

IN THIS ISSUE:

1. WHAT'S UP	1
2. MEMBER NEWS	2
3. SUMMER AND SHORT PROGRAMS	5
4. COOPERATION OPPORTUNITIES	5
5. PIM PEOPLE	6

SPEAKER'S CORNER:

This issue of the newsletter will feature three guests of the speaker's corner, the three candidates for the role of Chair from Europe.

Please go to pages 8-9 to learn more about Robin Jensen, Malla Paaajanen and Antonia Maria Serra.



Robin Jensen



Malla Paaajanen



Antonia Maria Serra

1. WHAT'S UP – PIM NEWS

33rd PIM Conference in Toronto

Only a few days are left before the beginning of the 2006 PIM Conference in Toronto. The new features of this year's conference are: a day designed for Administrators (but to which everybody is invited!), which will be a valuable opportunity to share best practices on the organizational and administrative aspects of double and joint degrees, and to participate in the different afternoon workshops on specific subjects: grading systems and testing policy, marketing exchange programs in the school and promoting the partners schools as exchange destinations, and integrating exchange students with the local population. A workshop designed for newcomers, where they will learn about PIM, its different committees and activities, and where they will be presented a "survival kit" for the conference. Not to forget the large amount of time dedicated to the market place.

The conference will feature two keynote speakers, the CEO of Scotiabank, Rick Waugh, and former Canadian Ambassador to the United Nations and WTO, Sergio Marchi. Additionally, two plenary panel discussions will focus on the relevance of MBA Programs as well as on the importance of rankings. Participants will have the possibility to choose among different parallel sessions. This year they are focused on: Dual and Joint Degrees, Developing Case Studies, International Experience of Students, and Joint Research. The program also includes two separate tracks for Deans, one on the topic of Management of Research and the other on Management of Complexity.

One of the characteristics of the annual conference is social gatherings. All participants are invited to the Welcome Cocktail Reception on October 26, to the Cocktail and Dinner on the 27th and to the Gala Dinner at the Royal York Hotel, where we will have the chance to relax after busy conference days. Not to mention the optional tour to the Niagara Region arranged by the organizing team at Schulich School of Business. Toronto is ready to welcome you!

Future PIM Annual Meetings: Johannesburg 2007 and Stockholm 2008

While immersed in the preparations for the conference in Toronto, we are already looking forward to the next two conferences. The 2007 conference will be hosted by the Wits Business School in Johannesburg, South Africa. This will be the first time that the PIM Annual Meeting takes place in Africa and our friends in Johannesburg are already working hard to make this the best event for you and to give you the opportunity to get to know their fascinating country.

As for the 2008 Conference, the Chairs are pleased to announce that the 35th PIM conference will be hosted by the Stockholm School of Economics, Sweden. SSE will host the conference in conjunction with their 100th year celebration and PIM is honoured to be associated with such an important celebration of one of its members.

PIM REMINDERS

Newsletter mailing list

Please send to soniapim@unibocconi.it the list of stakeholders within your Schools who could be added to the newsletter's mailing list

New Chair from Europe

As you may already be aware, Barbara Sporn's term as Chair will end in October: PIM would like to thank her for all her work and commitment as Chair during the past three years. During the conference in Toronto, PIM members will be asked to vote for a new Chair from Europe. There are three candidates for the role: Robin Jensen – Copenhagen Business School, Malla Paajanen – Helsinki School of Economics, and Antonia Maria Serra – ESADE. Their statements are available on the website, under [PIM Conference/2006 Conference/Candidates Statements](#). You can start to get to know them by taking a look at the speaker's corner on page 8 and 9..

PIM to vote on Fudan

During the Toronto Conference, PIM members will be called to vote on Fudan University's status as PIM Candidate Member. If accepted, Fudan will then have 3 years to fulfil PIM's membership requirements.

2. MEMBER NEWS

First European Job Market in Finance and Accounting at HEC School of Management

The Europlace Institute of Finance (EIF) and HEC School of Management Paris organize the 1st European Job Market in Finance and Accounting, in collaboration with Vienna University of Economics and Business Administration, Università Luigi Bocconi, ESADE, RSM Erasmus University, and Copenhagen Business School. This event will be an opportunity for recently graduated researchers looking for a position in all fields of Finance and Accounting (including quantitative finance, corporate finance, behavioural finance, financial accounting, management accounting and related fields) to get in contact with universities and professionals. The Job Market will be held at HEC Campus, on December 20, 2006, and it is targeted to PhD and post-doctorate students looking for a position in the fields of Finance and Accounting, Future candidates of academic research positions, Researchers and professionals in the fields of Finance and Accounting.

More information can be found at: <http://www.europlace-finance.com/jobmarket06/>

Collaborations between NUS Business School and Copenhagen Business School

After almost a decade of student exchange partnership between NUS Business School and Copenhagen Business School, the two PIM schools signed an agreement in April 2006 to further strengthen their partnership to include: undergraduate, graduate and research student exchanges; faculty exchange (research and/or teaching); and other collaborations such as International Field Study and joint activities in research, conferences and seminars. After the signing of the new agreement, last June NUS Business School sent its first group of undergraduates to attend the International Summer University Program (ISUP) in Copenhagen Business School.

FGV-EAESP's Post-Graduate Diploma in Administration: Health Policy & Management.

FGV-EAESP recently launched a new specialized program, the Post-graduate Diploma in Administration: Health Policy & Management, designed to give a strong formation in both theory and practice, and to give to participants important analytical tools. This program is entirely offered in English or Spanish. Further information will soon be available on FGV-EAESP's website.

International Teachers Program at the SDA Bocconi School of Management

The International Teachers Program is a faculty-development program arranged by the International Schools of Business Management (ISBM), a group of ten leading Business Schools located in Europe and the United States, including PIM members HEC, Stern School of Business NYU, Manchester Business School and Stockholm School of Economics. ITP has served over 1,000 high caliber faculty and educators since it started more than 30 years ago, with both participants and faculty drawn from all over the world. The program will be hosted at the SDA Bocconi School of Management for the academic years 2007-2008 and 2008-2009. More information can be found on: <http://www.sdabocconi.it.itp/>

IESA's Advanced Management Program travels to China

Thirty-five participants of the Advanced Management Program (AMP) taught at IESA recently travelled to understand the Chinese business world. The Venezuelan delegation of the IESA AMP executives, coordinated by the program's director, Professor José Luis Giménez, met with companies such as Nuctech, Huawei, and Hyundai cars, as well as manufacturing, textile, and telecommunications industries, plus a beer factory and the financial sector. They also visited Beijing, Xi'an, Shanghai, Shenzhen, and Hong Kong. The AMP is an intensive and demanding program designed for top management, based on approaches and teaching methods balancing a high standard of academic excellence with a manager's daily tasks implying time constraints. Candidates may browse all the information concerning the registration process on <http://www.iesa.edu.ve/pag>

AIM launches a 16-month Accelerated MBA

The Asian Institute of Management will launch its 16-month MBA in August 2007. "AIM's New MBA will give the best and brightest access to cutting-edge management skills," said Ricardo A. Lim, Associate Dean of AIM's Washington SyCip Graduate School of Business, "in a shorter time, with faster ROI." AIM's New MBA is one of the few programs in the world to use heavy case-based, participative and team learning. AIM students can spend a term on exchange in one out of 40 top business schools in the world, or take a thematic study-tour in several Asian countries as an elective. The New MBA curriculum builds on students' core business knowledge from their undergraduate and corporate experiences. Applicants will be considered for admission based on the quality of their work experience, academic and professional references, and GMAT or AIMAT (AIM Admission Test) scores. For more information, please see at <http://www.aim.edu>, or contact Ms. Edythe Bautista at +632 8940043 or mbautista@aim.edu

FGV-EAESP and Louvain School of Management announce the Brazil Study Trip

Two PIM Schools, FGV-EAESP and Louvain School of Management are proud to announce the Brazil Study Trip of the International Executive MBA, which will allow Louvain's MBA students to gain experience in Brazil and to be exposed to its management, culture and language.

EQUIS at NHH

NHH received initial accreditation by EQUIS in 2001 and has recently gone through the EQUIS re-accreditation process. The Peer Review Team visited Bergen at the end of March. The positive conclusion from the Evaluation Team and EQUIS Awarding Body is that NHH is granted the EQUIS European Quality Label for a further five years.

2006 intake of the new Warwick's MSc in Management

The new MSc in Management offered by Warwick Business School started this October, with an intake of 43 students, coming from 14 countries covering Europe, Asia, India, South America, Africa and the Middle East. Their backgrounds are a mix across the range including Computer Systems, Engineering, English, Microbiology, Physics and Politics.

Award winners at Stockholm School of Economics and Warwick Business School

Anders Richtnér, a Stockholm School of Economics researcher, has received the Emerald/EFMD Outstanding Doctoral Research Awards. He won the prize in the category of Operations and Supply Chain Management.

Robin Wensley, Professor of Policy & Marketing at Warwick Business School, was recently presented with an Award of Life Membership of the UK Academy of Marketing, 'in recognition of extraordinary and distinguished services to marketing' at the Annual Conference Dinner of the Academy in London. Robin was Dean of WBS from 1989 to 1994. In addition to his current role at WBS, he is also Director of AIM Research, the ESRC-sponsored Advanced Institute of Management.

News from Warwick Business School: new building and donation

Over the past year Warwick Business School has 'had the builders in' to complete the first section of a £20million extension to their premises on the Warwick campus. This first section, costing £8million, provides a new teaching and IT centre for postgraduates and around 100 offices for staff associated with these programs. As term begins, the first rooms are already in use.

Sir Nick Scheele, Chancellor of Warwick University, has donated a half million pounds to WBS and hopes that this will encourage others to consider supporting the University. Sir Nick has had a long association with the University and was once a member of the WBS Board; he became Warwick University's fourth Chancellor in March 2002.

PIM Schools have ranked highly in recent international rankings

The Wall Street Journal

The Wall Street Journal released, on September 20, its international ranking of top business schools. This ranking, a mix of European, North American and Central American schools, is based on how recruiters rated each school. Out of the 24 schools included in this specific ranking, 9 are PIM members. Additional information on <http://www.careerjournal.com/reports/bschool06/20060920-table-international.html>

The Financial Times

Last September, the Financial Times released the second edition of its ranking of the top European Masters in Management. Out of 35 Schools, 12 PIM Partners were present. The number of PIM Schools in the ranking could have been higher, as some of the Schools could not take part in this year's survey, due to the major changes in their academic offering. For more information: <http://rankings.ft.com/rankings/masters>

América Economía

América Economía presented, in its September edition, the 2006 ranking of the best Graduate Schools of Business in Latin America. Out of the 40 schools included in the ranking, all the 7 PIM Member Schools from Latin America were present and were ranked amongst the 20 best. Additional information upon registration on <http://www.americaeconomia.com>

3. SUMMER AND SHORT PROGRAMS

Vienna Spring Program 2007

The Vienna University of Economics and Business Administration organizes a unique two-week program for graduate students, focused on the Enlargement of the European Union, Cross Cultural Transfer of Management Knowledge and Marketing Strategies for Central and Eastern Europe, to take place from May 14 to 25, 2007. The program has a total amount of 42 contact hours with lectures, case studies and company visits. The fee includes accommodation, lunches, trips to Hungary and Slovakia and visits in Vienna. The academic program in Vienna will be complemented by a lecture and company visit in Budapest and a trip to Bratislava. Registration deadline is January 31, 2007. For more information please contact Iris Hoheneder iris.hoheneder@wu-wien.ac.at

4. COOPERATION OPPORTUNITIES

Manchester Business School Hosts Two Conferences

IMP Conference 2007

Manchester Business School will host the International Marketing and Purchasing (IMP) Group Conference from 30 August – 1 September 2007. The IMP Group is an informal, international group of scholars concerned with developing concepts and knowledge in the field of business-to-business marketing and purchasing. The conference is the largest in the world dealing specifically with marketing, purchasing and technological development in a business-to-business context. For more information about the IMP group, visit <http://www.impgroup.org>. A doctoral colloquium will also take place at the School immediately before the conference on 28-29 August 2007, lending support to doctoral students and their research in this field. Papers are now invited for submission. The deadline for the submission of paper abstracts is 15 January 2007. For further information, please go to <http://www.mbs.ac.uk/research/marketing-strategy/imp2007-conference.htm>.

The group welcomes proposals for special tracks from those interested in chairing such sessions. To submit papers or special track proposals, please contact Professor Peter Naudé at peter.naude@mbs.ac.uk

Critical Management Studies (CMS) Conference

Manchester Business School will host the 5th Critical Management Studies (CMS) Conference from 11-13 July 2007. The theme of next year's conference is Reconnecting Critical Management. The conference celebrates the theoretical diversity of the CMS and seeks to build better linkages across the many different areas of this diverse subject. It will also address how the disciplines of CMS have interacted with the dramatic global economic and social changes of the last decade. The call for papers has been issued, with over 35 different streams, including CMS at Work in the World, Managing the Self: Identity, Consumption and Choice, and the doctoral colloquium stream. The deadline for abstracts is 6 November 2006, with authors notified of decisions in February. For further information, please contact cms5@mbs.ac.uk.

The Economix Workshop at Bocconi University

Bocconi University is launching the second edition of the "Economix Workshop", an on-line business competition that allows undergraduate students to pit their knowledge and skills against as many as 1000 participants from all over the world. The 120 top finalists will have the opportunity to attend a 5-day intensive high-level event in Milan to take place in February 2007. Bocconi is interested in inviting students from PIM Partner Universities to participate in the contest, as they would certainly contribute to the high standard we anticipate.

More information on <http://www.unibocconi.it/economix>

5. PIM PEOPLE

Universidad ESAN elects new Rector

Universidad ESAN has recently elected Dr. Jorge Talavera, PhD, as its first Rector and Dr. Jaime Serida as Academic Vice Rector. Dr. Jorge Talavera, a former ESAN graduate and twice its Dean, has been Rector of Universidad San Ignacio de Loyola and Dean of Universidad Adolfo Ibañez Graduate School of Business. Very well known in the international academic world through his association with institutions such as BALAS, EFMD, INTERMAN and OUI, he is currently Executive Director of the Latin American Council of Graduate Schools of Business (CLADEA), member of the International Affairs Committee of AACSB and as Rector of ESAN its representative before AMBA and PIM.



Jorge Talavera

New Dean at Corvinus University, Faculty of Business Administration

Professor Agnes Hofmeister has recently been appointed Dean of the Faculty of Business Administration at Corvinus University, taking the role of Professor Sándor Kerekes, who is now the Director of the Executive MBA Program at Corvinus. Dean Hofmeister is professor of Marketing.



Agnes Hofmeister

Jaime Alonso Gomez elected National Dean

Jamie Alonso Gomez, founding Dean of EGADE campus Monterrey, was recently promoted to National Dean of all (nine) Graduate Business Schools of the Tecnológico de Monterrey University System in Mexico. After starting and developing the EGADE campus Monterrey to world wide recognition, Dr. Gomez was invited by the President and Board of Tecnológico de Monterrey to apply his knowledge and experience into the strategic and synergy seeking activities across all business schools. Jaime Alonso wishes to thank all staff, faculty, students and PIM partner institutions for all the support and advice received during his tenure as Dean of EGADE Campus Monterrey.



Jamie Alonso Gomez

Newly-named Associate Dean at HEC Paris

Professor Hervé Crès has been named Associate Dean of the HEC MSc in Management (Grande Ecole program) and will take the place of Michel Raimbalut. 38 years old, Associate Dean of the HEC Ph.D program since 2005, Professor of Economics at HEC School of Management since 1997, Hervé Crès graduated from the École Normale Supérieure and the Institut d'Études Politiques in Paris. He holds a Ph.D. in Mathematics from the University of Paris I and a Ph.D. in Economics from the University of Geneva. Hervé Crès started his career at the University of Pennsylvania and has taught in different universities in France, Denmark, Switzerland and Turkey. His research, mostly in the fields of general equilibrium and the theory of social choice, focuses on the interactions between market mechanisms and voting procedures in the allocation of resources.



Hervé Crès

New Director for Manchester Business School

The University of Manchester has appointed Professor Michael Luger from Kenan-Flagler Business School to be the new Director of Manchester Business School from January 2007. Professor Luger is Professor of Entrepreneurship and Director of the Center for Competitive Economies at Kenan-Flagler Business School; before joining the Kenan-Flagler Business School, he spent 12 years as chairman of the Department of Public Policy and was the Carl H. Pegg Professor of City and Regional Planning at the University of North Carolina. He has taught at Duke University and the University of Maryland. He has also worked at the Greater London Council and is a former Director of Planning for the Model Cities Bureau in Scranton, Philadelphia. Professor Michael Luger will replace Professor John Arnold, who will step down at the end of this year after 12 years leading Manchester Business School.



Michael Luger

New Associate Dean for the Warwick MBA

Professor Thomas Ahrens takes over from Prof John McGee as Associate Dean (the Warwick MBA) at the start of the academic year at Warwick Business School. Thomas is Professor of Accounting, and teaches on the MBA and Undergraduate Programs. Before coming to WBS in 2005, he was Senior Lecturer at the London School of Economics & Political Science in London, where he did his PhD.



Thomas Ahrens

New vice-Dean for Graduate Studies at NUS

Associate Professor Kulwant Singh is now the new Vice Dean for Graduate Studies at the National University of Singapore Business School. Professor Singh has an MBA from NUS and a PhD from the University of Michigan.



Kulwant Singh

New exchange coordinators and program managers

New MBA International Programs Manager at ESADE: Melissa Handley is the new MBA International Programs Manager replacing Theresa Desuyo, who has moved to a different position within ESADE Business School. Melissa has a very solid background in the field of international education, both in Spain and the UK. She can be reached at Melissa.handley@esade.edu

New contact at the Indian Institute of Management Bangalore: Gangadharan Shainesh has recently taken charge as Chairperson - Student Exchange Program at the Indian Institute of Management Bangalore. His contact details are shaineshg@iimb.ernet.in and sepchair@iimb.ernet.in

New Assistant Dean and Director, MBA Programs at the Sauder School of Business: Ms Wendy Ma is the new Assistant Dean and Director, MBA Programs at the Sauder School of Business. Wendy previously held the position of Director of Admissions, Marketing and Recruitment in the MBA Programs Office. Her contact information is wendy.ma@sauder.ubc.ca. Moreover, the Sauder School of Business has a new Exchange Coordinator in MBA Programs Office. Her name is Michelle Griffiths and she takes the place of former coordinator Vivian Chu. Michelle's contact information is michelle.griffiths@sauder.ubc.ca

New Administrator at Leon Recanati Graduate School of Business: Sharon Shaked is the new administrator of the Student Exchange Program at Tel Aviv University, Leon Recanati Graduate School of Business. Sharon takes the place of Nitsan Kollet and can be reached at shakeds@taux.tau.ac.il

New International Student Coordinator in Cologne: The University of Cologne (Faculty of Management, Economics and Social Sciences) has a new International Students Coordinator. Her name is Britta Upsing and she can be contacted at britta.upsing@uni-koeln.de

New Coordinator at EGADE: Daniela Peña is the new Coordinator of the International Programs Office at EGADE, taking the place of Abel Tintos. She can be reached at: daniela.pena@itesm.mx

New contact at FGV-EAESP: Sonia Marin, Assistant, International Relations at FGV-EAESP has left her position. From now on the main contact at the School will be Prof. Ligia Maura Costa (lmcosta@fgvsp.br) the Associate Dean of International Relations.

New Exchange Coordinator at the University of St.Gallen: Doris Maurer is the new Exchange Coordinator for North & Latin America, Africa & Middle East, France, Spain, Italy, England, Ireland, Belgium and the Netherlands at University of St.Gallen, taking the place of Lamis El Farra. Doris can be reached at doris.maurer@unisg.ch

New contacts at HEC: The MBA Exchange Program Coordinator Anne Chretien is no longer working at HEC. For the time being, MBA staff members will take over her tasks: the Director of Academic Services, Mrs Elyse Michaels-Berger (Michaels@hec.fr) and the scheduling person, Mrs Martine Wittig (wittig@hec.fr)

New Acting Director at WU Vienna: Frank Brück has recently become the Acting Director of the International Studies Center at WU Vienna. Frank can be reached at brueck@wu-wien.ac.at

New Coordinator International Programs at Universidad Torcuato Di Tella: Carla Citro is no longer Coordinator International Programs at Universidad Torcuato Di Tella. Her responsibilities have been taken over by Angeles Crivelli. You can continue writing to exchange@utdt.edu for any questions and inquiries.

NEXT ISSUE

The next issue of PIM Newsletter will be released in February. Contributions from Members are welcome, and can be sent to PIM's Network Coordinator (soniapim@unibocconi.it).

SPEAKERS CORNER

Robin Jensen, Copenhagen Business School

Number of PIM meetings attended: Toronto will be my 11th PIM meeting

Role within your School/University: Director of International Programs, which I interpret as a number of different roles, some of which are:

- the gadfly needed to remind very busy and dedicated people that the international element must be remembered if we are to live up to our goals and ambitions
- a catalyser who helps to convey international inspiration to activities that can lift our international profile and help develop these
- a mediator between our own institutional or national systems and habits and those of our partners and their students (this role is also sometimes needed with the neighbors living next to our international dorms!)
- a problem-solver: when you run your head into a wall blocking internationalization, who says that the wall should win????

What does PIM bring/give to your School? A wonderful group of partner schools with whom we have close and well-developed contacts.

Why do you like to participate in the Annual Conference? It is a rare gift to be welcomed as a dear guest and shown the best that a school and nation have to offer while having the opportunity to cement relationships with the colleagues sending us students and helping the students we send abroad.

Say something about yourself/your personality: Having lost Niels Ole in May, I am faced with redefining my life in a way that I did not expect - this is going to take some time. But I am grateful that I am still as curious about and easy to find delight in the many beautiful places that make up our world. Now if we only could make it possible for more of our students to have the opportunity to share this experience...



Robin Jensen

SPEAKERS CORNER

Malla Paajanen

Number of PIM meetings attended: Since Los Angeles in 2001. This is now my 6th PIM meeting.

Role within your School/University: At HSE I am Director of International Relations with 5 people in my team. Working directly with the HSE management team, we participate in the negotiations on new international university agreements and strategic partnerships. Our key collaborators consist of colleagues in universities, networks and various development organizations in management education. Within HSE, we look for needs and opportunities to new international activities among academic departments and centers for research excellence.

What does PIM bring/give to your School? We consider PIM our primary and premium quality global network in student exchange. PIM also offers us a unique opportunity to look for new opportunities and operations with our PIM partners. PIM is an outstanding forum for learning through benchmarking both in international operations and governance issues. Within PIM we look for excellent exchange opportunities for our students. Simultaneously, we are looking for true partnerships that consist of various educational products. We are proud to belong to the PIM league!

Why do you like to participate in the Annual Conference? The PIM Annual Conference is The Meeting of the year. There is no comparison to these intensive days every year when you meet PIM partner representatives and discuss things of mutual interest. Each meeting sets the guidelines for the next year's operations, and it's just great to see this remarkable network make progress.

Say something about yourself/your personality: I could not think about a more intriguing working environment than the world of academic cooperation. Keeping my mind open to new views and showing appreciation are important values to me. In my work and in life in general I strive for good results and quality even if it calls for some extra input from my side. I tend to see glasses half filled rather than half empty...



Malla Paajanen

Antonia Maria Serra

Number of PIM Meetings attended: 10

Role within your School/University: My main role consists of managing ESADE's International Relations Service at the corporate level as well as fostering and maintaining the School's International Relations in accordance with the strategic direction of ESADE's International Relations Committee, in order to give coherence and guarantee the efficiency of the activity that ESADE carries out worldwide.

What does PIM bring/give to your School? ESADE Business School has been a PIM member since 1975 and has based a significant part of its international partnership strategy on PIM. PIM has therefore brought to my school international outlook, experience and a unique network of business schools worldwide. We are very proud of our PIM membership.

Why do you like to participate in the Annual Conference? I particularly enjoy participating in PIM Meetings because they offer the unique chance of meeting your partners and friends worldwide. There is time for benchmarking, information sharing about the news and projects of partner business schools and plenty of networking opportunities, while enjoying the hospitality and good care of the organising school, and discovering the corresponding city and country.

Say something about yourself/your personality: I will mention the positive aspects of my personality, since I pretty am sure you have plenty of opportunities to discover the negative and weak ones....

From a professional point of view, I am a responsible and committed person. I have intercultural awareness -I speak different languages (Spanish, Catalan, English, French, and German) and they are very useful tools to interact, understand and respect other cultures, values and traditions. I have international orientation and capacity for interpersonal relations. Furthermore, I am deeply convinced of the importance of emotional intelligence and a strong believer in international cooperation.

Form a personal point of view, I feel very fortunate because I enjoy the love and respect of my family, my friends & my national & international work colleagues.



Antonia Maria Serra