

New analyst programs offer short-term work experience

By **BRIAN LONG**
Assistant Business Editor

Students nearing graduation who plan to attend law or business school, but want to work a few years first, now have the option of landing a job they can leave in a few years with no strings attached.

Investment companies and law firms have set up analyst programs in which bright college graduates work in well-paying, often high-pressure jobs for two or more years before pursuing graduate studies.

"It's just what the doctor ordered," said Sharon Wiatt, associate director for business placement at University Career Planning and Placement Services (UCPPS). "It helps people decide what they want to do."

Analysts research industries and markets in the United States and abroad. They compile their research into reports and projections on future market and industry performance. Depending on the company, analysts may also meet with clients, and job responsibility evolves based on performance.

William Willis, a senior partner in the New York-based law firm Sullivan and Cromwell, said the firm hires graduates as paralegals to assist attorneys with litigations. Unlike most programs, the paralegal job is not limited to two or three years, Willis said.

Analyst and paralegal programs often involve a lot of pressure, long hours and comfortable starting salaries.

Sam Sheagren, a second-year analyst with Brown Brothers Harriman and Co., a private bank on Wall Street, said the salaries range from \$28,000 to \$32,500 for analysts. But he cautioned against working only for

the money.

"If you do it because of money, you'll burn out quickly," he said.

David Dickson, a UNC graduate who works as an associate with Dillon Read and Co. in New York, added, "You gotta love it. One-hundred-hour weeks are not uncommon."

Sheagren said analysts at Brown Brothers Harriman would have a slight advantage at being hired for a full-time position after completing graduate work, but different firms have their own policies.

Wiatt said students benefit from the programs because they gain valuable work experience and make some money before going back to school. The companies benefit from hiring the so-called "cream of the crop" among college graduates.

"It's extremely competitive," Wiatt said, adding that companies look for students with high GPAs or some evidence of achievement at the collegiate level.

Employers with analyst programs stress strong analytical and writing skills, maturity and an interest in the field as criteria for selection in the programs. Applicants with most

liberal arts majors are welcome.

Brown Brothers Harriman looks for people with leadership qualities who may have had some work experience in college, in addition to a solid academic record, Sheagren said.

"There's very rarely a cutoff," he said. "If they've got a B average, that's fine."

"The basic idea, I think . . . is (the company) could teach you a job, but you've got to be able to learn it," Sheagren said.

UNC students think the programs are a good idea. "It's a really good learning experience," said Laura Morgan, a junior business major. "If there's any way I could possibly get it, you bet I'd do it."

Jeff Smith, a senior political science major from Roanoke Rapids, said, "If someone thinks they're not ready for law school, it might be a good idea to see what they're getting themselves into. I might end up doing it."

Students interested in the programs should stop by UCPPS, located in 211 Hanes Hall, for more information.



DTH/Janet Jarman

Attitudes Alan Young and Abdul Rahim perform at Cat's Cradle Thursday night

Small crowd . . . bad Attitudes

The Attitudes' show at Cat's Cradle last Thursday was far from exuberant. In fact for most of the show, the local band played in an almost empty club.

The Attitudes, a five-member band that has been playing in the Triangle area for the past year, consists of David Schwarz on drums, Nat Smith on bass, Dave Rutter on lead vocals, Alan Young on saxophone and Abdul Rahim on trumpet. The group plays primarily dance pop with a funky, jazzy feel.

But what's a dance band to do when nobody's dancing? Try as it did to get people up and dancing, going so far as to sponsor a bogus dance contest, none of the 10 people there chose to participate in it.

So much of a band's performance

Julie Olsen Concert

can depend on its interaction with the audience. Little distinguishes a show in a nearly empty club from a practice session at home. Even Smith admitted during the break that the guys really weren't sure how to respond to the audience's lack of reaction.

It wasn't until close to the end of the first set that a few people started to venture onto the dance floor. And then a few more. And when more people began trickling in later in the evening, the band started playing better. A whole lot better.

Feeding upon audience participa-

tion, the band really started to play in its upbeat dance style. Before it had been almost boring: long pauses between songs, nervous joking on stage and playing that neither clicked nor had any of the characteristic raw emotion of a really good live show.

Perhaps the Attitudes are aptly named. When the atmosphere is just right, they play a funky brand of pop. But without that feeling in the air, their music lacks any energy. The show at the Cradle Thursday was a case in point, but an unfortunate Catch-22; it was not until people started dancing that the group really began to play its dance tunes.

Campus Calendar

The DTH Campus Calendar is a daily listing of University-related activities sponsored by academic departments, students services, and student organizations officially recognized by the Division of Student Affairs. To appear in Campus Calendar, announcements must be submitted on the Campus Calendar form by NOON one business day before the announcement is to run. Saturday and Sunday events are printed in Friday's calendar and must be submitted on the Wednesday before the announcement is to run. Forms and a drop box are located outside the DTH office, Room 104, Student Union. Items of Interest lists ongoing events from the same campus organizations and follows the same deadline schedule as Campus Calendar. Please use the same form.

Tuesday

- 3:30 p.m. Career Planning and Placement Services will hold an interviewing skills workshop in 210 Hanes Hall.
- 6:30 p.m. Order of the Bell Tower will meet in the Union. Check the board for room number.
- 8 p.m. UNC Young Democrats will hear Congressman David Price speak on student aid and other issues in Union 224.

Items of Interest

NCMH Student Volunteers announce Hospital Volunteer Registration from 9:30-5:30, Jan. 18-22 on first floor of Old Clinic Bldg. Info in the Pit Jan. 14-15 or call 966-4793.



Nautilus FITNESS CENTER, INC.

SPRING SEMESTER FITNESS SPECIAL!

MEMBERSHIP NOW
THROUGH MAY 30th
ONLY \$99.00

Featuring: Nautilus machines, Olympic weight room, aerobics classes, Wolff Tanning Bed, Lifecycles, sauna, whirlpool

Two Great Locations:

Chapel Hill Nautilus
Chapel Hill Blvd., Straw Valley
968-3027

Durham Nautilus
Hillsborough Road (next to Best Products)
383-0330

ALL MAJORS

Learn how to sell advertising and make good money working for

The Daily Tar Heel

come to a meeting
Tuesday, Jan. 19th
at either

12 noon or 4:00 pm
DTH Office, Room 104
Carolina Union

Do You Wanna Go Party?
COLLEGE NIGHTS
Tuesdays: Free Draft Beer!
Thursdays: 75¢ Beer/\$1.25 "Carolina Kamikazis"



Carolina/Duke
TV Basketball
Thursday at 8:00 p.m.
Kroger Plaza • 929-WFUN

ATTENTION BSN CLASS OF 1988.

The Air Force has a special program for 1988 BSNS. If selected, you can enter active duty soon after graduation—without waiting for the results of your State Boards. To qualify, you must have an overall "B" average. After commissioning, you'll attend a five-month internship at a major Air Force medical facility. It's an excellent way to prepare for the wide range of experiences you'll have serving your country as an Air Force nurse officer. For more information, call

MSgt Nick Nero (919)850-9549
Station to Station Collect



Research works.

WERE FIGHTING FOR
YOUR LIFE



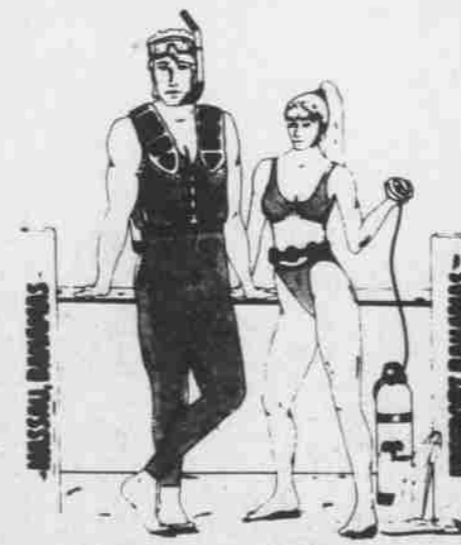
Spring Break '88

BAHAMA BOUND

8 DAYS/7 NIGHTS
from \$299.00

Price includes:

- ROUND TRIP AIRBOAT FARE FROM MIAMI OR FT. LAUDERDALE
- ROUND TRIP TRANSFERS TO YOUR HOTEL
- BEACH OR NEAR BEACH ACCOMMODATIONS
- ALL TAXES, TIPS & GRATUITIES/LOADING
- COMPLIMENTARY DRINKS & DISCOUNTS AT BAHAMAS FINEST RESTAURANTS
- FREE 100% COTTON T-SHIRTS
- FREE COCKTAIL PARTIES NIGHTLY
- FREE ADMISSION INTO EXCITING NIGHT CLUBS
- FREE ADMISSION INTO GREAT LOCAL SHOWS
- FREE SCUBA AND SNORKLING LESSONS
- 40% OFF ON DIVES (INCLUDES EQUIPMENT)
- AND MUCH MUCH MORE



Fly to Nassau



Cruise to Freeport



CALL TOLL FREE 1-800-6-BAHAMA

RECYCLE This Newspaper

January 21, 22, 23

The Clean Sweep SALE

Come to University Mall!



UNIVERSITY
Mall & Plaza