



STERN PhD Alumni

NEWS FOR ALUMNI OF THE DOCTORAL PROGRAM OF NYU STERN SCHOOL OF BUSINESS

WINTER 2007
VOLUME 1 / ISSUE 2

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A LETTER FROM THE DIRECTOR

The placement record for NYU Stern's PhD graduates remains strong. Most of the 14 recent graduates had multiple offers, and most sought academic careers. They chose academic employment at Harvard, Northwestern, Wharton, Cornell, Dartmouth, UVA, UT at Austin, U of Illinois at Urbana-Champaign, UNC, and Tsinghua (the major university in China). In addition, one graduate went to the Federal Reserve Bank of New York and three entered industry - a higher proportion than normal - at Barclays Bank, Cornerstone Research, and Morgan Stanley. Our academic placement record is one of the best among the top business schools and speaks volumes about the quality of our graduates.

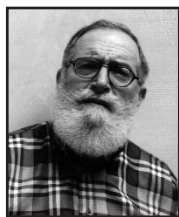
The market for top PhD applicants has become increasingly competitive, and NYU Stern's PhD program is severely underfunded. In order to continue to compete against the best schools, we

need to increase funding for our PhD program. As mentioned in the last newsletter, the School recently established a new Stern PhD Alumni Fund. All contributions from Stern PhD alumni support this endowment, and earnings from the endowment will provide fellowships to doctoral students. As of last month, the PhD Alumni Fund totaled \$176,500. I hope all of you feel that your time here at Stern contributed to your success, and that you will in turn contribute to this worthy fund. Your support in building the endowment is critical to maintaining and improving the Stern doctoral program. To that end, a donation envelope is enclosed for your convenience. Thank you for your support.

We will continue to keep you apprised of your alma mater through this biannual newsletter. Please send us your news to include too.

Ned Elton

ALUMNI SPOTLIGHT: PAUL WILLENSKY (PHD '81)



In each issue, I try to feature an alumnus whom alumni recognize but do not know much about. This issue highlights Paul Willensky, who has supported numerous PhD students through his Willensky Fellowship. I enjoy keeping in touch with Paul - he's fun to talk to, he cares about NYU Stern, and he's interested in

his fellowship students and their progress.
-Ned Elton

Paul Willensky began his career in financial and commodity arbitrage while pursuing a doctoral degree at NYU Stern. While at Stern, he studied with Professor of Business Statistics Ernest Kurnow (PhD '51) and Professor of Economics Paul Wachtel, who remain his close friends. Willensky retains a deep affection for NYU Stern, and his commitment to an upgraded PhD program has manifested in generous donations to the School over the past two decades.

In 1985, he founded the Willensky Fellowship, which to date has sponsored 25 exceptional students. The fund has grown since its establishment, and in 2003 Willensky contributed significantly to the fellowship fund in honor of his professor and friend Ernest Kurnow. This year's Willensky Fellow is Mingdi Xin, whose research involves product- to service-oriented strategies in the enterprise software market. Recent fellows include Prachi Deuskar ('06), Lubomir Litov ('05), and Minyuan Zhao ('04), now professors at University of Illinois at Urbana-Champaign, Washington University, and University of Michigan, respectively.

Willensky began his career as a CPA at Touche Ross. Seeking a new challenge, he moved to the New York office of Continental Grain Company (now ContiGroup), where he ran an arbitrage division. He later left that position to launch his own firm, Wilsher Partners, which focused on derivative statistical tax arbitrage and commodities speculation. As a member of most of the exchanges, he spent the next 12 years of his career speculating and trading gold, silver, platinum, and financial futures, among other commodities, and was one of the early oil traders.

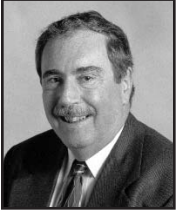
Now retired for approximately 20 years, Willensky has served on the Board of Trustees at the Simon Wiesenthal Center, an international human rights organization that focuses on Holocaust education and the fight against anti-Semitism. Despite his achievements, he has a Machiavellian belief that only half of a person's good fortune is attributed to talent or hard work - the rest is due to sheer luck. This belief was solidified during his career as a commodities trader, during which time he experienced considerable gains and losses and learned "brains only go so far and luck runs out."

Diagnosed several years ago with dystonia, a neurologic disorder that causes painful and chronic muscular impairments, Willensky has shifted his focus toward family and community. He pursues a "simple life" in his Westchester County home with his wife of 27 years, Harriet. They are eagerly anticipating the marriage of their daughter, Heather, who is currently pursuing a PhD in art history.



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www.stern.nyu.edu/alumni

HONORING AN ILLUSTRIOUS CAREER



NYU held a fest in honor of Marty Gruber, a major trainer of successful doctoral students. Over his 42-year career, Marty has also been one of the major influences (many would say the major influence) affecting the progress made at NYU Stern. The following are excerpts from that event. —Ned Elton

Friends, colleagues, and family gathered to celebrate the 65th birthday and exceptional career of Nomura Professor of Finance Martin J. Gruber. Many – some of whom had traveled from as far away as Korea, Israel, and Greece to attend the event – shared their memories and gratitude for a passionate and dedicated teacher, researcher, and mentor. Gruber, who first joined the department in 1965, has been a principal force in the development of Stern's finance department, and has grown the program from a small group of dedicated researchers and academics to one of the top finance programs in the world.

At the cocktail hour and dinner that followed, Gruber was applauded for his prolific research, his widely published and best-selling articles and books, and his influence in shaping the lives and careers of his students and colleagues. NYU President John Sexton spoke of his colleague and friend as “not only the consummate scholar, but the consummate teacher,” and a true example of one who understands and embraces the “sacred calling” of an NYU professor.

Many of Gruber's 61 past doctoral students returned to campus to share their fond memories of a strong mentor and an inspirational teacher. Former student Pierre Michel said that because Gruber “has PhD students who come from and teach all over the world, the sun never sets on his ex-students.”

Those who know him well also spoke of his sharp wit, boundless energy, fondness for Japanese food, formidable skill in tennis and bridge, and his passion for collecting pipes. “Marty was the co-founder of the European Finance Association,” remarked Professor Ned Elton,

“and each time we met, it was coincidentally in one of the European cities with the best pipe shops.”

Both Elton and Gruber spoke of their collaboration. “We had a healthy competition going,” said Elton, who also recalled how their many arguments about finance evolved into a strong friendship. “But I'm happy to concede that he turned 65 three years before I did.” Gruber pinpointed the start of their working relationship to arguments they had decades ago about finance, and attributes his hundreds of published research papers to “an effort to prove that Ned was wrong.” Their many years of collaboration as researchers, writers, and colleagues have produced not only the best-selling finance textbook, *Modern Portfolio Theory and Investment Analysis*, which is currently in its 7th edition, and a turn as co-editors of the *Journal of Finance*, but also the belief among some that they are the same person, a phenomenon dubbed the “Elton-Gruber factor.”

NYU Stern Dean Thomas F. Cooley, whom Gruber helped recruit, spoke of Gruber's keen power of persuasion and “unflagging willingness to step up and play a leadership role” in the finance department. Former Stern Dean George Daly, who spoke of Gruber as an “honest broker” and the glue that held the finance department together, also commented on how easily Gruber extended his extraordinary sense of family to his professional life as a mentor and colleague. Gruber's wife of 42 years, Ellie, and his three children were all in attendance.

Although Gruber's nine-year reign as chair of the department of finance has now ended, his dedication to the program, students, and colleagues remains stronger than ever. “Someone asked me if this was a retirement party,” he said. “This is an anti-retirement party. I look around and see how much the people here mean to me, and I want 30 more years of this.”

John M. Schiff Professor of Finance and Finance Department Co-chair Anthony Saunders agreed. “Sixty-five is the new 35. Thirty years from now, when Marty's really 65, we'll have another party.”

RESEARCH REVIEW

In our first issue, we asked readers for suggestions on our newsletter. One of our alumni, Donald Honerkamp (PhD '76), thought that it'd be interesting to hear about doctoral research that's happening at NYU Stern. Here is a look at the research being conducted by one of our recent graduates.

Michel Anteby (MPhil '03, PhD '05), Assistant Professor at Harvard Business School: *Gray Zones*

This research considers how gray zones are sustained and their impact on organizations and their members. Gray zones are areas in which workers and their supervisors together engage in practices officially forbidden, yet tolerated by the organization. For example, in factories, artifacts that are manufactured on company time and with company materials for personal use. Relying on an in-depth study of the manufacture and exchange of these artifacts in a French aeronautic plant, this dissertation answers why, despite more than a century of scientific management, gray zones persist and why their disappearance is unlikely. It suggests restraint in too hastily judging such instances, and conceptualizes gray zones as venues for organizational and occupational dynamics to converge. It also shows how gray zones participate in the regulation of organizations, the morality of occupations, and the creation of social identities.

STUDENT WINS COMPUTER PROGRAMMING PRIZE



NYU Stern first-year information systems PhD student Nikolay Archak recently won the 2006 TopCoder Collegiate Challenge Component Design competition. The competition is a three-day computer programming event held in San Diego and is hosted by

TopCoder, Inc., a company specializing in online programming competition, skills assessment, and software development. Archak took home the coveted \$25,000 prize after beating out students from Zhejiang University in China and University of Adelaide in Australia. The competition was sponsored by America Online, the National Security Agency, Bloomberg, and UBS.

This is the third time Archak, a native of Saint Petersburg, Russia, has placed in a TopCoder competition. He won first place in fall 2005, and second place in spring 2006.

CLASS NOTES

George Handjinicolaou (MBA '78, PhD '83) of New York, NY, has joined the Board of Rockwater Hedge, an investment management firm, as an advisory member. He is a founding member and managing partner of Etolian Capital, a capital structure arbitrage hedge fund. Handjinicolaou has taught finance courses at NYU and Baruch College, and has worked for various major financial organizations, including the World Bank, SecPac, UBS, Merrill Lynch, and Bank of America, where he ran the derivatives group worldwide.

Ehud Shapira (MS '78, PhD '80) of Tel Aviv, Israel, is Senior Deputy CEO of Leumi Group, the leading Israeli banking group, where he heads the corporate and international banking division. He currently serves on several boards and committees, including Leumi UK (a commercial banking subsidiary of Leumi), the Board of Trustees of Bar Ilan University, the Board of Governors of The Tel Aviv Museum of Modern Art, and The Jerusalem Institute for the Research of Israel.

Madelyn Antoncic (PhD '83) of New York, NY, is the Chief Risk Officer and a member of the Management Committee at Lehman Brothers Holdings Inc. She is a founding member of the firm's women's network, Women's Initiatives Leading Lehman (WILL) employee network, and is a member of the Board of Overseers of the Weill Medical College and Graduate School of Medical Sciences of Cornell University. She was honored with *Risk* magazine's Risk Manager of the Year award in 2005, and received the Stern Women in Business Distinguished Alumna award in 2006. She has taught economics and international finance at Stern's graduate and undergraduate schools.

A. Edward Friedmann (PhD '83) of Great Neck, NY, who earned his PhD at Stern at the young age of 62, celebrated his 85th birthday in January of 2007.

Masataka Yamada (PhD '83) of Kyoto, Japan, is Professor of Marketing at Kyoto Sangyo University. Before returning to Japan, he taught at Hofstra University in Hempstead, NY, and at Stony Brook University.

Betty Jane Punnett (PhD '84) of St. Vincent, recently returned home to the Caribbean island, where her family has lived for 300 years. She teaches international business and management at the University of the West Indies, Cave Hill Campus, Barbados. She was a 2005 Fulbright Research Fellow at Wayne State University in Detroit, MI, and has written and edited several books on business and management. Her most recent book, *Successful Professional Women of the Americas*, was published by Edward Elgar in 2006.

Jim Russell (PhD '86) of Haworth, NJ, teaches in the management and management science department at Pace University in Pleasantville, NY, where for the past 12 years he has been Associate Dean and Director of Undergraduate Programs at Pace's Lubin School of Business. During his spring 2007 sabbatical, he is conducting research from home, and will return to full-time teaching in fall 2007.

Claire Eckstein (PhD '88) of Brooklyn, NY, joined the NYU Vincent C. Ross Institute of Accounting Research as a research reporter for the Ross Roundtables and Forums in 2003, and joined ShadowFASB as an expert advisor and staff writer in 2006. ShadowFASB is a new initiative of the NYU Stern Ross Institute at the Department of Accounting that will foster discussion of the current and pending accounting issues before the Financial Accounting Standards Board (FASB) from a wide variety of perspectives. The project will be announced formally upon completion.

Annie Koh (PhD '88) of Singapore, is Associate Professor of Finance, Dean of Executive Education, and Associate Dean of the Lee Kong Chian School of Business at the Singapore Management University. She previously worked as a treasury manager at DBS Bank. She has consulted and taught for dozens of financial organizations, and her articles have appeared in *The Review of Future Markets*, *SIMEX Papers*, *Pulses*, and IE Singapore's book, *Financing Internationalisation: Growth Strategies for Successful Companies*. Her current research interests are in alternate investments and corporate risk management. She sits on the board of the SGX Journal (*Pulses*) and is an independent director of several companies. She also serves as a member on the board of the Social Services Training Institute, Financial Industry Competency Standards Committee, Asian Bond Fund 2 Supervisory Committee, iN2015 Enterprise Development Subcommittee, and the Singapore International 100 Ranking Steering Committee.

Eldad Ben-Yosef (PhD '89) of Great Neck, NY, is President of Aeron Aviation Resources, Inc. His book, *The Evolution of the US Airline Industry: Theory, Strategy, and Policy*, published by Springer in 2005, discusses the role that aircraft and aircraft manufacturers have played in shaping the hub-and-spoke network and the associated price discrimination strategy as the dominant business model, and debates the impact and merit of government regulation of the US airline industry.

Christopher Blake (PhD '92) of Wayne, NJ, is the Joseph Keating, S.J., Distinguished Professor of Finance at Fordham University's College of Business. He delivered the commencement address at William Paterson University's 183rd Commencement in May 2006, and was honored with the University President's Medal.

Jerald E. Pinto (PhD '92) of Charlottesville, VA, is Director of Curriculum Projects at the CFA Institute. He co-authored two chapters in the third edition of *Managing Investment Portfolios: A Dynamic Process*, which will be published by John Wiley this spring. This book, and two other books that he previously co-authored, will appear in Wiley's new CFA Institute Investment Series. He recently wed Rosemarie Spence and is enjoying his new life as a husband and as a father of three stepchildren.

Sanjiv Das (PhD '94) of Morega, CA, has recently been promoted to Professor of Finance at Santa Clara University's Leavey School of Business. An article that he co-wrote with Nikunj Kapadia (PhD '95) of Northampton, MA, won the best paper in risk management award at the Western Finance Association meeting, and is forthcoming in the *Journal of Finance*.

Nils Pallmann (PhD '94) of Jersey City, NJ, was recently elected to the Board of the New York chapter of the National Investor Relations Institute, the largest organization of investor relations professionals in the world. He is responsible for North American investor relations at Deutsche Telekom (NYSE: DT), the parent company of T-Mobile.

Arthur A. Ferri (PhD '99) of Manalapan, NJ, is Associate Professor in the finance and economics division of the Graduate School of Business at Columbia University.

Yuqing (Jeff) Shen (PhD '00) of San Francisco, CA, heads up the Pan Asia equity investment group for Barclays Global Investors. After working for several years at JPMorgan in New York and London, he moved to the West Coast with his wife two years ago. Shen also teaches international investment at Stern as an adjunct professor and lectures on portfolio management at JiaoTong University in Shanghai.

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UPDATE FROM ALUMNI AFFAIRS

ALUMNI HAVE A WHALE OF A TIME



On December 2, nearly 900 members of the Stern global alumni network gathered under the famous 94-foot-long model of a blue whale at the American Museum of Natural History in New York City for the Sixth Annual Stern Alumni Ball. At this gala event, alumni mixed and mingled with both former classmates and fellow alumni during a night filled

with music and dancing, a dinner buffet, and cocktails. Throughout the night, alumni enjoyed exclusive access to the Museum's Milstein Hall of Ocean Life and the Hall of Biodiversity. The Office of Alumni Affairs thanks all of you who attended for making this event a success. We hope you will join us next year. To view photos from the Ball, log on to SWAP at <http://alumnionline.stern.nyu.edu/>. Click on "Community," then "Photo Galleries" and "Sixth Annual Alumni Ball."

GET INVOLVED – SPEAK AT AN NYU STERN EVENT IN YOUR AREA

PhD alumni – we value your expertise and want to hear from you. With 60 regional alumni groups in 30 countries worldwide and a robust portfolio of programming on campus, there are many opportunities for you to serve as expert speakers on a variety of timely business topics at events in New York City and around the world. For more information on serving as a guest lecturer, contact the Office of Alumni Affairs at (212) 998-4040 or alumni@stern.nyu.edu.

STAY IN TOUCH AND EXPAND YOUR NETWORK TODAY THROUGH SWAP

SWAP provides tools and resources to stay connected with the Stern network, including e-mail forwarding for life, resume posting, class and regional group websites, class notes, access to career resources and networking services, and more. Log on to SWAP by visiting the Alumni Affairs website at www.stern.nyu.edu/alumni. You will need your username and password to access SWAP. To request your login information, please call (212) 998-0669 or e-mail swap@stern.nyu.edu.

SAVE THE DATE



June 8-9, 2007 · Villa La Pietra, Florence, Italy

Join fellow alumni for a weekend of exclusive educational, cultural, and social opportunities at NYU's breathtaking Villa La Pietra estate in Florence, Italy. Learn from an eminent group of scholars and business leaders about timely geopolitical and economic issues. Enjoy access to private art collections, gardens, vineyards, and estates offered only through NYU Stern.

Visit the Conference website at www.stern.nyu.edu/florence2007 for full details.