

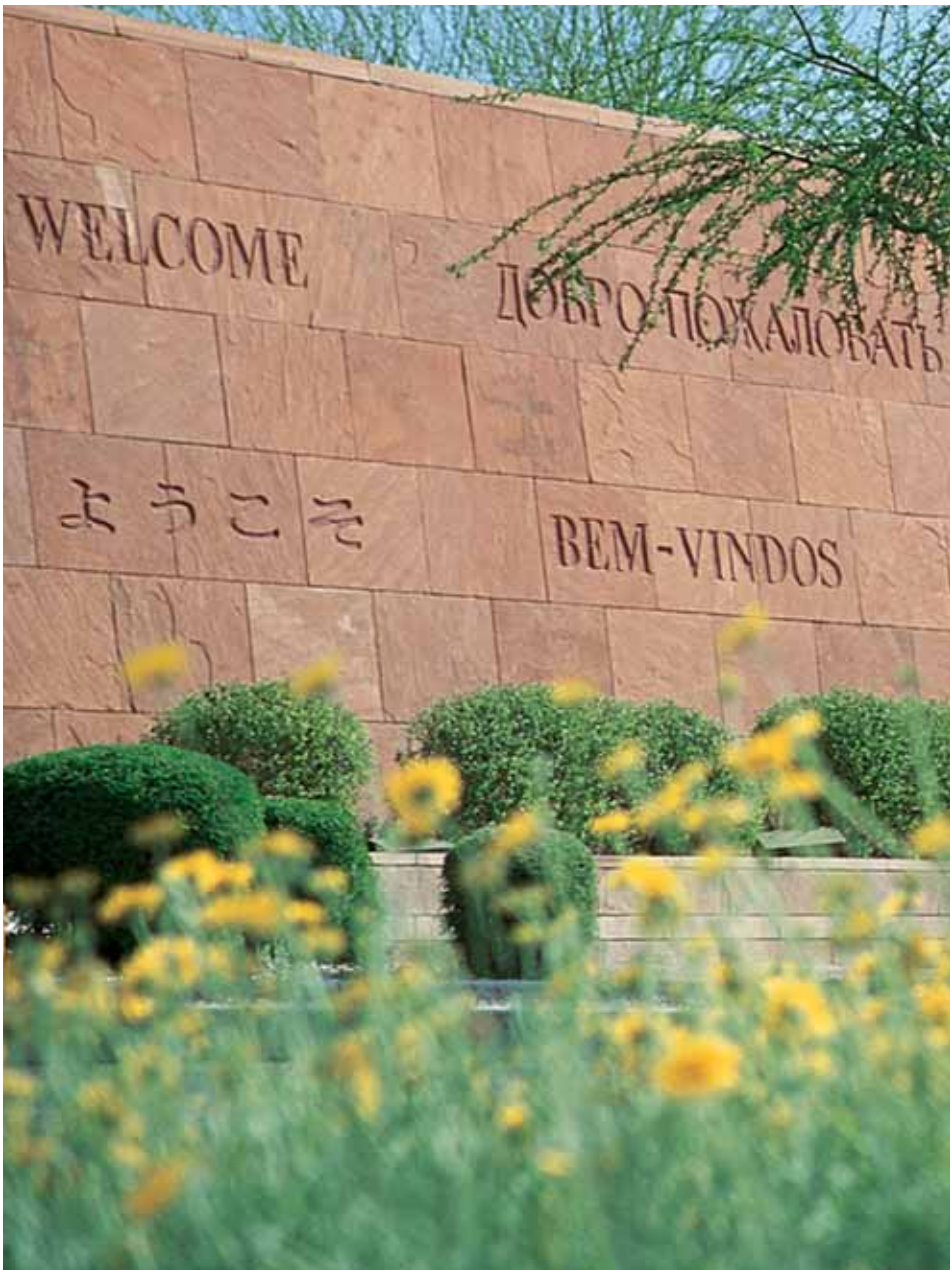
The background of the poster is a photograph of the Dubrovnik city walls, showing several stone towers and battlements under a clear blue sky. A red outline of the map of Croatia is superimposed over the image. A flag is visible on a tower in the upper left. The text is centered within the red outline.

**THUNDERBIRD  
EUROPEAN  
REUNION**

**2014 · JUNE 12 — 15  
DUBROVNIK  
CROATIA**



**THUNDERBIRD**  
SCHOOL OF GLOBAL MANAGEMENT



**THUNDERBIRD  
EUROPEAN  
REUNION  
2014 · JUNE 12 — 15  
DUBROVNIK  
CROATIA**



## — CONTENTS



<b>6</b>	<b>— WELCOME AND ACKNOWLEDGEMENTS</b>
<b>8</b>	<b>— THUNDERBIRD EUROPEAN REUNION 2014 ORGANIZING TEAM</b>
<b>10</b>	<b>— PAST THUNDERBIRD ALUMNI INTERNATIONAL REUNIONS</b>
<b>12</b>	<b>— MEET DUBROVNIK: THE PEARL OF THE ADRIATIC</b>
<b>15</b>	<b>— OUTLINE OF EVENTS</b>
<b>16</b>	<b>— DETAILED PROGRAM OF EVENTS</b>
<b>17</b>	<b>— THURSDAY, JUNE 12</b>
<b>18</b>	<b>— FRIDAY, JUNE 13</b>
<b>20</b>	<b>— SATURDAY, JUNE 14</b>
<b>22</b>	<b>— SUNDAY, JUNE 15</b>
<b>23</b>	<b>— BUSINESS FORUM SCHEDULE</b>
<b>24</b>	<b>— SPEAKER PROFILES</b>
<b>34</b>	<b>— SPECIAL THANKS TO OUR SPONSORS</b>
<b>36</b>	<b>— LIST OF PARTICIPANTS</b>
<b>44</b>	<b>— PARTICIPANT BREAKDOWN</b>
<b>45</b>	<b>— MAPS - DUBROVNIK &amp; THE REUNION HOTELS</b>

## — WELCOME AND ACKNOWLEDGEMENTS

### — DEAR THUNDERBIRDS! DOBRODOŠLI U DUBROVNIK! WELCOME TO DUBROVNIK!

The moment has arrived! We are overjoyed to welcome you to Dubrovnik. It should be a fantastic event, one of the best we've ever had! We look forward to seeing old friends, meeting new ones and raising a toast to all alumni worldwide. Dubrovnik is not only a jewel of the Adriatic, it is a jewel of the world; few places on earth compare to its beauty and history; thank YOU for making it to the 41st Thunderbird Alumni Reunion!

Behind every successful event there is a team of dedicated (and worn out) individuals. We wish to profusely thank the following, whose time, efforts and generous support allowed this reunion to happen, and allowed the reunion committee to send a charitable donation back to Thunderbird: Sam Garvin of Garvin Promotions; Matt Yale of Laureate Education; Karl Pisec of PISEC Group; Monika Elsik of WIFI Organization; Matt Blong of Ecolab; Terri Nissen representing Thunderbird; Kathryn Lindquist of Taylor-DeJongh; Marshall Parke of Lexington Partners; the Dubrovnik Tourist Board, and finally some individual support from Thunderbird alumni Yael Coifman, Charlie LaFond, Adel Labib, Alex Lubavs, and John Cook. Thank you one and all!

We wish to thank the Chapter Leaders, not just in European cities but our global chapters as well, whose frequent notices to alumni and promotion at First Tuesdays helped drive registrations. We want to thank those multitude of alumni and friends who organized past reunions and who keep coming back year after year such as Jeff Manners, Felix Steinebrunner, Dan Jones, Eric de DePoortere, Bernadette Martin, Eric Delhay, Erik Holtz, Amit Badami, Brigitte Opel, Wilbur Bakker Schut, Mariya and John Fogarasi, Lawrence Masle, Phil Reeker, Nona Niner, Georg and Jolie Redlbacher, Beatrice Karpawitz, Karl Pisec, Robert and Joelle Roussel and Lo Locher, to name just a few of the roughly 12,000 alumni who have attended all our past reunions in Europe, Asia, the Middle East and North America!

We will miss and remember our fellow alumni Fred Koppl, Rich Mackney, Tom Hobson and Bill Johnson – all of whom passed away in recent years but attended many past reunions.

Special thanks for generous support:

Larry Penley – President, Thunderbird School of Global Management

Bob Eichfeld – Chairman Thunderbird Global Council

David Young – European Chair, Thunderbird Global Council

Michelle Senecal de Fonseca – European Vice Chair, Thunderbird Global Council

Moukarram Atassi – Middle East and Africa Chair, Thunderbird Global Council

Adel Labib – Middle East and Africa Vice Chair, Thunderbird Global Council

John Cook – Member, Thunderbird Global Council

And finally, we thank YOU for coming to Dubrovnik! After all, this is all about you and about our world-renowned network! Enjoy your visit, get to know some new people and absorb some of that wonderful Thunderbird mystique. This guide should answer most of your questions, but for any other questions, please look for us - Andrijana, Yael, Charles, Terri, Alka, and John – our nametags have red backgrounds. Astonishingly, through thick and thin, through the ups and downs on campus and in our personal lives, this committee has been at work for nearly two years, week after week, to bring this dream to reality – we hope you enjoy it! Bring comfortable walking shoes and sunscreen, you'll get a lot of sun and exercise over the next few days; and don't forget a swimsuit as we hit the beautiful Elaphiti Islands on the Saturday boat cruise – all in the magical settings of Dubrovnik, Croatia and its beautiful, stunning, outrageous, romantic surroundings!

## — YOUR THUNDERBIRD REUNION ORGANIZING TEAM:

John Cook '79



Andrijana Čuljak '99



Charlie LaFond '80



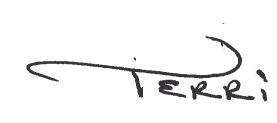
Yael Coifman '94



Alka Uroda '13



Terri Nissen



# — THUNDERBIRD EUROPEAN REUNION 2014 ORGANIZING TEAM



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**SILVA UŠIĆ**

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Will be there at all events in case of any questions or concerns  
Mobile: +385 98 478 395  
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## — PAST THUNDERBIRD ALUMNI INTERNATIONAL REUNIONS

NO.	DATE	ATTENDEES	LOCATION
1	Feb 1982	55	Bad Ischl
2	Aug 1982	65	Dusseldorf
3	Nov 1982	95	Mainz
4	May 1983	125	Brussels
5	Oct 1983	100	Milan
6	April 1984	85	Amsterdam
7	Oct 1984	95	Paris, Press Conference
8	Oct 1984	250	Paris
9	May 1985	110	Bad Ischl
10	Oct 1985	105	Heidelberg
11	June 1986	110	Oslo
12	Nov 1986	110	London
13	Apr 1987	150	Venice
14	Oct 1987	75	Wiesbaden, Press Conference
15	Oct 1987	110	Rapperswil
16	Oct 1988	120	Luxembourg
17	May 1990	60	Istanbul
18	May 1991	125	Bad Ischl
19	May 1992	110	London, Open House
20	May 1992	250	Bad Homburg, Open House
21	May 1992	135	Brussels, Open House

NO.	DATE	ATTENDEES	LOCATION
22	May 1992	300	Brussels
23	June 1993	100	Barcelona, Open House
24	June 1993	130	Barcelona
25	June 1993	280	Munich
26	June 1994	250	Prague
27	June 1995	300	Mainz
28	June 1996	230	Budapest
29	June 1997	350	Paris
30	June 1998	350	London
31	June 1999	350	Barcelona
32	May 2000	175	Vittel, France
33	Oct 2002	200	Dubai
34	Oct 2004	250	Shanghai
35	June 2005	230	Geneva
36	June 2006	184	Amsterdam
37	Nov 2009	145	Macau, Hong Kong
38	Sep 2010	250	Bad Ischl
39	Nov 2011	2000	Glendale
40	May 2012	275	Berlin
<b>41</b>	<b>June 2014</b>	<b>170</b>	<b>Dubrovnik</b>
42	???	???	???

## — MEET DUBROVNIK

Having visited Dubrovnik, the Irish writer George Bernard Shaw wrote: “Those who search for paradise on earth should come and see Dubrovnik”.

Unique for its impressive medieval forts, churches, monuments and palaces, Dubrovnik is often called the pearl of the Adriatic.

More than a thousand-year old history of Dubrovnik made it a cultural center of Europe. Initially a small community, the city flourished in no time and became the seat of the independent Dubrovnik Republic. The Republic mastered the art of seafaring and created a fleet on the South Adriatic which could be compared to the one owned by Venice in the north.

## — THE PEARL OF THE ADRIATIC

History is present in the entire city, which is both a museum and a picturesque stage where cultural heritage and contemporary life meet. All houses and monuments have a unique value. The Old City is encompassed by medieval walls, which have been preserved in their original form and opened for visitors as Dubrovnik's major attraction. In 1979 the City was included in UNESCO World Heritage Site list.

One of the main reasons for visiting Dubrovnik is definitely its warm, mild and dry Mediterranean climate with 260 sunny days per year!

## — ADDITIONAL FUN FACTS

- Agatha Christie spent her honeymoon here.
- Did you know that Dubrovnik, then an independent state, was the first nation to formally recognize the United States as a nation when it declared independence from Great Britain?
- The Dalmatian dogs got their names from the south coastal region in Croatia called Dalmatia.
- The White House was built using stones from the Island of Brač (as well as the Parliament building and New Palace in Vienna, Austria, the parliament building in Budapest, Hungary and the Diocletian palace in Split).
- The first tie came from Croatia! The cravat was part of the Croatian national costume and was later copied by the French as a new fashion.
- Croatia's currency, kuna, was named after a small agile animal with brown fur, marten in English, based on the use of marten pelts of value in medieval trading.
- The parachute was invented and first trialed by the Croatian Faust Vrančić in the 17th century, who was also the designer of the first wind turbine.
- The Old Town Dubrovnik is the filming site for King's Landing in the popular TV show “The Game of Thrones”.
- The Franciscan Monastery Museum houses the inventory of Europe's third oldest pharmacy (1373).

## — PRACTICAL FACTS FOR OUR REUNION

- Some locations (such as the Elaphiti island of Lopud) may not have ATMs so please have some cash on you in local currency (kuna or HRK).
- The majority of Croatians speak either English or a combination of English, Italian, German, but you can play the local and impress them with a DOBAR DAN (Engl. Good day or hello), HVALA (Thank you), POZDRAV or ADIO (Bye bye), LAKU NOCH (Good night), VIDIMO SE (See you) to name a few... Have fun with it!
- Local public transportation is reliable, clean, and inexpensive. You can find the ticket booth at the Pile gate (the square before the main entrance to the Old Town within the City Walls) or you can buy tickets directly on the bus.



## — OUTLINE OF EVENTS

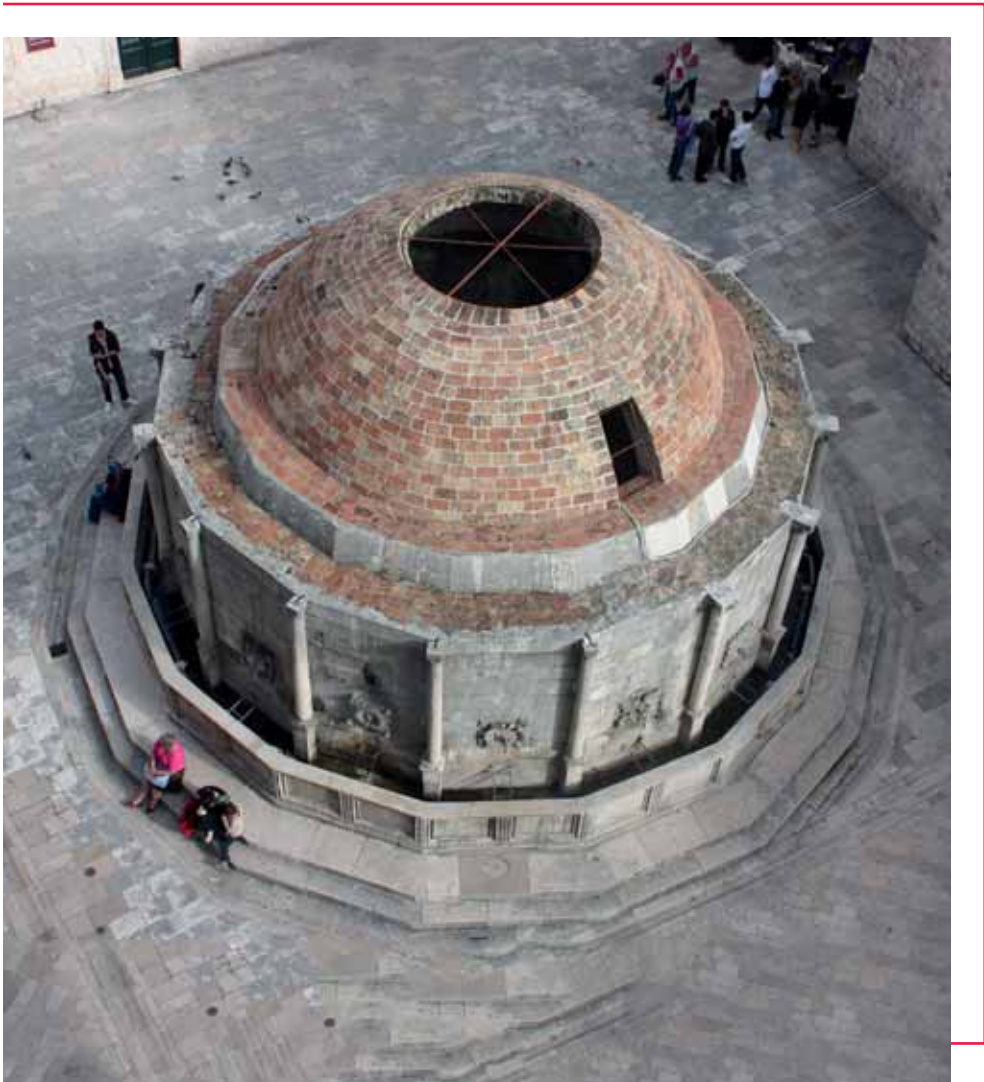
DAY	TIME	EVENT	LOCATION
Thursday	19:00—22:00	Welcome BBQ	Hotel Argentina Garden
Friday	8:00—14:30	Business Forum	Hotel Excelsior Lavandula Room
Friday	15:30—18:30	Guided Walking Tour of Dubrovnik	Depart from Hotel Excelsior
Friday	20:00—23:00	Folklore Dinner	Restaurant Klarisa
Saturday	9:00—17:00	Karaka Boat Cruise	Depart from Hotel Excelsior*
Saturday	21:00—24:00	Gala Dinner	Hotel Dubrovnik Palace Vala Beach**
Sunday	9:30—12:30	Farewell Brunch	Hotel Excelsior Laurea

\* Buses to the Gruz harbor will depart from Hotel Excelsior at 9:00 am

\*\* Buses to Hotel Dubrovnik Palace will run from Hotels Excelsior, Argentina, and Bellevue



## — DETAILED PROGRAM OF EVENTS



## — THURSDAY JUNE 12

— 19:00—22:00

### WELCOME BBQ AT THE HOTEL GRAND VILLA ARGENTINA



Meet us at the beautiful Hotel Grand Villa Argentina, near Dubrovnik's "Old Town" to kick off the 4-day gathering! Re-connect with friends and classmates from across the world and years.

The Villa Argentina was built as a gilded private residence at the beginning of the 20th century. In the 1950s it was converted into a luxury hotel, and it quickly became one of the most prestigious destinations on the Adriatic. It sits atop a steep cliff - leading down to the sea - breathtaking views of the Adriatic stretch from the lush island of Lokrum around to the old historic harbor of Dubrovnik. A magnificent sight to behold with your own eyes!

Enjoy the buffet-style barbecue with some welcome drinks while you mix and mingle with fellow Thunderbirds from around the globe.

**Dress code: Casual**

— **FRIDAY**  
**JUNE 13**

— **8:00—14:30**

**BUSINESS FORUM HOTEL EXCELSIOR  
LAVANDULA CONFERENCE ROOM**

We convene at our central venue - Hotel Excelsior - for the TED-style Business Forum, with a range of extremely interesting speakers which include: U.S. Ambassador and alumnus Philip Reeker '91 speaking on US Policy on Europe and Balkans, Transatlantic Trade & Investment Partnership; Thunderbird Professor Karen Walch Ph.D speaking on winning global negotiation strategies; and alumnus-entrepreneur Lawrence Masle '94 from UP there, everywhere speaking on the growing trend, relevance and impact of cutting-edge, global, virtual, cloud-based organizations.

Other presenters include Dr. Tvrtko Jakovina, a prominent Croatian historian and academic; in addition to the two sets of presentations by Rune Gisvold '81 (Chief of Staff and CFO at Wallenius Wilhelmsen Logistics in Oslo) and Hugo Devlin (Managing Director Thunderbird Executive Education) and Tania Cook (Global Brand Manager and Communications Strategy from Zurich Insurance) as well as Stephane Sinimale '07 (Managing Director Thunderbird Executive Education); and a surprise speaker for the luncheon keynote address. (This event includes coffee breaks and lunch). Please go to page 23 for more information on the Forum.

**Dress Code: Business Casual**



— **15:30—18:30**

**GUIDED WALKING TOUR OF DUBROVNIK**

**Meeting Point is at the Hotel Excelsior lobby/entrance**

Discover Dubrovnik “Old Town” which is on the UNESCO World Heritage List, and preserved since the 7th century. The walking tour, presented by expert guides in English, includes a stroll down the Stradun street, an elegant main street with Onofrio Fountain towards the Pile gate, followed by visits to the Franciscan Monastery and its ancient pharmacy, Orlando’s Column, Church of St. Blaise – the city’s patron saint, the Cathedral, and other interesting and breath-taking sites. Finish the tour with an exciting walk along the city walls.

**Dress Code: Casual**

— **20:00—23:00**

**FOLKLORE DINNER  
RESTAURANT KLARISA  
DUBROVNIK ‘OLD TOWN’**

Rounding out the day will be a unique folklore dinner experience at Restaurant Klarisa. The menu will offer authentic Dalmatian gourmet recipes and the best Dalmatian wines to help wash the delicacies down.

To make it memorable, enjoy a unique performance of the Folklore Ensemble Čilipi. Folklore group Čilipi will introduce traditional Konavle, the Southern region of Croatia through specific traditional songs and dances. During the latter dance, young men approach the girls in a playful manner and take them for a dance.

„Potkolo“ - the oldest type of kolo (Croatian folk dance) from Konavle is the first dance that the ensemble will perform, followed by the dance „Poskočica“ and finally dance „Čičak“.

**Dress Code: Casual**



— **SATURDAY**  
**JUNE 14**

— **9:00—17:00**

**DAY TRIP - KARAKA BOAT CRUISE**  
**BUSES TO THE GRUZ HARBOR LEAVE FROM**  
**THE HOTEL EXCELSIOR AT 9:00!**  
**DON'T BE LATE AND MISS THE BOAT!**  
**DON'T FORGET SUNSCREEN AND YOUR**  
**SWIMSUITS!**

Relax with fellow Thunderbirds on a 16th century replica of a Dubrovnik Republic traditional carrack. On this full day trip, we will cruise/sail down to the Island of Lopud, a part of the Elaphiti group of islands.

The boat trip involves a sightseeing tour of the island known for its lush subtropical vegetation of laurel, pine, cypress, olive trees, thyme and rosemary, as well as for famous regional sailors and captains that made it their home. It was a hot spot for the Dubrovnik aristocracy as well, back in the day. The tour includes visits to the Franciscan monastery and the 19th century Gjorgic-Mayneri park. There will be a two hour period of free time for those who want to go for a swim in the crystalline waters of the Šunj beach or explore the island further.

Lunch will be provided on board the ship including appetizers, main dish, fruits, and drinks.



— **21:00—24:00**

**GALA DINNER**

**HOTEL DUBROVNIK PALACE VALA BEACH**

**BUS PICKUP/DROPOFF AT HOTELS EXCELSIOR,**  
**ARGENTINA, BELLEVUE**

**BUSES WILL RUN FROM 20:30-21:00**

Time to celebrate and dance the night away with old and new friends! Join the Thunderbird group at the Hotel Palace Vala Beach, awarded the status of Europe's finest five-star resort, conference centre and spa in 2011.

Situated on the beautiful peninsula of Lapad, and within a close drive to the Old Town, the hotel's dramatic cliffside location, below the aromatic, pine-covered Petka woods, affords spectacular views in every direction.

The Gala Dinner on the beach will boast a sea food dinner with the best quality, freshly caught Adriatic fish, local dessert and wine. Music will be provided throughout the course of the evening by DJ Alan.

One of the highlights of the dinner will be the performance of the Dalmatian-style a cappella singing choir "Klapa Subrenum". The word klapa translates as "a group of friends" and traces its roots to littoral church singing. The motifs in general celebrate love, wine (grapes), country (homeland), and sea.

Klapa Subrenum was founded in 1992 and its members are true ambassadors of the Dalmatian song tradition, especially from the Dubrovnik region. They have won many international prizes and perform in Croatia as well as in Slovenia, Italy, Belgium, Austria, the Czech Republic, Germany, Russia, and the USA, representing the beauty and authenticity of the Dalmatian song.

**Dress Code: Smart Casual**

— **SUNDAY**  
**JUNE 15**

— **09:30—12:30**

**FAREWELL BRUNCH HOTEL EXCELSIOR LAUREA**

A casual Sunday brunch and a farewell to friends and fellow Thunderbirds. Join us in one of Excelsior's finest meeting venues, for a complete buffet style brunch. The best part of our traditional European Reunion Sunday farewell brunches is the chance for final networking, making business deals, planning the next reunion and getting those mystique-filled hugs that we all learned about in Glendale. Don't miss this final opportunity to connect!

**Dress code: Casual**



— **BUSINESS FORUM**  
— **BUSINESS FORUM SCHEDULE**

**08:00** — Welcome Coffee

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**08:25** — Conference Opening: Yael Coifman

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**08:30** — Welcome to Croatia: Andrijana Čuljak & Alka Uroda

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**08:40** — Welcome to Thunderbird: Larry Penley, President,  
Thunderbird School of Global Management

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**08:55** — Moderators: John Cook & Charlie LaFond

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**09:00** — History of Croatia: Trvtko Jakovina, Professor, University of Zagreb

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**09:45** — US Policy on Europe and Balkans, Transatlantic Trade & Investment  
Partnership: Philip Reeker, U.S. Ambassador, U.S. Department of State

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**10:30** — Coffee Break

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**11:00** — Virtual Cloud Based Organizations: Lawrence Masle, Founder,  
UP there, everywhere

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**11:35** — Winning Global Negotiation Strategies: Dr. Karen Walch, Professor,  
Thunderbird School of Global Management

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**12:10** — Logistics Case Study: Rune Gisvold, Wallenius Wilhelmsen Logistics &  
Hugo Devlin, Thunderbird Executive Education

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**12:30** — Financial Services Case Study: Tania Cook, Zurich Insurance &  
Stephane Sinimale, Thunderbird Executive Education

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**12:50** — Business Forum Ends

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**13:00** — Lunch Begins

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**13:30** — Keynote – Surprise Speaker

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**14:30** — Lunch Ends

## — SPEAKER PROFILES



## — DR. LARRY EDWARD PENLEY — PRESIDENT

Dr. Larry Edward Penley, is the president of Thunderbird School of Global Management. His distinguished career in higher education has included assignments as president of Colorado State University, dean of the W.P. Carey School of Business at Arizona State University, and chairman of the Association to Advance Collegiate Schools of Business.

As a consultant, he has guided corporate clients in China, India, Europe and the United States. As an educator, he has lectured on four continents and held faculty and administrative positions in Mexico and Venezuela. Dr. Penley's academic research has focused on the intersection between individual and organizational behavior in areas such as engagement and communication. He has been published in major academic publications such as the Academy of Management Journal. He holds a Ph.D. in management from the University of Georgia, with bachelor's and master's degrees from Wake Forest University.



— TVRTKO  
JAKOVINA — PROFESSOR OF HISTORY  
UNIVERSITY OF ZAGREB



Dr. Tvrtko Jakovina is Professor of History, University of Zagreb, and guest lecturer at the Diplomatic Academy in Zagreb, the Institute for Central-Eastern and Balkan European Studies at University of Bologna, and a visiting Fellow at the London School of Economics and the University of Split. He also teaches in the Ph.D. program at the University of Zagreb (History, Ethnology, Cultural Anthropology, Political Sciences), and lectures frequently at universities in Poland, Finland, Slovakia, France, the United Kingdom, Switzerland, Italy and the U.S.

Dr. Jakovina was born in Požega, Croatia, where he completed military service. He then studied at several universities in the United States (Kansas and Boston), and was a Fulbright Researcher at George-

town University. He obtained his Masters in American Studies at the Catholic University Leuven (Belgium) and a Ph.D. from the University of Zagreb.

Dr. Jakovina was the founder of the Croatian branch of International Students of History Association, has lectured at innumerable forums in Croatia and abroad, and has keen interest in the history of the 20th century, American history, the Cold War, the Non-Aligned Movement and the policy of detente. He is the author of several books: “Socialism on the American Grain” (2002); “The American Communist Ally / Croats, Tito’s Yugoslavia and the United States 1945-1955” (2003); “The Third Side of The Cold War” (2011); “Croatian Spring - 40 Years Later” (editor, 2012) and “Moments of Catharsis: Breaking Events in XXth Century” (2013).

In 2010 Dr. Jakovina became a distinguished member of the Council for Foreign Policy and International Relations of the Croatian President Ivo Josipović. He is a senior member of the Croatian Fulbright Alumni Association, the Croatian-American Management Association, the Center for Democracy and Law “Miko Tripalo”, and the Association for Croatian History.

— PHILIP  
REEKER — U.S. AMBASSADOR



Ambassador Philip T. Reeker served as Deputy Assistant Secretary of State for European and Eurasian Affairs from July 2011 through 2013, focused on the Balkans, Central Europe, and Holocaust Issues. He was U.S. Ambassador to Macedonia from 2008 to 2011. In summer 2014, Ambassador Reeker will take charge of the U.S. Consulate General in Milan, responsible for U.S. relations in northern Italy.

Previous assignments include: Minister Counselor for Public Affairs under Ambassador Ryan Crocker at the U.S. Embassy in Iraq (2007-2008); Deputy Chief of Mission in Budapest (2004-2007); Deputy State Department Spokesman/ Deputy Assistant Secretary for Public Affairs, under Secretaries of State Albright and Powell (2000-2004); and Director of Press Relations at the State Department (1999-2000).

He was Spokesman for the Special Envoy for Kosovo, Ambassador Christopher Hill. Reeker joined the Foreign Service in 1992, and served earlier tours in Budapest, Hungary and Skopje, Macedonia.

Philip Reeker is the 2013 Recipient of the Robert C. Frasure Memorial Award, named in honor of the late Ambassador Frasure, “in recognition of his commitment to peace and the alleviation of human suffering caused by war or civil injustice” in the Balkans. Reeker received the Edward R. Murrow Award for Excellence in Public Diplomacy in 2003, and several Superior Honor Awards.

Ambassador Reeker is a graduate of Yale University (1986), and received an MBA from the Thunderbird School of International Management (1991). He is married to Solveig Johnson Reeker, also a member of the U.S. Foreign Service, who currently serves at the U.S. Embassy Rome.

— **LAWRENCE MASLE — GLOBAL STRATEGY & BUSINESS DEVELOPMENT UP THERE, EVERYWHERE**



Lawrence Masle is a multi-lingual, international marketing and business development advisor based in Amsterdam, The Netherlands.

His strong entrepreneurial spirit has assisted companies ranging from large established multi-nationals to small young start-ups to expand their businesses on a global basis. He has worked on both the agency side for Young & Rubicam in his native New York and served in senior global management roles for Ericsson and Philips. Working during the explosive years of mobile telecom has engrained a strong passion for innovation and enabling technologies, and today he lives the reality of working from the mobile office anywhere in the world.

He has served as Director of International Business Development for Waleli, an innovation accelerator based in Amsterdam. He also served for many years on the Marketing faculty of the Management Centre Europe in Brussels, Belgium. His market- and customer-centric focus is strongly anchored in business reality, and is known for his pragmatic approach for leveraging business opportunities on a global basis.

A graduate of Rochester Institute of Technology (B.S. 1988) and Thunderbird School of Global Management (MIM / MBA 1994), he has been living and working for the past 20 years in some of Europe's finest capitals, including Stockholm, London, and now Amsterdam. He is one of the Founding members of UP there, everywhere, the world's first global cloud based agency.

He is married, has two boys, serves on the school board, and is a member of the American Chamber of Commerce. He is also an avid runner, and welcomes any opportunity to go skiing.

— **KAREN WALCH, PHD — CLINICAL ASSOCIATE PROFESSOR OF CROSS CULTURAL NEGOTIATIONS**



Karen S. Walch, PhD, is a highly experienced educator and consultant who brings insight and passion to the areas of international negotiation, cultural competencies, and global mindset. Her acumen in political and social-psychological factors in communication and negotiation has earned her a global stage, traveling and working in such countries as Saudi Arabia, Israel, China, India, Japan, Spain, Germany, the Netherlands, and Mexico to deliver her noteworthy presentations. She specializes in mediation, alternative dispute resolution, and how cultural differences create gaps in understanding that lead to conflict in social interactions.

She currently serves as a faculty member and consultant at the Thunderbird School of Global Management in Glendale, Arizona, where she lectures on global negotiations and cross-cultural communication in the MBA and Executive Education programs. Her curriculum development and design for negotiation cases, online courses, and distance education forums are utilized in graduate courses and certificate programs throughout the globe. She has received over a dozen teaching awards and specializes in the area of cultural competencies and negotiation planning and strategy.

Her article, "Cultural Underpinnings of Social Neuroscience," was featured in the 2008 National Academy of Science research report. She also served on the 2005 Corporate Cultures Project, funded by the Bertelsmann Foundation. Her work has appeared in such publications as the Journal of Language for International Business, The Journal of Dispute Resolution, and Partial Truths and the Politics of Community.

— **RUNE  
GISVOLD** — **CHIEF OF STAFF AND CFO  
WALLENIUS WILHELMSSEN**



Rune Gisvold is a Norwegian national with senior leadership experience in shipping, engineering and service industries. He is comfortable with strategic level challenges including business development, M&A and advanced negotiations. He has a wide-angle orientation and is good at communicating, with excellent language and cultural understanding. He is used to global scope and international surroundings after several overseas postings: in short, Rune is a true Thunderbird!

Rune's professional experience includes 10 years in Wallenius Wilhelmsen as Chief Financial Officer and Chief of Staff. Wallenius Wilhelmsen Logistics delivers innovative and sustainable global shipping and logistics solutions for global manufacturers of cars, trucks, heavy equipment and

specialized cargo. WWL is one of the world's largest shipping and logistics companies with more than 6000 employees, revenues of \$3 billion, 12 large scale terminals, 58 processing centers, 61 car carriers and RoRo vessels servicing 13 trade routes on 6 continents. WWL's sophisticated supply chain management services ensure efficient integration of ocean transportation, inland distribution, terminal handling and comprehensive specialized technical services.

Rune has also worked for Avenir ASA as Deputy CEO; a listed IT consulting provider with more than 1200 staff and operations in all Scandinavian countries. During the 1990's Rune worked both in Norway and overseas in the Kværner Group's CEO and CFO offices, a large international engineering group. Rune's educational background includes degrees from IMD in Switzerland, Thunderbird School of Global Management, and the University of Lund in Sweden. He is fluent in Norwegian and English and highly proficient in German and Scandinavian languages. WWL is currently partnering with Thunderbird for executive training and graduate recruitments – two mandates that Rune proudly helped to engineer with his alma mater Thunderbird School of Global Management.

— **HUGO  
DEVLIN** — **MANAGING DIRECTOR THUNDERBIRD  
EXECUTIVE EDUCATION EMEA**



Hugo Devlin has extensive experience in B2B consultative selling, account management, and managing teams of revenue professionals. Throughout his career, Hugo has focused on providing timely solutions to talent concerns facing C-suite executives. He enjoys negotiating complex deals, developing go-to market strategies, and being a thought-leader on product development and innovation.

Hugo's professional experience includes 13 years at the Corporate Executive Board (CEB), a member-based advisory company, with a client base including over 88% of the Fortune 500. During his time at CEB, Hugo managed relationships with, and sold advisory solutions to, senior leaders across Europe, the Middle East, South Africa, Asia and Australia. Most recently, Hugo was based in Sydney, with a focus on establishing and growing their Leadership Academy business across Asia-Pacific, which consisted of open-enrollment and company-specific development programs for HR, Finance, and IT professionals.

Hugo joined Thunderbird as a Managing Director in January 2014, based in Geneva. His primary focus is supporting a number of the European headquartered clients, including Merck, Henkel and the MOL Group. He is also focused on growing the Thunderbird Executive Education business in key European markets and industries, and looks forward to partnering with Thunderbird Alumni on this growth journey.

Hugo is a UK national with a degree from Glasgow University. He is married with two young children, and relocated at the start of the year from Australia to France. He enjoys travel, skiing, and spending time with his family.



— **TANIA MOGHRABI**  
**COOK — BRAND STRATEGY AND DEVELOPMENT**  
**HEAD OF ADVERTISING**  
**ZURICH INSURANCE GROUP**



Tania is a senior marketing professional with over 20 years marketing communication experience on global brands, including AIG, UBS Financial Services Group, Hewlett Packard, Dow Chemical, General Motors, Philip Morris and most recently Zurich Insurance. She started her career with AIG in Risk Management, and since then has worked on both the client side as well as with leading ad agencies Publicis, McCann-Erickson and Leo Burnett, always focused on strategic development, brand management and integrated marketing communication campaigns. Her greatest interest, though, is people and culture.

Zurich Insurance, or simply “Zurich,” is Switzerland’s largest insurer. As of 2013, Zurich was the world’s 75th largest public company according to Forbes’ Global

2000s list; it boasts over 60,000 employees working in 170 countries; its 2012 shareholders’ equity was \$35 billion; and in 2011 it ranked 94th in Interbrands’ top 100 brands worldwide. At Zurich, Tania has been working on defining the Zurich brand DNA and how to express the brand through a global communication platform. Tania thrives in multicultural environments and speaks 5 languages. Born in Beirut, Lebanon, she has lived in the U.S., Italy, Belgium, Germany and Switzerland. Although not a Thunderbird grad by degree, she is an honorary Thunderbird, having helped organize numerous reunions over the past 30 years, being married to a Thunderbird, and counting scores of Thunderbirds as friends. Tania is a graduate of Upsala College in the U.S. where she majored in Multinational Corporate Studies.

Tania loves to read, travel and dance, having started ballet at the age six. She teaches Oriental Dance workshops across Europe with her mother Rose and daughter Shelley, making it a three generation team. Always connecting people, Tania was instrumental in opening the door for Thunderbird to win one of its largest executive education mandates, and is pleased to share how that opportunity materialized.

— **STEPHANE**  
**SINIMALE — DIRECTOR NEW BUSINESS**  
**DEVELOPMENT THUNDERBIRD**  
**EXECUTIVE EDUCATION EMEA**



Stephane has over 12 years’ experience in executive education. His expertise ranges from selling complex management development programs with global roll-out to serving as trusted advisor to Fortune 500 Talent Directors in Europe, Middle East and Africa.

Prior to joining Thunderbird, Stephane worked as a Quality Manager for three years in France, the UK and Canada at GEC Alsthom’s train division and Snecma’s multinational aircraft and rocket engine divisions. He entered the world of executive education at INSEAD in 2001, where he developed his key account management skills with clients such as BMW, Bertelsmann and HSBC. In 2004, he joined Thunderbird to launch its executive education activities in EMEA. He focuses his business development activities in co-developing impactful, timely, innovative learning solutions to accelerate organizational effectiveness. Thanks to Stephane’s personal style and insightful professionalism for more than a decade, Thunderbird Executive Education continues to hold its ranking as one of the top ten providers of global executive education. One of Thunderbird’s largest corporate clients is Zurich Insurance, where Stephane serves as the team leader on this very important key account.

Since 2011, Stephane acts as an Executive Education Steering Committee Member for the Brussels based European Foundation for Management Development. Stephane holds an MBA from Thunderbird (2007), a Bachelor’s in Production Management (1993) and a Masters in Quality Management (1994) from Paris XII University. He is originally from Reunion Island in the Indian Ocean, has two tremendously active young boys and a very supportive spouse.

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ORGANIZATIONS



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LAFOND



ANDRIJANA  
ČULJAK



KATHRYN  
LINDQUIST



NOVAK  
BUKVIĆ



JOHN  
COOK



ADEL  
LABIB



Yael  
COIFMAN



MARSHALL  
PARKE

Osibova Plaza  
Island of Brač

PAVLE  
URODA



ZANE  
GROSHELLE

## — LIST OF PARTICIPANTS

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
Abramovich	Roberto	Switzerland	2002
Ahren	Irene	Sweden	1994
Alvarez	Luis	Slovakia`	1988
Anderson	Rob	USA	1993
Appeldoorn	Caspar	Switzerland	1990
Badami	Amit	United Kingdom	1989
Bakker Schut	Wilbur	Netherlands	1986
Baldauff	Karen	USA	1985
Banks	John	USA	1983
Banner	Julie-Elizabeth	Netherlands	2012
Bertram	Astrid	Germany	1999
Bertram	Tobias	Germany	2012
Blong	Matthew	Russia	2012
Bollier-Timberlake	Tracey	Switzerland	1994
Bren	Matjaz	USA	
Brozovich Nacke	Mia	Germany	2000
Bukvić	Novak	Croatia	
Burt (Fuchs)	Kirsten	United Kingdom	2002
Butler	Paul	USA	
Chen	Cheng-Wu	USA	
Chiu	Mary	USA	1985
Chiu Chen	Grace	USA	1979

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
Clark	Shelby	USA	1992
Coifman	Yael	United Kingdom	
Cook	John	Switzerland	1979
Cook	Tania	Switzerland	
Crider	Perry	USA	2013
Čuljak	Andrijana	Croatia	1999
Davison	Dale	USA	
De La Melena	Gonzalo	USA	1999
De Poortere	Eric	Belgium	1977
Deardorf	Doug	USA	1984
Deardorf	Rachel	USA	
Delhaye	Eric	France	1989
Dennewill	Kristin	USA	1995
Dennewill	Brendon	USA	
Devlin	Hugo	France	
Doyle	Deborah	Belgium	1980
Elsik	Monika	Austria	
Fekete Nemethy	Julia	Hungary	1982
Fitzgibbon	Brendan	Germany	2008
Fitzgibbon	Jaime	Germany	
Flach	Beate	Germany	
Foerster	Francine	USA	1989

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
Fogarasi	John	Germany	
Fonseca	Gregory	United Kingdom	
Fox	Suzy	United Kingdom	1994
Garabo	Robert	Italy	1988
Giesen	Cassandra	USA	1977
Giesen	Don	USA	
Gilbert	Richard	USA	1977
Gisvold	Rune	Norway	1981
Gourvennec	Nicole	USA	
Gracia	Charles	Italy	1976
Green-Tas	Michele	Turkey	1991
Groo	Jim	Switzerland	1994
Gutentag	Jolie	Germany	1990
Hahn	Jochen	Germany	1992
Hering Butler	Jennifer	USA	1994
Holtz	Erik	Netherlands	1981
Holtz-Swaning	Marianne	Netherlands	
Hynes	Jessica	United Kingdom	1988
Jakovina	TJ	Croatia	
Jarchow	Kristen	USA	
Johnson	Mo	USA	1989
Kaifoszova	Zuzana	Czech Republic	2006

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
Karpawitz-Godt	Béatrice	Germany	1990
King	Ariel	France	1998
Kinsinger	Paul	USA	
Kramer	T.J.	France	1983
Kramer	Marie Claire	France	
Krochtova	Marcela	Slovakia`	
Krukovskaya	Natalia	Germany	1997
Kudirka	Tomas	USA	1982
Kurian	Puthen	USA	1984
Labib	Adel	Switzerland	1983
LaFond	Charlie	Austria	
Larsen	Kurt	USA	1994
Libault	Bob	USA	1985
Lin	En-Yi	USA	
Lindquist	Kathryn	USA	1984
Lubavs	Aleksandra	United Kingdom	1991
Manners	Jeff	Belgium	1978
Martin	Bernadette	France	1984
Masle	Lawrence	Netherlands	1994
Mathot	Franck	France	1996
Mazlumyan	Calvin	USA	2001
McAleer	Mary	USA	1990

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
McConlogue	Sean	USA	1998
McConlogue	Nancy	USA	
McGuire	Ying	USA	1999
McNamara	Kimberly	USA	
Montanino	Yvonne	USA	1996
Mukherjii	Anirrbhan	USA	
Muth	Michael	USA	1986
Nacke	Gunther	Germany	1995
Nemethy	Les	Hungary	
Newendorp	Terry	USA	
Niner	Nona	USA	1980
Nissen	Terri	USA	
Opel	Brigitte	Netherlands	1995
Pilgerstorfer	Hubert	Austria	2001
Pisec	Karl	Austria	1994
Pujol	Michelle	USA	1994
Pursley	Kelly	USA	2008
Rab	Zarmineh Rab	USA	2012
Redlbacher	George	Germany	1990
Reeker	Philip	USA	1991
Rehman	Asraa	USA	2012
Roberts	Riley	USA	2012

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
Roberts	Quin	USA	
Roberts	Kelsey	USA	
Roehl	Jonah	USA	1998
Roussel	Robert	Belgium	1979
Roussel	Joelle	Belgium	
Rumsfeld	Lisa	Germany	1994
Rumsfeld	Jens	Germany	
Runyon	Shannon	USA	1993
Saddy	Rikia	Canada	1990
Saddy McLellan	Rohan	Canada	
Sanchez Wilke	Edgar	Germany	2003
Saponaro	Tiziana	USA	
Sarawagi	Shally	Nepal	2012
Schuttert	Jan	Netherlands	1980
Schweizer	Magda	Switzerland	
Seel	Ron	USA	1980
Seel	Karen	USA	1981
Senecal de Fonseca	Michelle	United Kingdom	1987
Senften Thorpe	Mickie	USA	1990
Shanahan	Julieann	USA	1998
Shanahan	Connor	USA	
Shanahan	Jordan	USA	

LAST NAME	FIRST NAME	COUNTRY	GRADUATION YEAR
Sinimale	Stephane	France	2007
Smith	Randy	USA	1986
Smith	Kathy	USA	
Sobera Leboreiro	Maite	Spain	1994
Steinebrunner	Felix	Switzerland	1998
Strickler	Angela	Switzerland	1999
Sunshine	Tatiana	Switzerland	2012
Swartz	Gordon	Belgium	
Tas	Esat	Turkey	
Teagarden	Mary	USA	
Toohey Fogarasi	Mariya	Germany	1978
Uroda	Alka	Croatia	2013
Valenzuela	Angela	Spain	2000
Van Hussen	Katya	Switzerland	
Walch	Karen	USA	
Wilson	Alison	Austria	
Winters	Steve	USA	1989
Young	Mark	Germany	1980
Young	David	United Kingdom	1991
Zielinski	Bart	Poland	2011

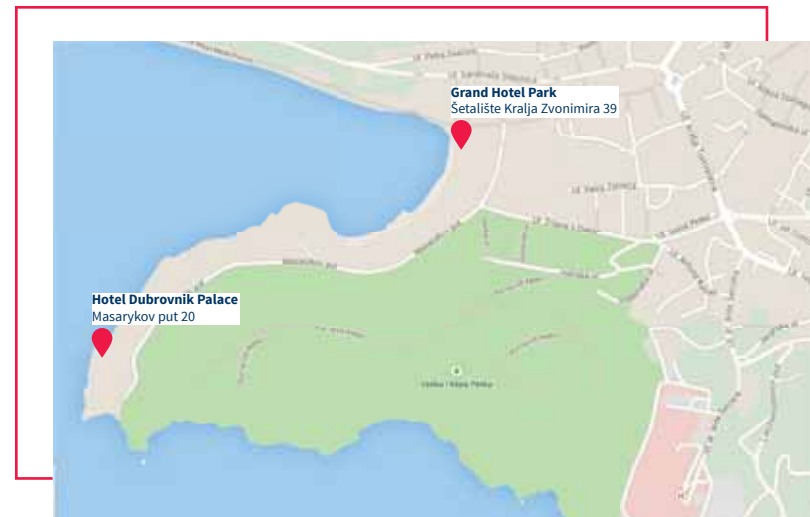
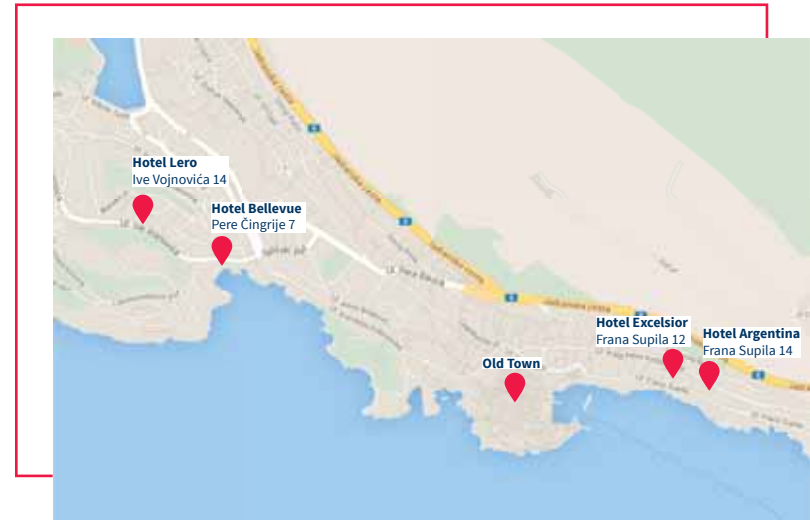
## — PARTICIPANT BREAKDOWN — REPRESENTED BY COUNTRY

COUNTRY	PARTICIPANTS	COUNTRY	PARTICIPANTS
Austria	5	Netherlands	7
Belgium	7	Norway	1
Canada	6	Poland	1
Croatia	4	Russia	1
Czech Republic	1	Slovakia`	2
France	8	Spain	2
Germany	18	Sweden	1
Hungary	2	Switzerland	12
India	1	Turkey	2
Israel	1	United Kingdom	9
Italy	3	USA	74
Lithuania	1	<b>Total</b>	<b>170</b>
Nepal	1		



## — MAPS

### — DUBROVNIK & THE REUNION HOTELS







— THANK YOU FOR  
JOINING US IN  
DUBROVNIK, CROATIA.  
— WE HOPE YOU HAVE  
AN AMAZING TIME!



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