
Alumni Profiles

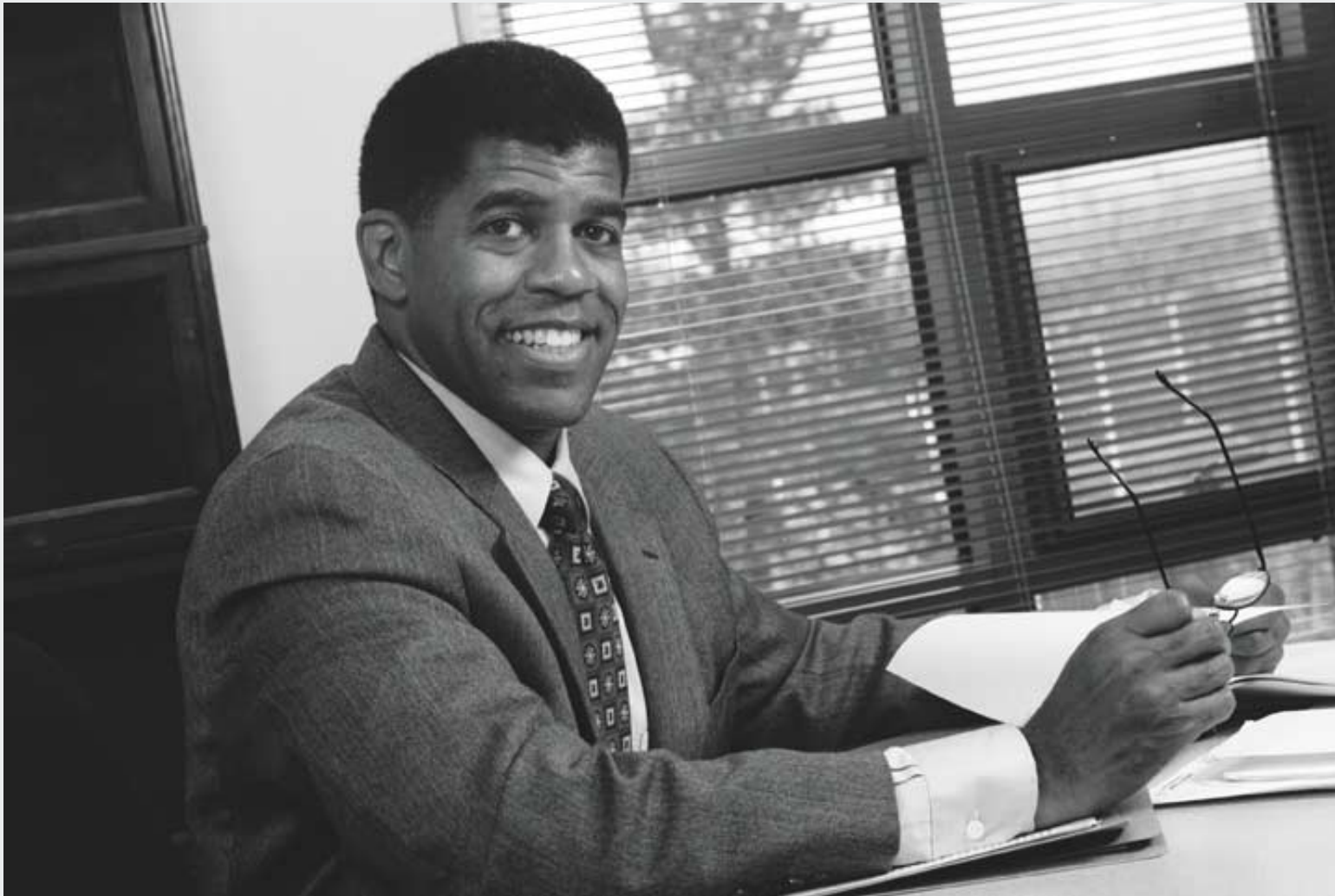
“My father steered me to Penn State. He believed it was an outstanding institution that provided the best education money could buy. My parents helped make my life choices easy. They stressed family values, a strong work ethic, education, and the importance of differentiating myself and taking risks. This upbringing gave me the confidence to choose a career in accounting, even though the major was predominantly male at the time. Another defining experience was being among the first students to study abroad. This experience helped me

confidently navigate global business deals for organizations like Ernst & Young and GE. Now, in my first year with American Express, I’m getting to know my staff and depending on another Penn State truism: Teams, not individuals, succeed. I believe leaders must build on the strengths of every team member and develop team spirit so all work toward a common goal.”

—**Joan Amble '75**
Senior Vice President and
Comptroller, American Express
Smeal Accounting Advisory Board



“Now, in my first year with American Express, I’m getting to know my staff and depending on another Penn State truism: Teams, not individuals, succeed.”



“My Smeal College M.B.A. has helped set me apart from many other lawyers who took a path from a liberal arts program to law school and then into a role of advising corporate clients. My experience at Penn State allows me to wear two hats—as a lawyer and a strategically thinking businessperson—in a practice that is primarily focused on business transactions. I have degrees from three different schools, but Penn State is the university with which I remain primarily connected. I’m proud of my Smeal College education, and anything I can do to help the school succeed is worth the effort.”

—**Solomon Hunter '84 M.B.A.**
Attorney at Law, Pepper
Hamilton LLP
Smeal Alumni Society Board

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“When I was an undergraduate and then an MBA student in the Smeal College, the network of Penn Staters on Wall Street was certainly smaller than it is today. But people like Mr. (William) Schreyer ('48, chairman emeritus of Merrill Lynch) were invaluable to those of us seeking guidance about the Street's ultracompetitive environment. Now, as the lead Penn State recruiter for Merrill Lynch, I have the opportunity to

give back to the school that helped position me for the successes I've had. I am routinely blown away by the caliber of Smeal's top finance students. They are able to compete with the best at any other school in the country, and because of their talent, the Wall Street alumni network is growing.”

—**John Shaffer '87, '89 M.B.A.**
Head of Credit Sales, Merrill Lynch



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“My Smeal College M.B.A. helped me understand the value of a network and fully grasp that networks exist in all directions at once. At Penn State, that network included classmates, professors, recruiters, alumni, and others. Each offered something of value, as I tried to do in return. More

than two years ago I decided to shift directions, trading my consulting position at Cap Gemini Ernst & Young for a business of my own called Connie & Ginger Culinary Consulting. The networking skills I honed at Smeal became more indispensable than ever. A business like mine

depends on client word-of-mouth and no advertising, and networking has made all the difference as I've worked to build a company around one of my great loves—cooking.”

**—Nichole Foster '00 M.B.A.
Founder, Connie & Ginger
Culinary Consulting LLC**



“The Smeal College MBA program certainly armed me with the bedrock business knowledge I’ve needed during my career, which has included a variety of stops in the telecommunications industry along with several startup efforts. But the more intangible skills the program fosters have been equally important. The ability to

communicate effectively with a variety of audiences has been absolutely critical, especially in roles where I’ve been called upon to manage the launch of new business ventures. And as the dot-com era ran its course, the strong sense of business ethics and integrity emphasized at Smeal helped me keep my bearings during a time

known for its big-money deals and people all too willing to bend the rules and look the other way.”

—**Troy Cromwell '88, '90 M.B.A.**
President, TeleTech Government Solutions
Smeal MBA Alumni Advisory Board

“The strong sense of business ethics and integrity emphasized at Smeal helped me keep my bearings.”

“At Sheetz, we have a passion for winning—winning the customer. We had that passion with one store and eight employees, and we have that same passion today with 10,000 employees operating 300 stores. My brother Bob helped instill that passion in me, and Penn State helped teach me the importance of people and culture so that I might help instill that passion in others. I learned a lot about personnel management at the Smeal

College. Most important, I learned to surround myself with great people. Our vision is to continuously create the business that will put Sheetz, as we know it today, out of business. Great people have propelled us to where we are today and great people will ensure our success in the future.”

—**Stephen Sheetz '69**
Chairman, Sheetz, Inc.
Smeal Board of Visitors



“Penn State helped teach me the importance of people and culture so that I might help instill that passion in others.”