



Photo: J. Gellman

THE FCC CONNECTION

Telecommunications is big business. AT&T, MCI, British Telecom and others spend billions of dollars each year to develop and market new products that keep us connected to family and friends, bosses and staff, anywhere, anytime. Protecting consumers in this fiercely competitive marketplace is the job of the Federal Communications Commission (FCC), and **Jeanne Gellman '94** loves being part of it.

Gellman monitors activity affecting service between the United States and Latin America. She is also the FCC's liaison to the area, helping Latin American countries understand how to encourage and monitor competition at home while connecting their citizens to the global marketplace.

It was the opening of Spain's telecommunications market to competition several years ago that gave Gellman her first real taste of the business. While a School of International Service (SIS) graduate student studying international communication, Gellman landed a Career Center Cooperative Education Program (co-op) position with Esprit Telecom that allowed her to play a vital role in establishing the company's presence in Spain.

"Esprit's goal was to become the MCI

of Europe," says Gellman. During her first semester with the company, Gellman conducted extensive research on Europe's opening telecommunications market from Esprit's Washington office. She then spent a semester in Spain, aggressively pursuing new business opportunities to help Esprit challenge Spain's monopoly telephone provider.

Upon her return to AU, Gellman accepted another co-op job with Northern Telecom. This opportunity led to a full-time position. After a short stint with a telecommunications consulting firm, Gellman was drawn to the FCC and the opportunity to focus on international policy issues.

"AU's program has policy and international focus that gave me a competitive advantage," says Gellman, an ardent fan of AU and its Career Center. She hopes to expand opportunities for students to gain recognition for their work through a new program that will make outstanding student research papers available to FCC personnel and others in the industry. The genesis of the project was Gellman's realization that the in-depth, often cutting-edge research conducted by AU's graduate students could be an invaluable resource for FCC employees trying to stay abreast of the

constant changes in telecommunications markets worldwide.

The Internet-based program will be launched this fall with the enthusiastic support of SIS faculty. Abstracts of the top five research papers developed by a graduate class studying communication and economic development will be posted on a special page on AU's Web site (<gurukul.american.edu/levinson/class.html>). Individuals interested in receiving full-text copies of the research will request them through the site, which will help Gellman track the project results. She hopes this Internet exposure will introduce AU's best students to a host of potential employers, while offering those employers up-to-the-minute research in the constantly changing telecommunications field. A winning combination, Gellman is betting.

—Marva Hlicic '94

FAVORITE ROLE

Being a Hollywood actor—and the celebrity that comes with it—has benefits beyond making big money and getting the best tables at swank restaurants. At least it does for **Eduardo "Pato" Hoffmann '80**, who wants to use his newfound celebrity status to "make a difference" for native peoples.



Photo: P. Hoffmann