

Business Chats

Monthly Newsletter Prepared by the Business Faculty



Teamwork

"No one can whistle a symphony. It takes a whole orchestra to play it." H.E. Luccock

Many people are afraid or don't know how to work in teams. They find it easier to work alone. In fact, there may be no "I" in team, but being part of a team can help you develop. By sharing information and experiences and basically cross-training each other, each member of the team can grow. You might learn about new concepts from classmates or colleagues. You can also gain knowledge from someone else's mistakes, which helps you avoid future errors. You might even learn something new about yourself. We all have blind spots about our behaviors and strengths that we may be unaware of, and feedback from a team member, classmate, or colleague, can shed the light on them. Recognizing these strengths and addressing the weaknesses can make you a better person and even a more successful individual.

Always remember, Albert Einstein got all the credit for discovering the theory of relativity, but the truth is that he relied on conversations with friends and colleagues to refine his concept. And that's almost always the case.

N.B. If you feel like sharing and contributing in any of the sections, you only have to send an email to businesschats@auce.edu.lb. Your input is highly welcomed!

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Special Contribution

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What is Cryptocurrency?



Cryptocurrency is any form of currency that exists digitally or virtually and uses cryptography to secure transactions. Cryptocurrencies don't have a central issuing or regulating authority, instead using a decentralized system to record transactions and issue new units. Cryptocurrency is a digital payment system that doesn't rely on banks to verify transactions. It's a peer-to-peer system that can enable anyone anywhere to send and receive payments. Instead of being physical money carried around and exchanged in the real world, cryptocurrency payments exist purely as digital entries to an online database describing specific transactions. Cryptocurrency is stored in digital wallets. Cryptocurrency received its name because it uses encryption to verify transactions. The aim of encryption is to provide security and safety. The first cryptocurrency was Bitcoin, which was founded in 2009 and remains the best known today.

*"You can design and create, and build the most wonderful place in the world.
But it takes people to make the dream a reality."*

Walt Disney

Job Interview

A job interview doesn't have to be nerve-racking. With some planning and practice, you can arrive ahead of schedule, with confidence.

Typically, the person who will interview you is a nice person and remembers what it was like when they were learning the job interview process.

Mock interviews will help you feel more comfortable in the actual setting. To be on the safe side, arrive a few minutes early.



7 Tips to Win the Job Interview

- ❖ Maintain eye contact when being asked questions or when giving answers. Show the interviewer that you're attentive and interested. Be positive, breathe naturally and try to relax.
- ❖ Don't use negative body language by crossing your arms, clenching your fists or curling your hair. Good posture shows confidence.
- ❖ Dress for success. Do not wear tightfitting clothes or heavy make-up. Keep it simple. Conservative hairstyles are recommended.
- ❖ Don't interrupt when the interviewer is talking. Use good manners and say thank you after the interview. A smile goes a long way when meeting the interviewer or anyone else at the company.
- ❖ Be prepared to share specific examples of how you've used your skills. You are selling yourself and want to get the job. It's important for you to convince the interviewer you're the person to hire. Employers like people who know who they are, both their strengths and weaknesses.
- ❖ Be honest even if it means admitting you don't know something. Show them you have great ethics right from the start.
- ❖ Don't speak negatively of yourself or a former employer. For example, don't say you left your last job because you didn't get along with your last supervisor.

What Our Graduates Are Doing Now?



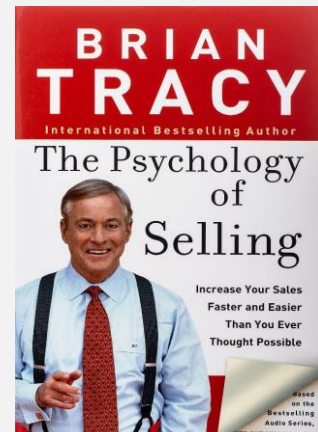
I am **Noha Lawand**. I have graduated from AUCE Badaro campus with a BA in Business Administration. I have the pleasure to be one of the AUCE administration team, working as an admission officer and marketing assistant. I am passionate about learning new skills and I have completed a number of training courses. I am looking forward to complete my MBA and to get higher certificates.

I am **Joseph Elias Zaiter**. I graduated in 2013 with a BA in Marketing & Advertising. I am currently working in UAE as Sales Team Leader with Indevco Group. University has been the opportunity of a lifetime, and even that is an understatement. Rather than saying goodbye to a period of my life that has meant so much to me, I want to thank the University of AUCE- koura Campus, for giving me the character I needed to keep building, the brain to keep expanding and the heart to keep loving. I will treasure these memories for the rest of my life.



I am **Maya El Khoury**. I have graduated from AUCE Baouchrieh campus with an MBA degree. I am the founder of MSPE – Multiple Service Provider Experts and multi-service business consultancy company (executive director) operating between Lebanon and Paris. Continuous research helps gain broader understanding of how the world is evolving around me.

I am **Abed-alelah Hassan Wehbi**. I am 27 years old. I graduated from AUCE Tyre campus in 2016 with a BA in Management Information Systems. In 2019, I started working as admission officer and insurance transactions at Jabal Amel Hospital Tyre. I am also a reporter at Yasour organization and a freelance photographer.



A Must-Read Book

Some people are just natural at sales. They're just born with an innate level of persuasion skills, communication abilities, and confidence. Right?

Actually, none of this is true. Anybody can get good at the art of selling, it's just a matter of learning! And who better to learn from than one of the most successful salesmen in the world?

Brian Tracy has written a lot of great books. In the *Psychology of Selling: Increase Your Sales Faster and Easier Than You Ever Thought Possible*, he'll walk you through everything you need to know to beat your competition and make a fortune selling! You will learn how to utilize the power of your subconscious to become more successful. In fact, you will get more motivation and passion if you learn from the right people.

Did You Know?

Highest Quality of Life in 2021

Standard of living refers to the level of wealth, comfort, necessities, and material goods available to a particular geographic area. It is often used interchangeably with quality of life, which is generally understood to include the same measures of prosperity as standard of living, but also incorporate physical and mental health and wellness. One of the most comprehensive equations is Numbeo's Quality of Life Index, which measures eight indices: purchasing power, safety, health care, cost of living, property price to income ratio, traffic commute time, pollution, and climate.

Based on these indices, the top of the list breaks down as follows:

1. Switzerland - 188.36
2. Denmark - 186.25
3. Netherlands - 180.27
4. Finland - 178.95
5. Australia - 178.41
6. Iceland - 177.64
7. Austria - 176.36
8. Germany - 175.24
9. New Zealand - 173.60
10. Luxembourg - 171.81



<https://worldpopulationreview.com/country-rankings/standard-of-living-by-country>

Meet Your Instructors



I am **Nour Nassar**. I have a BA in Business Administration from USJ, and a Master's in Business Administration from Sagesse. I am currently pursuing my Ph.D. in Business Management at Vilnius Tech University, in Europe-Lithuania. My dissertation is about sustainable management for green competitiveness. I am employed as a customer service representative since 2010 in BLOM Bank. I am also a part-time instructor at AUCE. I also work as a regional marketing manager in the MENA Region focusing on entrepreneurship and crowdfunding especially for tech startups. My slogan in life is, as my blood group type, B+ "BE POSITIVE".

My name is **Carlo Haoui** and I am delighted to be part of AUCE Koura Campus. I am a result-oriented business professional with proven abilities in teaching and coaching both graduate and undergraduate management level courses, at well-known universities in the USA and the Middle East. Also, I have a great success in strategic planning, quality system development and implementation as well as applying lean principles and enterprises to determine effective processes for various operations. My professional experience along with my educational background (PhD in Business, MBA, and Mechanical Engineering degrees), will support and provide organizations, with the services and quality that any operation would wish to achieve, and I share over 20 years of management experience in executive positions.



My name is **Jumana Mohammad Al-Toufaily**. I am an instructor at AUCE. I have a Masters in Finance and also a PHD in Finance from Cyprus International University. Moreover, I have 10 years' experience in teaching accounting and finance courses at AUCE and at Almasar College, in addition to giving economics sessions for Baccalaureate students. I have three published articles and one published book in addition to one participation in a conference in Turkey in 2019. My hobbies are traveling, reading, and writing finance books and articles. Teaching gives me the opportunity to make researches and to participate in conferences. It gives me also a chance to apply my knowledge and experience in my own business – Ward Company.