

ACE Senior applies leadership skills teaching internationally

My name is **Brady Costello** and I am a senior Finance major from Lake Oswego, Oregon. I spent my last summer as a Global Fellow working at the Trifonia Academy Primary and Secondary School in Zanzibar, Tanzania.

The Leavey School of Business Global Fellows are junior and senior students who participate in meaningful short term work experiences with non-profit organizations through-out the world.

As a Global Fellow embarking on a journey to work in a country I had never visited and knew none of the language, I had few expectations of what I would experience during my excursion to Tanzania. Even with all the research I put in before I left the United States, nothing prepared me for the changes I would experience half the world away.

When I first arrived, I quickly realized that not a single thing I did during my stay would go unnoticed. I have never stood out more, and the people there were not afraid to point it out.

Politically correct statements do not exist on the little island of Zanzibar where I lived for four weeks, and one of the first words I picked up was “mzungu,” which simply

quick one, but what the people in Zanzibar have on their side is the desire to alter certain aspects of their way of life. They know what they want, and I feel like my biggest impact was



helping them determine the best way to achieve their goals.

The changes countries like Tanzania need in order to catch up

meant “white person.” This is not meant to be derogatory in any form, even when the little kids in the neighborhood pointed at me while I walked down the street. I was the first *mzungu* that many of the people there had ever seen. My presence, in and of itself, served as a catalyst for defining the way the natives of Zanzibar see “white people.” Hopefully, my actions in teaching at the school, playing with the children, and interacting with the teachers left a positive impression of Americans.

Education in countries like Tanzania is critical to improving the quality of life for its people. My participation in delivering that education made me a contributor towards the social change that is needed. The process of change is not a

to more developed countries will take years and call for major changes in how things are done. I feel like my stay there was bittersweet because the need is so large and my time was so limited. It was a great experience and it was difficult to leave the people I had befriended.

Simply giving money to the people there is not enough. Providing an education for the people of Zanzibar is one way to improve the system that leaves many of the people living in poverty, and I feel I was able to make a small contribution towards that goal.

My experience was one I will never forget, and I can only hope that the people I was able to interact with learned as much from me as I did from them.

-Brady Costello, ACE 2010

Greetings from the ACE Program

After an energizing Fall quarter of welcoming a brand new class of wide-eyed freshmen and re-connecting with returning students, we are excited to ring in 2010 with the ACE Program.

Life in the Undergraduate Programs Office continues at a rapid pace. In September **Bill Mains** joined the staff as the Lecturer for Leadership Education. Among his

many responsibilities, he will be working closely with the ACE sophomore cohort. Marketing professor **Steve Corio** also joined the ACE program team as the faculty advisor. Drop in and help us welcome Bill and Steve to the ACE program.

With this edition of *ACE Your Life*, enjoy alum updates along with stories and reflections from current students making an impact on campus and in the greater community.

We feature articles by ACE seniors who are exploring leadership through three unique experiences and an intrepid sophomore ACE who interviews our new ACE faculty advisor.

All of us at the ACE Program wish you the best for a fruitful New Year.

—Jo-Anne Shibles, Connie Rice, Brenda Versteeg, and Bill Mains

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ACE alum starts new venture

I'm **Noah Popa**, and I graduated from SCU in 2000 with a Marketing degree. Along with other talented Leavey School seniors, I participated in the first ACE Program, collectively working to define the program's curriculum. I returned to SCU in 2003 to earn an MBA, and graduated in 2006 with a Finance degree.



While in graduate school, I met fellow student Brent Holloway. In our daily jobs we both use spreadsheets extensively, and feel that their power and flexibility present a unique business opportunity. We're creating an active marketplace where spreadsheet templates are traded and sold, and where a community can share knowledge about these powerful business tools.

Working in our spare time and completely self-funded, we established SpreadsheetMarketplace.com in 2007. It's a modest start, and we're developing our business plan while executing it, refining our ideas and business practices. Look-

ing to the future, we're working to become 'the eBay of spreadsheets' combining a true marketplace with social media and a dedication to helping people master business and personal planning with these powerful yet inexpensive spreadsheet tools.

The ACE program is surely different now than when I participated in its startup. However, what remains consistent is the leadership training and professional mentoring, combined with the well-rounded SCU education. Together, these experiences prepared me well to take on entrepreneurship.

- Noah Popa, ACE 2000

Summer internship provides solid career foundation

My name is **Rachael Dickey**, and I am a senior from Dallas, Texas. During the school year, I am a Community Facilitator in the Modern Perspectives RLC, and work at SCU's writing center, the HUB.

I am a management major—and as a management major, I did not find many internships that focused on developing management and leadership skills. Let's face it—how many companies would want to throw me, a college student, out into their organization and expect

me to lead? I was lucky enough to stumble upon a company that did just that: Target.

This past summer, I was an Executive Intern at Target store 2088 in San Jose. Throughout my internship, I learned the processes necessary to run different work centers in the store (Human Resources, Guest Experiences, Assets Protection), and learned how to lead the overall processes of the store during the day. Towards the end of my internship, I had the chance to lead the entire building's evening shift (i.e. handling any issues that arose with guests, and leading over 30 team members).

Overall, I was impressed with, and grateful for, Target's focus on leadership development. Every week I met with my mentor and supervisor to discuss my leadership strengths and opportunities, and to discuss ways I can leverage my strengths and work on my opportunities throughout the week. Because of this focus, I feel that I am a better, more confident leader than I was before.

The real highlight of my experience, however, was the intern project. Once I became acquainted with the store, I was charged with designing, executing and tracking the progress of a project that (hopefully) improved one of my store's processes (AND I could design the project around *anything* I wanted). The project was

especially unique because it forced me out of my comfort zone and allowed me to reflect on my leadership skills.

First, I had to get the team's buy-in, collaborate with others to obtain the resources I needed, communicate effectively with managers (called



Executive Team Leaders) and team members so that everyone knew what I was changing. I then followed up with team members to ensure that my changes had gone into effect. Thus, the project allowed me to practice the management theories I learned in class, and the leadership skills I developed through the ACE program.

I couldn't be happier that I am joining Target's team next fall as an Executive Team Leader. For the rest of the year, I will be Target's Campus Liaison for SCU—which means that I am searching for the next class of interns and Executive Team Leaders from our campus. I am very excited to see what happens next!

-Rachael Dickey, ACE 2010

Welcoming faculty advisor and Marketing professor Steve Corio

As a current ACE sophomore, it is my greatest pleasure to introduce our new faculty member, Professor Steve Corio.

Before coming to Santa Clara University, Professor Corio made his mark in the business world; working in the Accounting and Finance departments of Standard Oil of California, Intel/ISS and Chemelex/Raychem, Professor Corio found his true calling in sales.

In his own words "The transition from accounting to sales was the highlight of my working career."

From that point on, Professor Corio worked in sales training, marketing management and sales executive positions with the IBM Corporation for 22 years.

Over those 22 years, he found that his most challenging, yet rewarding, task with IBM was being responsible for managing IBM's outsourcing in Charlotte, North Carolina. But with his love for sales and the business world, a new love followed thereafter: teaching.

As an alumni of both Loyola High School in Southern California and Santa Clara University, working with the Jesuit community was a big part of Professor Corio's life to which he wanted to

return.

In 1991, he started teaching part time in the MBA program here at Santa Clara University.

Soon after, when Professor Corio retired from IBM in 2002, he became a full time instructor for sales and marketing courses.

"Teaching allows me to have a significant impact on the future lives of students and at the same time allow me to continue my relationship as an alumnus."

Now as a new faculty



Professor Corio knows how crucial it is to take advantage of the opportunities when they arise, and he has made it his priority to make sure that those opportunities are present.

From just the brief time I spent talking with Professor Corio, I could feel his passion and commitment to both his students and the SCU community. I am honored and thrilled to welcome Professor Steve Corio to the ACE program.

-Kortney Wynn, ACE 2012

Teaching allows me to have an impact on students as well as helps me to give back as an alumnus of Santa Clara University

advisor of ACE, a program that he feels helps students maximize the opportunities created by their own natural talent and hard work, Professor Corio has high hopes in his ability to impact the program.

He wants to provide students with a sense of direction in their lives as well as facilitate significant career opportunities. Through this, he hopes to enhance the students' beliefs in themselves as persons of character.

ACE in Action

Thank you, ACE alums, for providing us with updated contact information. It was great to read about your many accomplishments. Please continue sending us updates at ugbprograms@scu.edu.

Kristina (Lennox) Erikson '02 is back in nursing school masters program and loving it! She hopes to start work as an ER nurse in 16 months.

Emily (Screbant) Lorenzen '05 is expecting her first baby in December. She and her husband are very excited and are preparing the nursery now.

Valerie Mock '07 is pursuing her graduate degree in International Relations at Johns Hopkins in Bologna, Italy.

Allison Norman '07 is currently working on the Disney movie "The Princess and the Frog." It hits theaters December 11. Check it out at: <http://disney.go.com/disneypicturesprincessandthefrog/>

Noah Popa '00 and his wife Julia celebrated the birth of their first daughter, Maya, born in April 2009.

Julia (Holstlaw) Ruthven '04 was married in May of 2008.

Catherine Waite '08 is in the teaching program at SCU and is planning to teach high school Spanish.

Senior ACE elected APB Director

My name is **Karen Waldmann** and I am a senior accounting major in the ACE program.

I have been involved with the Activities Programming Board (APB) at SCU since sophomore year. I was first hired as the Human Resources Director where I started by boosting team morale and planning retreats, as well as catering to artist's needs and requests when they were hosted on-campus.

Although I couldn't hold a position on staff junior year, as I was abroad, I continued to be involved by volunteering at events. Now, in my senior year at SCU, I am the Director of APB, overseeing nine staff members and their duties and events.

What I love about APB is the wide range of events

we put on in order to attract all different groups and interests on campus. Though we are most well-known for the large concert and comedy shows, APB programs 18-24 events each quarter, ranging from holiday programs like pictures with Santa to late-night events in the Bronco like Oktoberfest.

The most rewarding part of APB is the experience it gives me in managing an organization with one of the largest budgets on campus. As an accounting major, APB has allowed me to fine tune my finance skills, especially in regards to budgeting. I have also been able to work on communication skills with both outside vendors and internally with my team. Finally, it has allowed me to discover a passion for event planning, which has become a path I'm interested in pursuing.

-Karen Waldmann, ACE 2010

Join the ACE Alumni Networking Team

Generating life long connections is a hallmark of the ACE program experience. By providing opportunities to catch up with old friends and make with new ones, ACE strives to help students and alums network with each other.

This past year we hosted several post-work events throughout the Bay Area. During summer we met at Blue Chalk in Palo Alto and in Spring the ACE seniors joined us at Chevy's in San Jose.

These events are a fun



ACE 2009 seniors Chad Dupic, Michael Taylor and Kristina Alvarez

way to reconnect and reminisce.

Would you like to help plan the next post-work event? To join the team, contact Brenda Versteeg at bjversteeg@scu.edu.



Mark Austin '09 & David Tkach '06

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Address Correction Requested

What's new with your ACE colleagues?