

## EOC Field Trips Pilot Program, spring 2014

This spring, EOC piloted our very first Field Trips Program. We are very pleased to report that our initial three Field Trips to the Specialty Food Association, Signature Bank and Grant Thornton were a success. The idea for the program came from Advisory Committee Member, Prof. Abe Tawil; the research for and development of the project was led by our Field Trips Sub-Committee: Carol Gamm and Janet Mangano. Mentee feedback informed Field Trips Program, as Mentees in our year-long program were surveyed to find what sorts of companies and industries they would like to visit and learn more about. Our goal for the Field Trips Program was to provide as much value to our Mentees' experience as possible. After each visit, we surveyed the Mentees to get their feedback on how we can improve the program going forward. We plan to organize another three Field Trips in fall 2014. We thank Prof. Abe Tawil and our Field Trips Sub-Committee: Carol Gamm and Janet Mangano, as well as our hosts: the Specialty Food Association, Signature Bank and Grant Thornton for making EOC Field Trips possible.

### Specialty Food Association • March 28 • 22 students attended

*The program was well-organized and insightful. The opening presentation was nice. It was great to see the managers of each department speak about the organization and their roles. There was also plenty of time for Q&A.*

*I really enjoyed hearing about people's different career paths and how they ended up at Specialty Food Association. It's a good reminder that skills transfer across industries and you never know where you might end up. It was also great to see an example of an organization that has taken great care to foster communication and collaboration. We read a lot about that in text books, and talk about it in class discussions, but it's much more tangible to see it in real life.*

*This was a great opportunity for me to meet executives who are directly involved in running in promoting individual initiatives in product development; now I know where to go to find help, when in the future I decide to sell or develop a food product. I like every aspect of the program, especially where each key personnel gave brief information about their various departments and how it interrelates to other departments. I also acknowledge the president presence in the board room; this shows that the association is successful because of her and her relationship with the employees.*



Specialty Food Association CMO/EOC Mentor Ken Seiter speaks to student guests



Mark T. Sigona, Executive Vice President & COO/EOC Mentor speaks with students in the Signature Bank boardroom

### Signature Bank • April 11 • 16 students attended

*Thanks so much for putting together this event and making us a part of it. We all found it very helpful and insightful. The fact that we got to meet with all the senior executives of the company and got an opportunity to ask them questions was quite unique, they answered all our questions and even stayed overtime to address any of our doubts.*

*The fact that we got to interact with all the senior executives including the CEO and the Chairman of the Board was quite fantastic. They didn't rush through the presentation and answered all of our questions. The career guidance that we received was invaluable.*

*It was interesting to learn about the flat organization structure of the Bank. Further, the way in which the Bank has achieved high levels of growth while maintaining a conservative approach fascinated me. Mr. Shay explained how the Bank by maintaining high levels of safety and high standards of service has managed to do so. Mr. Hickey explained how the Bank planned to mitigate the risk of falling interest rates in the near future, which added to my knowledge of the treasury practices. It was a great experience.*

### Grant Thornton • May 2 • 34 students attended

*I appreciated the opportunity to talk to the firm's partner and entry-level staff and to gain useful insight from them.*

*I enjoyed every part of the experience. Meeting the recruiter and all the Baruch Alumni who are a part of the company now and doing well for themselves really give me a chance to see what's possible for me post-college.*

*I like the way they shared their experiences with us. Since I haven't been sure which position I want to apply for my career, this helps me to build a picture about my career path.*

*I wanted to say thank you for setting this up for the EOC Mentees. I think Field Trips is a great idea, being able to go to different corporate offices and speak with professionals and recruiters really gives us a chance to see what it's like to be a part of the work world and get to know more about the companies. Thank you!*



Students in the Grant Thornton conference room