Dear Friend of UPOP:

UPOP initiated an annual corporate sponsorship program this academic year, and our newsletter will feature a series of profiles on our inaugural annual sponsors: JP Morgan Chase & Co., Pioneer Natural Resources Company, Northrop Grumman Corporation, and Akamai Technologies, Inc. Our first profile is in this issue, JP Morgan Chase & Co.

The Great Blizzards of 2015 continued to make their presence felt even into early April: snow was still melting around Boston, and UPOP was holding a make-up session for IAP module that we had been forced to cancel not once but twice over our January/February workshops because of snow days.

Another annual sponsor, Northrop Grumman Corporation, is accelerating its activities on campus, including hiring ten UPOP interns for this summer.

And a quick shout-out to UPOP mentor-instructor Jo Ivester ’77, who has published a memoir about growing up in a small Mississippi town in the 1960s.

We thank you for your continued support!

With best wishes,

The UPOP Team

Joel Schindall Director  |  Leo McGonagle Executive Director  |  Kate Moynihan UPOP Mentor Liaison  |  Bethany Walsh & Sharon Leary UPOP Student Relations | Amy Bass UPOP Employer Relations  |  Jessica Jones UPOP Communications & Operations

Annual-sponsor profile:

JPMorgan Chase & Co.

A global growth opportunity for UPOP students

UPOP students have a great reputation at JP Morgan Chase & Co. When Alexis Marriot, technology analyst program recruiter, became the company's UPOP liaison, she was told: "UPOP sophomores are really highly trained, highly developed, they communicate well, they are super bright, and incredibly ambitious."

And when it comes to choosing an internship, the company has a lot to offer students, as UPOP alum Kaosisochukwu ("Kossy") Uzokwe ’14, has found. As an intern and now at JPMorgan Chase full time as a technical analyst, Uzokwe has benefited from the company's focus on training, development, and flexibility. "There's a place for whatever you are interested in," he says. "You can try things out, and find something that fascinates. The company wants you to develop yourself, and provides you with the resources to do this."
Popular module, thwarted by blizzards, finally reaches the students

One of our favorite IAP Team Training Camp modules was struck twice by the Great Blizzards of 2015. We had to cancel the "Whole Brain" segment during both IAP Session 2 and the Presidents' Day Weekend workshop.

Our presenter, Chuck McVinney, very kindly agreed to reschedule, and on April 7 he led two sessions to rooms filled to capacity.

The "Whole Brain" model is part of the Herrmann Brain Dominance Instrument (HBDI), and it is a key part of UPOP's goal of coaching the students in effective communication, decision-making, and team development through experiential exercises.

After hearing a brief overview of the model, the students enthusiastically took part in a hands-on exercise, using roles based on the four quadrants of the Whole Brain (Analytical, Structured, Conceptual, and Interpersonal) to develop and present a pitch to "save" the in-house R&D department of a drug development company.

Students walked away with an understanding that people have different preferences for thinking and behaving, and that they should consider others' preferences when communicating and working in teams—skills that will prove valuable as they enter the workplace.

Northrop Grumman hires record 10 UPOP interns

Northrop Grumman Corporation, another of UPOP's annual sponsors, has hired a record number of UPOP students as interns for the summer of 2015.

"Northrop Grumman understands that today's sophomore interns are tomorrow's graduated alums," Amy Bass, UPOP employer relations, told the audience at a Northrop Grumman reception and dinner on April 15. Bass was an invited speaker at the event, held in partnership with the MIT Industrial Liaison Program (ILP), to honor the company's campus partners and future MIT student interns.

Bass said that Northrop's summer UPOP interns represent "the record for a single employer in our fourteen-year history." She highlighted UPOP's core mission to prepare hundreds of MIT sophomores each year to transition from the world of academia to the world of work and prepare them to integrate into
and thrive in the industry environment—much of which is supported by UPOP's unique employer relationships.

Karl Koster, executive director of the MIT Office of Corporate Relations, spoke of Northrop's "robust engagement" with MIT. The company has hired 40 interns from the Institute this year, 27 of whom are sophomores.

Present at the reception were Northrop Grumman's university relations team, led by Veronica Nelson, manager of Northrop's Career Pathways Program; senior Northrop engineering division leaders; members of the MIT Computer Science and Artificial Intelligence Laboratory; the Global Education and Career Development Center; the Bernard M. Gordon-MIT Engineering Leadership Program; UPOP; and more than 15 MIT students (including four UPOP sophomores).

Bass thanked Northrop for its outstanding support of UPOP through its annual partnership, adding that Northrop is "helping to shape future engineering and business leaders."

Mentor memoir:

**Fighting the War on Poverty in the Sixties' Mississippi**

Jo Ivester '77, a frequent UPOP mentor-instructor, has published a moving and vivid memoir of her childhood growing up in a small, poor, all-black town in the Mississippi cotton fields.

"The Outskirts of Hope: A Memoir of the 1960s Deep South" combines Ivester's own writing with the detailed journals her mother kept as she taught high school English. The family had moved there in 1967 from a well-to-do Boston suburb after Ivester's father, inspired by President Johnson's call for a War on Poverty, became medical director of the only clinic for miles around. The memoir's title comes from Johnson's 1964 War on Poverty speech, in which he said: "Many Americans live on the outskirts of hope, some because of their poverty and some because of their color, and all too many because of..."
both. Our task is to help replace their despair with opportunity."

Ivester is on a book tour around America—including Cambridge, Mass.: she will be at Porter Square Books on May 27. For book-tour details and some fascinating historical background to the memoir, visit her [website](#).