

# Meeting with Marc Raynal and Leandro De Sa, from the American Chamber of Commerce of Toulouse.

On the 19th of February 2018, Mrs Doulut organised two conferences for the class of LP CCRC. We had the pleasure of meeting Marc Raynal and Leandro De Sa.

Both men are currently working at the Chamber of Commerce in Toulouse. Both men have very impressive records, studywise and careerwise.



**M**arc Raynal talked to us about some of his different jobs. From being the Recruitment Officer at Airbus to Air traffic controller where he worked in Human Resources and Team Management. It really feels as if he's done it all and been everywhere. He talked to us about cultural differences, prejudices and stereotypes.

*“The stereotypes correspond to features or behaviours that we give to others in an arbitrary way. In this way, the stereotypes are an expression of prejudices”.*

Having worked in Human Resources in different countries, he went on to talk to us about different cultural differences. In Human Resources, travelling from country to country, he had to adapt to all of them. So, to fit in, he worked on the different cultural factors defined by Geert Hofstede (a psychologist from the Netherlands) and Edward Twitchell Hall

(an American anthropologist).

He now has his own method called TIGER, according to which the major differences are :

- time management,
- incertitude management,
- group/individual,
- elements of communication
- relationships.

These are all elements that vary from country to country. Every international professional should know and master these variations.



**A**fter studying physics, Leandro De Sa did a master's degree in business administration in Chicago. During his career he built scientific satellites,

worked for Airbus, launched startups...

Lately, he has been giving lectures in universities around the world and is working on developing transatlantic businesses.

Today, Leandro works at the American Chamber of Commerce in Toulouse. For a living he develops inter-atlantic businesses. It means that he's helping to establish American businesses in Europe and vice versa.

During his speech delivery he talked to us about US economics and politics. Talking about what Trump was doing, what he said he would do, what he did and the consequences.

In the media especially, and with comedians, we, the general public, tend to only hear a biased opinion on the matter. The fact that Leandro De Sa came and talked to us and broke down what's happening was really interesting and eye-opening.



The Tuesday morning was very enlightening. It's always a pleasure to meet people with such incredible professional careers. As students, we tend to have a strict and narrow-minded view of how our careers will end up. Meeting Marc and Leandro, reminded us of how careers can really blossom and that we never know what the future holds.