

SUCCESS STORIES



CEFAAM
CENTRE D'ÉTUDES FRANCO-AMÉRICAIN DE MANAGEMENT

ALUMNI
TESTIMONIALS

CEFAAM
CENTRE D'ÉTUDES FRANCO-AMÉRICAIN DE MANAGEMENT

CENTRE D'ÉTUDES FRANCO-AMÉRICAIN DE MANAGEMENT



Olivier Mercien-Ferol

Graduating Class: 1996

TEMPLE UNIVERSITY / MBA INSEAD EXECUTIVE
PROGRAM ADVANCED INDUSTRIAL MARKETING
STRATEGY

FINANCIAL COMMERCIAL DIRECTOR MEA
HENKEL JEBEL ALI, Dubai

As a student, my goal was to become a strong global business leader, and CEFAM was instrumental in empowering me to achieve that objective. Besides getting the best globally recognized education in Management, it was clear to me that becoming proficient in English was a prerequisite to reach my goal. Consequently, opting to study abroad in the USA made a lot of sense. At that time, I was missing a lot of information to enable me make my dream a reality.

Pursuing my studies in an American university was the only known factor of the puzzle. Which university would suit me the best as there are so many? Was I well enough prepared as a young high school graduate from the French educational system to conquer the USA? Was I sufficiently armed to study in a foreign language? All those questions were answered the day I read about CEFAM, a business school located in Lyon which enables students to study in internationally renowned and AACSB accredited American universities to obtain recognized management degrees. With an innovative pedagogical program taught entirely in English, CEFAM allowed me to be well prepared for my final year in the USA and beyond.

My experience living and studying in the USA was undisputedly rich as I learned how to embrace an ever-changing global business world. The community at Temple University consists of students and professors of different nationalities and backgrounds. Such diversity promotes out of the box strategic thinking, delivers a breadth of core competencies, and allows international students to make the difference in the work place.

The CEFAM/USA transformation experience was unequivocally the pivotal point in both my professional career and my personal life. The global management profile that I had developed over the years was clearly what secured my first post-graduate job at Total as a Junior Business Controller. It also catapulted my international career as I climbed the corporate ladder through diverse experiences in several countries such as USA, South Africa, Germany, and the United Arab Emirates where I live currently as Finance and Commercial Director for the Middle East and Africa region for Henkel, a German global company.

Choosing to study at CEFAM was undeniably one of the best decisions I have ever made as it enabled me to fulfill my personal and professional dreams.

“It enabled me to fulfill my personal and professional dreams.”



Caroline

Vaglio

Graduating Class: 2000

NORTHEASTERN UNIVERSITY

MARKETING & COMMUNICATIONS DIRECTOR

PEGGY SAGE, France

WHY I CHOSE CEFAM :

After my BTS in international trade, I wanted to continue my studies. I've always been attracted to small group studies, no big university amphitheaters/ general courses retained my preference at the time... and I always wanted to finish off in a foreign country with a first professional experience. CEFAM met all my requirements to complete my studies.

WHAT CEFAM AND NORTHEASTERN UNIVERSITY BROUGHT ME :

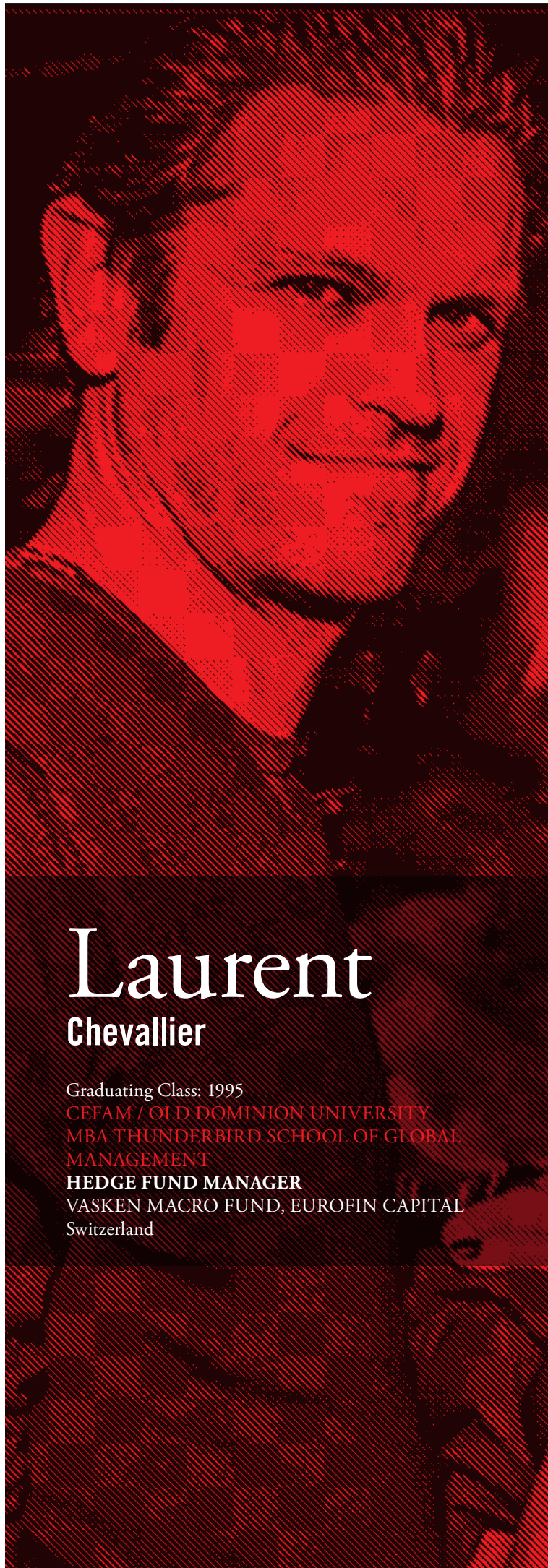
First, a very enriching cross-cultural environment and a first professional experience. It is crucial nowadays to be "sensitive" to all our differences and the importance of communication in a global environment.

Second, becoming fluent. I'm always quite surprised to discover that today's young crowd is so little eager to speak foreign languages. We live in a time of low cost flights where distances to foreign countries and travel are made so easy; I always have a hard time understanding why people put so little effort into learning at least English. Speaking foreign languages and being able to adapt to and understand a multicultural environment is one of my strongest assets. Living abroad for 2 years in a foreign country also taught me a very strong work ethic and developed my taste for effort and entrepreneurship. This time of my life provided me with a great deal of resourcefulness that continues to help me on a daily basis.

“CEFAM met all my requirements to complete my studies.”

HOW IT IMPACTED MY PERSONAL AND PROFESSIONAL LIFE :

Being strongly resourceful/ being fluent in English gave me the desire to study Spanish more in depth so that I now speak it quite well and have since learned another language, Italian. My international experience brought me a strong sense of autonomy and a more creative approach to everyday management. On a personal level, these years abroad contributed a lot to my strong love for globe-trotting and discovering foreign countries whenever I can. So far I have traveled to Morocco, Tunisia, Spain, Portugal, England, Italy, Greece, USA a lot of course, Russia, Dubai, Jordan, Egypt, Mauritius, Ireland, Peru, ...



Laurent Chevallier

Graduating Class: 1995

CEFAM / OLD DOMINION UNIVERSITY
MBA THUNDERBIRD SCHOOL OF GLOBAL
MANAGEMENT

HEDGE FUND MANAGER

VASKEN MACRO FUND, EUROFIN CAPITAL
Switzerland

WHY DID YOU CHOOSE CEFAM?

LAURENT:

I wanted to be Gordon Gekko, the character from Oliver Stone's movie Wall Street!! And more seriously, CEFAM was the gateway to my American Dream, where meritocracy still exists in the workplace. If you work hard you can succeed.

ANNA:

I always wanted to live and work in New York City, and CEFAM was opening that door for me.

WHAT MAKES IT DIFFERENT
FROM OTHER SCHOOLS?

ANNA:

For me, the curriculum in English was the main advantage. Being immersed in this bi-cultural environment was the best preparation before moving to the US.

LAURENT:

The teaching pedagogy, with the case study approach where professor and student' interaction is key, makes it more concrete and practical than the French system.

...

“If you work hard
you can succeed.”

Anna

Szurkalo-Chevallier

Graduating Class: 1996
TEMPLE UNIVERSITY
HEAD OF INVESTOR RELATIONS
LAKE GENEVA INVESTMENT PARTNERS
Switzerland

“I always wanted to live and work in New York City.”

...

WHAT DO YOU SEE AS BEING THE ADVANTAGES OF AMERICAN UNIVERSITIES?

LAURENT:

The American system being very competitive pushes you to work harder, seeking higher rewards.

ANNA:

In the age of globalization, American universities are still seen as the best in the world and attract students from all over. This multicultural aspect is fantastic.

HOW DID CEFAM AND THE USA CHANGE YOUR PERSONAL AND PROFESSIONAL LIVES?

A&L:

CEFAM clearly changed our personal lives as we met there 20 years ago and now have 2 beautiful boys together.

Professionally, our CVs carry a tremendous premium thanks to our various experiences in New York City, where we spent almost 10 years.

Being successful in a different culture far away from home taught us to be flexible and to always keep a positive spirit, qualities that we can transpose to our advantage in any kind of environment.





Euloge Awitor

Graduating Class: 2004

TEMPLE UNIVERSITY

MBA UNIVERSITY OF MARYLAND

SENIOR MARKET AND PRICING ANALYST

CONTINENTAL TIRES, Canada

La formation proposée par le CEFAM prépare très bien les élèves au système américain avec à la clé un très bon niveau d'anglais. Le système d'éducation US est beaucoup plus « opérationnel » que théorique: travaux en groupe, préparation de présentation, études de cas et mise en situation... Ceci est surtout vrai en fin de cursus. Il demande du travail personnel et des recherches en dehors des heures de cours. La « théorie » est à apprendre à la maison et s'il n'y a pas de question de la part des élèves les professeurs passent au cas pratique.

Je pense que la principale différence entre le CEFAM et d'autres cursus c'est l'ouverture à l'international et la maîtrise de l'anglais. Cela aura donc un impact important sur votre orientation professionnelle.

I mainly joined CEFAM for its curriculum and the background of its faculty. In fact, after graduating from high school, I was looking forward to applying to US universities when I came across a CEFAM brochure.

CEFAM provided me with the possibility to begin an American business education from Lyon, France with the option of transferring to one of its associate US universities to complete my bachelor degree. In Lyon, CEFAM's highly experienced American and foreign faculty gave me the guarantee of a great internationally minded education.

Faculty experience was very important to me because our professors were able to share with us the real life examples they had experienced. These interactions definitely developed and increased our interest in these topics.

CEFAM conditioned us to act, think, and work the American way, but I only really understood the scope of that philosophy once I transferred to Temple University in Philadelphia.

Undeniably, CEFAM gave us all the tools we needed to adapt and evolve in the US society, no matter what city we picked. Once in class, I noticed that most of us "Cefamiens" quickly adapted to the American teaching methods because they were clearly identical to those we had experienced at CEFAM.

Lyon is a very modern and dynamic city that gives students everything they need to succeed academically and personally.

To put it in a nutshell, I would say that CEFAM's location, curriculum, faculty, and strong associations with top American universities give CEFAM a clear advantage over its local or national competitors. CEFAM's curriculum enabled me to earn a double degree, a Bachelor of Business Administration (BBA) in the US and a BAC + 5 in the France.

Finally, obtaining a double degree enables one to pursue an education or career in France or in the US. I chose to pursue a Master degree in the US and to ultimately work in pricing for a multinational company in Canada.

Benoît Marteau

Graduating Class: 1996

CEFAM BBA / MBA TEMPLE UNIVERSITY

GROUP TREASURER

VEOLIA WATER SOLUTIONS & TECHNOLOGIES

France

“...working with students from every continent is good training.”

Cyril Triquère

Graduating Class: 2009

TEMPLE UNIVERSITY

PROFESSIONAL LIABILITY UNDERWRITER

ADMIRAL INSURANCE COMPANY, USA

Picking CEFAM for me was an easy choice; while I had my mind set on a number of US colleges during high-school, the financial resources required for a full education in the US were just unfathomable.

CEFAM offered me the opportunity to get the same courses I would have gotten across the Atlantic, at a cost I could afford and best of all, I could graduate from a US college.

I was very well prepared for my senior year at Pace and earned my degree with flying colors, thanks to CEFAM.

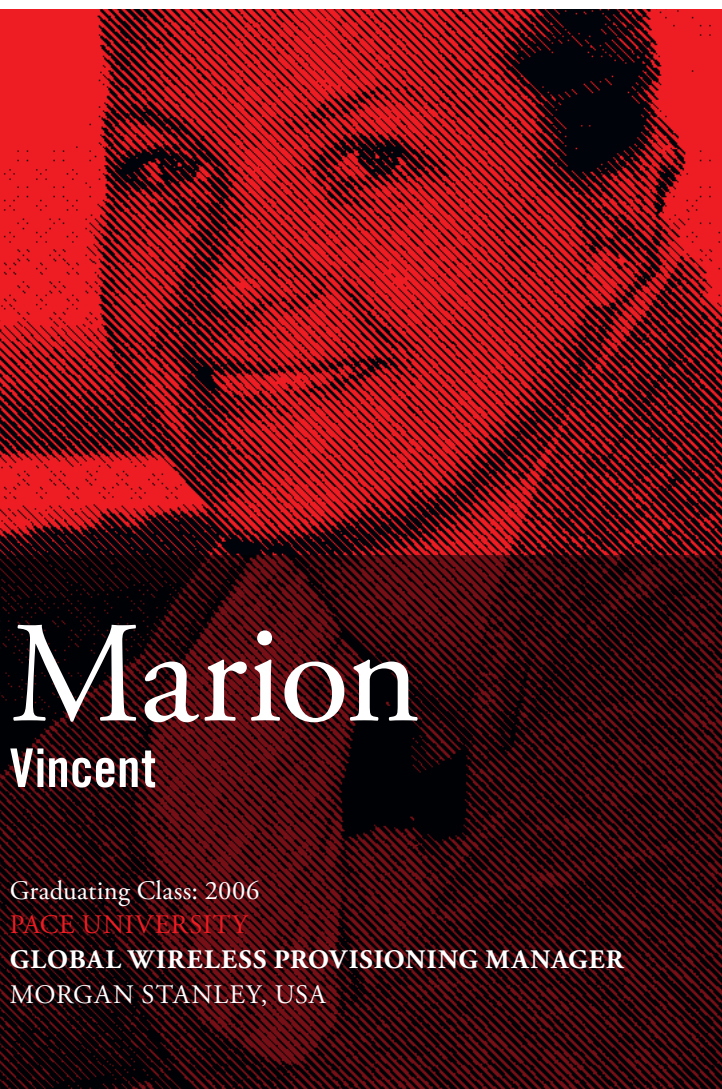
Finding a job in NYC was definitely a challenge but a rewarding one. As Sinatra said so well *“If I can make it there, I’m gonna make it anywhere!”*

A US degree gets your foot in the door, and then it is all up to you to prove what you can do.

I quickly realized that we are living in a global environment and that the best way to “survive” was to have the best training possible. I realized that CEFAM would help me in my future because of the way the school is structured. If we omit the fact that CEFAM is an American business school, we realize that one of the key advantages of the school is that all the classes are taught in English. As we all know, English is the prime business language. Having an English language education on one’s resume clearly adds value.

Another essential key to CEFAM’s success resides in the partnerships it maintains with several well-known, AACSB accredited, US universities. Going to an unfamiliar environment is not an easy task but it shows an ability to adapt to changing environments, a skill which is so crucial nowadays. One last thing that makes CEFAM different from other schools is the diversity of the student body. Not all schools can claim to have students coming from all over the world to study. CEFAM brings students together and teaches them to work towards a common goal together. Once again, working with students from every continent is good training for what is ahead in our future work environment.

For my personal experience, CEFAM helped me to understand that the world had no frontiers. I had the chance to transfer to Temple University to pursue my goals. I graduated with a double major in Risk Management and Marketing and landed a job before graduation. I was blessed to meet with some incredible people including teachers who helped me spread my wings. The education I received was definitely one of the greatest gifts I could have imagined.



Marion Vincent

Graduating Class: 2006

PACE UNIVERSITY

GLOBAL WIRELESS PROVISIONING MANAGER

MORGAN STANLEY, USA

I chose CEFAM because it would prepare and enable me to finish my degree in the USA. However, something stronger and more personal made me choose CEFAM and that was a feeling of well-being. When I went to the open house in 2002, I liked what I saw. I liked the small classroom setting, the fact that the students were involved in the life of their school, and that people were happy to be at the school and around each other. It really seemed to me that it was a small family setting where the administration, the teachers and the students were looking out for each other and everyone was in it for one ultimate goal: "ACHIEVE SUCCESS".

When I moved to Philadelphia in 2005, except for the fact that everything and I mean everything was bigger/larger than in Lyon, after the first week, I felt confident and well-prepared. The only adjustments I can remember had to do with learning to know the City, the Campus, the REC and TECH Center etc. Ultimately, my grades even improved as compared to my CEFAM GPA: a good indication of the quality of "The CEFAM way". I graduated from Temple University in 2007 with a double major in Risk Management Insurance and Economics.

In 2004, as part of the Internship requirement of CEFAM, I worked for UAT-AXA Insurance in Togo and consequently discovered that I had a passion for the Insurance Industry. I have CEFAM to thank for allowing me to have that exposure without which I may not have chosen a career in Insurance and been able realize my full potential.

To anyone who is thinking about joining CEFAM:
If you took the time to read everything I wrote above and if you are

Kelly

Dadzie

Graduating Class: 2007
TEMPLE UNIVERSITY
UNDERWRITER
ZURICH GLOBAL CORPORATE, Canada

“It really seemed to me that it was a small family.”

still reading these remaining words, then CEFAM is the where you want to be. I suggest you stop reading, sign up for the next open house, and/or send your application ASAP.

Please know that it is not always going to be fun. It is actually going to be very challenging at times but if you put yourself in the mind-set of the apprentice who is learning a trade; if you place your trust in the judgement and knowledge of your teachers; if you challenge them as much as they challenge you; but most especially, if you challenge yourself and you never give up, this will be one of the best experiences of your life and in the midst of this great adventure you will "ACHIEVE SUCCESS".

Fabrice

Figliolini

Graduating Class: 1999
TEMPLE UNIVERSITY / MBA TEMPLE UNIVERSITY
VICE PRESIDENT OF FINANCE AND IT
BOIRON, USA

“I started at a small French American business school called CEFAM.”

Back in 1996, I decided that I wanted to study in the US and I started looking at options that would allow me to obtain a US degree. As soon as I started looking into Cefam, it was obvious to me that CEFAM had a lot more to offer than the partnership programs that other universities in France could offer. The school had everything that I was looking for: An international environment with students from different nations and different cultures, but also, and most importantly, foreign teachers with global life and work experiences. The solid partnerships that CEFAM had with large and well known US universities were also a big plus for me. I was really attracted by the opportunity to study there without having to deal with long lists of pre-requisites to get admitted... and not spending 4 years or more to get a degree was also a no brainer from a money standpoint.

After applying to CEFAM, I was admitted as a second year transfer student, and stayed one year in Lyon before leaving for Philadelphia and starting my life in the US.

I moved to Philadelphia during the summer of 1998, and I started at Temple University in August. It was great to be recognized as a CEFAM student by most of the business school teachers. Studying and living in the US is a completely different experience compared to what you can face in France or in Europe. The scale of things obviously is much larger and the teaching style is very different from what we can find in Europe. Temple University has a lot of ties to CEFAM through many different partners, former students, and faculty. I worked there for 10 years after my MBA, and it was always delightful to meet and greet the new CEFAM students coming to Temple every year.

Living in the US for the past 15 + years has really changed my life. The exposure to different cultures, much larger universities, and a different lifestyle has really impacted how I see things in my everyday job. I now work for a global company, Boiron, and I'm in charge of Finance, IT and HR for the US subsidiary. Being able to apply to work across borders was always what I wanted to do when I started at CEFAM. As a new CEFAM student, if you show dedication, motivation, and optimism you will be able to succeed. When I tell my story I'm always proud to say that I started at a small French American business school called CEFAM.



Marie-Agathe Pernet

Graduating Class: 2009

Temple University

CLIENT SERVICES & MARKETING TEAM LEADER
CENTER FOR CREATIVE LEADERSHIP

Belgium

“... the CEFAM culture shaped my way of working.”

Some choices have little impact on the course of your life. Some others can shape you deeply without you even realizing...

Upon finishing high school, I knew I wanted an international experience, a multicultural exposure and the flexibility to “build” my own degree. None of the numerous schools I visited seemed to fill all the criteria that were important to me.

Being familiar with the US academic system, I started to look into American Universities and came across CEFAM. CEFAM enabled me to get a degree that would be recognized both in Europe and the United States, and offered me the flexibility to choose the classes and the experiences that I would find relevant to my degree.

Thanks to the support and advice of the professors and staff at CEFAM, I graduated with a solid experience under my belt before even applying to my first job. Indeed, during my 4 years at CEFAM/TEMPLE, I managed to have a first work internship in a large Event Management organization in Paris. The following year, leveraging this experience, I worked as a Junior Business Development Consultant at the French-German Chamber of Commerce in Germany for my 6 month internship. And as I yet wanted more international exposure, I asked CEFAM and TEMPLE to recommend institutions in South America to spend a semester abroad. Their support enabled me to study 6 months in one of the most prestigious university in South America, La Pontificia Universidad Catolica de Chile, based in Santiago.

Following my graduation from Temple University in January 2010, I stayed in Philadelphia to gain some experience in an American professional environment as I worked for Sykes Enterprises.

In 2011, moving back to Europe, I accepted an offer to join the Center for Creative Leadership. Working for CCL, the pieces of the puzzle finally formed a clear picture. The combination of international education, multicultural work experience, and the CEFAM culture shaped my way of working. Leading a young Marketing & Inside Sales team across EMEA since last January, I am grateful that I have developed the cultural sensitivity needed to build a high performing team, leveraging each member's unique perspective and experience.

As I am strongly appreciative of the influence CEFAM has played in my life, I have recommended that CCI welcome CEFAM students to gain experience with us during their internships. In the summer 2011, Gaspard Callet, currently at Sienna College, spent 6 months supporting our Portfolio department. His professionalism and openness made him a highly valued member of the organization. A few weeks from now, we will be welcoming Pierre-Olivier Argaud in the Marketing team for 6 months as well.



I chose CEFAM because of the quality and strong reputation of its degree programs. The convenience of studying in a North American learning environment, not too far from home, also played a big role in my choice.

After joining CEFAM, I found the faculty to be qualified and dedicated to excellence. The teachers knew us all by our first names and were always available to provide assistance outside of the classroom.

Lyon, being a friendly city, also contributed to making the whole learning experience special.

After transferring to Temple University, I was struck by the reputation the CEFAM students had on campus. They were said to perform well above average academically. This reputation really shows the high standard of education set at CEFAM.

There is no doubt in my mind that CEFAM helped me become the successful professional I am today.

“I was struck by the reputation the CEFAM students had on campus.”

Patrick Buzingo

Graduating Class: 2004

Temple University

INVESTMENT COMPLIANCE OFFICER

BNP PARIBAS INVESTMENT PARTNERS, Belgium

Mylène Delorme

Graduating Class: 2002

CEFAM BBA

HEAD OF AIR AND SEA MOROCCO

MILITZER & MUENCH INTERNATIONAL

HOLDING AG, Morocco

My first encounter with CEFAM was at a student forum in Lille while I was finishing high school. I had always wanted to have an international career and joining an American school was kind of a dream to me.

The reason I chose CEFAM was that the students presenting and representing it were so motivated and so enthusiastic about it. Being told all about the school by the students themselves was truly inspiring. The fact that the school was located in Lyon also helped, as I had heard it was a fabulous city for students.

I have never regretted choosing CEFAM, as it taught me to be ambitious, to ‘go for it’, and to master the American way of doing business. Last, but not least, the people I met at CEFAM really did have a positive influence on my personal and professional life. I met some great friends and the teachers there are true professionals, always available to help and mentor their students.

I strongly believe that joining CEFAM helped me advance faster in my career. Indeed, my CEFAM education shaped my personality and my abilities to adapt to international work environments.

After my BBA at CEFAM, I went to the UK and started to work straight away. I had various positions to start with, and ended as a communication officer for the Cambridgeshire County Council. I stayed 4 years in the UK.

I then moved to Morocco in 2007, where I joined an international transportation & logistics company for whom I still work today. I was in charge of creating the Air & Sea Transportation Department, which I did... from scratch.

Today, I am the Head of this department for all of Morocco. Every day, I use key elements of my education and classes at CEFAM, especially my International Business Law course. Now, I must admit, it does all make sense.



WWW.CEFAM.FR



MAUDE FOYATIER

47, rue Sergent Michel Berthet
CP 606 - 69258 Lyon Cedex 09 - FRANCE

+33 (0)4 72 85 73 63 - F. +33 (0)4 72 85 72 13

maude.foyatier@cefam.fr

www.cefam.fr