

THE GLOBALIST

GOING PLACES

GSIEF ALUMNI are charging out of the starting gate upon graduation and running quickly up the ladder of success in some of the world's premier companies, according to a new ten-year analysis of the career paths of graduates. Their individual success stories are as varied as they are impressive.

Nikolay Vassilev '97 is advising large institutional investors on equity opportunities in emerging markets for Warburg Dillon Read (WDR) in London. A division of Switzerland's largest bank, UBS, WDR is generally considered the leading European equity house. Vassilev, who first worked for the company in Tokyo during his required study abroad, monitors and maintains a database of about 1000 stocks in 23 sectors and 24 countries, including Russia, Brazil, South Africa and Malaysia. He also created and publishes a Bulgarian stock index.

GSIEF's global perspective and the School's excellent training in finance have been important to his success so far, he reports, but the school's requirement that every student spend a semester abroad, combined his internship in Japan, was particularly crucial. "Everyone who did an internship abroad found an excellent job afterward," he relates.

Robert Brown '89 also considers his overseas experience while at GSIEF critical to his career at Morgan Stanley Dean Witter, where he is now the associate director of the firm's Global Economics Research team, ranked number one in the world by

Institutional Investor. "Studying for a semester at Louvain La Neuve in Belgium and living with a diverse group of international students was an important experience," he points out. "It gave me the maturity, perspective and courage to pursue an assignment in Japan which was the beginning of my career in global research."

*"I still carry around
the GSIEF tool box.
The financial modeling
skills I learned
really prepared me"*

Robert Brown '89

Associate director of research for
global economics and equity strategy,
Morgan Stanley Dean Witter

Caroline Faivet '95 labels GSIEF's international focus "perfect" for her chosen career in international consumer marketing. The director of sales worldwide for a division of the world's largest watchmaker, Swatch Group, Faivet declares that every class prepared her well for her work in nine different markets around the world. "We learned American accounting practices, but also compared them to those used in other countries," she explains. "We did case studies on foreign companies trying to open new markets and in one class I did a project with a company trying to enter the Japanese market. These experiences have been very helpful to me in my work." Caroline has risen rapidly from public relations and marketing manager to head of worldwide sales in

Semester Abroad Reaps Dividends

The required semester abroad has proved to be the starting point of many successful careers among GSIEF alumni.

Ashwin Chaudhry '00 may have launched his career during his semester at Erasmus University in Holland. In a classroom assignment, Chaudhry and his teammates advised a major ERP (Enterprise Resource Planning) vendor, Baan Corporation, on whether the company should implement a formal patenting system as a result of changes in U.S. Patent legislation. As a result, Senior management at Baan set up a panel to implement their findings and suggestions.

Chaudhry and his teammates from The Netherlands and Australia won the award for the best consulting report and presentation.

only four years, growing the business by more than 30 percent and entering seven new markets.

About 11 percent of GSIEF alumni work in the public sector. Olaf Unteroberdoerster says the position he got as an economist with the International Monetary Fund in Washington, D.C. was "on the top of the list" when he graduated with a Ph.D. in 1998. As part of the IMF Middle Eastern department, he initially monitored the economies of several countries and conducted missions in East Africa. He now works on the Fund's policy development, examining issues such as the lessons of the Asian financial crisis.



Left to right: Robert Brown, Sharon Fried, and Michael Mayer.

Companies Recruit at Career Expo

The Federal Reserve Bank of Boston, Fidelity Investments, FleetBoston, PaineWebber, PriceWaterhouseCoopers, and Espanol.com were a few of the companies that traveled to campus in January for the GSIEF "Career Expo." Almost 150 graduate and undergraduate students brought their resumes and mingled with company representatives over dinner. Following the dinner, students lined up interviews with recruiters.



Above: (seated left): Mary Mille, FleetBoston; Left: Kim Naven, Putnum Investments, with a student.; Right: David Smith, Baystate Financial Services, with Marcia Katz, manager of career services, GSIEF.



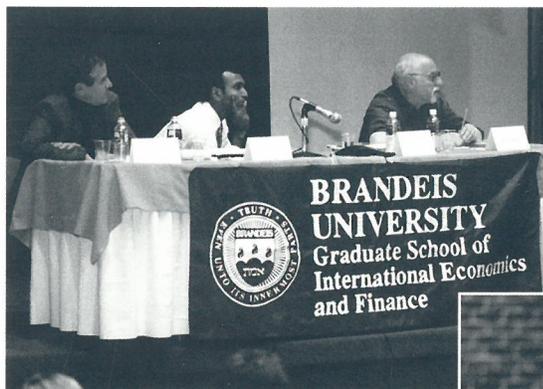
East Meets West

Former Japanese Prime Minister Ryutaro Hashimoto (front row, center) met with GSIEF students (back row, L-R) Georg Stadtmann, Scott Holland, Inci Kaya, Ofer Melnik, and (front, L-R) Renan Herrera and Melissa Otto-Yano on a recent visit to Boston.

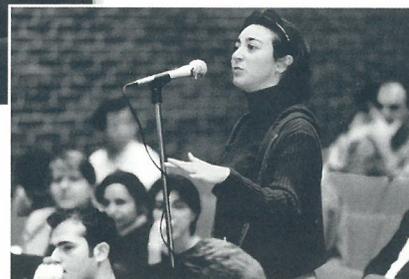
Brandeis@Web

Forging connections in a disparate community was the goal of GSIEF's "Brandeis@Web" conference, which featured *Wall Street Journal* columnist Walt Mossberg, PlanetRx founder Stephanie Schear '89 (not pictured), and many other Brandeis and GSIEF alumni actively involved in the Internet economy. The

business side, new technologies, and financing were all covered at this event which linked 125 current and future Internet entrepreneurs. GSIEF now offers three courses in the field of entrepreneurship, including a new advanced elective on e-Business. "Brandeis@Web" will become an annual event.



Above (L-R): Pito Salas '76, founder, Instinctive Technologies, Inc.; Sundar Subramaniam '88, founder of four companies trading on NASDAQ and president, Cambridge Technology Enterprises; and Walter Mossberg '69 of the *Wall Street Journal*. Above right: Congressman Edward J. Markey.





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NEWSMAKERS

Science News

In an article by Oliver Baker, Blake LeBaron assessed one physicist's method of calculating financial risk as work that produces new mathematical insight. LeBaron has collaborated with a few physicists on his own economics publications.

Channels

Benjamin Gomes-Casseres, associate professor at GSIEF and author of *The Alliance Revolution: The New Shape of Business Rivalry*, commented on the value of companies pooling their capabilities through alliances with other companies "to succeed in ever more complex and rapidly changing businesses."

Boston Globe

In a November *Boston Globe* op-ed article, Dean Peter Petri argued that China's admission to the WTO would make it harder to reach agreements between developing countries on world trade relations, a fact borne out by the subsequent collapse of the Seattle meetings.

MARK YOUR CALENDAR

GSIEF invites you to attend the CEO Forum Lecture Series. Lectures are open to the public, and are located in International Hall, unless otherwise noted. RSVP at 1-800-878-8866.

MARCH

Sundar Subramaniam '88
President, Cambridge Technology Enterprises
Founder, I-Cube, C-Bridge and other companies
March 7 5:00 – 6:00 pm

Karen Gordon Mills
Founder, Solera Capital
March 14 5:00 – 6:00 pm

Stanley B. Tulin
Vice Chairman and CFO,
The Equitable Companies
Member, GSIEF Board of Overseers
March 20 2:00 – 3:30 pm

Paul Walborsky '88, IEF '89
Founder, Worldstreet Corporation
March 21 5:00 – 6:00 pm

Business, Ethics, and Society Forum
Keynote Address

Steven Grossman
President, Massachusetts Envelope Company
Former Chairman, National Democratic Committee
Chairman, Brandeis University Board of Trustees
March 29 3:30 – 5:00 pm

APRIL

The Honorable Charlene Barshefsky
United States Trade Representative
April 14 12:00 – 1:30 pm (tentative time)
Silver Auditorium