



## SOM'S INSIDE SCOOP: CAREERS IN THE ARTS

### RELEVANT CLASSES – IN AND OUTSIDE SOM

- **MGT 527:** Strategic Management of Nonprofit Organizations
- **MGT 529:** Workshop on Entrepreneurship in the Nonprofit Sector
- **MGT 814:** Understanding the Financial Statements & Financial Condition of Private NFPs
- **MGT 828:** Creativity and Innovation
- **MGT 861:** Philanthropic Foundations
- **MGT 853:** Services Marketing Strategies for Nonprofits and For-Profits
- **MGT 557:** Product Planning and Development (?)
- **Architecture:** Intro to Planning and Development

### FACULTY

- Joel Podolny (also faculty at National Arts Strategies)
- Sharon Oster (also faculty at National Arts Strategies)
- Jonathan Feinstein
- Paul DiMaggio (former SOM faculty member), currently at Princeton and head of the Center for Arts and Cultural Policy Studies
- Julie Koo, Program on Social Enterprise

### SECOND YEARS INTERESTED IN/WITH EXPERIENCE IN THE FIELD

- Kjell Wangenstein
- Erica Thomas
- Nozomi Michiki
- Amy Letourneau
- Sebastien Chalmeton
- Danielle King
- Ann Schuster

### HELPFUL ALUMNI

- Nick Brod: Museums
- Seth Brown: Magazine publishing
- David Feldman: Film
- Kaz Ishizuka: Theater
- Julie Koo: Literature/book publishing (*Arts and Culture Club co-leader*)
- June Liang: Performing arts
- Lisa Pue Chinery: Foundations
- Brigid Slipka: Theater (*Arts and Culture Club co-leader*)
- Caroline Tsai: Music
- Nate Wilcox: Museums (*Arts and Culture Club co-leader*)

- Joshua Chuang: Visual arts
- Kat Cross: Theater
- Gina Flores: Museums
- Nathan David Guyer, Budget Analyst, National Gallery of Art, Landover
- Todd Haines, Roundabout Theater
- Gail M. Harrity, Chief Operating Officer, The Philadelphia Museum of Art, Philadelphia
- Melissa J. Hilton, Dir., Advisory & Auxiliary Group, The Field Museum, Chicago
- Maryann Elizabeth Jordan, Sr. Deputy Director, Strategic Planning, Seattle Art Museum, Seattle
- Kate Ingram: Arts management
- Olivia Zoe Kahr
- Thomas Krens, Director, Guggenheim Museum, New York
- Elizabeth Barbee Kyle, Manager of Financial Planning, Reporting, Analysis, The Museum of Modern Art, New York
- Emily Lasner: Museums (Manager, Yale Program on Social Enterprise)
- Katherine Anne Merrill, Planning and Budget, Metropolitan Museum of Art, New York
- Beth Ellen Miller, Associate Director for Development & External Affairs, Yale Center for British Art, New Haven
- Kathleen B. O'Connor, Education Director, Bayou Bend Collection & Gardens, Houston
- Melanie Rogers: Film
- Amy D. Rosmarin, Management Consultant, Rosmarin & Associates, North Salem
- Timothy F. Rub, Director, Cincinnati Art Museum, Cincinnati
- Jeffrey N. Rudolph, President & CEO, California Science Center, Los Angeles
- Denise A. Thal, Vice President & CFO, The Henry Ford, Dearborn
- Alison Weaver, Director of Affiliates, Solomon R. Guggenheim Museum, New York
- Karl E. Willers, Curator, Samuel Dorsky Museum of Art, New Paltz
- Peter E. Yudkoff, Associate Director of Capital Projects, Historic Hudson Valley, Tarrytown

### **ORGANIZATIONS RECRUITING THROUGH THE CDO**

- American Symphony Orchestra League
- Yale Summer Cabaret

*The following offer internships through the President's Public Service Fellowship:*

- International Festival of Arts and Ideas
- Arts Council of Greater New Haven
- New Haven Symphony Orchestra (they also had an SOM Outreach project)
- Creative Arts Workshop
- Children's Museum

### **YALE AND NEW HAVEN RESOURCES**

- Arts Council of Greater New Haven: [www.artscouncilgnh.org](http://www.artscouncilgnh.org) (event and job listings)
- Arts Library: [www.library.yale.edu/art](http://www.library.yale.edu/art)
- Film Study Center: [www.yale.edu/filmstudy](http://www.yale.edu/filmstudy)

- SOM Arts and Culture Club: weekly email
- Music Library: [www.library.yale.edu/musiclib](http://www.library.yale.edu/musiclib)
- Yale Art Gallery: [www.artgallery.yale.edu](http://www.artgallery.yale.edu)
- Yale Center for British Art: [www.ycba.yale.edu](http://www.ycba.yale.edu)
- Yale School of Art: [www.yale.edu/art](http://www.yale.edu/art)
- Yale School of Architecture: [www.architecture.yale.edu](http://www.architecture.yale.edu)
- Yale School of Drama: [www.yale.edu/drama](http://www.yale.edu/drama)
- Yale School of Music: [www.yale.edu/music/ysm.html](http://www.yale.edu/music/ysm.html)

## **CDO RESOURCES**

### **ArtSearch**

Lists administrative and artistic jobs/internships, primarily in the non-profit performing arts sector. The CDO has a subscription.

Login: [mary.spencer@yale.edu](mailto:mary.spencer@yale.edu)

Password: somcdo

[http://www.tcg.org/frames/artsearch/fs\\_artsearch.htm](http://www.tcg.org/frames/artsearch/fs_artsearch.htm)

### **CDO resources on arts**

<http://www.som.yale.edu/careers/careerinfo/sectors.asp#arts>

### **Guidestar**

Search on the relevant NTEE (National Taxonomy of Exempt Entities) code:

<b>A Arts, Culture, and Humanities</b>	
A01 Alliance/Advocacy Organizations	A02 Management & Technical Assistance
A03 Professional Societies & Associations	A05 Research Institutes and/or Public Policy Analysis
A11 Single Organization Support	A12 Fundraising and/or Fund Distribution
A19 Nonmonetary Support N.E.C.*	A20 Arts, Cultural Organizations – Multipurpose
A23 Cultural/Ethnic Awareness	A25 Arts Education/Schools
A26 Arts Council/Agency	A30 Media, Communications Organizations
A31 Film, Video	A32 Television
A33 Printing, Publishing	A34 Radio
A40 Visual Arts Organizations	A50 Museums & Museum Activities
A51 Art Museums	A52 Children's Museums
A54 History Museums	A56 Natural History, Natural Science Museums
A57 Science & Technology Museum	A60 Performing Arts
A61 Performing Arts Centers	A62 Dance
A63 Ballet	A65 Theater
A68 Music	A69 Symphony Orchestras
A6A Opera	A6B Singing Choral

A6C Music Groups, Bands, Ensembles	A6E Performing Arts Schools
A70 Humanities Organizations	A80 Historical Societies and Related Activities
A84 Commemorative Events	A90 Arts Service Activities/ Organizations
A99 Other Art, Culture, Humanities Organizations/Services N.E.C.	

**PUBLICATIONS, PERIODICALS, WEBSITES**

**American Theatre Magazine**

Published by Theatre Communications Group

[www.tcg.org/frames/am\\_theatre/fs\\_am\\_theatre\\_subsc.htm](http://www.tcg.org/frames/am_theatre/fs_am_theatre_subsc.htm)

Student subscription - \$20/year

Organization	Website
<b>National Organizations</b>	
Americans for the Arts (sponsors conferences and other programs for arts managers)	<a href="http://www3.artsusa.org">www3.artsusa.org</a>
Arts and Business Council(runs Business Volunteers for the Arts program, recently merged with Americans for the Arts)	<a href="http://www.artsandbusiness.org">www.artsandbusiness.org</a>
Arts Journal	<a href="http://www.artsjournal.com">www.artsjournal.com</a>
Musical America	<a href="http://www.musicalamerica.com">www.musicalamerica.com</a>
National Arts Strategies (Executive education for arts leaders)	<a href="http://www.artstrategies.org">www.artstrategies.org</a>
New York Foundation for the Arts (has nationwide job Listings)	<a href="http://www.nyfa.org">www.nyfa.org</a>
Playbill Online (news and job listings)	<a href="http://www.playbill.com">www.playbill.com</a>
Poets and Writers (News and features on literature)	<a href="http://www.pw.org">www.pw.org</a>
Publishers Weekly (News and jobs for book Publishers)	<a href="http://www.publishersweekly.com">www.publishersweekly.com</a>
Variety (Information for the entertainment industry – includes Legit section for theater.)	<a href="http://www.variety.com">www.variety.com</a>
<b>Local/regional groups</b>	
<i>In general, for the specific locale you are interested in find the websites of the local arts council and the state arts agency to get to helpful links.</i>	
Cultural Alliance of Greater Washington (DC)	<a href="http://www.cultural-alliance.org/">www.cultural-alliance.org/</a>
League of Chicago Theatres (Job openings in Chicago-area theatres)	<a href="http://www.chicagoplays.com">www.chicagoplays.com</a>
Professionals for Nonprofits (Job postings in New York and DC)	<a href="http://www.nonprofitstaffing.com">www.nonprofitstaffing.com</a>

### **ADDITIONAL INFORMATION:**

Drama - Those interested in theater should check out the theater management offerings at the drama school and contemplate the joint degree. In a cursory review of classes at the art and music schools, they do not include classes on management.

In general, as someone coming from the world of small non-profit arts groups, there is such a lack of management knowledge out there, pretty much anything and everything is useful. Numbers are incredibly powerful, especially to those who control the purse strings, so being able to convincingly quantify things such as organizational capacity, customer segments, or societal/cultural impact can be compelling on grant proposals. And, of course, these types of numbers are more than mere window dressing, but can help you make vital decisions in running an organization.

A note from Nick Brod '06: "I was advised against taking many (if any) non-profit classes since most senior museum people that I had asked for advice felt that what was needed in non-profits were harder-edged business, strategy, marketing and finance skills and less of the 'softer' non-profit type skills."