EME Argentina: Financial Crisis in a Cultural Context

Student Leaders: Scott Detterman, Lauren Elmore, Barry Hoyer, and Ignacio Jacome
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Presentation Overview

- Leadership Team
- The Emerging Markets Experience
- Management question
- Trip Highlights
- Logistics
- Next Steps and Questions
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Student Leadership Team

Scott Detterman
Finance Major
Consulting Academy
Field Engineer for Schlumberger in Angola
Intern at Kalypso
Conversational Spanish

Lauren Elmore
Finance Major
Capital Markets Academy
Financial consulting experience before Kelley
Private Equity Internship

Barry Hoyer
Finance Major
Strategic Finance Academy
Securities trader before Kelley
Corporate finance intern at Dish
Fluent in Spanish

Ignacio Jacome
Marketing Major
Business Marketing Academy
Micro-Finance and Financial reporting
Eli Lilly intern
Spanish native speaker

[Argentine flag]

[Kelley School of Business]

[Indiana University]
Faculty and Staff Leadership

**John Succo**
Director of Capital Markets Academy
Trader and head of derivatives at various Wall Street firms
Co-founder of Vicis Capital

**Keith Dayton**
Senior Faculty Lecturer
MBA Core Coordinator
Retired US Marine

**Paul Binder**
GCS Coach of Strategic Finance Academy
Senior Vice President at Bank of America
Senior Vice President at Continental Illinois National Bank
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Emerging Markets Experience

• In classes we’ll
  – Examine financial crisis by analyzing case studies with the help of a veteran of wall street trader, John Succo
  – Learn how both fortune 500 companies and local companies have dealt with the Peso collapse
  – Study the rich European-like culture of Buenos Aires, which was created through the melding of recent European immigrants

• In country we’ll
  – Visit a 158 year old café dating back to the golden period with an authentic tango show
  – Meet with companies to dive deep into their experiences over the recent financial crisis and how their corporate cultures mesh with that of the Latin lifestyle
  – Travel to the world renown wine producing region of Mendoza, including the chance to create your own varietal
  – Tour the beautiful and historic architecture, such as Casa Rosada where the president works and Evita gave her famous “Don’t cry for me Argentina” speech
How do countries handle financial crisis?

- How has Argentina’s history shaped the economy and contributed to the economic and financial crises that have often occurred?

- What effect did America’s (gold standard change) have on Argentina’s decision to borrow and repay debt in US Dollars?

- How did the Argentinian Government shape the way companies handled the crisis?

- How do multinational corporations make decisions in countries that are continually in a state of crisis?

- How do the Argentinian companies in key industries deal with financial and economic crises?

- How has the culture changed or been impacted by these crises?
Company Visits

• What we discuss in the classroom will be applicable in country as we visit companies that we have.

• Instead of visiting many companies, we will find 5 or so and dig deep into them, forming relationships, and those teams will lead the in-country visit.

• Companies we are considering include:

1. Tetra Pak
2. Deloitte
3. Lilly
4. P&G
5. OfficeNet
6. HSBC
7. Ernst & Young
8. HSBC
9. Kelley School of Business, Indiana University
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Giving Back
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Buenos Aires

La Bomba de Tiempo

Tango

Recoleta Cemetery

Café Tortoni

La Boca

Palermo and Recoleta Markets
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Mendoza

Hike in the Mountains

Puente del Inca

Wine tours and tasting

Explore a beautiful city
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Logistics

• Trip will occur during Kelley’s spring break: March 2-16th

• March 3rd through 9th and 14th, 15th will be spent in Buenos Aires
  – Most of the company visits will take place between the 3rd and 9th
  – The last two days in Buenos Aires before we leave will be focused on seeing the city and enjoying all it has to offer

• March 10th to the 13th will be in Mendoza
  – In Mendoza we will visit winemakers and learn about their experiences as major exporters
  – We will also have time to enjoy and explore this historical and beautiful part of the country

• Total Cost: $4,100<
  – Includes airfare, hotel, some meals, tour guides and transportation throughout the trip
  – Costs are estimated, as we continue to work with WorldStrides to finalize our itinerary
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Next Steps and Questions

Sign-in: Today

Applications: Sept. 26

Interviews: Oct. 1-10

Decision Notification: Oct. 11

EME Argentina: Spring Break 2013
Questions?