



Meeting with Business Elite
Category: Investment Banking

Date: 29 October 2007 (Monday)

Time: 12:15pm – 2:00pm

Guest: Mr. Ken Lee, Managing Director, Goldman Sachs (Asia) L.L.C

Two business undergraduates, Ms. Yvette Wang Le (IBBA Year 4) and Mr. David Chan (PAC Year 4) were given a precious opportunity to accompany Prof. Andrew Chan (Associate Dean) to meet with Mr. Ken Lee, who is currently the Managing Director of Goldman Sachs. Mr. Lee is an alumnus of the CUHK Integrated BBA Programme (concentration in finance) and has been working in the investment banking industry for more than a decade.

The meeting started in a conference room in the Goldman Sachs office in Central. In contrast with the tense atmosphere outside the conference room, the hospitality of Mr. Lee made the ambience in the conference room warm and friendly, and this deeply impressed the students. Despite his hectic work schedule, Mr. Lee gave the students a guided tour of Goldman Sachs and briefly explained the operation and duties of different teams. Mr. Lee gave further details on three particular sections in the investment banking industry, namely, sales, traders and structures.

Our students did not miss the golden chance to learn from Mr. Lee's valuable experience and wisdom and exchange views with him. **According to Mr. Lee, an exceptional mathematical background or being particularly skillful at calculus were not the most essential elements towards being successful in the investment banking industry. Rather, one's personality and some general skills, shown below, were more important:**

- **High emotional quotient (EQ)**
- **Ability to analyze complicated scenarios and explain them to the clients in a simple and precise way**
- **Strong marketing sense, and to always strive for win-win situations when encountering challenges**

Mr. Lee also reminded our students to broaden their horizons, interact with people of diverse backgrounds and explore different opportunities. Keeping an eye on current affairs, in particular international issues, is beneficial for personal development and career pursuit. Last but not least, being confident but not conceited is an important attitude for an individual, whether in one's personal life or in the workplace.

Let's hear what our students had to say after the meeting with Mr. Lee:

Ms. Yvette Wang Ye (IBBA Year 4, Concentration in General Finance)

As a business student, it has been my dream to meet with the senior management in a top investment bank. What is a top banker like? What does he value? How did he get to this position?

Thanks to the BA office's help, I got the great opportunity to talk to Mr. Lee. Mr. Ken Lee is Managing Director of Goldman Sachs Corporate Sales. People always say that i-bankers are arrogant and boastful. However, when I met Mr. Lee and his other colleagues, my first impression was that they all seemed so gentle and respectful.

What impressed me even more is the way he shared with us his experience and values, not only about the financial industry, but also his own personal beliefs. He told us that he spends most of his time in i-banking working in sales. "And as sales, it is very important for you to understand what your clients need, and even speak out before they ask. You need to learn the proper way to be with other people, be confident but not arrogant. The most desirable result is [a] win-win situation for both sides."

Proving he was not all talk, Mr. Lee set the best example during the meeting through the engaging way he talked with us. I know such a characteristic has become part of his life already and could not be achieved easily. Day-to-day practice and improvement paid off. No pain, no gain. There is still a lot for me, or business students like me, to learn and prepare for, such as gaining insights into the industry, polishing communication skills, language skills, and building social networks.

"The biggest difficulty for me is when I started to work; it is like everyday is a quiz." School days can be easy, but may not lead to the end you look for. Life can be hard as long as it is hard for a good reason. We reap what we sow.

Mr. David Chan (PAC Year 4)

It was truly a remarkable experience to meet Mr. Ken Lee, Managing Director, Head of Corporate Sales Group, Goldman Sachs. The meeting started with a tour of the trading floor in Goldman Sachs, followed by a lunch meeting in the Island Shangri-la Hotel, from which we gained insights into the investment banking industry. We shared our opinions on the recent earnings performance of Goldman Sachs and other top investment banks. He was also very kind to share with us his career path since graduating from CUHK. He pointed out the key qualities to being successful in sales, trading and structuring, respectively. At the same time, he acknowledged recent graduates' stronger market sense but weaker language skills, and emphasized the importance of developing and enhancing our trilingual skills in English, Mandarin and Cantonese. During the meeting, I got a good sense of the dynamic, ever-changing business environment and the global exposure in Goldman Sachs and the industry. Ken's friendliness and supportive encouragements definitely motivated us to continuously improve ourselves to deal with the ever-changing environment.



From right: Ms. Yvette Wang (IBBA Year 4), Prof. Andrew Chan (Associate Dean, Faculty of Business Administration), Mr. Ken Lee (Managing Director of Goldman Sachs), Mr. David Chan (PAC Year 4), Ms. Michele Tang (Manager, Undergraduate Office)



From top left: Ms. Yvette Wang (IBBA Year 4), Mr. David Chan (PAC Year 4)
From bottom left: Mr. Ken Lee (Managing Director of Goldman Sachs), Prof. Andrew Chan (Associate Dean, Faculty of Business Administration)

Meeting with Business Elite

Starting from September 2007, “Meeting with Business Elite” is organized on a non-regular basis with the aims to strengthen the bonding among the elite business people (particularly our alumni), the Faculty and our undergraduate students, and to help our students get a peek at the real business world. The Undergraduate Office of the Faculty of Business Administration invites selected business undergraduates to meet with elite business people. Since the commencement of the 2007-08 academic year, some of our students have had the chance to meet with such elite business people in the investment banking industry, who are listed below. We would like to take this opportunity to express our heartfelt thanks and appreciation to these prominent figures for their precious time and staunch support of the Faculty of Business Administration.

- Mr. Ken Lee, Managing Director, Goldman Sachs (Asia) L.L.C
- Mr. Samuel Poon, Executive Director, Asia Pacific of UniCredit
- Mr. KL Wong, Managing Director and Chairman, Asia Origination of Merrill Lynch