

**NORTHEASTERN UNIVERSITY COLLEGE OF BUSINESS APPOINTS DIRECTOR OF BUSINESS DEVELOPMENT FOR EXECUTIVE EDUCATION**

*Elizabeth N. Cliff Brings Wealth of Experience to Newly-Formed Position at Northeastern University's College of Business Administration*

**BOSTON, MA – November 14, 2007** – Northeastern University's College of Business Administration today announced that Elizabeth "Beth" N. Cliff has joined the College as its director of business development for Executive Education. In this new position, Cliff joins the College's rapidly growing Executive Education practice, which provides customized management education classes and workshops for executive and senior management teams.

With over 20 years of experience in the human resource management and executive education Cliff most recently served as head of Organizational Development and Training at CVS, where she spearheaded training efforts to ensure smooth transitions of CVS acquisitions.

Prior to CVS, Cliff worked in sales for Forum Corporation, a Boston-based training and consulting firm, where she served as Executive Director for the Midwest region and as a leading salesperson in the NYC market. She started her career at Harbridge House in Boston in its Executive Development Division, where she designed, developed, and delivered complex organizational development projects to Fortune 500 companies. Cliff went on to work at PepsiCo (Purchase, NY) and Pepsi-Cola North America (Somers, NY) in their HR organizations. Cliff was also a consultant at Global Partners, Inc. and Korn/Ferry Organizational Consulting, both based in Boston.

**Elizabeth N. Cliff** is a graduate of the Phillips Exeter Academy, Princeton University and the Darden School of Business at University of Virginia. She lives with her husband and two children in Wayland, MA.

**About Executive Education at Northeastern University College of Business Administration**

Northeastern's Executive Education practice is built on the University's reputation for the hands-on, practical, and pragmatic application of faculty research and expertise. It offers highly-customized workshops and seminars for seasoned managers and leaders who can benefit from new or refreshed knowledge to address current and anticipated business issues. Subject matter varies on the needs of our clients: from Supply Chain Management to Product Innovation; from Cross-cultural Management to Leading Organizational Change. Recent clients include IBM, the FBI, Raytheon, BAE Systems, Genzyme, Mars, The MathWorks, BlueCross BlueShield of Massachusetts, Brown Brothers Harriman and State Street Bank.

**About Northeastern University College of Business Administration**

Northeastern University College of Business Administration, established in 1922, provides its students – undergraduate, graduate and executive – with the education, tools, and experience necessary to launch and accelerate successful business careers. The College credits its success to expert faculty, close partnerships with industry, and its emphasis on rigorous academics combined with experiential learning.

The College is highly ranked by several prestigious publications. *BusinessWeek* ranks the College 26<sup>th</sup> in its "Best Undergraduate B-schools" and #1 in internships. The College's Bachelor of Science in International Business program is ranked #16 by *U.S. News & World Report*. The undergraduate program is also distinguished by Princeton Review and *Entrepreneur* magazine as one of the U.S. top 25 entrepreneurship programs. *Financial Times* ranks the College's Executive MBA program in the U.S. top

50 and *U.S. News & World Report* ranks the College's part-time MBA program #21 in the country. For more information about Northeastern University's College of Business Administration, visit [www.cba.neu.edu](http://www.cba.neu.edu).

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