

A few of the most popular MANAGEMENT placements available through The Philadelphia Center:

The Arden Group; Acquisitions Intern: The Arden Group, Inc. was founded in 1989 and along with its related affiliates specializes in the acquisition, development, leasing and management of real estate assets. Real estate property types include luxury Hotels & Resorts, office and specialized land development. The Arden Group has developed a very successful track record since its founding and in doing so has purchased and/or developed close to \$1 Billion of real estate. Properties include almost 4 million square feet of office space, numerous luxury hotels and over 3,000 acres of land, including a 1,500-acre luxury resort development in Jackson, Wyoming. The Arden Group has joint ventured projects and/or participated with partners such as MassMutual Life Insurance Company, Lehman Brothers, Gencom Group, The West Group, Marriott International and RAIT Investment Trust. The acquisitions intern may help compile executive summaries for due diligence; comparative analysis; cash flow analysis; and real estate research.

Hay Group; Consulting Intern: Hay Group is a professional services firm that helps organizations worldwide get the most from their people by creating clarity, capability and commitment. Founded in 1943 in Philadelphia, today Hay Group works from 72 offices in 37 countries. The company's areas of expertise include: Organizational Effectiveness, Role Clarity and Work Design; Executive Assessment, Selection and Development; Compensation, Benefits, and Performance Management; Executive Remuneration and Corporate Governance; and Employee and Customer Attitude Research. All of the Hay Group's work is supported by proven methodologies and global knowledge databases. And, Hay has 60 years of specific, documented evidence that people, not strategies, drive long-term competitive advantage. Hay Group, a management consulting firm, provides research-based diagnostic and consulting services for an international client base. Human Resources is the focus of the consulting area. Students will conduct research, use Excel in analysis, summarize interviews, and more. Ideal candidates are mature with good communication skills. They must be curious about wanting to learn and comfortable working both autonomously and as part of a team. Ideal candidates must feel comfortable seeking out answers to questions either through independent research or asking questions.

Janney Montgomery Scott; Research Intern: Janney Montgomery Scott (JMS) is a full service investment banking and brokerage firm. For over 170 years, Janney has been dedicated to helping clients plan, protect and grow wealth. Janney holds the second-oldest seat on the New York Stock Exchange, and today owns four seats and maintains its own trading floor personnel. Headquartered in Philadelphia, Janney has over 75 full-service investment offices in various locations along the East Coast with nearly 1,000 financial

consultants serving more than 350,000 customers nationwide. Equity Research Analyst Intern assists one or two equity research teams in providing research on public companies in specific industry groups. Students are asked to assist research teams in performing primary research. Primary research includes Internet searches, surveys, speaking with managements and industry observers. Students will be involved in earnings modeling, comp group analysis, and data analytics. Basic accounting and Excel familiarity is a plus.

Leadership Solutions; Assistant Consultant: Leadership Solutions, Inc., is a small consulting firm specializing in Human Resources with a particular focus on leadership assessment and development. The goal in working with clients is to understand organizational issues related to leadership effectiveness and then design and implement realistic sustainable solutions. The firm designs and implements leadership solutions to address the unique needs of both small and large organizations, both in the public and private sectors. The company's expertise is concentrated in a few key areas that are critical to any organization's long term success: assessment of leadership talent; succession planning; design and implementation of leadership development interventions; team building; and executive coaching. Associate Consultant responsibilities typically include research on various human resource topics, designing training workshops; writing and editing client proposals; and providing support for client project management as needed. Depending on the specific nature of client engagements going on at the time of the internship, students may have the opportunity to attend client meetings and participate in conference calls as appropriate.

Updated 2/09

UBS; Assistant to Financial Advisor: UBS is one of the world's leading financial firms serving a global client base. UBS is the world's leading provider of wealth management services; one of the largest asset managers globally; among the major global houses in the investment banking and securities businesses; and the clear market leader in Switzerland serving corporate and retail clients. With head offices in Zurich and Basel, UBS operates in over 50 countries and from all major international financial centers. UBS's global physical presence is complemented by offering clients products and services via a variety of different channels -- from the traditional retail bank to sophisticated, interactive online tools. Assistant to Financial Advisor will have opportunities to develop business communication and customer service skills; learn technical, fundamental and quantitative analysis of various financial vehicles. Student will also manage a mock portfolio, identify and analyze retirement plans.

U.S. Commerce Department; Trade Intern: The U.S. Commercial Service is the trade promotion unit of the International Trade Administration; U.S. Commercial Service trade specialists in 107 U.S. cities and in more than 80 countries work with U.S. companies to help them get started in exporting or increase their sales to new global markets. The mission of the Commercial Service is to support U.S. commercial interests in the United States and help small and medium sized companies export American made goods and services around the world. Our commitment is to: promote the export of U.S. goods and services, strengthen the U.S. economy, maintain job security, and create jobs; protect and advocate for U.S. business interests abroad; assist U.S. firms in realizing their export potential by providing counseling, overseas market information, international contacts, and trade promotion vehicles; support the export promotion efforts of other public and private organizations by partnering with others to create a full service export development infrastructure. International trade interns become involved in the daily operational aspects of a high activity office and work closely with an international trade specialist. They assist the specialist by completing research projects, providing market analysis, and coordinating event development, as well as performing other light clerical and administrative support duties. Interns also will learn to use and market the U.S. Commercial Service's commercial information databases. The system's highly detailed economic trend and market analysis helps exporters identify and assess their potential overseas markets. Interns also will have the opportunity to develop export marketing and sales strategies by identifying established channels of distribution to penetrate new world markets. Numerous opportunities will be available to interact with area businesses, foreign visitors, U.S. Foreign Service Officers, and U.S. Embassies and Consulates. Our internship mission is to train the next generation of American international businessmen and women to become our clients or our colleagues.

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