



May 2004

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Editorial

Do not miss...

... Our next **Happy Hour Grandes Ecoles** on Wednesday May 5th at Flute Midtown from 6:30pm to 8:30pm.

...2004 Newsmakers' Event:

Hospitality Business: How did the survivors survive?

The Hospitality Business might be the inspiration of today's economy as it is gearing more and more towards customer service. May 12th, 2004 at the Four Seasons Hotel, a panel of internationally recognized opinion leaders will examine how this industry has demonstrated its ability to evolve and reinvent itself over the last recessions.

See details below.

ESSEC USA Community

On May 12th 2004, Mr. Pierre Tapie, Dean of the ESSEC Business School and Ms. Anne de Louvigny Stone, President of the ESSEC Alumni in the U.S.A are happy to invite you to the 2004 Annual ESSEC Newsmakers' Event:



Please register now as space is limited!!!

The Hospitality Industry continues to be at the forefront of today's economy with its greater emphasis on value and customer service. A panel of internationally recognized opinion leaders will examine how this industry has demonstrated its ability to evolve and reinvent itself as a result of the last three recessions.

Key note speakers include **Daniel Boulud**, Restaurant owner and **Jacques Stern**, CFO of ACCOR Group. Special attendees will include alumni from US Business Schools as well as alumni of Elite Schools from France (French Grandes Ecoles).

What: ESSEC's Third Newsmakers Panel

Hospitality Industry: How Did The Survivors Survive?

When: May 12, 2004, 6 pm. to 9:30 p.m.

Where: New York's Four Seasons Hotel – Park Avenue & 57th Street

Dress: Business Attire

Cost: \$55 in advance (includes cocktail reception and thank you gift)
\$65 at door (limited seating available)

Special \$50 for NYBSC members (ESSEC is a member of NYBSC)

To Register: <http://www.acteva.com/booking.cfm?bevaaid=64557>

This event has been made possible by the generosity of our sponsors, including:

Mazars, Pernod-Ricard, Du Parc Lyons, Valrhona, White Toque, Bonduelle, Ubiquis, Seafrigo.

More information: <http://www.essecusa.com>

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ESSEC USA Upcoming Events

New York Chapter Wednesday May 5th, 2004 Happy Hour Grandes Ecoles

6:30pm to 8:30pm
Flute Midtown
205 West 54th Street
New York
Cash Bar

Wednesday May 12th 2004 Newsmakers Panel Hospitality Industry: How did the survivors survive?

Four Season Hotel
57 57th Street, New York
6pm – 11pm
To register: [click here](#)

Boston Chapter Friday May 14th Second get-together of the year

Event to be confirmed
For details please contact [Claire Stokes](#)

Other Upcoming Events

Tuesday, May 4th, 2004 MIT Sloan Club of New York MIT Enterprise Forum of New York

The Outlook for Technology Investing
5:30pm - 8:30pm
Brown Raysman Millstein Felder & Steiner LLP
900 Third Avenue, 21 Floor New York
To register: resnick@nav-capital.com
Or <http://www.mitef-nyc.org/>



Interview of the Month:

Damien Zinck (ESSEC 90), Chicago Chapter Leader

Q: What is your background?

I started my career with Crédit Lyonnais in Milan in the Treasury Department. A year later, I joined Société Générale's Options Division in Paris, covering the German and Italian institutional markets. After three years, I was offered a position in Dallas in the Corporate and Investment Banking Division. In 2000, I moved to Chicago to join BAREP Asset Management, Société Générale's alternative investment subsidiary, as Head of Sales and Marketing for North America.

Q: Why did you decide to come and stay here?

The United States is a great place to be for business in general, and finance in particular. One thing I particularly appreciate about the Americans is their positive attitude.

Q: What advice would you give to ESSEC graduates who would like to come to work here?

I would recommend them to plan ahead. My first advice would be to try to work for a company that could send them to the U.S. The big corporations with a U.S. presence are obvious choices but I would also look for smaller companies with plans to expand in the U.S. My other advice, for those wanting to work directly for a U.S. company, would be to find a niche that will allow them to have an edge over American candidates: this can be a special skill, the knowledge of the European market, a language, a rolodex... To identify those positions, industry connections are the best.

To those who are still students at ESSEC, I would recommend internships in the U.S. or exchange programs with U.S. universities in order for them to get their foot in the door and to build contacts. ESSEC has relationships with some of the best MBAs in the world, two of which are in Chicago (Northwestern University and the University of Chicago).

Q: How do you think your ESSEC background helped you to be where you are?

My years at ESSEC accelerated my personal growth through teamwork, the involvement with associations (AIESEC, tennis), exposure to different cultures through internships and exchange programs (Germany, Poland, U.S., South Africa), the necessity to manage time efficiently. The maturity gained during those years helped me later in my work and personal life.

Q: What do you consider as your role in the ESSEC family?

After I became aware of the existence of ESSEC USA, I volunteered to start the Chicago chapter.

Thank you Damien...

**Thursday May 6, 2004
Wharton Club of New York**

The President's Forum
Former Governor of New York Mario Cuomo
6:30pm - 8:30pm
Midtown Hotel
To register: <http://www.Whartonny.com>

**Monday, May 17th, 2004
Columbia Business School Alumni Club**

Evening at Doyle New York
Springtime pre-sale
6:15pm - 8:00pm
175 East 87th Street
For details and to register [Click here](#)
Or call (212) 551-1013

**Saturday, May 22, 2004
University of Michigan**

Julliard Pre-College Orchestra: Mozart and Stravinsky
Featuring Adam Glaser, Conductor Master of Music '98, MBA '02 University of Michigan
8:00 p.m.
Julliard Theater: Broadway / 65th Street.
Admission: Free
PSVP to Julliard@umich.edu.

Contact the ESSEC USA Chapters:

- [Boston](#) - Claire Stokes
- [Chicago](#) - Damien Zinck
- [Los Angeles](#) - Isabelle Mauras
- [Miami](#) - Ovidiu Sofronia
- [New York](#) - Leslie Serrero

Thank You

Please feel free to send us your questions, comments or suggestions.

We hope you enjoyed reading this Newsletter and we look forward to seeing you at one of these events.

Kind regards,

[Anne-Laure Gilard](#)
ESSEC USA Newsletter Editor