Goodbye and good luck, seniors

Graduates head off to careers around the world (and close to home)

By Rebecca Charry
Research by Josipa Olujic

For more than 135 senior students who will graduate from ACMT on June 3, real life is about to begin.

After four or more years of classroom study and practical work experience, many graduates are already on their way to exciting careers in tourism, hotel management, banking, marketing, human resources, manufacturing, sales, and finance.

Some members of this year’s senior class are headed as far as Dubai, Brussels and Budapest. Others will stay closer to home, opening their own businesses or joining family firms in the region, traveling or pursuing additional education.

Bojan Orlovic will be moving to Budapest where he has been hired as a financial analyst for Proctor and Gamble.

“I think my work experience helped distinguish me from hundreds of other qualified candidates,” he said after the long interview process. “I had already worked for a consulting company from Belfast, Ireland, and used my senior project to design an algorithm for their software, which helps track foreign direct investment around the world.”

Sanja Vale has been hired as a marketing specialist with AdriaticNet, in Zagreb, based on her successful co-ops with the company during her years as a student.

“I started at the bottom of this company and worked my way up,” Sanja said. “I think I will do a better job now, because I know all the people I will be supervising. Even though I am younger than some of them, I have earned their respect, because I started at the bottom.”

Andrea Funda will continue her education at the Grenoble Graduate School of Business in France, where she plans to earn a Master’s degree in international business.

“I always knew that my education would not stop after ACMT,” Andrea said. “I realized that international business was always my strong suit. In June I will visit Grenoble and look for an apartment with a potential roommate from London, whom I met online. In August, I will be moving to a new country.”

Ankica Tomic-Obračan and Ana Obran have been hired as researchers at the Marriott Hotel in Dubai, United Arab Emirates. Ana will work in marketing and promotion, while Ankica will work in human resources. They will live with other recent college graduates from across Europe who have (continued on page 7)

INSIDE THIS ISSUE

Academics p.2

Student Photos p.3

Alumni Profiles p.4

Big Shot 2007: Hundreds of volunteers from ACMT and the Dubrovnik community helped create this photo by illuminating the city walls of Dubrovnik in April.
Student Honors and Awards

ACMT senior Mirjana Sutic was recently honored with the Outstanding Undergraduate Scholar award from RIT. This award is given annually based on academic achievement, grade point average, and service to the community. Of the 150 students who applied for this award this year, Mirjana was one of 85 selected. She was also chosen by the faculty of ACMT to represent the senior class as commencement speaker.

Seniors Izidora Skracic, Nina Mimica and Latica Ivkovic were recently elected to membership in the Alpha Sigma Lambda Honorary society at RIT, based on their outstanding academic achievement, service to the community and leadership. Their faculty mentors, Professors Rebecca Charry, Nina Skuric, and William Myers, were also recognized by RIT for their contributions to these students' development. The students' names will be engraved on a plaque in the Student Alumni Union Building on the RIT campus in Rochester. These ACMT students were among 27 RIT students who were awarded this honor for 2007. They join more than 500 RIT alumni who have been selected for this society since it was founded in 1964.

Izidora was also selected to attend a two-week Human Rights School for Future Decision Makers, organized by the Balkan Human Rights Network. “I am ready to be inspired,” said Izidora, who will earn a specialization certificate from ACMT in Human Rights. The school is annually attended by 30 young individuals from Croatia, Bosnia and Herzegovina, Serbia, Montenegro, Kosovo, Macedonia, Bulgaria, and Albania, who learn how to take more active roles in the political and social lives of their communities.

New Course

Technical Writing

Prof. Tane Dusilo Cavich teaches a new course in Technical Writing to seniors, with Prof. Sidney Metzger, left.

By Katarina Rak

ACMT’s newest academic course, Technical Writing, was offered to seniors for the first time this spring by Professor F. Tane Dusilo-Cavich with Prof. Sidney Metzger. This course teaches students how to convey information clearly and concisely, and gives them practice in developing and improving their visual and group communication skills.

Prof. Dusilo-Cavich stresses the importance of linking theory and real life job performance. In the course, she uses many examples to illustrate important concepts, invites students to share their experiences, and makes students aware of the function of color, language and graphics in business communication.

“Creating brochures as a group was very interesting,” said senior student Brana Vujnovic. “We learned how to effectively connect design with technical writing and how to visualize information. Being our own critics while working on the brochure was also a valuable learning experience.”

“This course is very beneficial for the quality of business activities in our future careers,” said student Karolina Zlatunic. “Communication is a key element for any successful business. Business correspondence portrays the picture of not only the writer but the company as a whole.”

Logical progression in providing information is one of the key concepts of the course, Prof. Metzger said. In one important assignment, student groups developed walking tours of Old Town Dubrovnik, with a beginning and ending goal. Presented their tours in class, and “guided” their colleagues on a large projected map.

“Woe to him to turns right when he should have turned left!” Prof. Metzger recalled. “Everyone really enjoyed these tours, and I learned more about Old Town in these presentations than I have walking around the city for eight years.”
Inside ACMT: A Day in Pictures

by Marshall Meier

by Emily Harraka

Visiting student photographers from RIT, along with current ACMT students, faculty, and staff, documented the life of the college through hundreds of pictures throughout the day on April 3.

by Emily Harraka

by Nale Mumford

by Willie Ostermann
Livia Reljic: Human Resources Manager

By Nina Mimica

Livia Reljic graduated from ACMT in 2005 with a specialization in human resources, and quickly found employment as a consultant for SmartFlex, a recruitment company and temporary employment agency with headquarters in the Netherlands. A few months ago, she was promoted to Regional Manager at the company’s Zagreb office.

Livia and her team of human resources consultants help domestic and international companies doing business in Croatia find and hire temporary and permanent employees. These clients specialize in tourism, logistics, production, information technology, call centers and other fields.

“We take care of finding employees, while clients focus on their core businesses,” Livia said. “Understanding the clients’ needs, the business culture and the profile of the candidate we are searching for are all equally important in order to successfully finish the search and selection process.”

Temporary employment is a relatively new concept in the Croatian labor market but has been growing rapidly, she said. “In temporary employment, you have to really know the law and the regulations. The temporary worker is working for us, not the client. Therefore, we are legally responsible.”

Every day at work is different, Livia said, but she always starts by ‘monitoring’ the labor market – reading announcements of job openings in newspapers and online. Then, she meets with clients, negotiates new business, works on business proposals, writes job advertisements, reads cover letters and resumes, holds interviews with job applicants, and writes assessments of candidates. Sometimes Livia needs to ‘headhunt’ potential candidates. This involves calling successful executives and convincing them to consider leaving their current job to work for a competitor. This situation can be tricky, and sometimes amusing, Livia said. Sometimes the context thinks she is joking, she said, but the situation for valued executives considering a job offer with a competitor can be quite serious.

Looking back at her years at ACMT, Livia says that her HR classes and projects introduced her to most of the concepts she now uses in her everyday work.

“ACMT students are treated professionally by the faculty and staff which allows for better communication,” she said. “Students are encouraged to think about the subjects presented in class and relate them to real life situations.” Writing group projects and presenting them in front the class has probably benefitted all alumni in their current jobs, she added.

“Your motivation to continue learning from your superiors will play an important role in being selected for a job,” she advised current students. “In addition to your formal education, your attitude and motivation are the keys to your future success.”

Boris Rak: Independent Real Estate Agent

By Mara Slijep Bagarić

Boris Rak graduated from ACMT in 2003 and was immediately bitten by the “be your own boss” bug. Today, he operates his own real estate agency, Vangard Nekrotinka, in Jastrebarsko, near Zagreb and Karlovac.

Clients come to Boris to buy or sell properties, evaluate opportunities, and get advice on how to invest their savings or manage properties. Some of his most important clients include individuals and businesses from the United Kingdom, Spain, the Netherlands, and Germany. An important part of his job is helping foreign and domestic clients understand and follow Croatia’s complex property laws, he said.

“It is a real challenge to convert a client’s ideas into reality,” Boris said, “especially when faced with complex property legislation in Croatia.”

As founder of his own small business, Boris is responsible for almost every aspect of operations: from strategic planning, marketing, and networking, to administrative tasks. As an entrepreneur, he has learned to get along with many different constituencies – clients, financiers, and suppliers, who often have very different goals.

Starting a business from scratch was not easy, he said.

“Running your own business is almost like being a parent: You have a baby, you nurture the baby, and you help the baby to grow,” Boris said. “Management skills, business know-how, contacts and a lot of research make the difference between success and failure. Always look long term and manage your business accordingly.”

Remaining competitive in a fast-changing real estate market takes trends with colleagues and reading current industry publications help
Alumni Panel 2007
Graduates Share Real-World Business Experience
By Domen Ovcar

ACMT graduates recently returned to the college to share their career experiences with current students at the fourth annual Alumni Panel at Hotel Park in Dubrovnik.

These successful alumni graduated from the college and went off to conquer the real world. They are now working in food and beverage management, small business development, real estate and human resources.

Working in small groups organized by topic, about 300 current freshmen and juniors listened to alumni moderators in a relaxed, personal and spontaneous atmosphere and had a chance to ask a wide variety of questions.

“The students asked specific questions and got straightforward answers,” said Elena Zaputovic, who graduated from ACMT in 2005.

Attend industry seminars, discussing trends with colleagues and reading current industry publications help him spot patterns and come up with new ideas.

He urges current students to recognize and seize the opportunities they have.

“Think seriously about your field of interest, and pursue co-op in that field,” he advised. “Focus your senior project on a potential opportunity, and don’t be discouraged. Remember, the impossible just takes a little longer.”

and now works as a sales agent for Montenegro Living real estate agency. “The students were interested in why so many foreigners, particularly from Russia and the UK, are buying property in Montenegro – the story behind the current property boom. The more we talked, the more questions students had. We actually ran out of time, but students wanted to keep talking.”

One of the small business groups was led by alumni Baldo Jurisic and Ivana Grcetic. Baldo operates a family winery on Peljesac. Ivana and a partner opened an adventure tourism company four years ago which specializes in sea kayaking tours. She also recently opened a gourmet food and souvenir shop in Old Town Dubrovnik with ACMT alumna Nicole Devide Vincenti.

In this group, students’ questions soon broke the ice and a relaxed conversation soon got underway.

“Students had many questions about the everyday reality of running a business, such as taxes, loans, and paperwork,” Ivana said. current students, who will appreciate the connections that they make during their college years at events like this, he said.

“This event helped us understand that the time, effort, and hard work that we are putting into our education today is setting a foundation for our futures,” said student Hana _apo. “Listening to their experiences helped me get better insight into the business world.”

Alumni Panelists

Food and Beverage

Ines Presecan
Hotel Dubrovnik Palace
Nikola Avram
Vienna International Hotels, Opatija
Dean Kanostrevac
hotel management, Dubrovnik
Fedio Avdic
Hotel Marco Polo, Gradac
Darko Perovic
Hotel Maestral, Dubrovnik
Vando Bliandzic

Small Business

Jernej Masnec
Premium Service Agency, Dubrovnik
Ivana Grcetic
Adria Adventure tours, Dubrovnik
Baldo Jurisic
Jurisic winery
Mate Zeljko
Capricorno Split

Human Resources

Kristina Kisic
Grand Circle Travel
Vladimir Dulic
Suncani Hvar Hotels
Livia Reljic
Smartflex employment agency, Zagreb

Branka Bebic
Moj Posao employment agency, Zagreb

Real Estate

Jasna Biliskov
Biliskov Real Estate
Ivana Bucevic
Colliers International
Elena Zaputovic
Montenegro Living
Daniela Cacavac
Leisure and Land Croatia

New Alumni Association Leaders

The Alumni Association of ACMT recently elected Jernej Masnec as president and Ida Hohnjec as vice president. Jernej who graduated from ACMT in 2004, is the founder and general manager of Dubrovnik Premium Services travel agency. Ida, a 2003 graduate, is Training and Development Manager for Coca-Cola Beverages Croatia. For the next three years, Jernej and Ida will represent more than 1500 students who have graduated from ACMT since 1997, and will assist in organizing professional and social events.
RITz: More than Just a Dinner
Freshman students win trip to RIT in New York

First-year students Mira Paden and Emil Bakev were recently selected for a special trip to Rochester, New York, to represent the college at the annual RITz dinner at Rochester Institute of Technology. This formal four-course banquet is organized and prepared each year by the hospitality students of RIT, and hundreds of special guests from the community are invited. Mira and Emil joined their fellow students for a week, assisting in preparations for the banquet, touring New York, and making new friends. On the night of the big event, they were even interviewed by a local television news station.

By Mira Paden and Emil Bakev

When we heard that we were chosen to be ACMET representatives at the annual Ritz Dinner, we were more than just happy. We were so excited that the night before our flight was scheduled, we could not sleep. Our journey was long, but it was worth it. Our week in Rochester, New York, was great and people we met were so nice and friendly. Students from the department of hospitality and service management were really busy that week, getting ready for the Ritz Dinner but that did not stop them from spending time with us. We went out with them for dinners, to Niagara Falls, and of course we helped them as much as we could in the dinner preparations.

What is the Ritz Dinner? It is a completely student organized event. This tradition started 23 years ago with just 40 guests and was held at RIT in a classroom that was sometimes used as a restaurant. This year there were 260 guests. More than 120 students participated in this event and dedicated more than half a year to organize it.

The actual dinner was impressive. In the morning at the day of the dinner, we helped other students set up at the Doubletree Inn, decorating the cocktail areas and the main ballroom where the dinner was held and getting everything ready for that evening. Guests were supposed to start coming at 5:30 pm, and we were ready in our server outfits, with smiles on our faces. Everything looked amazing. We were in charge of one table (13 people) and we were their servers for that evening. We think we did a good job at the dinner, and we were proud to represent ACMET at this important event.

We got to learn about RIT up close

All ACMET students are part of RIT, but until now, we had only known about our “parent” institution from a distance. During our visit, we got to learn about it up close. We were impressed with the campus, the activities, concerts and competitions organized by students. One interesting thing that impressed us is that RIT has a special institute for students who are deaf or hearing impaired, and every class or event includes a sign language interpreter so that these students can fully participate.

We especially got to know the School of Hospitality and Service Management. With about 200 students, it is a small department but really a lively one. We were especially impressed with the courses in Wines of the World and Beers of the World. We saw a bit of the class, and students were actually testing wines. Perhaps some day we will have courses like these at ACMET!

As Emil told our TV interviewers, it was great to be an RIT Tiger at least for a week.
Look out world, here they come
Graduating seniors start careers

management, sales, manufacturing, banking, public relations, and other fields. Several graduates will be starting or joining family businesses throughout Croatia and the region.

Sylvia Kadojic will work at her family’s new private health clinic in Osijek, which will focus on physical therapy and rehabilitation, a topic she researched for her senior project.

Pavle Obradovic will also join his family business, a web portal for visitors to Montenegro, as technical administrator and ad sales.

Marina Varvodic has already started training for her position as Dubrovnik Property Investment Advisor for CroatianSun real estate agency.

Marina Andros is heading to Zagreb, where she has been hired in the product development department of Privredna Banka.

Ksenija Matic is staying in Dubrovnik, as assistant to the Managing Director of Dubrovnik Partner, a PR and event management company, based on her previous co-ops with the company.

Kristina Mandac has been hired in the marketing department of Hoteli Maestral in Dubrovnik, after several successful co-ops with the company. "I’m ready to graduate, but in a way, I’m a little sad that college is over. We had a lot of good times here.

(Continued from page 1)

been hired for similar positions.

“I am really thrilled to be going to Dubai,” Ankica said. “I’ve lived and worked in the US quite a lot already, but this will be completely different. I want to get to know the culture of Dubai, not just as a tourist destination. I would even like to learn the language if I can.”

“One of the most important things I learned at college is how to organize myself and my time,” she said. “Co-ops also gave me great experience dealing with customers, coworkers, and bosses, even difficult ones. I learned how to stand up for myself in a calm and productive way, and how to resolve personality conflicts and culture clashes positively. When things were hard, I determined to improve them and not give up. I’m not a quitter.”

Latica Ivkovic has been hired as an international media consultant to produce promotional economic reports aimed at attracting international investors and influencing decision-makers. After training at the company headquarters in Brussels, Belgium, she will travel to Moscow to begin working on her first project. After that, she said, her job will take her to a new city every three months.

“I am looking forward to a dynamic and interactive business environment,” Latica said. “The high quality networking that I can do in this job is a great investment in my future.”

These students and their classmates will leave ACMT with four-year bachelor of science degrees from RIT and diplomirani ekonomist managementa degrees from the Croatian Ministry of Education. These diplomas represent years of work and practical experience

By Nate Mumford

By Molly Clifford
Student Volunteers “Bridging Gaps” in Dubrovnik Community

By Rebecca Charry

ACMT students have donated more than 150 hours of their free time to local organizations in Dubrovnik over the past six months, through a new student-run volunteer program called Bridging Gaps. The program, started by senior student Izidora Skracic, offers academic credit to students for volunteer work in the community. Many students volunteered during spring quarter at the Dubrovnik Public Library in Old Town, carrying, shelving and cataloguing books.

“The student volunteers were a great help,” said library director Renata Zlatkovic. “They were sincerely motivated and even volunteered to stay longer than the two hours that they agreed to.”

“The work itself was routine, but we were really glad to be contributing, and took our responsibilities seriously,” said student volunteer Leonardo Buzov. “A lot of students had never even been to the library. Now they know where it is and what great books they have. I know I will be back.”

During winter quarter, some students volunteered for Nasa Djeca, a humanitarian organization that offers free activities for children in Dubrovnik. ACMT students helped organize events for Carnival in February at Fort Revelin.

“My goal was to motivate students to get more involved in volunteering in the community, outside of ACMT,” Izidora said. As an Open Society Institute exchange student at the University of Washington, in Seattle, USA, last year, she volunteered extensively in the community, tutoring at the local public library, elementary school and prison.

“When I got back to ACMT, I realized that in two years as a student I had only volunteered at college events,” she said. “Bridging Gaps was designed to change that, and encourage other students to do the same.”

Izidora said her volunteer work will definitely continue after she graduates. Her possible future plans include volunteering at an orphanage in Peru.

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ENTRANCE EXAMS FOR 2007-2008

ACMT is accepting applications for the 2007-2008 academic year. Entrance exams will be held

Saturday, July 7
Zagreb

Saturday, July 21
Dubrovnik

The entrance exam takes 3 hours to complete. It includes a written mathematics exam, a written English language exam (including an essay) and a personal interview with a member of the ACMT faculty or staff.

To register for the exam, or for more information, please visit www.acmt.hr/admissions, email American.college@acmt.hr or call (385) 020 433 000, or 020 433 002.

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