

# CEFAM



Centre d'Études Franco-Américain de Management  
Lyon & USA

We take you further



**Success Stories**



**Karine CHAUX**  
Directrice

**Intégrer une école de management ? Rêver d'une carrière à l'international ? Devenir bilingue en anglais ? Qu'est-ce qu'une école de management internationale ? ...Que de questions et d'interrogations lorsque l'on est encore lycéen, aux portes de son orientation professionnelle.**

À travers la première édition de ce « Success stories portfolio » le CEFAM souhaite vous présenter en toute transparence et authenticité, des exemples de témoignages concrets et précis des acteurs de l'école : professeurs, étudiants, alumni, professionnels... Autant de témoignages qui vous donneront les meilleures raisons pour rejoindre le CEFAM et ainsi vous aider à accomplir vos rêves !

« There are no secrets to success. It is the result of preparation, hard work, and learning from failure.» Colin Powell

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**Hélène KAYSER**  
Directrice Pédagogique

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**L'expérience Céfamienne, c'est pouvoir gérer son parcours académique et adapter son programme de cours en fonction de ses besoins.**

En tant que Directrice des Études, j'accompagne les étudiants dans leur cursus académique et je les conseille au mieux dans leur choix tout au long de leur parcours, y compris en ce qui concerne leur choix de spécialité et d'université en fin de parcours. Je reste également en contact avec les étudiants pendant leur séjour aux USA.

Avec un système académique modulaire, notre formation permet, par sa grande flexibilité, d'évoluer dans un environnement positif et bienveillant.

Il est ainsi possible pour nos étudiants, de travailler en même temps qu'ils étudient ou de pouvoir également se consacrer à d'autres activités, qu'elles soient associatives ou sportives.

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# Student

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**Ayelén Camila DELGADO**

Hi! My name is Ayelén Camila Delgado, I am from Argentina, and I am a sophomore at CEFAM. I found this university when I was in Sergy doing a student exchange to learn French. An alumnus from CEFAM did a presentation and he caught my attention. From the first moment, CEFAM seemed to me to be a very interesting and enriching university, which would open many doors to different places over the world. As a teenager, I had my doubts concerning which university to choose, and where to go, where I would find the best place to train as a professional.

I chose CEFAM as my new home. I made this decision for three reasons. First, CEFAM is a multicultural university where I can discover the whole world in one place. This is because the students come from all four corners of the world, and we can share our cultures and learn more about them. I believe this is very important because it teaches us to be empathic, tolerant, respectful, and open-minded. Second, CEFAM gives me the opportunity to practice many languages at the same time, due to the courses being taught in English, my daily life in Lyon is in French, and I can speak Spanish with some students to help them to increase their Spanish level. And the last reason, is that CEFAM gives me the opportunity to have a double diploma, which will open many doors in the business world. Having a double diploma does not mean just going to class and doing homework. This diploma means EXPERIENCE in the labor world thanks to the internships; KNOWLEDGE because in addition to courses we also learn from the current events around the world; and OUR OWN REWARD, which is the work we do every day to be able to achieve our dreams.

**"I chose CEFAM as my new home."**

Apart from studying, we also have a very active student life. This helped me integrate into the Cefamily and meet the students of other years through its different activities that are organized by the Bureau des Étudiants and the Bureau des Arts. This is what I like most about CEFAM, a school that accompanies you in daily student life. At CEFAM, it is not just studying and getting a diploma, but it is also meeting new people. The organizations at CEFAM motivate students to participate in different events, such as parties, sale of roses, galas, and others in order to discover the wonderful people who are part of this big and special family. However, there is another factor that makes my student life very good, and that is the city of Lyon. This city is perfect for students because of the variety of activities it offers. Students enjoy the beautiful and peaceful parks, where they spend time with their friends or just read a book to relax. Also, they can enjoy the wonderful views of Lyon in their free time. Furthermore, Lyon offers lively nights to meet many students from other schools and nationalities. Thanks to that, I could meet many Latino students, who make me feel at home.

I can say that CEFAM is a unique school. The teachers are always at our side to help and motivate us to move forward. They are professionals, and they are always willing to share their experiences in order to enrich our knowledge. The teachers and the administration are the support of the students, and that is why there is the concept of Cefamily. CEFAM offers a family to the people who are far from their home like me and a variety of good opportunities. CEFAM is the beginning of a new stage in our lives.



**Piyush MAURYA**

Hello, I am Piyush Maurya, I am a junior year student in CEFAM. I come from India and it has been an amazing experience for me here in CEFAM in France.

The first year for me was quite challenging, in regards with making friends, coping with the cultural shift and just in general to settle down. CEFAM is an international school which has many students like me from different nationalities. It is normal for any international student to take some time to settle down in a foreign country and making friends is also not easy.

In order to bring all the international students together in CEFAM and make cultural exchanges and activities run smoothly,

**"CEFAM is an international school which has many students like me from different nationalities."**

I came up with founding an association for international students in CEFAM. The initial idea of the association is to help international students and make them feel comfortable with the French culture and help them make friends. CEFAM ISA (International Students Association) is the first association for international students in the history of CEFAM. Being the President of the association, it has made my life more interesting here in CEFAM and I hope I will be able to help other students in every way possible.

I hope that the association grows from this point and reaches great milestones in the years to come.



**Gaetan GUIMBRETIERE**

To be honest, like a lot of people, I firstly choose Cefam because of the United States. I've been attracted by the big flag, so easily recognizable at the student fair... but thinking about it in more detail, Cefam goes so much further than offering a possibility to go to the US.

This school embraces every value that I could look for: open-mindedness, diversity and excellence. Cefam is one of the rare schools where professors and the administration are really friendly and close

**"This school embraces every values that I could look for: open-mindedness, diversity and excellence."**

to their students. Anybody could feel at ease in this type of environment.

Cefam also allows us to discover different cultures as people from all around the world come to study here.

Being a Cefam student not only opened my mind but also developed myself as an individual.

More than a great school, Cefam is a family, and once part of it, it lasts forever.



**Maiwenn PENSU**

CEFAM really is all about building students up. Whatever grades you used to have, wherever you are coming from, whatever your level of English is, there is real opportunity for success. We are taught to work for ourselves and to build our professional future beyond what we could have imagined.

There is no one who is destined to fail, everyone has a chance to make things work for good.

The academic team pulls us not to just good enough, but right up to excellence. We have amazing opportunities in this school. The double-diploma is an incredibly huge asset for our future, and the certainty that we will be bilinguals (at the very least!) by the end of the journey makes us so much more valuable when looking for jobs or Masters.

CEFAM is a small educational structure and that is exactly what makes it so easy for us students to succeed. There is real personalized

and flexible attention that is given to each individual student on different levels.

Outside of the academic sphere, we are given awesome opportunities. We can join any club or society, we can volunteer and partner up with charities. There is so many events going on throughout the year to connect and build long-term relationships.

**"CEFAM is a small educational structure and that is exactly what makes it so easy for us students to succeed."**

The sharing of culture is particularly impressive in the school. I have friends from all the way as far as Russia, or Mexico! We are so different, and the fact we have to work together is making us so much more able to work in an international environment in the future. Business is all about relationships all over the world, and the CEFAMily really does offer us the ability to build these relationships on solid ground.

I believe everything is a lesson, whether one teaches or is taught, and that is made SO evident at CEFAM.



**Charlène BARDON**

Hello, I am Charlène, I am a junior at CEFAM (3rd-year student). I began CEFAM with the foundation program, the additional semester to review and improve my English. This program helped me to develop my English very quickly because we are only 5 in class. The atmosphere was very friendly and family-like, as we are all in the same situation and in a small community. The ties with the other students are very strong and everyone helps everyone in need.

After my first semester in the foundation program, I integrated the "traditional" program. With my other foundation program classmates, we could now easily follow all of our courses that are in English. Without this semester, we wouldn't be able to understand any of our classes. I passed all of my classes on the first try.

I finished my second year with a 3-month internship at the Pullman hotel in Baku, in Azerbaijan. I learned a lot about hotel

management and the expectations of this sector and market.

For my last year at CEFAM, I started marketing, sociology, finance, and international law... complementing my past courses like math, statistics, and economy. I will finish my last year with the amazing opportunity of gaining experience in the field that I want, which is hotel management, with a new internship. However, this time with a 6-month internship.

**"I began CEFAM with the foundation program, the additional semester to review and improve my English. This program helped me to develop my English very quickly because we are only 5 in class."**

Finally, this will give me the information and experience required to choose my major in the partner schools in the United States. For now, I believe I will go to Siena University in Albany. I am waiting to figure out the major I will choose.

Overall for me, CEFAM is not just my school it is also my friends and my family thanks to all the support I have from the administration, staff and classmates.





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# Study in the US

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**Joseph REY**  
Temple University



**TEMPLE**  
UNIVERSITY

Temple's campus is amazing. If you are looking for an American campus where you will enjoy the city at the same time, Temple is what you need.

Indeed, the campus is very close to the city center of Philadelphia, the home of Rocky. In the campus everything is put in place to satisfy any student request, from shopping to eating to working out.

I have been involved in the rugby team of Temple since the beginning of the year and I have to say that everything is perfect. Every practice is done under a covered field which protects us from the cold and the heat of the summer. Several fitness rooms are available all around the campus, and if you need to recover from a hard day,

**"If you are looking for an American campus and enjoying the city at the same time, Temple is what you need."**

the swimming pool is always open and welcomes you to dive in like a dolphin.

Getting more serious, the classes of Fox Business School (the Temple Business School) are full equipped and you will never lack anything. From coffee shop to remarkable places to work, the building is here to make you achieve your goals and your objectives. But this is not my favorite spot to study. Where you are going to see me a lot is the new Charles Library where the top floor will offer you amazing sunsets to let you dream and focus on the way you are going to graduate.

I hope you to see at Temple University and be an Owl.



**Iris CARPENTIER**  
Siena College



My name is Iris I was a CEFAM student for three years. Now I am at Siena College.

I started in September and I am part of a lot of associations (black students association, Asian students, tennis club, Irish dance team, gaming club...). There are a lot of associations that students can go to really feel that they belong. I have made a lot of friends. It is really fun and I've met a lot of international students that I would have never met otherwise.

I am studying finance at Siena and I am thinking about taking the CFA. It is really intense in terms of studying but it is also really insightful into discovering American life. I am in a townhouse with three American girls.

**"It is really intense in terms of studying but it is also really discovering the American life."**

We study together and have fun every week-end.

My advice for CEFAM students is that you have been waiting three years to go in America. It has been in your mind, in your life everyday and now this is the chance to choose your school. You have so many great choices and Siena is one of them. You just need to know what kind of American experience you want here. Do you want a small-town American school that you've seen on tv? One where you spend all of your time on campus? Or do you prefer the citylife, where you divide your time between the campus and what the city has to offer? The choices are all great, so just find what works best for you!





**Nicolas KAYSER**  
Pace University



When I was young, I had the opportunity to attend an American Commencement Ceremony. To be more specific, it was the 2009 Siena Graduation Ceremony. This event spiked in me the desire to study in an American university in order to experience a different education system from the familiar French one.

Knowing that I wanted to work in a Finance or an Accounting related job, and knowing well about CEFAM, I chose to attend this school for my post high school education.

Therefore, after obtaining my high school diploma, I was welcomed to CEFAM. In this school, I met wonderful friends, and professors who pushed me to always go further and learn even more than I thought I was able to - a special thanks to Mary Bouchelet, my finance & accounting professor. They all changed my life and made me growup. As we say at CEFAM, "we are part of the CEFAMILY!".

During my three years at CEFAM, I was able to complete a six-month internship at Deloitte Luxembourg (one of the world's Big Four

accounting firms) in the "Cross-Border Fund services", which is a specific service in Luxembourg.

After my internship, it was time to leave France for the U.S. and more precisely for Siena College. Siena is a green campus like the ones you can see in the American movies. Professors and people there were particularly kind and willing to help as much as they could to make us feel at home. Moreover, Siena inculcated in us noble values for living in community. Thanks to my foundation classes, the rigor, and discipline taught at CEFAM, I was able to achieve a great GPA at Siena College. CEFAM prepared me well to face the high education level required there.

After spending 9 months at Siena, I finally graduated with honors in May 2019; exactly ten years after attending my first Siena Commencement Ceremony.

Thanks to Siena and CEFAM, I am now enrolled in a MSc in accounting at Pace University, where I have new objectives and dreams for the future.

**"Accounting related job, and knowing well about CEFAM, I chose to attend this school for my post high school education."**



**Quentin DEMENJOD**  
Northeastern University



J'ai découvert le Cefam lors d'un salon. J'ai vite été attiré par le double diplôme franco-américain.

J'ai décidé de finir mon cursus à Northeastern University à Boston en raison de sa renommée croissante et de son programme en co-op. À la différence des autres universités partenaires, le programme dure 2 ans et inclut 3 semestres de cours et 1 semestre de co-op.

**« J'ai vite été attiré par le double diplôme franco-américain. »**

J'ai eu la chance de décrocher ma co-op chez Goldman Sachs à Seattle ce qui me permet de découvrir une nouvelle ville mais aussi d'avoir une nouvelle expérience en finance.

Northeastern est une université de presque 20,000 étudiants en plein centre de Boston, très internationale et riche en expérience.



**Nathan DE OLIVEIRA**  
Rider University



Being a student at Rider University is amazing opportunity and unique experience for me. The school location is perfect, between New York and Philadelphia in New Jersey, where many companies settle(d) their headquarters.

The student to faculty ratio is fairly small and the University has numerous partnerships with some of the most famous companies in the country with Internships and Co-ops available at Amazon, Johnson and Johnson, KPMG, PWC, Procter Gamble, Barclay, Bank of America, US Bank, Goldman Sachs, etc.

Rider also has a system of "personal advisors" who are teachers in charge of your Major's program that advise and guide you on your future professional decision and job opportunities.

Rider also organizes many job fairs on-campus and I already attended 2 in one month, which allowed to be interviewed for a Job in a Logistics company this Summer.

The Campus is huge and there are many activities to do such as Work out in the campus Gym located in the Recreation Center.

Basketball courts, video games, pool tables and table tennis are also available for students to use until midnight.

The campus also has a Pub to watch soccer and football games, a dining hall, frat and sorority houses to party and a swimming pool.

Life on campus is very entertaining. There is a true feeling of belonging amongst the different residence halls and it's hard to get bored when there are more than a hundred clubs on campus (culture, international students, sports, e-sports, movie, politics, etc.).

Classes are exciting and extremely interesting thanks to the outstanding teachers working at Rider, a lot of them having a rich and deep business background behind them. I found myself many good friends, internationals (Spain, Nepal, Pakistan, Canada) and Americans thanks to the positive and welcoming attitude of everyone here.

To sum-up, Rider has revealed itself for now to be an excellent choice for my last (or not) year as a student and my up'coming professional ones.

**"Being a student at Rider University is amazing opportunity and unique experience for me."**





**Cécilia TURQUIN**

Coordinatrice des programmes internationaux

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**Mon rôle consiste à mettre en place des programmes pour les étudiants étrangers qui souhaitent venir étudier au CEFAM durant un semestre ou pour une période plus courte, et de gérer l'administration et la coordination de leur séjour (prise en charge des candidatures, accompagnement pour le visa, accueil à leur arrivée à l'aéroport et à la résidence étudiante...).**

Nous leur proposons également des visites culturelles, leur permettant de découvrir la culture française sous différentes formes : une journée à Annecy, visite d'un vignoble et d'une moutarderie à Beaune, dégustation de fromages...

Mon rôle ne s'arrêtant pas là, je travaille également pour la pédagogie sur différentes missions, notamment sur la mise en place d'emploi du temps et dans l'administration de la vie associative étudiante. Les différents aspects de mon poste me permettent d'avoir une vision globale et d'être en contact régulier avec les professeurs et les étudiants ce que j'apprécie énormément.

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# Study Abroad

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*I really enjoyed the time I spent in Lyon. I love CEFAM and the city. CEFAM has some very good professors and you (Aurele) :- ) also helped us a lot when we stayed in Lyon and travelled to Paris. It's a fantastic experience for me. If I have a chance to study abroad, I will absolutely choose CEFAM again.*

**Xianchao LIU**, Valparaiso University

*All three professors were excellent! Although we were there for a short time, I have a greater understanding and appreciation for the unique culture.*

**Britney M.**, Valparaiso University

*A memorable journey, a fantastic way of learning.*

**Xiao YAN**,  
Valparaiso University

*I really enjoyed visiting the museums and participating in city tours. The food selection was excellent.*

**Paul R.**,  
Valparaiso University

*Faculty members were excellent and demonstrated great knowledge in their respective fields.*

**Jin M.**, Valparaiso University

*Good way to explore other cultures.*

**Gustavo G.**,  
Valparaiso University

*The CEFAM team did a wonderful job and our time there was well structured. I appreciate all of the insight that we gained about Lyon.*

Student from Rider University

*CEFAM leader Aurele did a great job ensuring that we went to a diverse group of companies and cultural visits so that we got to see more than just businesses. The cultural visits to the hospital and mustard factory were my favorite. Thank you for doing such a good job organizing our time in Lyon.*

Student from Rider University

## TESTIMONIALS TEMPLE UNIVERSITY ROME

*We felt so at ease knowing what capable hands we were in from the moment we stepped off the plane to the moment we left. The program you set up for us was informative, entertaining, educational, delicious and fun - a difficult balance to strike! Our students left the city with valuable insights of the city's catchy marketing strategies, as well as an appreciation of the French wine industry and the struggles an individual vintner has in making a profitable business, the importance of top quality food and a positive impression of France beyond Paris.*

**Caitlyn HURLEY**, Associate Dean at Temple University Rome

*The perfect sized city filled with student life. From popular landmarks, restaurants, and bars, there are student discounts anywhere, just ask. And you can get to anyplace by metro and city bike which is the most reliable and affordable transportation system I have encountered.*

**Stephon S.** from Loyola University

*CEFAM, I had a great time this semester. Thanks so much for the opportunity!*

**Andrew**, Northeastern University

*Thank you so for a great semester, we will really miss CEFAM and Lyon.*

**Basma**, Northeastern University

*Thank you so much for all the trips and activities! You made all of the Americans feel so at home!*

**Lauren**, Northeastern University

# SUMMER PROGRAMS

Loved it!

Student from  
Northeastern  
University

*I had the most amazing experience in Lyon studying with CEFAM. The professors were very knowledgeable in their fields and I learned a lot in just 7 weeks. The CEFAM faculty were very welcoming and helped ease the transition into a new culture. The knowledge I learned both in and out of the classroom is invaluable and I am so glad I was able to have this experience.*

**Nicole BONNER**, Northeastern University

*I thought the corporate visits were very interesting. I liked how we got to visit completely different companies. It was very insightful and we were provided with a lot of information of every company, also tied in with what we learned in class.*

Student from Northeastern University

*Very informative and a lot of fun. Great to learn about French culture and experience business here.*

Student from  
Northeastern University

*The company visits were fascinating and enjoyable. I learned a lot about French Business and different business functions in general.*

Student from Northeastern University

*I very much enjoyed the program.*

Student from  
Northeastern University

*Great program. Great opportunity to learn more about real companies, enhancing practicality of the program.*

Student from Northeastern University

*It was fun, interesting and I had never done something like that.*

Student from Northeastern University

*People who welcomed us were very friendly and willing to share their experience with us. Great program!*

Student from Northeastern University

*The activities were a lot of fun and I will always remember them.*

Student from  
Northeastern University

*About the company visits, it was very informative and interesting to see how corporates operate in different environmental settings.*

Student from Northeastern University

*I thought the activities were excellent, with the time available the different trips gave a nice variety of aspects and experiences in a foreign country*

Student from Northeastern University

*The visits were interesting especially because they were all very different. Interesting to see French Business culture.*

Student from Northeastern University

*I thought all of the activities were interesting and well-planned. I felt each one helped open my eyes to a different aspect of life in France.*

Student from Northeastern University

*It was excellent! Very appreciated everything that was organized for us.*

Student from  
Northeastern  
University

*The company visits provided an interesting dynamic to the trip and that made it more unique and gave an additional sense of purpose to the trip.*

Student from  
Northeastern University

*They were very interesting and gave a great insight into not only their respective types of business but also the French Business approach. The variety of companies was very good.*

Student from Northeastern  
University

*I experienced things I would not have been able to do on my own.*

Student from Northeastern University



**Pascaline COMAS**  
Student Life Department

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**If I was going to describe how it feels working at CEFAM, I would say, without hesitation, bright / alive with an insatiable source of energy.**

**When I came to CEFAM I found not just a school or a working place. What I found at CEFAM was a vibrant place with passionate people: passionate teachers, passionate staff and passionate students.**

CEFAM students are passionate about their projects, passionate about learning, passionate about discovering the world. We often speak about the "Cefamily" and I couldn't find a better way to describe the atmosphere of the school.

We work a lot with the students on social media, lectures in high schools, communication projects and events. The link between the communication department and the students gives them the opportunity to be part of all the school communication projects and even create their own.

We are helping our students as much as we can in the development of their business and personal skills.

I am always astonished by our students' determination, involvement, fresh minds and ideas. This effervescence is unique. We are learning every day from our students as I hope they learn from us.

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# Student Life in CEFAM

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**Salomé DUNOYER**

First, I'll introduce myself, my name is Salome and I am a first-year student at Cefam.

In addition to all the advantages that our school offers from an academic point of view, Cefam is also made up of many associations.

Firstly, I am part of the Cefamous Club. We aim to promote the school in different places such as trade shows or high schools.

I am also part of the students' office; it is here that we organize different evenings. This allows us to get to know each other better between all the promotions.

Recently, the "Breakfast" project was born. The purpose of this event is to improve communication between our dean, Karine, and the students of the various classes. The concept is simple: once or twice a month we organize a breakfast between the dean and students. A new group of students is invited to each new session. We can describe this "Breakfast" as a moment of exchange and sharing for everyone. Céfamiens can ask questions to the dean and discuss various topics. This is

beneficial and interesting for both students and Karine. It is a real success and that is why the story of the "Breakfasts" has only just begun.

On a personal level, it has allowed me to be involved in my school because I am proud to have the opportunity to be a Cefam student. This project has brought me a lot of positive things from a personal point of view. First, it allowed me to improve my organizational skills because every breakfast is different. It is necessary to take into account imperatives such as schedules. We have to find a time when the dean is available but also the students.

**"Recently, the "Breakfast" project was born. The purpose of this event is to improve communication between our dean, Karine, and the students of the various classes."**

I like having responsibilities because I contribute in my own way to the well-being of students. I advise all future Céfamiens to get involved in an association because it is fantastic! This allows us to have experience in several areas, which can be highlighted in an interview for example.

I hope that the future Céfamiens will be as happy as I am at Cefam! Remember: work hard and play hard!



**Paul VOTO**

Tout d'abord, pour savoir d'où vient mon implication au CEFAM, il faut savoir ce que cela représente pour moi.

Dès lors que j'ai intégré le CEFAM, cette ambiance familiale à l'Américaine m'a tout de suite plu, et les cours 100% en anglais aussi.

De plus, il faut savoir que le fait d'avoir un double diplôme est un vrai atout de nos jours sur le marché de l'emploi, ainsi que la pédagogie américaine des professeurs qui nous accompagnent dans ce processus.

Tout cela fait que l'on se sent bien ici car on aime ce que l'on fait. Et c'est donc pour cela que la motivation et l'implication viennent naturellement lorsqu'il s'agit d'organiser des gros événements tels que la Networking. Car ces événements sont organisés pour nous les élèves, donc participer à l'organisation est naturelle.

Concernant la mise en place des journées concours, tout est fait pour que l'étudiant passe une bonne journée malgré le stress, car on est passé par là aussi et ce n'est pas facile.

De plus, c'est un moyen pour le futur étudiant de voir ce qui l'attend en communiquant avec nous, en nous posant diverses questions sur notre expérience, ce qui nous fait plaisir aussi.

L'identité du CEFAM est aussi portée par les élèves, et c'est le cas de le dire car avec un autre élève de première année Timothée Viltard, nous avons décidé de créer le CEFAM Store. Il s'agira donc de proposer à court terme une ligne de vêtement à l'effigie de l'école, et sur le long terme d'ouvrir une boutique E-shop online proposant une gamme de vêtements avec des goodies.

**« L'identité du CEFAM est aussi portée par les élèves, et c'est le cas de le dire car avec un autre élève de première année Timothée Viltard, nous avons décidé de créer le CEFAM Store. »**

Avec ce projet, nous voulons rendre les étudiants fiers de leur école car elle fait en quelque sorte partie d'eux en jouant un rôle crucial dans leurs vies professionnelles mais aussi sociales.

De plus, étant une école de commerce Franco-Américaine, nous nous devons de lancer ce projet pour renforcer le côté corporate de l'école comme l'incarne à la perfection toutes les universités Américaines.



**Singa GUEI**

During my freshman year at CEFAM, I noticed that no event was organized linked to arts and culture. I am very passionate about the arts, especially music and cinema.

During the whole year, I thought about what could have been done in order to promote arts and culture. Thus, the following year, I created the BDA which means "Bureau des Arts" in French and "Art Office" in English to promote and organize artistic events in the school.

In the beginning, I was very concerned about whether students would be interested in it because the school was not used to those kinds of events. However, many of them contacted me to join the association which became the actual creation of the BDA.

With the work of everyone, we organized cinema sessions, role plays, a karaoke party,

and a fashion show. Our first year was a big success, and we were very grateful for that because we were able to gather people who may not have had a strong interest in arts at first. As the president of the BDA and the founder, a lot of responsibilities come with this position; however, all members are very involved in the association and thanks to a strong team spirit we are able to rely on each other. This year, I want members to be even more involved in the association by giving them more responsibilities regarding their interests with the BDA. To do so, we will favor a larger more inclusive structure for the organization.

**"As the president of the BDA and the founder, a lot of responsibilities come with this position."**

By doing so, I am looking for the BDA to remain a strong association in CEFAM during the following years because the association cannot rely on one person, but a team. If the BDA can still exist in five or ten years, I will consider it a Success Story.



**Arthur SOUSTELLE**

When I was in my last year of high school, I knew I wanted to work in Business, but I didn't know how I would learn it. I only knew I wanted to integrate a Business school into my education. A colleague of my mother showed us CEFAM. Therefore, I went to the website; I saw CEFAM organized the 48h (CEFAM's open house) to discover the school and the atmosphere of the school. So, I decided to go on and see it with my own eyes.

During my 48h, I met so many amazing people, who all became my friends. In the beginning, I was quiet, but after one day of observation, I realized one thing: Students were not there to force me to integrate into the school;

they were here to talk with us, to meet new people, just like me in a sense.

During my 48h, I decided to sit the entry exam for CEFAM right after. So instead of 48h I did 72h. For the last night, I spent it at Marina's, in the student's home, which remains one of my most beautiful encounters. This year, when I arrived at CEFAM, I decided to participate in the 48h but this time I was on the other side, as a host and I have no regrets.

This experience is still one of the best.

When I discovered the school, I did not just find where I wanted to study. At CEFAM, I found a family: the CEFAMILY.

**"At CEFAM, I found a family: the CEFAMILY."**





**Mathilde TABORDA**

One unique role that a student can wish for is the title of "President of the BDE" (student life association). This role is essential in a school as it means working with students as a leader and as an administration reference. This title is also very personal; everyone will act differently if they have the opportunity to become one. At Cefam it is very important for me to represent the culture of the school as it is mostly inspired by our international diversity!

It feels great to have responsibilities, to work as a team and to manage a budget, especially when students are expecting a lot from you at the end of the year for the annual gala.

**"I need to manage my time between my classes, my job, the association and my personal life. People do not always realize the responsibilities that come within the title.."**

The main difficulty that I faced in this role was my time management. I needed to manage my time between my classes, my job, the association and my personal life. People do not always realize the responsibilities that come within the title... I became more patient, more rigorous and an active listener! It was great to have regular contact with professionals as it helped me to develop some skills – such as communication – for my future career development. Most importantly, being implicated in the school is essential for every student and when I officially became president it was the greatest recognition I could ask for. Go Gamma Phi!





**Erin MONAGHAN**

Directrice du Corps Professoral

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**As Director of Faculty, I am responsible for managing our team of professors. This includes overseeing their professional development, helping them manage their relationship with the student body, and advising them on various pedagogical topics such as classroom management and learning styles.**

We also have an active ERASMUS+ program, in which we send our professors to teach in our partner schools and receive professors from these institutions as guests lecturers.

This program gives our students access to experts from all around the world, and it allows our professors to enhance their teaching skills.

We have partner in the United States, Azerbaijan, Bhutan, Ghana, Kazakhstan, and Russia.

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# Professors

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**Chris ZANDA**

Introduction to Financial Accounting,  
Introduction to Managerial Finance,  
Intermediate Managerial Finance

**Chris is an Illinois native who holds a B.S. and an MBA in Finance, the former from Illinois State University and the latter from DePaul University.**

**The thing you enjoy most about working at CEFAM is...**

I enjoy watching the students' progress. When they first come to CEFAM their level of English is basic and they are often timid; but, when they leave they are confident, dynamic & ready to conquer the business world!

**How have you been able to bring your professional experience to your classes?**

I discuss how the "real world" works using financial analysis, financial planning, auditing and sometimes professional careers/relationships.

Accounting and financial principles are great but reality needs to be mixed into the equation so students will be well prepared for their business careers. And remember "Excel is your friend!"

**What do you think makes CEFAM different from other business schools?**

The relationships, the administration, teachers & students know each other well and everyone is friendly and accessible. CEFAM is a very positive environment that feeds on watching students grow: not many schools offer "office hours" to help students progress!



**George CHRYSOMALIS**

Market Research and International Business

**George holds an MBA in International Business from McGill University. He has recently retired from Sanofi Pasteur where he held several senior positions, including Vice President of New Product Marketing and European Marketing Director.**

**What do you think makes Cefam different...?**

A couple of things stand out for me. The faculty has extensive professional experience which we build into and transmit during our classes. This way, students benefit from both theory and practical application of what they are studying. What makes this even more interesting is what I call "professor-student proximity". Classes are the right size which allows for more interaction between students & professors and we all keep office hours to work with students individually. All this makes for a constructive and enriching learning experience.

**What do I enjoy most...?**

The atmosphere and sense of community that runs across the students, the professors and the administration. Cefam's goal is to prepare and support students in their quest to be effective young professionals in a North American & international business setting and it's nice to part of that collective dynamic.



**Jennifer ORTH-VEILLON**  
American Literature,  
Intellectual Heritage and Public Speaking

**Jennifer A. Orth-Veillon holds a Ph.D. in Comparative Literature from Emory University. She specializes in the literature of war and the experience of the American veteran. She has led writing workshops for veterans on university campuses and has taught over twenty courses on different modes and mediums for war veteran memoirs. In her teaching, writing, and research, she seeks to understand the complexity of war through its shifting place in cultural memory and history. She is also the curator and editor of the Official United States World War One Centennial Commission' "WWrite Blog: Exploring the Influence of WWI on Contemporary Writing and Scholarship."**

**What is your favorite class to teach?**

I love my American Literature class, ENG 230, because I get a chance to introduce students to the fascinating world of America's best short stories, plays, poems, essays, and novels. The survey approach allows the students to get a little taste of the incredible variety that the constantly-expanding American canon offers. I think all students find at least one author they get excited about. The most interesting part is watching students make connections between the literature and issues they are studying in their other class like history, economics, art history, and finance. They get to see that literature has not only shaped American artistic culture; it has also shaped American thought and ideals, which applies to every discipline we study here at CEFAM.

**Have you been able to bring any professional experience to your classes?**

I have always been a teacher of literature and communication. I am also a professional non-fiction and fiction writer. I've written two Master's Degrees, one doctoral thesis, a novel, many essays, and short stories – in English, my native language, and in French, my second language.

I think I really understand the complexities and, yes, even the joys of writing in general and, more specifically, writing in another language. I think my experience as a writer allows me to empathize with them and to better communicate that writing is a long process that takes work. No one writes a prize-winning essay the first time around. Good writing requires lots of revision, many drafts, and, sometimes, starting over. It's painful, but I know that students are very proud of well-written work in the end. It's worth it!

**What do you enjoy most about working at CEFAM?**

I really enjoy the relationships I have been able to develop with my colleagues and the students. We are small, but we are dedicated and competent! I feel that my fellow professors sincerely desire success for their students and are willing to work hard with them to achieve it. It's a positive, nurturing professional atmosphere, which is something that I haven't found teaching in other universities. In turn, the students also want to work hard to achieve good things. I like to see all of the smiles around the campus.



**Julie BOSC**  
Public Speaking,  
Principles of Management and Organizational Policy

**Julie is a French native who became a citizen of the world at a young age, growing up in the Gulf region and South East Asia and attending international schools. She holds a Bachelor in applied foreign languages and Marketing/Communication, and an MBA with a focus on marketing. She has almost 10 years of professional experience in marketing and management.**

**What do you think makes CEFAM different from other business schools?**

CEFAM has a unique identity. The American culture highly influences the pedagogical approach, which is student-centered and benevolent.

The environment is positive with great communication between teachers, students and the administration team.

**How have you been able to bring your professional experience to your classes?**

I managed an international team for many years as a Marketing and Business Development Director. I use this experience to give my students a realistic approach to management and prepare them in the best possible way for their imminent entry into the professional world.

**What is your favorite class to teach?**

My favorite class to teach is organizational behavior. I find the subject fascinating and the notions learned in class are useful for both their future professional and personal life. Organizational behavior helps students understand how to manage individuals efficiently, but it also encourages them to introspect and better understand themselves as individuals.

**What do you enjoy most about working at CEFAM?**

There are many things I enjoy about working at CEFAM, it's hard to pick one!

- I appreciate the organization and the relationship with the administrative team and the faculty.
- The students are internationally oriented, driven and well behaved. They learn fast and it is the greatest satisfaction to watch them evolve and grow.
- The international environment at CEFAM reminds me of my own studies I enjoyed so much, so I guess I feel at home!



**Raluca MĂRGINAȘ**  
English Composition I & II

**Raluca's research and teaching experience is anchored in literature, language, and pop culture. More precisely, a Ph.D. in Comparative Literature, an M.A in History of Images-History of Ideas, and a B.A in Romanian-English Literary and Linguistic Studies from Babeș-Bolyai University. She was interested to find out when academic theory, comments, rigorous methods and ideas matter in the real world so her studies went further in developing skills and competencies through formal and non-formal learning and in applying them in cultural mediation programs.**

**The thing you enjoy most about working at CEFAM is...**

- The international context in which students exercise their flexibility and their world views for life-long learning.
- The collaboration among teachers.
- The curiosity of first year students.
- Their willingness to participate in cultural enhancement, personal development and foreign language proficiency.

**How have you been able to bring your professional experience to your classes?**

Consistently with the perspectives of formal and non-formal methodology, my objective is to benefit students educationally, linguistically and culturally, under the English Composition umbrella. That is, to immerse them in the entire process, the renegotiated space where they are able to create together a well-crafted essay.

Working with a group's dynamics I focus on creating a shared identity and sense of belonging by bringing students from diverse linguistic and cultural backgrounds while advancing awareness and literary knowledge.



**Diane SKLAR**  
Business Computer Applications

**Diane holds an MBA from New York University in Computer Applications and Information Systems and a BA in English Literature and Art History from the State University of New York at Albany. She has specialized in implementing crime detection analytics and case management projects in Anti-Money Laundering and Fraud.**

**What do you think makes CEFAM different from other business schools?**

CEFAM has a rich technology Platform. The campus has many classrooms that are equipped with as many as 30 computer workstations so that each student can work individually on computer projects, or work in teams as necessary. Software products are available in French and English so that international students can use the interface they are most comfortable with. Recently, a new building opened and it's great to be able to teach in a sparkling new facility.

**How have you been able to bring your professional experience to your classes?**

My mission is to teach students how to use basic business software to be as efficient as possible. In the business world we say time is money. I give students techniques that will give them a boost in productivity, like organizing their email inbox, maintaining their calendars, using common keyboard shortcuts and using Excel to do all kinds of calculations on large volumes of data. With these skills in their toolbox, students can hit the ground running in their first internships and first paid positions.



**Germain LAMBERT**  
Head of Corporate Relations

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### How to describe what I do as the Head of Corporate Relations in a nutshell?

If I were to summarize it very succinctly, I would say that my goal is to help students to evolve from being Freshmen to professionals.

I am constantly working closely with professionals to understand their needs and make sure our students are ready to face the "after-graduation-world".

In order to do that, my team and I organize a dozen workshops a year to prepare them for the job market.

These workshops include, CV writing, job interview simulations, personal branding, professional and personal development amongst others.

Finally, they will have to do two internships while they are with us: the first one at the end of the first year and the second between the second and third year. These work experiences are really what drive our students to become true professionals.

Once they leave CEFAM and they graduate, they all become part of the big CEFAM Alumni family.

This network represents 1 300 Alumni spread across 70 countries and Cefamiens can rely on it to discuss their own professional projects.

It is very special to be able to work with students for the three years they spend in Lyon and then be able to see what they become after they leave us.

It is truly rewarding to witness the relationships between Cefamiens and the school lasting for so long.

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# Internships

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**Amélie ROUGERON**

London Chamber of Commerce  
London, United Kingdom

I applied to the London Chamber of Commerce, with the support of Caroline Delacroix, who is responsible for relations with companies at CEFAM. The deposition and the study of my resume were followed by a telephone interview during summer 2017 in the City of London.

The company is the biggest issuer in the UK. It provides services to more than 2500 of its network members like events offers, legal advice, HR, exports, doc delivery and promotion members' business.

I had to update CRM, to do administrative tasks, organize meetings, and analyze competitors. And also, I had to manage the ambassador program (an old

member sponsoring a new member) in order to maximize the membership.

I really enjoyed being in a friendly working environment with an open minded and available team. I was quickly considered as an employee and have participated in prestigious events. London is a tremendous city!

**"I was quickly considered as an employee and have participated in prestigious events."**

It's been a global and complete experience. I learnt to be professional (language, dress code, time management...) The total immersion made me learn quickly, I improved my English... to give yourself at 2000%, because we can meet great people who can help us for future job research, and live the experience abroad fully.



**Elsa GUILLON**

Soletanche Bachy  
Auckland, Nouvelle-Zélande

J'ai réalisé mon stage de 6 mois en finance à Auckland (Nouvelle-Zélande), au sein de Soletanche Bachy, branche de Vinci Construction.

Cette expérience représentait pour moi de nombreux challenges et j'en suis définitivement sortie grandie.

J'étais en charge du suivi de l'avancement des coûts liés aux différents projets. J'ai également élaboré des programmes de budgétisation ainsi que les résultats des comptes afin de procéder à un audit.

Ce stage m'a permis d'appliquer au monde réel les nombreuses connaissances en comptabilité et finance acquises au CEFAM.

Surfer les soirs de semaine, découvrir les paysages mythiques de films, ou encore dormir à la belle étoile ont été les points clés de mon expérience.

Pour moi, ce fût comme vivre au paradis et je n'hésiterais pas une seule seconde à repartir dès demain.

**« Ce stage m'a permis d'appliquer les nombreuses connaissances acquises au CEFAM. »**

Bien que mon expérience fût extrêmement enrichissante dans tous les domaines, la qualité de vie néo-zélandaise m'a permis de voir le monde autrement.

En d'autres mots, décrocher ce stage et vivre au rythme de ce merveilleux pays fût la meilleure des expériences.



## Arthur NAULIN

Assistant Commercial / Sales Assistant  
*Live!* by GL Events

J'ai trouvé mon stage chez GL Events en cherchant sur Indeed et sur l'espace entreprise du CEFAM. J'ai d'abord eu une conversation téléphonique qui m'a permis d'obtenir un entretien avec mon futur maître de stage. Celui-ci m'a rappelé le soir-même et le lundi suivant je commençais mon stage au sein du leader mondial de l'événementiel. En 2018, GL Events a dépassé le milliard d'Euros de chiffre d'affaires.

GL Events comprend 3 pôles d'expertises :

- GL Events Venues qui gère un réseau de 40 sites d'événementiel en France et dans le monde ;
- GL Events Exhibition qui est le pôle dédié à l'Organisation de salons professionnels et grand public en France et à l'International ;
- GL Events Live qui a pour vocation d'accompagner les entreprises annonceurs, les institutions et collectivités, ainsi que les organisateurs d'événements dans la stratégie, la conception et la mise en œuvre de leurs événements.

**« Cela m'a permis d'acquérir de nouvelles compétences professionnelles. »**

Ma mission consistait à vendre ou à aider à vendre des stands, des mètres carrés, lors de congrès et salons organisés par l'agence. J'ai eu la responsabilité de trouver un partenariat en lien avec le Golf pour le congrès de la SFAR (Société Française d'Anesthésie et de Réanimation). Ce congrès permet à l'agence de réaliser un chiffre d'affaires de 2 290 000 €. Cet événement a eu lieu au Palais des Congrès, porte Maillot, de Paris du 27 au 29 septembre 2018. J'ai également eu l'opportunité de

participer à l'événement sur place. Je me suis vu confier d'importantes responsabilités montrant la confiance que m'accordait l'agence.

J'ai également participé à la commercialisation de l'événement EVS32 (Electric Vehicle Symposium & Exhibition) qui aura lieu dans le Hall 6 de Eurexpo Lyon du 19 au 22 mai 2019. Il s'agit d'un événement international sur la mobilité électrique. Cet événement rassemblera la grande famille des mobilités non carbonées, des voitures électriques aux trottinettes électriques, en passant par les fabricants de batteries et de bornes de recharge, tous seront présents lors de la 32<sup>e</sup> édition de l'EVS. L'événement s'organise alternativement entre l'Europe, l'Asie et l'Amérique du Nord. Ce symposium est organisé avec l'AVERE et l'AVERE France et en collaboration avec la WEVA (World Electric Vehicle Association).

Ce stage fut très enrichissant professionnellement car cela m'a permis d'acquérir de nouvelles compétences professionnelles comme l'autonomie, la confiance en moi, et le phoning qui sont très importants dans le poste de commercial événementiel. Il fut également enrichissant personnellement car j'ai eu la chance de travailler au sein d'une équipe soudée qui a su me faire partager leurs expériences professionnelles et m'intégrer comme un membre de l'équipe commerciale. Mon stage s'étant terminé le 20 décembre, l'équipe d'EVS32 tient quand même à me faire participer à l'événement qui se tiendra au mois de mai 2019.



## Nathan DE OLIVEIRA

KIMAL PLC  
Birmingham, United-Kingdom

At the end of my second year, I was looking for a fulfilling experience abroad, targeting English speaking countries. Looking at potential offers in the UK via LinkedIn and [www.internship-uk.com](http://www.internship-uk.com), I was delighted when I got in touch with Kimal's Marketing Manager, Ruth Clarke, who accepted my application.

Kimal is a family owned company and profit making organization distributing Specialized Procedure Packs and Vascular Access devices mainly across the UK, Europe and the Middle-East. Founded in 1964 by George and Diana Press, the company is now managed by their son Alan whose passion for the medical sector and innovation has been widely spread among all the employees.

I spent most of my time in the Marketing Department while working also with people from operations, finance and sales. My role was to assist the Marketing team in developing Kimal's brand image worldwide, learning about the sales representative job and acquiring knowledge about the medical sector and how to run a company. I translated applications

and websites into French and took part in meetings with managers and directors to learn more about how to run a business. I also had the opportunity to shadow Sales Representatives several times through their meetings and business reviews with nurses and consultants in Hospitals.

This internship was useful both on a professional and personal level. I had the chance to live in England for 6 months, learning a lot about the country's culture and people. The working environment was pleasant and serious. People were very professional and dedicated to their work while visitors coming into the company or my department could notice the family aspect of the company and the positive mind-set of every employee. On a personal level, I managed to forge long-lasting relationships with several co-workers with whom I am still in contact with and tripled my LinkedIn contact list. Looking back, learning from experts and people committed to their work was a great opportunity for me and will be useful for the rest of my professional career.

**"Learning from experts and people committed to their work was a great chance for me."**





**Lara BARSKI**  
Eventerprise  
Cap, Afrique du Sud

J'ai travaillé 6 mois en tant que stagiaire en finance dans la startup Eventerprise au Cap en Afrique du Sud.

Eventerprise est une plateforme internet (SaaS) connectant professionnels de l'événementiel et clients cherchant à organiser un événement.

Rattachée au département finance, mes principales missions regroupaient gestion comptable, trésorerie, analyse du marché, recherche d'investisseurs ainsi que gestion du portefeuille d'investisseur.

J'ai également effectué des missions en marketing, communication, gestion du personnel, design...

Mon stage a été un réel succès puisque l'univers startup m'a permis d'avoir un poste polyvalent dans un environnement dynamique et en constante évolution. J'ai aussi beaucoup apprécié le fait d'être considérée comme les autres employés, d'avoir une voix au sein de

l'entreprise et de travailler avec des personnes de tous horizons. J'ai travaillé sur des missions exceptionnelles comme la candidature et victoire de la co-fondatrice de Eventerprise aux Stevie Awards for Women in Business pour laquelle je me suis rendue à New York.

J'ai acquis beaucoup de connaissances techniques et interpersonnelles qui me permettront d'aborder sereinement mon entrée dans le monde du travail.

Mon conseil pour un futur Céfamien serait de tester l'environnement startup puisqu'en général, il permet d'avoir une vision assez globale des différents milieux professionnels et d'avoir de réelles responsabilités.

Les entrepreneurs n'ont pas de temps à perdre avec des stages d'observation. Je conseille également à tous de ne pas avoir peur de partir dans des pays moins développés comme l'Afrique du Sud, qui sont des pays incroyables et pleins de surprises.

**« Mon conseil pour un futur Céfamien serait de tester l'environnement startup. »**



**Clara DANTIN**  
Sierra Marketing  
Sydney, Australie

J'ai effectué mon stage de six mois chez Sierra Marketing, une agence marketing à Sydney en Australie.

Dès le début, j'ai été très bien accueillie par l'équipe et me suis adaptée à ma nouvelle vie australienne très facilement.

En tant qu'assistante marketing, mes principales missions étaient la gestion des réseaux sociaux de clients, la création d'infographies, l'utilisation et la mise à jour de CRMs ainsi que l'écriture d'articles publiés sur les sites internet de clients.

J'ai également contribué à l'organisation d'un événement regroupant plus de 250 invités dans un endroit mythique de Sydney.

Grâce à la confiance que m'ont très vite accordés mes collègues et supérieurs, j'ai eu la chance de travailler sur des projets uniques

et extrêmement enrichissants tant au niveau personnel que professionnel. J'ai aussi eu l'opportunité de travailler et de créer des liens solides avec des clients provenant de pleins de secteurs d'activité différents.

En plus d'une excellente expérience professionnelle, vivre au rythme de Sydney m'a permis de grandir et d'apprendre dans de nombreux domaines.

La qualité de vie australienne et le multiculturalisme qui caractérise la ville ont réellement été sources de motivation pour moi.

Cette opportunité m'a également guidé quant à mon futur choix de métier.

Grâce à mon travail chez Sierra Marketing, je suis maintenant certaine que je veux poursuivre une carrière dans le domaine du marketing et potentiellement créer ma propre entreprise dans ce secteur.

**« Je suis maintenant certaine que je veux poursuivre une carrière dans le domaine du marketing. »**



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# Internship Tutors

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Overall, Melvin has done in his time this far at PwC. He has adapted quickly, which has meant that he can easily work with different teams as and when the need arises. He is encouraged to work on his development areas and continues to demonstrate his strengths.

**Kwame AGYEI**, PWC, Ghana

Chloé a fait preuve dès son arrivée d'une grande capacité d'adaptation : intégration rapide dans les différentes équipes, familiarisation avec les dynamiques / « langage » du business et flexibilité dans la gestion des tâches. Elle a démontré par ailleurs une forte maturité professionnelle dans l'organisation de son travail ainsi qu'au travers de sa communication. Chloé est toujours souriante et désirante d'apporter son aide.

**Anthony MOMMER**, GE MEDICAL SYSTEMS, France

She definitely added value for us with her communicative skills.

**Maurice DON**,  
TRIGLOBAL,  
Netherlands

We are happy Louise could support our team. She's creative and fast. And very willing to work. It was a great initiative and brave of her to come to Holland for this internship. I am sure she learned a lot both at work and outside of work. She is still young, she will learn more about independent assignments and pro active work and communications. It was difficult to work on all projects because of the language gap, but she managed it well. I wish her all the best.

**Caroline TJAN**, Kuehne + Nagel, Netherlands

Fabuleux ! Nous avons passé un très agréable moment avec Jonathan. Il a su parfaitement s'intégrer et prendre une place à part entière.

**Pierre-Yves LAMBELLIN**,  
EURO INFORMATION,  
France

Timothée a effectué un excellent stage. Il a évolué dans le secteur du consulting en sûreté et en sécurité, domaine professionnel très particulier qu'il ne connaissait pas du tout. Timothée a su immédiatement dépasser cette difficulté en s'imprégnant de nos outils marketing et en montrant un intérêt réel pour ce métier. Timothée a très rapidement pris en compte les tâches qui lui ont été confiées et le résultat final de ce qu'il a produit est au bien au-delà de ce que nous espérions obtenir. Nous disposons désormais d'outils prêts à être utilisés et essentiels pour notre département vente et marketing.

**Alban STEPHANT**, RESTRATA, Dubaï

Salome is a lovely member of staff, one of the youngest we have had. She has picked up everything quickly and her command of English is good too. She works on her own initiative and asks questions when needed. A very polite young lady.

**Chetna KHATRI**,  
CHILDCARE INTERNATIONAL,  
United Kingdom

In 12 years welcoming interns into our company, I have never given a perfect score. Clara truly broke the mould. Her adaptability, eagerness and capacity to learn and learn fast, as well as her attitude, marketing knowledge and communication skills are second to none. Clara is a strong team player. She contributed a lot to our business and she will be missed.

**Marion DI BENEDETTO**,  
SIERRA MARKETING, Australia

Alexandre a rapidement trouvé sa place dans notre agence, grâce à des valeurs essentielles dans le monde professionnel et des qualités recherchées en banque. Il a révélé des aptitudes commerciales et une aisance dans son expression, qui lui ouvrent de bonnes perspectives.

**Christophe MARDELLE**,  
BANQUE PALATINE, France

Not much more to say...  
She was almost perfect.

**Carlos ATIENZA LAMBA**,  
YELLOW NEST HOSTEL, Spain

Overall, I have been extremely impressed with Anaïs' performance since joining the team. She has taken on activities with real positivity and enthusiasm and has performed over and above my expectation for her level. Anaïs has become an asset to the team and her knowledge of the financial systems, but also of Excel/IT in general, has brought big efficiencies to the Central Finance team and our processes.

**Bethany HODGSON**,  
NBC UNIVERSAL, United Kingdom

Thomas displayed strong commitment, while working on different assignments throughout his internship to date - he communicates very well to supervisors and does not hesitate to ask questions and speak up if something is not clear. He manages his time very well, informing his superiors if something is nearly done in order to not sit around idly waiting for new tasks. His time management is very good and he understands well when something is explained to him, so there is no need to repeat tasks and subjects again. He is progressing very well and is displaying a keen interest in the work he is doing.

**Gareth VAN GENSEN**, DELOITTE, Luxembourg

Jerome has been one of the best interns we've had here. He took on his basic tasks, excelled at them, and went on to improve processes, train other interns and improve the way the whole department worked. I would definitely recommend Jerome to any entry level positions at NBC.

**Harold OFOSU AMAAH**, NBC UNIVERSAL, United Kingdom

What a great individual and what a great experience for us all I believe! Broken Bow Ranch is a better place because of Camille. She impacts the business as well as the individual employees in a very positive way.

**Gay Leigh BINGHAM**, BROKEN BOW RANCH, USA

Nathan a été un excellent stagiaire qui a su s'intégrer comme un vrai membre de l'équipe et en un temps record. Il a fait preuve d'une curiosité et d'une rapidité d'application qui nous a permis d'avancer très rapidement dans son apprentissage. Il a été disponible et facilitant dans notre quotidien sans jamais oublier qu'il était là pour apprendre avant tout. Il m'énervait cette note.

**Clotaire ROYER**,  
MERCEDES BENZ-  
CONCESSIONNAIRE, France



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# Alumni

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## Cécile GALOSELVA (1995)

Lauréate d'Or dans la catégorie Femme Chef d'Entreprise pour les Trophées « Les Femmes de l'économie » Auvergne-Rhône-Alpes & Genevois en 2017

Après un BTS Commerce International, j'ai rejoint en septembre 1993 le CEFAM en admission parallèle, un an à Lyon puis un an à ODU, Norfolk, Va pour décrocher un bachelor en marketing et management.

J'ai choisi d'étudier au CEFAM car je voulais devenir bilingue et spécialisée dans le marketing. À ce moment-là, le CEFAM était la seule école qui proposait un double diplôme en partenariat avec 3 universités américaines.

Ce dont je me souviens le plus c'est l'atmosphère multiculturelle, l'aventure de pouvoir étudier à l'étranger et l'excitation de découvrir un nouveau mode de vie.

Mon stage m'a aussi beaucoup aidé à progresser car j'ai pu apprendre à travailler sur les réseaux, le fait d'apprendre sur le tas m'a également beaucoup aidé. Cela m'a également appris à construire un CV.

Après avoir été diplômée, j'ai travaillé un an aux USA (dans la vente) grâce à un visa d'un an.

Puis je suis revenue en France, je suis resté 5 ans à Paris dans 2 petites sociétés, d'abord en tant que responsable marketing d'une TPE dans le secteur des loisirs puis en tant que responsable des grands comptes dans le domaine de la fidélisation en pleine bulle

internet pour QUINTESS, qui me sponsorisa pour faire le MBA de la Saïd Business School à Oxford en 2001. Sur place, j'ai travaillé 2 ans dans l'édition en tant que Directrice de la stratégie d'expansion en Europe, puis j'ai découvert le monde de l'entrepreneuriat social et rejoint ETHICAL PROPERTY pendant 6 ans.

Je suis rentrée en France fin 2010 pour adapter le modèle à la France avec [www.etic.co](http://www.etic.co).

**« Ce dont je me souviens le plus c'est l'atmosphère multiculturelle, l'aventure de pouvoir étudier à l'étranger et l'excitation de découvrir un nouveau mode de vie. »**

Je suis maintenant la directrice générale fondatrice d'une entreprise sociale, [www.etic.co](http://www.etic.co), qui crée des espaces d'éco-activités pour les ONG et qui a un réel impact sur les entreprises. Aujourd'hui, les 18 salariés d'ETIC exploitent 8 espaces de travail mutualisés (tiers-lieux éco-conçus) dans 6 villes de France hébergeant les bureaux et des commerces de plus de 250 organisations engagées pour une société plus juste, plus équitable et avec le respect de l'environnement.

Le Trophée Cheffe d'Entreprise à beaucoup motivé les équipes d'ETIC et je suis très fière d'avoir pu partager ces moments avec eux.

La reconnaissance fait beaucoup de bien et permet de redoubler d'efforts pour naviguer avec les hauts et les bas de l'aventure entrepreneuriale !



## Benjamin BOUIN (2017)

Contrôleur de gestion junior chez Cofidis Slovaquie

J'ai intégré le CEFAM car c'est une école à taille humaine tournée vers l'international avec des cours 100% en anglais.

L'école nous offre l'opportunité d'obtenir un double diplôme, ce qui est aussi quelque chose de très important afin d'avoir une meilleure reconnaissance à l'international.

J'ai obtenu mon diplôme en mai 2017. En juillet 2017, j'ai directement intégré Cofidis Slovaquie pour commencer mon VIE d'un an et demi, lequel j'ai souhaité prolonger de 6 mois.

Le VIE (Volontariat International en Entreprise), est un contrat français ouvert à tous les européens de moins de 28 ans qui souhaitent réaliser une mission de maximum 2 ans dans une entreprise française à l'étranger.

Le salaire est fixé par l'État et réajusté trimestriellement soit à la hausse, soit à la baisse selon le pays d'expatriation.

Le VIE a été un choix d'orientation professionnelle car les entreprises qui recrutent des VIE savent que les postulants n'ont pas une grande

expérience professionnelle, ce qui permet d'être formé convenablement, de travailler à l'étranger et d'avoir un pied dans l'entreprise. Il y a la possibilité de négocier un contrat local par la suite, de rentrer en France travailler pour ladite entreprise ou tout simplement de chercher un emploi dans une nouvelle boîte, le fait est qu'après le VIE, il y a une belle ligne sur le CV.

Je recommande aux Cefamiens de se tourner vers le VIE ou le VIA (selon les missions proposées) pour qu'ils puissent continuer de se former à l'international mais aussi de découvrir de nouvelles cultures, de se faire un réseau à l'international mais surtout de montrer à l'entreprise pour laquelle ils travaillent qu'ils sont réellement mobiles. De plus, si l'expatriation n'est au final

pas leur choix ça leur permettra d'avoir un pied dans une entreprise internationale française.

**« Je recommande aux Cefamiens de se tourner vers le VIE ou le VIA (selon les missions proposées) pour qu'ils puissent continuer de se former à l'international mais aussi de découvrir de nouvelles cultures. »**



## Anthony MARQUES (2010)

Senior Energy and Power Option Trader chez CEZ  
République Tchèque

J'ai choisi le CEFAM car je ne rentrais pas forcément dans le moule des études à la française, c'est-à-dire, passer le bac, rentrer en Prépa, puis ensuite aller en École franco-française pour enfin travailler dans une entreprise franco-française, cela ne me correspondait pas du tout.

Je me suis donc posé la question : « comment je peux retomber sur mes pieds tout en contournant un peu ce schéma ? ».

Faire des études aux USA me donnait envie depuis tout petit donc j'ai voulu allier les deux, tenter le coup de poker et voyons si ça marche au CEFAM pour moi.

Le fait que l'on puisse faire un stage de 3 mois puis de 6 mois au CEFAM a définitivement compté dans mon choix. J'estime que c'est la base, que le théorique peut emmener jusqu'à un certain point mais qu'il y a des limites et qu'il est important d'apprendre sur le terrain pour faire face à des problématiques de la vie de tous les jours dans le travail. Pour moi, c'est dans ce que l'on rencontre dans nos expériences professionnelles que l'on se forme.

Concernant les stages, celui de 3 mois, a été la première fois que j'ai habité à l'étranger, c'était à Londres. Au bout de 10 minutes en entreprise, je me suis demandé si je parlais la même langue mais c'était assez intéressant et formateur. C'est aussi comme cela que l'on se pousse, que l'on se met au niveau. C'était divisé en 6 semaines en marketing et 6 semaines en comptabilité, ce qui m'a permis de voir ce qui me plaisait et de faire le tri. Pour moi, c'était ça l'utilité et l'intérêt des stages.

Ensuite pour mon stage de 6 mois, je suis allé au Luxembourg chez Citi Group. Moi qui commençais à me dire que je souhaitais m'orienter dans la finance, je voulais une sorte de confirmation dans les faits et ça a été assez révélateur. Je me suis dit que j'avais bien aimé les gens, la mentalité, ce que ça permettait de faire, les perspectives, la notion du boulot. Donc ce stage m'a conforté dans ce choix.

Donc outre le fait de sortir de la théorie, mes stages m'ont permis de valider mes choix. En effet, j'ai eu de la chance, j'avais des tâches assez complexes, j'étais assistant du Head of Sales. Donc c'était très riche et complet. Il y a aussi des stages un peu moins intéressants sur le plan technique, mais au moins, ces stages permettent de rencontrer du monde et d'échanger des expériences. Cela m'a donné des perspectives : je suis trader à l'heure actuelle, j'ai rencontré quelqu'un qui était un ancien trader et qui m'a dit qu'il vivait les meilleures années de sa vie dans ce poste. C'est pourquoi je me suis orienté dans cette voie.

**« Outre le fait de sortir de la théorie, mes stages m'ont permis de valider mes choix. »**

vivait les meilleures années de sa vie dans ce poste. C'est pourquoi je me suis orienté dans cette voie.

Voulant un job qui est ultra technique, je me suis dit que gagner une année en technicité ne ferait pas de mal. Donc j'avais pris des cours assez avancés en Maths et en Finance à Northeastern auxquels j'avais le droit grâce à mon GPA. Et ensuite je me suis dit que j'allais postuler dans certains des meilleurs Masters en Finance au monde. J'ai pris l'IE à Madrid, et j'ai donc fait un an de finance en Espagne, avec 35 cours de finances différents et assez complexes, sur tous les sujets. Ça m'a permis de gagner la technicité que j'espérais, les

premiers jobs restent assez techniques, et c'est ce que je voulais faire. Ça m'a donc apporté des choses très utiles comme les maths avancées ou encore la programmation informatique.

Suite à cette expérience, j'ai décidé de suivre ma copine à Londres. Donc, j'ai fait un stage dans une boîte de Private Equity de fusion-acquisition et d'investissement. À la fin des 3 mois de stage, ils m'ont offert un job que j'ai refusé car j'avais reçu une offre de stage dans un Edge Fond pour être assistant trader et gestionnaire de portefeuilles.

Lors de ce stage, je me suis occupé de tout automatiser au sein de leur entreprise, et de programmer tout leur système de calcul. Suite à cela, ils m'ont aussi proposé un job avec une rémunération qui était dans les plus hautes de ma tranche d'âge, donc j'ai sauté sur l'opportunité. J'ai donc bossé chez eux pendant 3 ans au total.

Ensuite j'ai travaillé à Dubaï, c'était dans la continuité logique de ce que j'avais déjà développé, donc ça me plaisait. Il s'avère que dans les faits, cela a été tout l'opposé, c'est une expérience qui s'est plutôt mal passée (problème culturel, problème de gestion catastrophique, division entre occidentaux et indiens, pertes d'argent). De ce fait, j'ai quitté l'entreprise mi-2017 et je suis revenu en France pour chercher du boulot. Je viens tout juste

de trouver un travail de senior trader dans le pétrole à Prague.

J'ai réussi à trouver ce poste à Prague grâce à beaucoup de travail de fond sur le développement du Network. J'avais déjà un bon réseau professionnel, je l'ai rendu excellent. Je me suis fait connaître et j'ai connu tous ceux qui pouvaient m'apporter quelque chose. J'ai également fait un énorme travail sur les recruteurs : plus de 115 recruteurs contactés. Un de ces recruteurs m'a contacté et à partir de là, ça a été un processus long de plus de 3 mois entre le contact initial et la signature de l'offre.

Si vous êtes à la recherche d'un premier emploi il ne faut pas se leurrer, que ce soit pour un premier emploi ou pas, tout se fait par chasseurs de têtes et connections professionnelles. Celui qui espère avoir un retour en postulant sur un site internet, a très peu de chance d'aller de A à Z dans le processus de recrutement. Pour les postes les plus prestigieux, ils se trouvent tous par réseaux.

Mon conseil : il ne faut pas perdre espoir car cela va être sûrement beaucoup plus long que ce qui avait été envisagé au début. Il ne faut rien laisser au hasard non plus, il y a plein de choses qu'on ne peut pas contrôler mais on peut contrôler ne serait-ce que le fait de ne pas faire de fautes sur un CV.



## Adeline GARDAN (2018)

Visa OPT d'un an  
New York

Après avoir été au Pair pendant deux ans près de New York City, j'ai décidé de reprendre mes études dans une école de commerce Franco-Américaine.

Pour moi, il était évident de continuer à pratiquer mon anglais et de le perfectionner au quotidien autant par écrit qu'oralement.

Pendant mes 3 ans aux CEFAM j'ai eu l'opportunité de faire deux stages.

J'ai effectué mon premier stage de 3 mois chez Bo Concept, une franchise d'ameublement d'intérieur. Durant ce stage, j'étais « Marketing intern » pour les cinq magasins de New York City. Une expérience, qui avec du recul m'a beaucoup appris sur le mode de travail américain.

Pour mon deuxième stage, je suis partie à Barcelone pendant 6 mois chez Alliance Laundry Systems en tant que « Trade Show and PR intern ». Ce stage m'a appris à travailler au sein d'équipes aux nationalités diverses

et de me rendre compte que je pouvais mettre en pratique mes cours de Marketing et Management pour cette expérience.

Pour ma dernière année aux USA, mon choix était déjà décidé depuis mon premier jour. Pace University était l'école dans laquelle je me voyais faire ma dernière année d'école de commerce. Après avoir passé un an à Pace University, je sais maintenant que mon choix était le bon. J'ai eu la chance de vivre à NYC et d'étudier sur un campus Américain pendant 9 mois.

Le CEFAM m'a permis d'avoir cette chance incroyable d'avoir un double diplôme Français et Américain. Je recommande le CEFAM à tous les étudiants qui souhaitent vivre une expérience qui ne ressemble en

rien au système scolaire Français.

Grâce au CEFAM j'ai eu la chance de grandir et d'évoluer entourée de professeurs et d'amis qui auront marqué ma vie pour toujours. En choisissant le CEFAM, je choisis la différence.

**« Je recommande le CEFAM à tous les étudiants qui souhaitent vivre une expérience qui ne ressemble en rien au système scolaire Français. »**



## Alban PELLEGRIN (2011)

Consultant Pôle commerces et entreprises  
Lyon, France

Le cursus proposé par le CEFAM m'a tout de suite plu. Plusieurs choses ont retenu mon attention je dois dire. Tout d'abord, l'opportunité d'obtenir un double diplôme à la fin de mes études. Un titre de niveau 7 (bac +5) reconnu par l'État Français ainsi qu'un BBA Américain. Ensuite le CEFAM propose l'intégralité de ses cours en anglais et pour moi c'était et c'est toujours un point fort. Enfin, j'ai pu trouver un style d'enseignement vraiment différent du système plus classique que l'on retrouve dans les autres écoles de commerce.

Avant d'intégrer le CEFAM, ce que j'ai fait pour vraiment m'imprégner au maximum de la culture anglo-saxonne, eut été de partir 2 ans à Londres. Ce séjour en Angleterre n'est pas obligatoire, mais m'a permis d'apprécier les choses sous un angle nouveau.

Au CEFAM, 2 stages, au minimum, nous sont proposés, un stage de trois mois et un de six.

J'ai décidé de jouer la carte internationale à fond et j'ai décidé de partir 3 mois en Argentine pour travailler pour une ONG. Ce fut une expérience incroyable que je recommande vivement à chaque étudiant.

Mon deuxième stage fut effectué dans un endroit qui m'était un peu plus familier, en effet, étant Lyonnais de souche, je fus accepté à l'OL (l'Olympique Lyonnais).

Pour ma quatrième année, quand vint le temps de choisir mon université Américaine, je rejoins celle de Rider à Lawrenceville, située entre New York et Philadelphie. En faisant ce choix, je voulais vivre la vie d'étudiant à l'américaine à fond. J'étais loin de m'imaginer

que ça allait être quatre fois plus impressionnant que tout ce que j'avais pu voir à la télé. J'en garde des souvenirs impérissables.

Ensuite, j'ai participé à Koh Lanta et quelle expérience ! Là-bas, tout est plus fort, plus intense ! Je prends souvent l'exemple du chat dont on doit multiplier son âge par 7 pour s'approcher de « l'âge humain ». Une journée sur Koh Lanta, c'est pareil, tout est 7 fois plus ! Essayer de passer une journée en dormant seulement que quelques heures, avec des inconnus et tout ça sans téléphone, ces 24 heures vont vous sembler extrêmement longues.

**« En faisant ce choix, je voulais vivre la vie d'étudiant à l'américaine à fond. »**

Malgré le manque de sommeil, de nourriture et la promiscuité non-stop, j'ai adoré. Ce fut une aventure humaine incroyable qui forge le caractère. Sur l'île on forge des amitiés très fortes qui durent toute la vie ! Cette expérience hors du commun nous change de façon profonde. On apprend énormément sur soi et

ça nous aide à avancer. On se rend compte de la force du mental et que lorsque l'on est à bout de souffle, le mental permet de repousser ses limites et de voir le verre à moitié plein, toujours.

À travers les épreuves, on apprend à croire en soi toujours plus et surtout, surtout on comprend que sans les autres, on ne peut tout simplement pas avancer.

C'est sur ce dernier message que j'aimerais vraiment conclure en disant que oui, je rejoins Sartre, « l'enfer, c'est les autres » mais que sans un travail collectif, on ne peut rien accomplir.



### **Nathalie NGUYEN (2001)**

Executive Director chez Morgan Stanley  
New York

As I was looking for the next steps after my Baccalaureat, I knew that I didn't want to go to a French university and really liked the option of doing half of my study in France and the rest in the US or London. At the time, there were only a handful of Business schools that offered this kind of program and CEFAM was one of them. In the end, I chose CEFAM for its program, location (Lyon was closer to Marseille than Paris) and its partnerships with the US colleges.

I have very fond memories of the CEFAM. From making life-long friends (one of them was my bridesmaid) to the wonderful teachers! The program was intense and some classes were tougher than others but the camaraderie and the investments that the professors had in us was a wonderful experience. CEFAM prepared us very well to the US university and my transition to Temple University was seamless.

My internship in the US provided me with my first experience in corporate America. I worked for 2 major insurance/brokerage companies and got to learn a lot of about underwriting risks. I graduated from Temple University with a double major in Risk

Management and Insurance, and Finance and ultimately became a Property & Casualty underwriter for a small family company after graduation.

I only stayed in the Insurance industry for a year post graduation. I had an opportunity to join one of the Big 4 accounting firms (EY) and they offer to send me back to school for a Master of Science in Accountancy at the University of Virginia. While at EY, I specialized in Financial services, more specifically the Banking Capital Market, and worked as an external auditor for one of the largest global bank, as well as very large hedge funds. I stayed with EY for 13 years and left it as a Senior Manager to join Morgan Stanley, internal audit department.

I am now an Executive Director at Morgan Stanley, specializing in Liquidity and Funding, where I oversee my team for all audits over Corporate Treasury and Liquidity Risk Department. As a 3rd line of defense, I'm making sure that Morgan Stanley is in line with internal standards and regulations and I frequently meet with regulators (FRB, FDIC and OCC) to present and discuss our findings.

**"I am now an Executive Director at Morgan Stanley, specializing in Liquidity and Funding, where I oversee my team for all audits over Corporate Treasury and Liquidity Risk Department."**



### **Cyrill ROTHERMUNDT (1993)**

Head of EMEA Professional Services chez SmartStream  
Londres, Royaume-Uni

I lived abroad for most of my education apart from the last 3 years running up to the BAC spent in France. I wanted to go traveling again, and after spending a year studying nuclear physics I realised that Finance/Business was probably better suited to me and my aspirations.

I remember teachers setting you up for success and treating you like adults. They cared and were always accessible to give you a helping hand and guidance. They were also involved in the day to day life of the student lives and activities.

I spent four months in India as a care taker in a coal mine for a team of French technicians, operating on a 3 shift basis, 6 days a week. At the time I had to miss the first three weeks of my second year, but the benefits offered such an experience that outweighed the missed classes and Jean Michel/David Russell authorised the absence. I did miss the induction of the newbies but it was a sacrifice well worth it. This internship taught me resilience, patience and more importantly opened my eyes to the harsh realities some people face on a daily basis.

I have had many roles around the Financial services industry. I started at BNP Paribas in New York as an intern for six months followed

by a VSNE there for 18 with a further 3+ years as an employee. I had the calling of being more of an entrepreneur so I joined a startup to run the operations for Europe and Asia out of London. We sold the business in 2005 and I stayed there until 2010. I then tried my hand at consulting and freelancing which suited my personal situation at the time but with the uncertainty of Brexit and an exciting challenge with my current employer I rejoined the permanent fold.

I am currently the Head of Professional Services (EMEA) for SmartStream Technologies. We offer world class software solutions to our customers mainly in the financial services sector. I am responsible for the teams/consultants implementing the software at our clients. My team is called upon for bespoke customisations, implementation projects, business change... One of my main drivers is to ensure that delivery does not become a sales problem. My team's focus is to provide the best service to our customers so that they can become our advocates for new projects either at the same client or somewhere else. This is a high intensity role but the challenge and the lack of routine makes it very exciting. I can safely say that for the past twelve months I have not had two days alike... Onward and upwards!

**"This is a high intensity role but the challenge and the lack of routine makes it very exciting."**





## Sylvain MESTRALLET (2011)

Head of Financial Planning & Analysis chez GE  
Paris, France

I first heard about CEFAM in a career fair in Lyon. I was initially there with my father to look at engineering schools. This was a turning point as I was still undecided in terms of what I wanted to do after high-school and was already considering moving away from my engineering background to study in a business school.

What I learned about the program at CEFAM convinced me this was the right thing to do. I was also particularly excited about evolving in a fully international environment and the opportunity to get the double degree in the US for the last year.

First, I remember the people I have met there and the relationships we built. The students, professors and the administrative crew were all extremely supportive from day 1 which really helped me adapt to this new environment.

The classes were a lot more interactive than I was used to in the traditional French system. I found them quite inspiring, even if I remember feeling a bit overwhelmed at first with all the classes entirely taught in English. The finance and economics classes quickly became my favorites ones. First, because I identified myself to the analytical and outcome driven approach, but I also loved the competitive spirit across the class and throughout the group projects. In addition, I felt that my (average) English level at the time was not as much a barrier in those classes as it was in other ones. This motivated me to outperform!

Finally, the year I spent in Philadelphia was a highlight. Living in a top city in the US and studying in a large university was always something I had wanted to do. This experience would have been a lot different without the support we received from the CEFAM administration team. They helped for a smooth transition and remained available throughout the year.

My first internship was more than 10 years ago. Hard to believe. Those experiences were key steps in my career journey.

**"I was also particularly excited about evolving in a fully international environment and the opportunity to get the double degree in the US for the last year."**

The internship search was more challenging and took more time than I expected in the first place. I already knew at the time that I wanted to work in finance, but I had a limited network in this field. I'm grateful for the relationship I built with professors and friends at CEFAM. They were not only an unbelievable support system but also were critical to put me in contact with the right people and help prepare for interviews (thanks Mary, Nico, Will, Sophie and Ornella!).

The internship and entry level roles were also a great confirmation that Finance was a good fit. I was able to learn the roots of corporate finance and gained a lot of self-confidence in the process as I realized I could deal with fast-paced environments and deliver on expectations.

For all current and future CEFAM students, there is some advice that I wish I had received at the time that I believe could be applicable to you:

- **Time off is the essence when applying for internships** (preparation really matters!). Start early and be proactive. Don't hesitate to contact alumni or profiles aligned with your interests to ask them questions and understand what it took them to get there.
- **Don't settle for the minimum.** Try to understand well your manager's expectations and deliver on them early to build trust and accountability (focus on quick wins). The most interesting projects or opportunities are usually offered to people who already demonstrated they can take on more and are not afraid of challenges. Be that person! Finally, spending time to get to know people around you (even if they are not from your department / area of comfort) pays off significantly as it helps you build lasting relationships and better understand the big picture. Ask them what they do and whether you can sit with them for a day.
- **Give first before taking.** People are a lot more likely to invest on you if they feel you are committed to help them when the time comes (better if you already helped them). Some tasks seem less attractive on paper but make a big difference for your colleagues. Look around, put your ego aside and help!
- **Perception is reality.** First impressions count! There are simple things you can do to influence how people around you will view you and your work. In most cases, this

has nothing to do with how much you know about a topic or how many years of experience you have. Here are some examples: maintaining a high say-do ratio, showing up on time, always being prepared, taking responsibilities for what you did well / not so well. Start embedding those into your personal and professional routine and they will pay off in the long term!

After a few months in London at NBC Universal, I joined the Finance Graduate program at General Electric. This was a great foundation to learn multiple sides of the Financial Analyst role while changing teams and countries four times in two years (France, Germany, Italy and Algeria).

Then, I joined the Corporate Staff for three years which was a global team of associates rotating across countries (mostly between the US and Europe) and conducting internal advisory and audit engagements. This was a very accelerated learning experience. For the first time, I had the chance to lead very diverse teams on transformation projects or balance sheet audits. This experience was fast-paced and challenging but also extremely rewarding. I had to constantly adapt to new situations and learn about new businesses in record time and provide recommendations to the respective CFOs and CEOs.



**Jean-Michel PERRENOT**  
Président et co-fondateur du CEFAM

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**Le CEFAM a été créé en 1986 à Lyon.**

Le projet consistait et consiste toujours, à préparer des étudiants dans un programme post-bac aux métiers du management et du développement international en partenariat académique avec des universités américaines réputées et reconnues, accréditées par l'AACSB. Il s'agit d'un parcours en 4 ans d'études et de stages en France puis aux États-Unis, débouchant sur l'obtention du diplôme du CEFAM – de niveau 7 – et simultanément du diplôme (Bachelor of Business Administration) de l'Université dans laquelle l'étudiant termine son parcours.

Le partenariat académique consiste à enseigner un programme de cours à Lyon correspondant aux contenus définis avec les universités partenaires par des professeurs anglo-saxons de haut niveau ; les notes obtenues en France sont « transférées » par les universités américaines comme si les cours avaient été suivis dans leurs cursus pour ne faire aux États-Unis que la dernière année d'études.

NB, il ne s'agit pas d'un programme de cours conçu pour les étudiants du CEFAM mais du programme usuel que suivent tous les étudiants de la business school de l'Université.

C'est une des fiertés du CEFAM d'avoir constitué un corps professoral international répondant aux critères académiques des partenaires américains. Ils savent mettre en œuvre une pédagogie active basée sur les principes des « classes inversées », véritable stimulant pour les étudiants en même temps que c'est un grand changement pour eux comme une préparation indispensable et efficace à leur parfaite intégration dans leurs cours aux États-Unis.

Au-delà de l'enseignement des techniques de management, la dimension interculturelle est déterminante de même que la maîtrise des « soft skills », compétences transverses et comportementales qui apparaissent toujours plus comme des éléments distinctifs aux regard des entreprises.

Le partenariat avec des institutions réputées aux États-Unis ne visait pas à transformer de jeunes français en « américains » mais de donner par l'immersion dans les cours et la vie sur le campus américain lors de la « senior year » (4ème année) aux États-Unis une ouverture d'esprit, une prise d'autonomie et de responsabilités appréciées pour le premier emploi par les entreprises. Sans parler bien sûr de l'excellente maîtrise de l'anglais que confère un tel parcours.





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