



# Newsletter



*GSIEF Staff, L to R: Assistant Dean Claudia Lach, MBAi Director Ben Gomes-Casseres, PhD Director Rachel McCulloch, Admin. Assistant Macee Damon, Economics Dept. Administrator Claire Cincotta, Director of Development Deborah Mayerson, Admissions Officer Reena Gold, MA Program Director Michael Plummer, Associate Dean for Admissions Marsha Ginn, Assistant Dean Linnea Lof, Associate Dean Kino Ruth, and Dean Peter Petri. Not pictured: Economics Dept. Chair F. Trenerly Dolbear.*

## GSIEF WELCOMES AN OUTSTANDING ENTERING CLASS

In the following pages, we are proud to present the 62 students entering the programs of the Graduate School of International Economics and Finance this fall. The excellent quality of the incoming class offers the welcome evidence that the reputation of our programs is spreading throughout the world.

The incoming class represents 29 different countries with great diversity of cultural and ethnic backgrounds. The students share a commitment to affecting the world through greater understanding and judicious application of economics and finance.

Two new programs have been launched this year: the Master of Science in Finance (MSF) for working professionals with a first class of 25 students, and the Master of Business Administration/International (MBAi), with an inaugural class of nine.

The brief vitas that follow give an indication of the exceptional accomplishment and intellectual capacity of our incoming students.

## LEMBERG MA STUDENTS

**Gerardo Aguilar** was instrumental in establishing and running the EXSEA joint venture between IBM and Adecco in Mexico and then in Venezuela. He comes to the Lemberg Program from three years as General Manager, the Americas, for Legal Express World Wide, where his accounts spanned ten countries and included several Fortune 500 companies. Gerardo is a 1992 graduate of Jacksonville State University.

While studying for an engineering degree at the Plovdiv Polytechnic Institute in his native Bulgaria, **Roumen Atanassov** co-founded and was president of the first Independent Student Union formed there after the dissolution of the Soviet Union. He holds an MS in Finance from the Higher Institute of Economics in Sofia and has spent the past three years acting as a Management Consultant for TermoHran, a manufacturer of heat exchangers and evaporators.

In 1984 **Daniel Berkowitz** founded Good Harbor Windsurfing, which he continued to run while studying for his BS degree from the University of Vermont in 1989. He has since worked as a Senior Account Executive at The Internet Access Company and as a Senior Technical Recruiter for Jobmatches.

After five years on the Turkish National Tennis Team, **Jeff Besken** attended East Tennessee State University (ETSU) on a four-year tennis scholarship and graduated with a Bachelor of Business Administration. While attending ETSU, he interned at Toyota Plaza in Istanbul as Assistant Finance Manager.

This spring, **Winnie Chan** received her master's degree in International Affairs from American University with a concentration in international economic policy. Winnie has held positions at State Street Bank & Trust as Account Controller for seven international and domestic mutual funds and at Deaconess Glover Hospital as a Unit Coordinator. At American University, she was a Teaching Assistant in US, Chinese and Japanese foreign policy.

from Hunter College, he has worked as a Market Researcher for IBES International.

While studying for his bachelor's degree in Commerce from Loyola College at the University of Madras, **Aditya Mirza** completed internships with Citicorp, Larsen & Toubro and Apcom Computers. He was also a member of the Loyola Theatre Society, the Young Manager's Forum, AIESEC and the National Service Program.

**Josephine Njeru** is a recent graduate in Business Administration and Management from Daystar University in Nairobi, where she conducted research on investment patterns among Kenyans. She has interned with the Finance Unit of the UN and with the Nairobi Stock Exchange. She would like to help improve Kenya's balance of trade as a business consultant.

"A Tourism Penetration Index for Small Island Destinations," co-authored by SSTAR grant recipient **Patricia Olazarri** was recently published in the Bank of Valleta Review and the Indiana Association of Social Sciences Journal. Patricia received her BA in Economics and Mathematics this spring from St. Mary's College. In addition, she interned in the Direct Banking Department of First Source Bank.

After two years in the Cyprus National Guard, **Demetris Papadopoulos** attended the Honors Program at the University of Connecticut, where he received his BA in Economics and BS in Business Administration and was a Senator in the Student Government. As President of the Hellenic Club, he helped preside over the construction of the first center for Hellenic studies at an American university. Demetris interned with a consulting group in Cyprus and recently authored a study of deregulation in the Cypriot airline industry.

As Night Manager of Cowell Coffee Shop at University of California at Santa Cruz, from which he earned his BA in International Economics, **Marcus Pazdirek** increased revenues 30% by instituting an incentive-based wage system. Marcus also interned at the Monterey Bay International Trade Association. Fluent in Swedish, Spanish and Czech, he hopes to use his Lemberg skills in his father's import-export business in the Czech Republic.

**Peter Popov** was one of only four freshmen accepted to the University of Massachusetts Year Abroad Program. His year at the University of Rouen led him to continue his French studies at McGill University with a minor in Economics. He also speaks Russian, Czech and Italian, and has worked as a Russian interpreter for an immigration attorney. Since graduating in 1996, Peter has

taught English in the Slovak Republic and worked for Putnam Investments.

Mid-career student **Gonzolo Pozo** comes to Brandeis from Banco Continental in Ecuador, where he was Regional Manager of Corporate Banking, Leasing and Factoring. He has also worked as a Credit Officer for Banco del Austro, as a financial journalist for Cifra magazine and as a Business and Economics Consultant for Morillo & Associates. He holds a degree in Economics from the Catholic University of Ecuador.

While studying for his BA in International Political Economy from Colorado College, **Nathan Richards** worked as a Nursery Supervisor and qualified for Certification from the Colorado Nursery Association. He also acted as a Research Consultant in the college Economics Department. In the year since graduation, he has been employed as Assistant Manager for Marketing and Training Programs for Pemberton Gardens.

Last December, **Esra Sahal** became the first woman to attain the title of Inspector at the Central Bank of the Republic of Turkey, where she has worked since 1994. In addition to a degree in Economics from Ankara University, Esra has completed the Financial Institutions Analysis School of the Federal Reserve System and the Internal Audit Course of the Bundesbank.

**Nisha Sheth** consistently ranked first in her class during her Business Administration studies at Gujarat University in India. She also received the Diplome Superieur in modern French from the Alliance Francaise as well as Certificates in Entrepreneurship Development and Computer Applications. Her work experience includes several years as a Sales Representative for Tri Star Engineering and internships with a stock-market accounting firm and in the marketing department of an ice-cream manufacturer.

After receiving her Master of Economics from the Moscow Institute of Management in 1991, **Vathana Souvannavong** worked for two years in a commercial bank in Vientiane before transferring to the International Economic and Finance Division of the Central Bank of Laos. Vathana plans to return to the Bank after Lemberg with the goal of forming a Lao Exchange Market.

**Antoine Stallings** spent eight years in the US Army, attaining the rank of Sergeant before enrolling at American University. While earning his BA in Economics, he also found time to work as a Research Assistant and Intelligence Support Specialist for the Department of Energy and as a Benefits Administrator for

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**GSIEF STUDENT AWARD WINNERS**

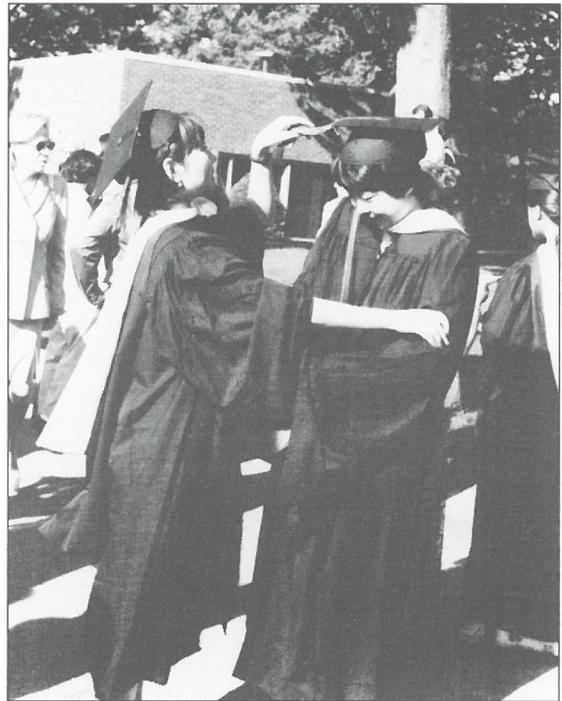
The prize winners for student academic performance, leadership and community service were announced at the commencement reception for the Class of 1998. **Michael Proskin '98** was named the recipient of the annual *Citibank Award* for outstanding academic achievement in the graduating class. **Andrea Dore '98** was recognized as the winner of the annual *Accountants, Factors and Finance Award* for her leadership and service to the entire GSIEF community. **Pratap Dasgupta '99** was named the *Lemberg Alumni Association Scholar* based on his academic performance and community service as a member of the first-year class.



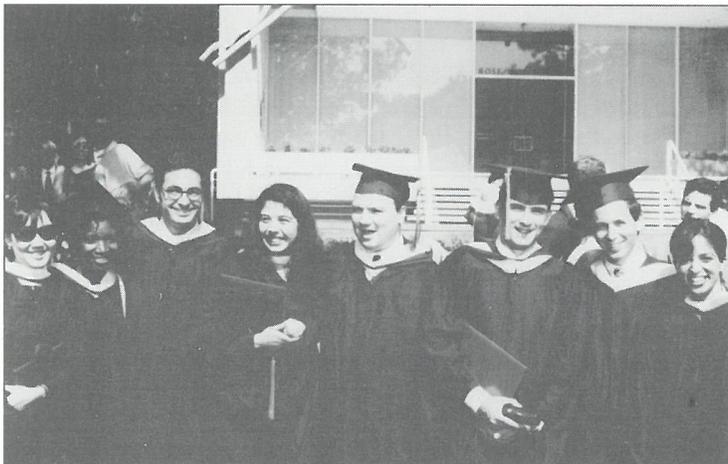
*Left to right: Michael Proskin, Andrea Dore and Pratap Dasgupta*



*New graduates Tumay Basaranlar and Lindsey Markus (second from right) and their families celebrate the day's events.*



*MA candidate Mingcheng Lian helps fellow student Eileen Rong with last-minute adjustments.*



*(At left) Newly-minted GSIEF graduates, left to right: Mingcheng Lian, Andrea Dore, Class Speaker Robin Nazarzadeh, Helena Ocampo, Eddy Ustariz, Ghenadii Cotelnic, Adam Zawel and Sonali Agarwal.*

**Liza Shabetayev** is a Peer Counselor and Treasurer of her sorority. For the past three years, she has worked as a Telemarketer on behalf of hospice services for Health Care Dimensions in addition to work as a Legal Assistant and as an Intern with Transportation Displays.

A Tutor in Japanese who has translated American films for Bulgarian National Television, **Petia Topalova** also speaks French, Spanish and Russian. She is a Wien Scholar and an International Merit Scholar at Brandeis and was awarded the Internship Program Scholarship to Daishinto Co. in Tokyo. She also interned with CBIC Oppenheimer and Salomon Smith Barney.

Another Wien Scholar, **Zhanna Zhanabekova** has been majoring in Political Economy and Sustainable International Development since transferring to Brandeis from Kazakh State University. She was an Intern at the Central Asian-American Enterprise Fund, is a Research Assistant in the Politics Department and sews costumes for Brandeis' Spingold Theater productions.

#### MASTER OF BUSINESS ADMINISTRATION/ INTERNATIONAL STUDENTS

With a BA in Business Administration with a concentration in Design and graduate studies in Marketing, **Gabriela Ferreres'** ambition is to help manage and be creatively involved in a multinational marketing and advertising company. Most recently, she has worked as an Account Executive for Andrea Rinaldi & Associates in Caracas, coordinating a cereal company's promotional tie-in with the Disney film Hercules.

For 15 years **Carol Grumman** (Brandeis '71) was Vice President and Manager for the CarEth Foundation supporting educational activities related to international affairs. Carol holds a master's in Education from Northeastern University, has studied Mandarin Chinese at Harvard University and at the Beijing Language Institute and is a Chartered Financial Analyst. She plans to become a securities analyst with a focus on Southeast Asian countries.

After graduating summa cum laude with a degree in Business from Queens College, **Domonkos Koltai** worked for two years as an Investment Banker for Citibank before switching to ING Barings as Deputy Chief of Corporate Finance in charge of the Hungarian fixed-income market. In that capacity, he arranged the first and second largest corporate bond issues in the history of Hungary. Domonkos was recently working on the first-ever Hungarian securitization deal and plans to continue working in corporate finance on a broader scale.

**Nihan Mert** won Best Project Award for her undergraduate thesis on wastewater management at the University of Newcastle-upon-Tyne. She has worked for the past three years as an Environmental Engineer for Kordsa, developing and implementing environmental management systems and, before that, as a Project Consultant for the Turkish Ministry of the Environment.

**Cecilia Schott** is currently Pharmacist Level III and Clinical Research Coordinator for the Department of Pharmacy at St. Elizabeth's Medical Center in Boston. She received her BS and Doctor of Pharmacy from the Massachusetts College of Pharmacy and Allied Health Sciences, where she is now Adjunct Assistant Professor of Clinical Pharmacy. A Lecturer in Pharmacology for Northeastern University, Cecilia has dozens of presentations, publications and funded research projects to her credit.

Three commercials **Shanny Tozzi** produced while working for POV Advertising in Caracas were nominated for, and two won, Best TV Commercial Awards. She received her MA in Communication Industries Management from Emerson College, and her BA in Social Communication from the Catholic University of Venezuela, where she was President of the Organization Committee. Shanny has also worked as a Marketing Production Manager, has interned in advertising and public relations and is a member of the National Communications Honor Society.

#### PHD/MS STUDENTS

**Mehmet Beceren** scored in the top 1% of the million or so students who each year take the Turkish University Entrance Exam. He followed up a BS in Mechanical Engineering from Bogazii University with an MA in Economics and has worked for the past 18 months in the Research Department of ESC Consulting. Mehmet has also worked for Honeywell, Alarko Alsim and Arelik Research & Development.

**Wenzhong Fan** received his BA and MA in Economics and International Finance from Fudan University. Before coming to the US, he was an Officer in the World Bank Department of China's Ministry of Finance. He has published several papers in Chinese economics journals on topics including the US-China trade imbalance, multilateral investment guarantees and banking and stock-market liberalization in China.

**Ellen Gates** hopes to become a research professor in international trade specializing in the establishment and expansion of free trade areas in the Americas. As an

Economics major at the University of Connecticut, she was named Presidential Academic Scholar, New England Scholar and Traurig Scholar in Economics as well as being active in Phi Kappa Phi and the Golden Key National Honor Society.

**Kathleen Kelly** comes to GSIEF with an MA in Economics with a concentration in French from Boston College. At BC, she was a member of the Golden Key National Honor Society and the International Economics Honor Society. Her work experience includes summer employment with Fleet Auto Financing and an internship with the Alsace Development Agency.

**Ayako Saiki's** paper on the role of the Japanese yen in establishing regional economic stability was recently published in the Bulletin of Waseda University, from which she holds a BA in Law and an MA in Economics. Additionally, two research projects she undertook for a branch of Japan's Ministry of Foreign Affairs have been published by JANCPEC. Ayako has also worked as a Research Assistant at Waseda University and as a Loan Officer at Daiichi Kangyo Bank.

Studying for his MA at Simon Fraser University, **David Williams** acted as Teaching Assistant in Macroeconomics and Advanced Economic Policy. He presented his masters thesis on debt/equity swaps at a meeting of the Latin American and Caribbean Economic Association. David has worked as a Marketing Database Specialist for AMA Insurance, as a Marketing Analyst for Equifax and as a Project Analyst for the Nova Scotia Economic Renewal Agency. He holds a BS in Economics from Dalhousie University.

#### **FALL 1998 EXCHANGE STUDENTS**

GSIEF is pleased to welcome the following 31 exchange students for the 1998 fall term:

##### **BELGIUM**

**Universite Catholique Louvain:** Sophie de Coninck, Thibault Hautier

##### **DENMARK**

**Copenhagen Business School:** Lillian Nielsen, Naweed Nivaz, Katrine Witt

##### **SPAIN**

**ESADE:** Sergio Esteve Garcia-Abadillo, Fernando Forcada Castell

##### **FRANCE**

**ESSEC:** Magali Barreyat-Baron, Pierre Chavenon, Cynthia Tobiano, Xavier Tzinmann

**SupDeCo Rouen:** Claire Guidi, Muriel Seurat, Isabelle Toledano

**University of Paris, Dauphine:** Florent de Montbel

##### **GERMANY**

**WHU-Koblenz:** Christian Schagen

##### **ISRAEL**

**Tel Aviv University, Israel:** Ran Cohen, Miron Liram

##### **ITALY**

**Luigi Bocconi University:** Veronica Guerrieri, Nicola Lacetera

##### **JAPAN**

**International University of Japan:** Mitsunari Ogawa, Liang Tan

**Keio University:** Miki Shinozaki, Naohiko Wakutsu

##### **MEXICO**

**ITAM:** Andrea Garcia Vazquez, Roberto Hernandez

##### **NETHERLANDS**

**Universiteit Erasmus:** Pieter de Vos, Iron Jordan, Andreas Koutsouris, Johan Mieloo, Ardjoen Sripal

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Suggestions and comments are welcomed; please contact Macee Damon at 781-736-2250 or write to GSIEF, Brandeis University, MS-032, PO Box 9110, Waltham, MA 02454.