorneys about the work they do in Surrogate's Court. Host will talk with the Externs about specific high profile cases, and will try to arrange settlement conferences for them to observe during the externship.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Special Requirements:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Strong writing and reasoning skills.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td># of day(s):</td>
<td></td>
<td>2</td>
<td>Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>
NY, New York

# 1135  
Associate Justice  
Supreme Court of the State of New York  
Parent '20

Appellate Division, First Judicial Department

Description: The Appellate Division of the Supreme Court, First Judicial Department, is one of four intermediate appellate courts in the State, and holds jurisdiction over the Counties of New York and the Bronx. Appeals are taken to the Appellate Division, as a matter of right, in civil and criminal cases, from the Supreme Court, Surrogate’s Court, Family Court, and Court of Claims.

As a branch of the Supreme Court, the Appellate Division has broad powers to review questions of law and fact, and to make new findings of fact. It serves as the court of original jurisdiction in certain types of matters; other cases reach the Appellate Division after they have been reviewed by the Appellate Term, a lower appellate court. Since, with few exceptions, appeals to the Court of Appeals, the State’s highest court, are by permission only, the Appellate Division is the court of last resort in the majority of cases. Over 3,000 appeals, 6,000 motions, and 1,000 interim applications are determined each year. In addition, the Appellate Division admits roughly 3,000 new attorneys to the Bar each year, disciplines practicing lawyers, and otherwise exercises its judicial authority in Manhattan and the Bronx.

The host is an Associate Justice of the Appellate Division of the New York State Supreme Court, First Department. The Extern will have the opportunity to inquire of the Justice about her work and the legal profession in general, and observe argument of the court and discuss it with the Justice and her clerk. You may also have the opportunity to visit the N.Y.S. Supreme Court, observe a civil or criminal trial, and discuss the trial, legal issues, and career questions with the judge, clerk, and other lawyers.

Special Requirements: Student MUST be flexible in scheduling this two-day experience.

# of day(s): 2  Week(s) of Jan 8  Housing Available? No

PA, Allentown

# 852  
Judge  
Lehigh County Court of Common Pleas  
Government & Law ’83

Description: Externs will observe how the Pennsylvania criminal justice system operates by getting a unique behind-the-scenes look at the criminal court system. Externs will observe court proceedings ranging from preliminary hearings and arraignments to criminal trials and post-conviction proceedings, and will have the opportunity to interact with attorneys and court staff to learn about the criminal justice system. Please note: Courthouse is closed on January 1st and 15th.

Special Requirements: Students who are considering law school or a career in the criminal justice system.

# of day(s): 3  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No

PA, Easton

# 579  
Judge  
Northampton County Court of Common Pleas  
Government & Law ’87

Description: The Extern will gain valuable in-court experience that will assist them in determining whether a legal career is right for them. Please note: the week(s) and number of days to be determined between the host and externs based on schedule and availability.

Special Requirements: Externship will span Jan. 2-5 AND Jan. 8-12.

# of day(s): 9  Week(s) of Jan 1, Jan 8  Housing Available? No
**PA, Harrisburg**

**# 753**  
Public Services Coordinator  
Dauphin County Bar Association  
Parent '14

**Description:** Externs will observe coordination of pro bono projects for 1,400 member bar association, working with low-income clients and attorney volunteers, and will learn about family law issues.

**Special Requirements:** Please present a professional appearance. EXTERN MUST BE AVAILABLE ALL THREE WEEKS OF THE PROGRAM TO ALLOW FOR FLEXIBLE SCHEDULING WITH HOST.

**# of day(s):** 5  
Week(s) of Jan 8, Jan 15  
**Housing Available?** No

---

**PA, West Chester**

**# 28**  
Attorney/Shareholder  
Unruh, Turner, Burke & Frees, P.C.  
History '69

**Description:** Extern will shadow different lawyers as they go about their daily tasks and may assist with administrative tasks.

**Special Requirements:** Interest in Law.

**# of day(s):** 2  
Week(s) of Jan 8  
**Housing Available?** No

---

**PA, Wilkes-Barre**

**# 871**  
Judge  
Luzerne County Court of Common Pleas  
Classics '83

**Description:** Externs will observe the workings of our legal system, with an opportunity to observe lawyers litigating in Court.

**Special Requirements:** Junior or Senior

**# of day(s):** 5  
Week(s) of Jan 8, Jan 15  
**Housing Available?** Yes
### Manufacturing

**CT, Bristol**  

| # 994 | President | Novo Precision LLC  
|       |           | Mathematics and Economics '93  
|       |           | Description: This small manufacturing company supplies precision products for the medical and firearms industries, and engineers and builds machines for a variety of industries.  
|       |           | The Extern will observe the overall business experience, be involved in engineering projects, and be involved in shop floor improvement activity. Host will tailor the experience to the successful candidate's learning objectives.  
|       |           | Special Requirements: Applicants should have a technical background (engineering a plus), and be eager to gain hands-on experience in shop floor improvement activity. Teamwork experience a plus!  
|       |           | # of day(s): 5  
|       |           | Week(s) of Jan 1, Jan 8, Jan 15  
|       |           | Housing Available? No  

**KS, Olathe**  

| # 1146 | Maintenance Supervisor | ExxonMobil  
|        |                        | Mechanical Engineering '09  
|        |                        | Description: Host leads the Maintenance Division of a manufacturing facility that ensures the safety and integrity of the team while strengthening the reliability of the plant.  
|        |                        | The Extern will spend three days in a manufacturing facility, meeting with leadership, supervisors, and operators to gain a comprehensive understanding of how Engineering drives the real world. The facility manufactures Grease, the underlying lubricant that’s required in every industry; seen in Formula 1 Racing to Jet Engines, and even your own microwave. We’ll tour the facility, shadow forward-thinking trailblazers, and gain an understanding of how Mechanical Engineering, Chemistry, and Operations work in harmony to strengthen the manufacturing process. Areas covered: Project Development, Application, Manufacturing, Packaging, and Lab Testing.  
|        |                        | Please wear khakis/pants and a polo with close-toed shoes.  
|        |                        | Special Requirements: Junior or Senior who is outgoing, energetic, and has a team-oriented mindset.  
|        |                        | # of day(s): 3  
|        |                        | Week(s) of Jan 15  
|        |                        | Housing Available? No  

**Description:**
Dontech’s core purpose is to provide innovative solutions which enhance optical performance. Dontech Inc. designs and manufactures optical filters, precision thin film coated optics, and enhanced flat panel digital assemblies for military, medical, aerospace, and industrial applications.

Externs may expect to receive a corporate overview, go on a facilities tour, and learn about many aspects of the business, which may include the following: quoting process and preliminary design, visual factory, special projects, materials and scheduling, precision optics, trace material flow, vacuum coating, screen printing, quality department flow, and touch screens. Externs may also expect to observe various engineering, production, and customer-specific meetings, as applicable.

You will meet with several staff members to explore different engineering careers, including Dontech’s President, Lafayette Class of 1986, Electrical Engineering major, and Dontech’s Director of Operations, Lafayette Class of 2004, dual major in Neuroscience and Music. Of note, there is a chemistry lab on campus already, an engineering lab under construction, and a Lafayette scholarship in memory of Dontech’s founder, Richard D. Paynton, Sr., Lafayette Class of 1952, Chemistry major.

**Special Requirements:**
Seeking students with an interest in Dontech’s primary markets: military, medical, aerospace, or industrial. STUDENT MUST BE U.S. CITIZEN/PERMANENT RESIDENT. Externship will take place Wed., January 17th and Thurs., January 18th.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Week(s) of Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>
**Pharmaceuticals/Biomedical/Life Sciences**

### DC, Washington

**# 144**  
**Vice President, Public Affairs**  
**Sandoz, a Novartis Company**  
Public Affairs/Government Affairs  
Gov & Law/International Affairs '93

**Description:** Host leads the US Public Affairs team, where she oversees federal, state, policy and alliance development activities for Sandoz US; the generics and bio similar division of Novartis.

The Extern will observe Government affairs strategies and tactics (federal and state), public affairs activities including alliance development, drafting of op-eds, seeking/creating leadership and visibility opportunities, as well as policy development.

**Special Requirements:** A Junior or Senior with an interest in Federal Government, legislation, or policy.

**# of day(s):** 3  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

### MA, Boston

**# 1112**  
**Various**  
**Thermo Fisher Scientific/Novartis Institutes for Biomedical Research/ & More**  
Biology '10

**Description:** Massachusetts, named the most innovative state in the US, boasts the world’s largest cluster of life sciences and biotechnology companies. Boston continually ranks among the top cities for quality of life, as it is sustained by skilled labor force availability, access to leading universities/established research centers and presence of venture capital resources. This life sciences Externship will provide robust exposure to career avenues in the pharmaceutical/biotech, clinical and academic research realms.

Externs will have the opportunity to learn from and engage with alumni working in different sectors of Fortune 500 companies including Novartis Institutes for Biomedical Research, Thermo Fisher Scientific, and Alnylam. An industry career exploration day in Kendall Square will include guest speakers, an industrial lab tour, pharma career panel, resume preparation/job prospecting advice, and tour of “Tech Square.” An academic workday will take place in the Longwood Medical Area, with a focus on opportunities for pre-medical and PhD/graduate students. This will include a tour of biomedical research labs at Harvard Medical School, clinical research lectures at the Dana-Farber Cancer Institute, and graduate school application advising.

This Externship experience will include important information on networking, transitioning to and working in Boston, resume development, and a group dinner. In addition to daily site visits and industry speakers, Externs will have the opportunity to engage with other members of the 'Pard community in the evenings, by participating in a Boston networking event as well as meeting with alumni attending Boston-area grad schools.

**Special Requirements:** This Externship will take place Monday, January 8th through midday Thursday, January 11th. Discounted hotel rates may be available for this externship.

**# of day(s):** 4  
**Week(s) of Jan 8**  
**Housing Available?** No
**MA, Cambridge**

# 1122  Senior Research Associate  Syros Pharmaceuticals  
Biochemistry '07  

**Description:** Syros is small pharmaceutical company targeting gene regulation for cancer therapeutics. Host works in the biochemistry group to study the effect of their drugs on target proteins by developing and running screening assays to measure kinetics, affinity, and potency of the drug compounds. The Extern will work with host in the lab as host analyzes data, and attends meetings with colleagues. This will include not only shadowing, but hands-on experiments. You will also have the opportunity to meet with others in the company who work in disciplines of interest.

**# of day(s):** 4  **Week(s) of Jan 8, Jan 15**  **Housing Available?**  No

---

**MD, Gaithersburg**

# 678  Senior Manager, Promotional Regulatory Affairs, Infectious Disease Franchise  MedImmune  
Psychobiology/English '98  

**Description:** Have you ever seen a commercial or magazine advertisement for a drug? Ever wonder how they were created? In this Externship you’ll learn how promotional drug advertising is created, reviewed, and implemented with respect to Promotional Regulatory Affairs across a broad range of therapeutic areas. You will learn about FDA guidance for drug promotion and about current topics in Promotional Regulatory Affairs, including guidelines for social media marketing. Special Requirements: English major with a strong interest in science or for a biology/chemistry major interested in exploring alternate careers in science. *NOTE: Housing is available, but may not be suitable for students allergic to cats.

**# of day(s):** 3  **Week(s) of Jan 8, Jan 15**  **Housing Available?**  Yes

---

**NJ, Raritan**

# 1044  Vice President R&D Procurement  Johnson & Johnson  
Parent '19  

**Description:** Host leads the Johnson & Johnson R&D Procurement organization. This Externship is a great opportunity for economics/finance students to explore a career opportunity in Supply Chain; Extern will explore what it is like to work in the field of supply chain in the Pharmaceutical industry.

**# of day(s):** 5  **Week(s) of Jan 1, Jan 8, Jan 15**  **Housing Available?**  No
# MD, Gaithersburg

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Host</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1183</td>
<td>Community Living Manager</td>
<td>Target Community and Educational Services, Inc.</td>
<td>Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** Target Community and Educational Services is a nonprofit organization that provides educational, vocational, and residential services to adults with developmental disabilities. As a community living manager host is responsible for coordinating the medical and residential care for a group of 14 adults as well as managing a staff of approximately 20 direct support professionals.

The Extern will learn the basics of direct management by observing interactions between the community living manager (CLM) and their staff members, and the importance of prioritization and time management by observing the CLM prioritize emails, medical appointments, interviews, meetings, community activities, class and classwork, and potentially emergency situations (hospital/urgent care visits with clients).

**Special Requirements:** A Senior with a passion for empowering individuals to be the best that they can be. It is often said that we do not have disabled clients, just 'differently abled.' High level of organization and strong communication skills are vital for this Externship.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td></td>
</tr>
</tbody>
</table>

# NJ, Princeton

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Host</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1007</td>
<td>Health Research Analyst</td>
<td>Mathematica Policy Research</td>
<td>Jan 8</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** Working across the country and around the globe, Mathematica conducts research, analyzes programs, and develops solutions to help federal agencies, state and local governments, foundations, universities, professional associations, and businesses further evidence-based decision making and develop effective policies that benefit individuals, families and communities, and society as a whole.

Externs will be exposed to: systems analysis and statistical methods using SAS, STATA and other software packages and will gain knowledge of policies, programs, and administrative data systematic research reviews.

**Special Requirements:** Interest in any of the following: social policy research, writing programs in SAS or STATA, performing statistical analyses of data, preparing tables and graphs based on data analyses, and writing reports and memos.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

# NJ, Succasunna

<table>
<thead>
<tr>
<th>#</th>
<th>Position</th>
<th>Host</th>
<th>Week(s)</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>606</td>
<td>School Psychologist</td>
<td>Roxbury Public Schools</td>
<td>Jan 1, Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**Description:** The Extern will observe meetings with families, faculty and support staff members. Possible observation of student evaluations, classroom settings and special programs or schools. All observations will require confidentiality clause and signature as well as parent permission.

**Special Requirements:** Juniors or Seniors only. Interest in working with children and families, service-oriented and an interest in special education. Extern should be mature and detail-oriented with good communication skills.

<table>
<thead>
<tr>
<th># of day(s)</th>
<th>Week(s) of Jan 1, Jan 8, Jan 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>
### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Horticulture Instructor</th>
<th>The Horticultural Society of New York</th>
</tr>
</thead>
<tbody>
<tr>
<td>985</td>
<td></td>
<td>Rikers Island Therapy Program</td>
</tr>
</tbody>
</table>

**Description:** The mission of the Horticultural Society of New York (The Hort) is to sustain the vital connection between people and plants. Their social service and public programs educate and inspire, growing a broad community that values horticulture for the many benefits it brings to our environment, our neighborhoods, and our lives.

Host is an instructor in the Horticultural Therapy Program on Rikers Island working with adult and young adult detained and sentenced inmates, which includes a greenhouse, a classroom and over two and a half acres of landscaped and productive gardens, designed and built by inmates. GreenHouse provides remedial education, skill development and vocational training in horticulture.

**Special Requirements:** Matched students will be required to obtain clearance by Department of Corrections, which the host will coordinate.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s) of Jan 1, Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td></td>
<td>No</td>
</tr>
</tbody>
</table>

### RI, Middletown

<table>
<thead>
<tr>
<th>#</th>
<th>Student Assistance Counselor</th>
<th>Rhode Island Student Assistance Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>27</td>
<td></td>
<td>Thompson Middle School</td>
</tr>
</tbody>
</table>

**Description:** Host works with grades 6-8 in Newport Schools, counseling students individually and in groups. Host provides prevention services and education to students, faculty, parents, and community.

**Special Requirements:** Interest in adolescence psychology, education, social work, counseling.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s) of Jan 8</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td></td>
<td>No</td>
</tr>
<tr>
<td>City</td>
<td>Position</td>
<td>Organization</td>
</tr>
<tr>
<td>--------------</td>
<td>-----------------------------------------------</td>
<td>---------------------------------------------------</td>
</tr>
<tr>
<td>CA, Culver City</td>
<td>Community Development Manager</td>
<td>Movember Foundation</td>
</tr>
<tr>
<td># 1158</td>
<td>Development</td>
<td>American Studies '12</td>
</tr>
<tr>
<td></td>
<td>Description:</td>
<td>The Movember Foundation is the only global charity focused solely on men’s health. Since 2003, we’ve raised over $750 million to deliver innovative, breakthrough programs to help stop men from dying too young. The Externs will learn how a top-50 global non-profit organization operates. This specific time of the year is on the backend of their global annual fundraising campaign and so Externs will be able to hear from host and other departments in the office about what went into the plans for the previous campaign, what worked, what didn’t, what challenges they face, and what they are doing going forward to continue to improve the organization and help men live happier, healthier, and longer lives.</td>
</tr>
<tr>
<td></td>
<td>Special Requirements:</td>
<td>Externs should have a passion for non-profit work, for making an impact, for having fun, and doing good.</td>
</tr>
<tr>
<td></td>
<td># of day(s):</td>
<td>2</td>
</tr>
<tr>
<td>DC, Washington</td>
<td>Transformation Planning Officer</td>
<td>American Red Cross</td>
</tr>
<tr>
<td># 986</td>
<td>National Headquarters</td>
<td>Government &amp; Law '08</td>
</tr>
<tr>
<td></td>
<td>Description:</td>
<td>The American Red Cross shelters, feeds and provides emotional support to victims of disasters; supplies about 40 percent of the nation’s blood; teaches skills that save lives; provides international humanitarian aid; and supports military members and their families. As Transformation Planning Manager, host is part of a small team that is program managing nationwide changes to how the Red Cross aligns its community-facing resources. The Extern will tour and learn about the national headquarters and, depending on the Extern’s career interests, there will be opportunities to learn more about specific Red Cross departments, such as Marketing or Fundraising, and lines of service, such as Disaster, Biomedical or International Services.</td>
</tr>
<tr>
<td></td>
<td>Special Requirements:</td>
<td>Senior interested in working in Washington, D.C. and learning about host’s career experiences in government, lobbying, and the non-profit sectors, as well as to introduce to career opportunities throughout the city.</td>
</tr>
<tr>
<td></td>
<td># of day(s):</td>
<td>2</td>
</tr>
<tr>
<td>DC, Washington</td>
<td>Associate Director of Annual Giving</td>
<td>American University</td>
</tr>
<tr>
<td># 943</td>
<td>Division of Development and Alumni Relations</td>
<td>Mathematics '08</td>
</tr>
<tr>
<td></td>
<td>Description:</td>
<td>Host's team is responsible for developing and implementing a strategy to engage university constituents (alumni, parents, faculty, staff, students, and friends) in supporting the university philanthropically. In this role, host manages direct mail and email solicitations for the university from concept to production. Relevant skills include writing, marketing, communications, and project management. Externs will have the opportunity to meet with development professionals from across the Division of Development and Alumni Relations: front line fundraisers, event planners, communications professionals.</td>
</tr>
<tr>
<td></td>
<td># of day(s):</td>
<td>2</td>
</tr>
<tr>
<td>Location</td>
<td>Position/Title</td>
<td>Company</td>
</tr>
<tr>
<td>----------</td>
<td>----------------</td>
<td>---------</td>
</tr>
<tr>
<td><strong>DC, Washington</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td># 89</td>
<td>President &amp; CEO</td>
<td>Mercator XXI, LLC</td>
</tr>
<tr>
<td><strong>MA, Boston</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td># 789</td>
<td>State Representative</td>
<td>Massachusetts House of Representatives</td>
</tr>
<tr>
<td><strong>MD, St. Michaels</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td># 359</td>
<td>Chief Curator</td>
<td>Chesapeake Bay Maritime Museum</td>
</tr>
<tr>
<td><strong>MD, Upper Marlboro</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td># 251</td>
<td>Prince George's County Council Member</td>
<td>Prince George's County Council</td>
</tr>
</tbody>
</table>
**NJ, Colonia**

**# 1166**
**Licensed Social Worker**
**Woodbridge Township Health Department**
**Woodbridge Township Division of Multi-Service Programs on Aging**

**Description:**
The Woodbridge Township Division Multi-Service Program on Aging provides case management and counseling services to the most frail and or handicapped, homebound elderly residents of Woodbridge Township through home visits. It is the goal of our agency to empower older adults to live with dignity, purpose, and independence by providing social, health, emotional, and financial supports. The long-term goal of our case management is to prevent or deter institutionalization for as long as possible. Division social workers assist frail and isolated elderly, families, and groups identify and manage mental, emotional, social, behavioral, and or financial challenges that are negatively impacting their happiness and quality of life.

The Extern will observe weekly case reviews, will accompany host during home and office visits, learn about collaborating agencies, needs of the senior population, community education, and funding sources.

**Special Requirements:**
Extern should have an interest in the growing field of gerontology, and have good communication/interpersonal skills, empathy for diverse populations, and good critical thinking skills.

**# of day(s):** 5  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

---

**NY, Binghamton**

**# 1165**
**Director of Emergency Management**
**New York State University Police**
**Binghamton University**

**Description:**
The profession of emergency management is associated with all preparedness, mitigation, response, and recovery efforts associated with building a resilient community. Emergency managers are public safety professionals who take a "big picture" approach to strengthening the capacity of an organization in regards to disaster preparedness. Requiring an ability to develop policies, plans, and procedures for the diverse needs of a jurisdiction, the emergency manager must possess strong communication, writing, analytical, and project management skills to successfully work with all members of the community.

The Extern will gain a basic understanding of the four cornerstones of emergency management: preparedness, mitigation, response, and recovery, and will have the opportunity to observe an emergency management program operations from within a higher education setting.

**Special Requirements:**
An interest in public service is essential. You must be dedicated to public safety and helping others.

**# of day(s):** 2  
**Week(s) of Jan 1, Jan 15**  
**Housing Available?** No
**PA, Easton**

<table>
<thead>
<tr>
<th>#</th>
<th>Director</th>
<th>Nurture Nature Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>982</td>
<td>Friend</td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Nurture Nature Center is a dynamic center for community learning about local environmental risks. NNC combines science, art and dialogue programs to get the community talking and thinking critically about the local environment. Externs will be exposed to the range of science, art and dialogue programs, and will be involved in learning about how NNC engages the public in learning about local environmental risk topics. Additionally, students will be exposed to the operating principles and philosophy of this non-profit organization, which has expertise in flood risk communication and public engagement in science.

**Special Requirements:** Applicants should have an interest in science, environment, and particularly in community engagement in these topics.

| # of day(s): | 2 | Week(s) of Jan 1, Jan 8, Jan 15 | Housing Available? | No |

**PA, Philadelphia**

<table>
<thead>
<tr>
<th>#</th>
<th>Community Relations Coordinator</th>
<th>The Children's Hospital of Philadelphia</th>
</tr>
</thead>
<tbody>
<tr>
<td>1118</td>
<td>Office of Government Affairs,</td>
<td>Interdisciplinary ’13</td>
</tr>
<tr>
<td></td>
<td>Community Relations &amp; Advocacy</td>
<td></td>
</tr>
</tbody>
</table>

**Description:** Host's office serves as the liaison between The Children's Hospital of Philadelphia and community-based organizations. Their mission is to support the Hospital, the Research Institute, and the entire CHOP health network in its goals of excellent patient care, innovative research and quality professional education. They accomplish this through public advocacy, community partnering, and supporting clinically-based institutional public health programs and services that promote optimal health outcomes for children. The office is a resource for the Hospital, its employees and the community, with an ultimate goal of improving the health and well-being of the children and families that we serve.

The Extern will learn and observe an institution's community relations strategies on how to foster community partnerships that promote children's health and well-being through employee engagement, community benefit and participating in community coalitions.

**Special Requirements:** Interests: public health; social work; healthcare; health management and policy; community health. Strong interpersonal and problem solving skills, good judgement, good oral and written communication, and knowledge of healthcare delivery system.

<p>| # of day(s): | 2 | Week(s) of Jan 15 | Housing Available? | No |</p>
<table>
<thead>
<tr>
<th>Location: GA, Atlanta</th>
<th>Group Ticket Sales Account Executive</th>
<th>Atlanta Falcons</th>
<th>History '13</th>
</tr>
</thead>
<tbody>
<tr>
<td># 1190</td>
<td>Description: As a group ticket account representative, host is responsible for selling all group ticket inventory in the new $1.8B Mercedes-Benz Stadium for Atlanta Falcons games. This means reaching out to local Atlanta businesses, fan groups, youth groups and non-profits as a way to generate interest in the team and generate ticket revenue. Other responsibilities include keeping an accurate count of ticket inventory and dynamically pricing tickets based on the trends of the secondary ticket market and the performance of the team. Students will learn the details of how a professional sports team operates by observing multiple departments within the organization. More importantly, they will learn that the sports industry contains a multitude of different jobs and that there are hundreds of people who make a sports team run off the field. Special Requirements: Willingness to learn, interest in a career in sports, and an open mind. Students must have flexibility in scheduling opportunity with host.</td>
<td></td>
<td></td>
</tr>
<tr>
<td># of day(s): 2</td>
<td>Week(s) of Jan 1, Jan 8, Jan 15</td>
<td>Housing Available? No</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Location: PA, Easton</th>
<th>Athletics Administration</th>
<th>Lafayette College Department of Athletics</th>
<th>Friend</th>
</tr>
</thead>
<tbody>
<tr>
<td># 1143</td>
<td>Description: The Department of Athletics oversees 23 sport programs that participate in Patriot League competition. Administratively, we oversee compliance, annual budgets, facilities, events, student-athlete education, peak performance and sport medicine. In addition, we are responsible for the personnel of all 23 sports and administration related to specific sport programs. Students will get an inside view of the day-to-day responsibilities of the Department of Athletics' Senior Staff. Extern can shadow the Director of Athletics, Deputy Director of Athletics and/or the Associate AD for Facilities and Events. In addition, we will make every effort to include extern in department meetings and interaction with all of our staff. Special Requirements: Externship will take place the week of Jan. 8 or Jan. 15-16, depending on host's availability.</td>
<td></td>
<td></td>
</tr>
<tr>
<td># of day(s): 2</td>
<td>Week(s) of Jan 8, Jan 15</td>
<td>Housing Available? No</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Location: PA, Philadelphia</th>
<th>Member Services Account Manager</th>
<th>Philadelphia 76ers</th>
<th>Math and Economics '16</th>
</tr>
</thead>
<tbody>
<tr>
<td># 1148</td>
<td>Description: Externs will observe a day in the life of working for a professional sports team, including observing the sales side, and possibly meeting other departments, as well. The Philadelphia 76ers is part of Harris Blitzer Sports &amp; Entertainment (HBSE), which also includes in its portfolio the New Jersey Devils, leading venue Prudential Center in Newark, N.J., the GRAMMY Museum Experience Prudential Center, the Delaware 87ers, the Binghamton Devils, the Sixers Innovation Lab Crafted by Kimball, and renowned esports franchise Team Dignitas.</td>
<td></td>
<td></td>
</tr>
<tr>
<td># of day(s): 1</td>
<td>Week(s) of Jan 8</td>
<td>Housing Available? No</td>
<td></td>
</tr>
</tbody>
</table>
**PA, Philadelphia**

# 406  Senior Vice President of Marketing  Philadelphia Phillies  History '86

**Description:** Extern will observe advertising sales, promotions, advertising, and event coordination.

**# of day(s):** 2  **Week(s) of Jan 1, Jan 8, Jan 15**  **Housing Available?** No
**Technology (Software, Start-Ups, Support)**

*VIRTUAL*

**# 1055**  
**Co-Founder/Chief Content Officer**  
**GlooPen Inc.**  
*Philosophy and Mathematics '90*

**Description:** GlooPen, Inc.'s mission is to bring people together so that they can meld their ideas into something greater. GlooPen (based in the San Francisco Bay Area) is a very advanced web collaboration platform over which people can come together and go beyond basic communication to develop/share cool digital content. An example of cool content is games. We will have you build a game in the form of a web app that can run on the GlooPen platform. We will help you in all the stages from inception to completion. In that way you'll learn a great deal about startups, the mechanics of building cool stuff, group collaboration and much more.

This REMOTE/VIRTUAL opportunity will ideally have you commit to at least 2 weeks, January 2nd through the 13th, though it will be reduce to 1 week depending on the number of externs. Externs will work remotely from the comfort of their own residences. At minimum, externs will need a good internet connection with a PC/Mac. Grab your most comfy chair (and most comfy PJs if you'd like) as we'll be glued to the screen for the whole work-day. To accommodate students joining in from the East Coast, we ask the West Coast students to join a little early (usually 8AM PST).

Host is seeking externs with an open and curious mind, as well as an interest in technology. Knowledge of web development is a plus.  

**Special Requirements:** Love of games and gaming. Some knowledge of web development (HTML/javascript) is helpful. If you have none, we'll give you some 'homework' a week before the shadowship starts, so that you will hit the ground running.  

**# of day(s):** 5+  
**Week(s) of Jan 1, Jan 8**  
**Housing Available? No**

**CT, Unionville**

**# 1105**  
**President and CEO**  
**MVP Systems Software, Inc.**  
*Gov & Law/Foreign Lang. '91*

**Description:** Host is also a Class of 2018 parent.

MVP Systems Software develops enterprise job scheduling and workload automation solutions for the world’s most critical IT infrastructures. MVP’s flagship product JAMS is used by more than 1,000 organizations worldwide, including Fortune 500 companies, government agencies, educational institutions and ISVs. JAMS executes and manages processes running on virtually any platform and application. Every day, customers find new ways to leverage JAMS and its ever-expanding feature set.

In their Connecticut offices, Externs will shadow salespeople, marketing, and support engineers to learn about how they are constantly evolving their product line to meet client requirements.

**Special Requirements:** Applicants should be interested in technology (such as cloud-based solutions) but no experience is necessary.  

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available? No**
**MA, Boston**

**# 494**  
**Marketing, Sales, Software Engineering, Data Science, Product Management**  
**LogMeIn/Klaviyo & More**  

**Government & Law ’90**

**Description:** The two Lafayette alumni co-hosting this Externship opportunity have different roles at their respective technology companies. One host is a Product Manager at a marketing automation software company working closely with engineers to design, develop, and release new features. The other host is the VP, Marketing/Collaboration at LogMeIn, overseeing marketing of the company's Communications and Collaboration software products.

Externs will gain exposure to Boston-based tech companies across different industries as well as at different stages of growth, from startups to larger established firms. Through a range of guest speakers and panel discussions, participants will hear different perspectives on how to start and build a career in tech across functional areas such as Marketing, Sales, Product Management, Data Science, and Software Engineering.

This externship experience will include important information on networking, transitioning to and working in Boston, resume development, and a group dinner. In addition to daily site visits and industry speakers, externs will have the opportunity to engage with other members of the ‘Pard community in the evenings, by participating in a Boston networking event as well as meeting with alumni attending Boston-area grad schools.

**Special Requirements:** Discounted hotel rates may be available for this Externship.

**# of day(s):** 4  
**Week(s) of Jan 8**  
**Housing Available?** No

---

**NJ, Mahwah**

**# 885**  
**Principal Technical Consultant**  
**Professional Services**  
**Nuance Communications, Inc.**  
**Computer Science ’09**

**Description:** Host is a senior software engineer in the Nuance Professional Services Division, which includes being involved in the implementation of applications for enterprise firms seeking to improve their customer self-service automation. Host typically performs a technical lead role which means he is responsible for the full technical implementation of projects. Projects involve multiple technical environments with a high level of customer interaction. Host works in the full life cycle of projects including design/requirements, coding/programming, testing, installation, documentation, and providing maintenance and support. Host has experience with Java, C++, XML, JSP, and VXML.

Externs will observe as host meets with customers, coordinates technical teams and solves technical problems. Observation of the full gamut of project life cycle and interact with software engineers, user interface designers and project managers, as well as learn how software engineering principles are applied in some real world scenarios and get a taste for their future career possibilities in this field.

**Special Requirements:** Computer Science majors with strong communication skills, both written and oral. Externs should possess an interest in software development as well as customer interaction. EXTERNs SHOULD BE AVAILABLE ALL THREE WEEKS OF PROGRAM TO FACILITATE SCHEDULING.

**# of day(s):** 1  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** No
**NJ, Peapack**

**Senior Director**: Business Technology  
**Pfizer Inc.**: Computer Science '96

**Description**: Business Technology (BT) enables Pfizer to meet the transformational challenges of global health delivery by deploying technology to connect the best medical and scientific experts in the world working to address the world’s most challenging diseases. BT is a business-focused and aligned group centered on medical innovation, an unwavering commitment to quality, and serving patients at all stages of life throughout the world.

The Externs will learn about the way computer systems are utilized in various parts of the company, how we work with our internal business partners to identify and bring to life technology to support the work they do and make it easier to get work done. This may include systems utilized in research, development, marketing, etc.

**Special Requirements**: Sophomores and Juniors majoring in the Sciences or Engineering; GPA 3.0 or higher. This externship opportunity is offered in multiple locations. Please use location-specified ID# when selecting externship.

**# of day(s):** 3  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** No

**NY, New York**

**User Retention Manager**: Marketing  
**DataCamp**: Computer Science/English '15

**Description**: DataCamp is an online platform for learning Data Science. As User Retention Manager, host is in charge of inventing ways to increase the number of active users and prevent current subscribers from leaving (churning) by answering questions like "How can we keep users engaged in the learning process?" and "How can we personalize individual user experiences to keep users coming back?"

Externs will get a taste of work life at a mid-stage educational technology startup, as well as experience with email marketing, data analysis, copywriting, web development, and possibly other topics depending on interests.

**Special Requirements**: Students with an interest in computer science, marketing, business/entrepreneurship/startups, education technology, education, copywriting, data science/data analysis. APPLICANTS MUST BE AVAILABLE BOTH WEEKS INDICATED TO ALLOW FOR SCHEDULING FLEXIBILITY.

**# of day(s):** 3  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** No

**NY, New York**

**Senior Director**: Business Technology  
**Pfizer Inc.**: Computer Science '96

**Description**: Business Technology (BT) enables Pfizer to meet the transformational challenges of global health delivery by deploying technology to connect the best medical and scientific experts in the world working to address the world’s most challenging diseases. BT is a business-focused and aligned group centered on medical innovation, an unwavering commitment to quality, and serving patients at all stages of life throughout the world.

The Externs will learn about the way computer systems are utilized in various parts of the company, how we work with our internal business partners to identify and bring to life technology to support the work they do and make it easier to get work done. This may include systems utilized in research, development, marketing, etc.

**Special Requirements**: Sophomores and Juniors majoring in the Sciences or Engineering; GPA 3.0 or higher. This externship opportunity is offered in multiple locations. Please use location-specified ID# when selecting externship.

**# of day(s):** 3  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?** No
**PA, Allentown**

# 1186  Senior Technical Consultant  Perficient, Inc.

**Description:** In the Commerce Solutions department of Perficient, Inc, we are largely focused on developing custom e-commerce solutions built on the IBM WebSphere Commerce platform for a variety of clients. We primarily build the online shopping websites for big companies, including Bon-Ton, Burt’s Bees, Speedo, Carhartt, Sears Canada, and Barnes & Noble. The sites all start the same on the IBM base, and then the customizations are built from there.

The Externs will most likely be observing the last weeks of development for a big, new client project where we are building custom commerce sites to replace their current site, and adding quite a few brand new customizations on top of the existing IBM WebSphere Commerce platform. Externs will be able to sit-in on client meetings and demos, and hopefully have their own environment to help us with final QA testing and bug fixing. We are full-stack developers, so we develop the front end with HTML, CSS, and JavaScript, the back end with Java and MySQL, and various middleware using REST, SOAP UI, XML, etc. Ideally, you will also be able to observe a fun (though occasionally hectic and stressful) work environment with a team that knows how to work hard together to provide high quality solutions, while still knowing how to have fun talking about random topics at the end of the work day or playing games at lunch.

**Special Requirements:** Applicants should be interested in real world applications of computer science. *NOTE: Housing is available, but may not be suitable for students with cat allergies.*

### # of day(s): 4  Week(s) of Jan 8, Jan 15  Housing Available? Yes

---

**PA, Collegeville**

# 1171  Senior Director  Pfizer Inc.

**Description:** Business Technology (BT) enables Pfizer to meet the transformational challenges of global health delivery by deploying technology to connect the best medical and scientific experts in the world working to address the world’s most challenging diseases. BT is a business-focused and aligned group centered on medical innovation, an unwavering commitment to quality, and serving patients at all stages of life throughout the world.

The Externs will learn about the way computer systems are utilized in various parts of the company, how we work with our internal business partners to identify and bring to life technology to support the work they do and make it easier to get work done. This may include systems utilized in research, development, marketing, etc.

**Special Requirements:** Sophomores and Juniors majoring in the Sciences or Engineering: GPA 3.0 or higher. This externship opportunity is offered in multiple locations. Please use location-specified ID# when selecting externship.

### # of day(s): 3  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No
**PA, Conshohocken**

**# 1060 Various Roles**

**Suvoda**

Friend

**Description:** Suvoda is an eClinical technology company that develops software that is used in clinical trials, with clients primarily in pharmaceutical and biotechnology companies. This small, rapidly growing company is led by a team with a history of building successful start-ups. They have locations in Conshohocken, PA; Portland, OR; Bucharest, Romania; and Barcelona, Spain.

Externs will have the opportunity to shadow Lafayette alumni from different areas of the business (project management, quality assurance, sales, and operations). They will get exposed to their day-to-day activities, and see how a small business runs from different perspectives. Additionally, Externs will go through some presentations together, to learn more about Suvoda’s industry and product.

**Special Requirements:** Juniors and Seniors.

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?**  
**No**

---

**PA, Newtown Square**

**# 973 Technology Support Specialist**

**The Episcopal Academy**

Biology '96

**Description:** Host provides technical support to the school community. Responsibilities include (but not limited to): managing Cisco based telephone and paging system; managing wireless account; configuring and setting up new equipment; troubleshooting software and hardware problems on campus; assisting faculty and staff with technical problems and questions; organizing the department’s software and hardware inventory records; setting up accounts for users; repairing or replacing broken hardware; configuring software; and assisting in supporting the school’s wired and wireless networks; supporting EA’s one-to-one laptop program.

Externs will get a first-hand view of how a Technology Department is organized and how it runs in a school environment. They will be able to participate in all of the issues that arise (or are created) during their externship. The pace of the position, the interactions with the people and the satisfaction of working in an amazing environment will all be observed.

**Special Requirements:** Applicants should have a willingness and ability to solve puzzling technical problems and to invent new strategies for solving problems, and be able to stay organized on more than one project at the same time. Experience with Apple Mac’s a bonus.

**# of day(s):** 5  
**Week(s) of Jan 8**  
**Housing Available?**  
**No**

---

**PA, Philadelphia**

**# 1081 Founder & CEO**

**Perpay Inc.**

Economics & Business '98

**Description:** PerPay is a seed stage, financial wellness, lending and payment platform. The extern will learn how a technology startup operates day to day. They will learn about how the frontend and backend are architected and deployed.

**Special Requirements:** Junior or Senior with interest in entrepreneurship, technology, risk analysis, and/or banking.

**# of day(s):** 4  
**Week(s) of Jan 1, Jan 8, Jan 15**  
**Housing Available?**  
**No**
**NEW Externship Hosts Just Added 10/19/2017**

**Broadcasting/Entertainment/Journalism**

**NJ, Newark**

<table>
<thead>
<tr>
<th>#</th>
<th>Associate Producer</th>
<th>New Jersey Devils and Prudential Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>1193</td>
<td><strong>Associate Producer</strong></td>
<td><strong>New Jersey Devils and Prudential Center</strong></td>
</tr>
</tbody>
</table>

**Description:**
Host produces entire packages for Game Presentation, including writing copy, film, and editing. Host also edits video content, series, and partnership content for NewJerseyDevils.com. Additional duties involve editing promotional videos for social media platforms, conducting interviews for player features and partnership videos, as well as producing all livestreams and floor directing all Devils home games, ice ceremonies, ceremonial puck drops, giveaways, and promotions.

The Externs will observe how a professional sports organization is run and see the behind the scenes operations of a live sporting event. Host can tailor the Externship to your interest: Sales, Marketing, Event Marketing, Grassroots, Creative, Game Presentation, etc. Applicants choosing to spend the entire Externship in game presentation video editing is a plus.

Host can also provide tickets for Extern's families to attend the game you are shadowing!

**Special Requirements:**
Juniors & Seniors with an interest in working in the sports industry.

<table>
<thead>
<tr>
<th># of day(s):</th>
<th>Week(s) of Jan 8, Jan 15</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Week(s) of Jan 8, Jan 15</td>
<td>No</td>
</tr>
</tbody>
</table>

**NJ, Newark**

<table>
<thead>
<tr>
<th>#</th>
<th>Associate Producer</th>
<th>New Jersey Devils and Prudential Center</th>
</tr>
</thead>
</table>
### MA, Boston

**# 1191** Principal Novaya Real Estate Ventures, LLC Parent '21

**Description:** Host works in real estate development, acquisitions, and management. Students will observe the beginnings of how to source, acquire, market, and finance real estate projects between $10,000,000 to $100,000,000 per project.

**Special Requirements:** Juniors or seniors with proficiency in Excel. Argus training would be great but not required. Clear and articulate writing skills are also a plus as we deal with both high net worth investors and institutional investors.

**# of day(s):** 2  **Week(s) of Jan 8, Jan 15**  **Housing Available?** No

### PA, Bethlehem

**# 311** V.P. Enterprise Development Ben Franklin Technology Partners Economics & Business '73

**Description:** Host organization provides start-up and early stage technology-based firms with seed funding and business assistance needs. Host interacts with clients and leverages marketing techniques for acquiring new clients.

**Special Requirements:** Junior or senior with economics or engineering background, and an interest in finance, marketing and entrepreneurship. Externship is tentatively scheduled to take place Jan. 2-4, 2018, but students should have flexibility should dates shift.

**# of day(s):** 3  **Week(s) of Jan 1**  **Housing Available?** No
IL, Chicago

# 1192  Senior Account Manager  Slack and Company
Anthropology & Sociology '10

**Description:** Host is an account manager at a marketing company called Slack and Company. We plan and execute worldwide marketing and advertising campaigns for businesses trying to get other businesses to buy their products. She is the liaison between her creative team and clients, and manages the day-to-day client communications and needs to fulfill their strategic year-long plans.

The Extern will observe client management, creative development of digital ads and strategic marketing planning for 2018.

**Special Requirements:** Applicants should have great written and verbal communication, along with organizational skills.

**# of day(s):** 2  Week(s) of Jan 8, Jan 15  Housing Available? No
Conservation/Sustainability

**MA, Boston**

# 1194  
**Vice President**  
**The Trustees of Reservations**  
Parent '20

**Description:** The Trustees preserves properties of exceptional scenic, historic, and ecological value in Massachusetts for public use and enjoyment. We are the oldest land conservation and historic preservation organization in the world, and the largest conservation organization in the state, owning and caring for more than 27,000 acres of land and protecting 20,500 acres through conservation restrictions. We operate 116 reservations ranging from working farms, agricultural lands, landscaped and urban gardens, and community parks to barrier beaches, forests, open meadows and historic sites, many of which are National Historic or Natural Landmarks. Using diverse properties as living labs, we create dynamic learning opportunities and experiences to help inform, educate, and cultivate the next generation of conservationists.

The Externs will observe work to acquire and protect land, engage and educate people about conservation at our properties, support sustainable agriculture, and care for our cultural heritage through participation in meetings, talking with staff and a site visit. You will also be introduced to the functions of a conservation nonprofit, including metrics used to guide conservation and engagement, budgeting, and property management.

**# of day(s):** 2  
**Week(s) of Jan 8**  
**Housing Available?** No
Engineering-Other

PA, Allentown

<table>
<thead>
<tr>
<th>#</th>
<th>Reliability Engineer</th>
<th>Air Products, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1152</td>
<td>Operational Excellence</td>
<td>Chemical Engineering '14</td>
</tr>
</tbody>
</table>

**Description:** Air Products is a large Industrial Gases company, serving many diverse industries with worldwide operations in over 50 countries. The equipment condition monitoring group works to improve equipment reliability by predicting equipment issues early, thus avoiding high maintenance costs and extended downtime. This is achieved by transforming operational plant data into actionable information through enhanced data analytics.

The Extern will learn about the operation of different types of industrial gas plants, with a focus on reliable operation of rotating machinery. Extern will have the opportunity to network with other engineers and Lafayette alumni in different areas of the company (engineering and operations) to get a sense of the diversity of career paths within the industrial gas industry.

**Special Requirements:** Chemical or Mechanical Engineering major with an interest in programming, computational modeling, or in the operation and maintenance of large rotating machinery. Other interests such as process engineering or design can also be accommodated.

**# of day(s):** 2  
**Week(s) of Jan 8, Jan 15**  
**Housing Available?** Yes
**Environmental Consulting & Engineering**

**PA, Doylestown/Warrington**

<table>
<thead>
<tr>
<th># 1197</th>
<th>Senior Staff Engineer</th>
<th>Langan Engineering &amp; Environmental Services</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Environmental</td>
<td>Civil Engineering '12</td>
</tr>
</tbody>
</table>

**Description:**
The Doylestown environmental group focuses primarily on environmental site investigation and remediation activities throughout Pennsylvania and New Jersey. The diverse portfolio of projects and clients will provide a range of experiences from working with redevelopment activities to industrial investigations and remediation. The Doylestown group also works on ecological evaluation and risk assessment projects throughout the country.

The Extern will have the opportunity to gain exposure to site feasibility studies, which may involve field work, technical report preparation and calculations.

**Special Requirements:**
A Junior or Senior with excellent communication skills, strong attention to detail with analytical and judgment capabilities, and ability to work as a team or independently; knowledge of GIS or environmental software, and reliable transportation required.

| # of day(s): 3 | Week(s) of Jan 15 | Housing Available? No |
Fashion

PA, Philadelphia

# 1196  Assistant Buyer  URBN - Urban Outfitters
Buying and Merchandising  Economics & Business '14

Description: As an Assistant Buyer, host’s main role is working with product, as well as analyzing business on a daily basis to ensure there is an exciting, profit-driven, and compelling product assortment each season at the Urban Outfitters store and online. The category that host currently helps buy is Leather Goods: Hand Bags, Small Leather Goods, and Belts.

The Extern will learn exactly what an assistant buyer does on a daily basis for a specialty retailer. They will be able to shadow host throughout the day and can be walked through expectations and what it’s like working as an entry-level buyer in the fashion industry in Philadelphia.

Special Requirements: Junior or Senior with an interest in learning about the fashion industry, as well as developing a career in the industry. Creative, ability to communicate, outgoing and friendly, and strong math skills desired.

# of day(s): 1  Week(s) of Jan 1  Housing Available?  No
**Finance/Accounting/Insurance/Investment**

**NY, New York**

<table>
<thead>
<tr>
<th>#</th>
<th># of day(s)</th>
<th>Week(s) of Jan</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1200</td>
<td>3</td>
<td>8</td>
<td>No</td>
</tr>
</tbody>
</table>

**Multiple**

**Bank of America/ Brown Brothers Harriman/ Morgan Stanley/ Others**

**Sales & Trading** Multiple '97

**Description:** Externs will participate in a 3-day experience gaining introductory exposure to various fields in Financial Services with a concentration on Sales and Trading. Expected sessions include Sales and Trading 101, a Young Finance Alumni Panel, various firm visits and fireside style chats with senior executives from Financial Services firms. Firms expected to participate include Morgan Stanley, Citigroup, Bank of America Merrill Lynch, Brown Brothers Harriman, among others.

This program is tentatively scheduled for January 10-12.

**Special Requirements:** Sophomores and Juniors with a proven interest in Financial Services, a basic knowledge of the types of roles in the field who are committed to staying current on the state of financial markets.

**Director**

**Global Trade Finance** International Affairs '79

**Description:** Host's role is in supporting the Global Trade Finance needs of their clients.

The Extern will observe how banks can assist importers and exporters buy and sell more goods and services.

**Special Requirements:** Seniors

**# of day(s):** 2 **Week(s) of Jan 15** **Housing Available?** No

**NY, New York**

<table>
<thead>
<tr>
<th>#</th>
<th># of day(s)</th>
<th>Week(s) of Jan</th>
<th>Housing Available?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1198</td>
<td>3</td>
<td>8</td>
<td>No</td>
</tr>
</tbody>
</table>

**Senior Vice President, International Equity Analyst** International Affairs & Art '97

**Description:** The Externship with Times Square will offer you the opportunity to learn about equities asset management on a day-to-day basis. You will attend research meetings and corporate roadshows, and interact with portfolio managers, analysts and traders.

This Externship will allow you to better understand investments concepts like financial modeling and comparative valuation tables. Your intersection with portfolio managers, analysts and traders will allow you to gain perspective on what it’s like to be a buy-side equity analyst.

**Special Requirements:** Junior or Senior

**# of day(s):** 3 **Week(s) of Jan 8** **Housing Available?** No
Description: SEARCH Learning Group provides a comprehensive behavior analytic program based on a collaborative effort between clinical staff and families. Services take place in SEARCH’s learning center as well as in transition settings.

Our instructional model, which utilizes a one-to-one student-teacher ratio, employs the science of Applied Behavior Analysis (ABA) with consistent oversight by board certified behavior analysts (BCBAs) at both the center and in transition settings. We bridge the gap from 1:1 individualized programming at the center to transition settings and into the home allowing for meaningful and lasting changes. A team approach drives all programming and each learner’s family is guided through every step of the process. Our ultimate goal is to have our learners receive the best possible intervention and optimal results. SEARCH aims to have learners reach their maximum potential and then graduate into the educational placement that best suits their needs as they grow.

Externs will learn about Applied Behavior Analysis, and how our staff apply behavior-analytic principles to working with young learners with autism in an independent therapy center. You will observe individual learners and their instructor/data analysts and observe their skill acquisition and behavior reduction programming, curriculum preparation, as well as peer and leisure activities.

# of day(s): 2  Week(s) of Jan 1, Jan 8, Jan 15  Housing Available? No
### NY, New York

**Manager**
Onward College Support Program

**Description:**
The Onward College Support Program provides first-generation college students with the continuing social, emotional, careers and community support they need to make the transition to college and to complete their undergraduate studies. Onward also serves as a support network for HEAF’s college graduates.

The Externs will assist with outreach, preparation, organization, and participation in our annual Winter Conference to be held Thursday, January 4th and 5th.

**Special Requirements:**
Self starter, outgoing, quick thinker, problem solver, and good organizational skills.

**# of day(s):** 4

**Week(s) of Jan 1**

**Housing Available?** No