

STUDENT NAME:

CLASS YEAR:

STUDENT ID:

EMAIL:

TYPE OF 99: internship

SUBJECT: ECON

TITLE OF 99: Corinthian Capital Internship

SPONSOR EMAIL:

GROUP PROJECT: no

STUDENTS IN GROUP:

DESCRIPTION: I would like to use the winter study period to complete an internship at Corinthian Capital: a small private equity firm in New York City. Corinthian focuses on investment opportunities in small and middle market niche companies, with an emphasis on unique manufacturing, distribution, and service companies. As an intern, my role would be to identify companies and industries with high growth potential. By reading about, researching, and analyzing companies and sectors with such potential, interns and analysts at Corinthian provide vital information to decision makers. Upon completion of the term, I will present Corinthian with a detailed report of my findings and recommendations.

INTELLECTUAL CONTENT: I became very interested in private equity after taking a class in financial accounting at a local college over the summer. I have always been interested in business and finance, and this internship is a great opportunity to learn about how the business world is affected by the things I learned about in macroeconomics last year, like current economic policy and growing economic power in the Far East. If my project could be centered on any two questions, they would be: What industries will do well in the next 5 to 10 years? And, How will current economic, political, and social conditions shape these industries?

For example, I want to explore the impact of the decisions being made surrounding "cap and trade" legislation, and how proposed policy will change the landscape of the energy business (especially the clean energy business). Similarly, I plan on examining the food industry, and learning about investment opportunities surrounding food given the population growth in emerging markets and developing countries. In addition to being able to build a relationship and connection with Corinthian, I hope to be able to begin to think from an investor's standpoint, and ask questions like: Could a technological advancement increase efficiency? Is there still a market for the product that's not being exploited? What's the competition like? Exploring questions about efficiency, size of a market, and competition within industries will certainly serve me well in future economics classes.

ANALYSIS: I will answer the question listed above by using the resources available to me online and through the Williams College Library, like Econlit and General BusinessFile ASAP. Econlit is a database that locates journal articles and other scholarly work about economics, while BusinessFile ASAP is an index to general business and finance magazines, and also includes company profile information for public and private companies, as well as investment reports. Corinthian will also forward me pertinent information and resources surrounding areas they are interested. I will also be monitoring the Economist, Wall Street Journal, and New York Times every day for information that is relevant to my project.

READING LIST: A. Non-specific articles from the Economist, New York Times, and Wall Street Journal.
B. I will read "Investment Banking" as an introduction to banking and private equity, and before I begin my WSP 99. I will use the other sources as a starting point for my research, and will build on them from the online data sources and journals available here at Williams.

Brush, Candida. "Pathways to entrepreneurial growth: The influence of management, marketing, and money." *Business Horizons* 52 (2009): 481.

Clinton, Bill. "Creating value in an economic crisis.(Sustainability + Innovation)." *Harvard Business Review* 87 (2009).

Diebold, John. "How computers and communications are boosting productivity: an analysis." *International Journal of Technology Management* 5 (2009).

Nichter, Simeon. "Small Firm Growth in Developing Countries." *World Development* 37 (2009).

O'Dwyer, Michele. "Market Orientation, NPD Performance, and Organizational Performance in Small Firms.(Report)." *Journal of Product Innovation Management* 26

(2009). Web.

Rigsby, Darrell, James Allen, and Kara Gruver. "Innovation in turbulent times." Harvard Business Review 87 (2009).

Rosenbaum, Joshua, Joshua Pearl, and Joseph Perella. Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions. Hoboken, New Jersey: John Wiley and Sons, 2009. Print.

CONSULTATION: I consulted Prof. Nafziger, and he directed me to Prof. Sheppard

PRIOR EXPERIENCE: At Williams: Economics 110, 120, 251, WSP: Volunteer Income Tax Preparer

At Champlain College: Accounting 130 - Financial Accounting

EVALUATION: I will write a paper of at least 10 pages summarizing what I learned.

This will be in addition to the report that I provide Corinthian summarizing my findings.

STRUCTURE: Pre-WSP - Read "Investment Banking", Read newspapers (NY Times, Economist, WSJ) daily

Week 1 - Begin research under guidance and recommendations of Kareem at Corinthian.

Week 1 will be dedicated to identifying key industries for growth - keeping in mind economic and political factors described above. Read newspapers

Week 2 - Solidify list of industries, and narrow down sectors as much as possible within each industry. Compile list of criteria for companies that might do well within each industry. Read newspapers.

Week 3 - Hone in on specific companies and identify why they will do well in the future (social changes, gov't regulations, technological changes, etc.). Read newspapers.

Week 4 - Put research together in a concise and easy to read format. Although I will not limit my research to small to mid-cap companies, I will keep in mind the size of the companies that Corinthian is interested in, and industries that they have experience in.

During this time, I will also write up my WSP final paper summarizing what I learned. Read Newspapers.

Post - WSP - Hopefully stay in touch with Corinthian and remain available if they have any questions regarding my findings.

RESOURCES: I will just need the selected journals available from the online database, plus any

books/journals/magazines that are available from the library that I may need during the course of my

research (of which there are thousands pertinent to my project, and available).

EXPENSES:

DISCUSSED FINANCES WITH PARENTS OR GUARDIAN:

APPLIED FOR FINANCIAL AID?: