



Newsletter

Ambassador Ray and Governor Weld Launch Mission to India

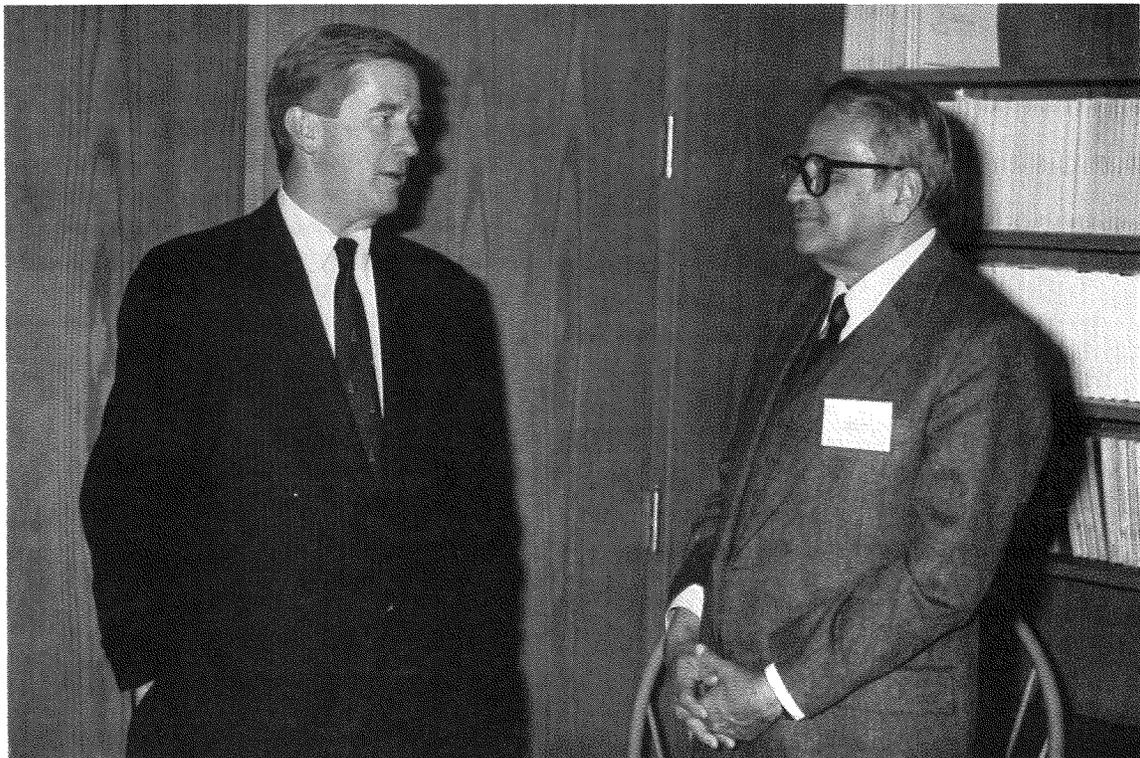
Indian Ambassador to the United States **Siddhartha Ray** joined Massachusetts Governor **William Weld** at the Sachar Center on February 2 to discuss new trade and commercial opportunities in India. Dean Peter Petri, who hosted the session, said it was "exceptionally warm, and reflected great excitement about India's reforms and the dramatic increase in U.S. interest in India."

The meeting followed a briefing on India's economic reforms for the 30 senior business executives preparing to accompany Governor

Weld on a trade mission to India. Dean Petri commented: "Massachusetts investors are determined to be in on the ground floor of this important new market."

Also participating were the Commerce Minister from the Indian embassy, **Meera Shankar**, Indian Consul General to New York, **Gajanan Wakankar**, Massachusetts Secretary of Economic Affairs, **Gloria Larson**, MASSPORT Executive Director, **Stephen Tocco**, and senior officials from the Massachusetts Office of International Trade and Investment (MOITI).

The event was co-sponsored by MOITI, the law firm Hale & Dorr and State Street Bank and Trust Company.



Governor William Weld and Ambassador Siddhartha Ray

EVENTS

U.S. APEC REPRESENTATIVE GIVES INSIDE VIEW OF TRADE TALKS

Just back from a Senior Officials Meeting in Fukuoka, Japan, Nancy Adams, the Assistant U.S. Trade Representative for Asia Pacific Economic Cooperation (APEC) Affairs, provided an inside view of the negotiations leading to next fall's summit of APEC heads of state in Osaka. During her March 1 visit, Adams spoke to students and faculty about the tensions that are slowing progress on the trade strategy President Clinton and other APEC leaders proposed last fall. She sees the next few months as the critical test of Japan's willingness to help bridge Asian and American viewpoints on how rapidly to liberalize trade and investment in the area.



Nancy Adams, Assistant U.S. Trade Representative for APEC Affairs

TALKS ADDRESS INTERNATIONAL FINANCIAL ISSUES

On March 1, Bennett Schwartz, Senior Vice President in the International Division of Baybank Boston spoke to students on the risks involved in various international payment methods. Bruce Perlstein '72, Regional Director of KPMG Peat Marwick's Economic Consulting Group, met with students on January 26 to discuss career paths in economic consulting. Managing director of Credit Suisse First Boston - New York, Jonathan Plutzik '79, gave students the low-down on Credit Suisse operations on March 22. And on March 29, Governor of the Bank of Uganda, Charles M. Kikonyogo '64 will meet with students and faculty of the School for lunch followed by a talk entitled, "Monetary Policy in Developing Countries: The Case of Uganda."

BANK OF AMERICA CEO TO VISIT DURING OVERSEERS MEETING

Richard Rosenberg, CEO of Bank of America, will visit the Graduate School in mid-April, during the Lemberg Board of Overseers meeting. During his visit, Mr. Rosenberg will speak to students about Bank of America operations. A reception will follow. Other guests invited for the day include Sumner Redstone, Chairman of Viacom International, who spent two days meeting with students and faculty at the School this past December.

WOMEN'S NETWORKING & FINANCE CONFERENCE SCHEDULED

On April 19, Networking and Financing for the 90's, a conference for women in business co-sponsored by GSIEF and the U.S. Small Business Administration, will take place at the Graduate School. Parts of the day-long conference will be open to students. Some 150 executives and small business owners are expected to attend.

in 1993. It will eventually include members from all eighteen APEC countries, linked by a sophisticated electronic network to share data, policy documents and research findings. Access to this network will be available to students.

Brandeis faculty have already embarked on research collaborations with Keio University in Tokyo and the East-West Center in Hawaii to study trade and investment barriers in Asia.

Several professors are nationally known experts on APEC issues, including **Robert Evans** (currently on an Abe Fellowship in Japan), **Gary Jefferson**, **Michael Plummer**, and **Peter Petri**. Assistant U.S. Trade Representative for APEC Affairs, **Nancy Adams** recently visited the Graduate School to share her views with students and faculty (see Events).

Dean Petri Hosts Lemberg Reunion in Tokyo

During a recent visit to Japan, Dean Peter Petri hosted the first "official" reunion for the nine Lemberg alumni now in Tokyo. The reunion luncheon was also attended by several Brandeis alumni, including Mikio Kato, Executive Director of International House of Japan, where the luncheon was held.

Tokyo now has the third largest concentration of Lemberg alumni after New York (40) and Boston (20). They hold positions in government agencies (the Economic Planning Agency and the Ministry of International Trade and Industry) as well as private firms (Industrial Bank of Japan, Morgan Stanley, Nomura Research and S.G. Warburg).

Dean Petri was in Tokyo to address professional conferences and to meet with the corporate executives and government officials to plan a new World Markets Program, that will bring international executives to the Graduate School to study business trends and financial strategies.

CFA Review Program Underway. "Cram Course" Slated for May

Brandeis' new **Chartered Financial Analyst (CFA) Review Program** is up and running with the first section meeting for ten Saturdays during

the spring. The 21 participants include students getting a head start on their careers as well as investment managers from companies such as Wellington Management and State Street Bank.

The Review Program is designed to prepare participants for the CFA exam, which is given each spring. Increasingly, investment companies are requiring the CFA certificate of their senior staff. The Program is taught by faculty from Brandeis and other area universities under the direction of **Joel Shulman**, CFA, the Weissman Professor of Finance at Babson College.

Seventh Annual New York Trip A Big Success

Some 25 Lemberg Program students descended on Manhattan on February 9 and 10 for a whirlwind tour of the New York financial markets. **Gerald Rosenfeld**, Senior Partner at Lazard Freres, kicked off the opening reception at Brandeis House in mid-town with a discussion of the growing influence of institutional shareholders in corporate management. Students had a chance to meet and talk with the many New York area Lemberg and Brandeis alumni who attended the reception.

Next day, **Paul Francis '91**, a Second Vice President in the Global Securities Services (GSS) division of Chase Manhattan Bank, hosted a morning of talks by senior Chase executives on the bank's operations in GSS, retail and private banking, mergers and acquisitions and credit audit/risk assessment. Career opportunities in each of these areas were also discussed.

The afternoon was highlighted by a visit to **Ernst & Young** hosted by **Laurence Charney**, Director of Entrepreneurial Services. Mr. Charney, a valued supporter of Brandeis, introduced the Lemberg group to the national directors of recruiting, corporate finance and international tax, as well as a senior executive from the management consulting side of the firm. Each gave an overview of their department and answered student's questions.

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