## 1. Professor A (Senior Professor, Fontainebleau campus)

\*\*Subject:\*\* Thank you for the unforgettable visit to Fontainebleau

Dear Pierre,

Thank you sincerely for welcoming me to the Fontainebleau campus and for the wonderful tour of the surrounding woods and historic trails. It was a pleasure to see how your daily work is framed by such a rich natural and cultural setting. Our walk through the forest—especially the moment we stopped to look at the trails and I learned about horseback riding in the area made me really appreciate very different and unique aspects of the place and the possibility of such a life.

I’m really amazed and appreciative of your collaboration with President Macron on nutrition and food policy, a topic that has such strong potential for impacting people’s lives. Thank you too for sharing your journey in the field, and how you got started.

The faculty colleagues in the department are just wonderful people, and makes me truly appreciate the place. I also think INSEAD is a wonderful place to do impactful and relevant research, and would provide a wonderful opportunity to connect companies, faculty and students in a mutually helpful and valuable collaboration. I am particularly enthusiastic about the possibility of working with faculty and students in the group to make such impact happen in the area of AI. I think the opportunity to develop and teach new AI-focused electives is also very appealing to me.

Over the walk to dinner, it was wonderful to see the Chateau and learn about its history from the stories you shared about the Chateau’s evolution from a 12th‑century fortress to Napoleon’s residence. What an amazing experience, thank you. I look forward to exploring that history in more detail sometime.

Warm regards,

Vineet

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## 2. Professor B (Junior Professor, Fontainebleau campus)

\*\*Subject:\*\* Thank you for a delightful dinner and inspiring conversation

Dear Rupali,

I want to extend my heartfelt thanks for your wonderful and generous hospitality during my visit to INSEAD. You really made it feel so special. I very much enjoyed our conversations after my talk, and the dinner along with the walk with you and Pierre where we stopped to see the Chateau was a highlight to remember, lots of history to ponder.

It was also great to chat about research, and learn more about your two areas of user content and understanding small business impact drivers. I think you are doing important and impactful research, and it’s great to see them published already. I also learned a lot about the culture of INSEAD, and the wonderful group you all have. Your presence in Fontainebleau made the dual-campus structure concrete, I have to say I had never quite understood how it worked until my visit!

Thank you again for your kindness and for offering such a thoughtful welcome to INSEAD and Fontainebleau. Look forward to staying in contact.

Warm regards,

Vineet

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## 3. Professor C (Department Chair, Singapore campus & former Dean of

Research)

\*\*Subject:\*\* Thank you for the vision and discussion on future

collaborations

Dear Ziv,

It was a pleasure meeting you during my visit to INSEAD. Thanks for joining from Singapore and sharing your candid thoughts on how my research (and teaching) could fit within INSEAD’s vision and direction. Given all the resources available, it seems like a uniquely wonderful opportunity to make a big impact. Having a strong and supportive ecosystem for high-impact research like you do is very important, and I would greatly value these.

I am very grateful too for your supportive comments about the potential value and impact of my research. I enjoy working on these areas with technology impact business strongly these days. On teaching, it was very helpful to learn that creating a set of modules that can be potentially customized and taken to different audiences would be valuable, that fits in perfectly with my preferred approach to teaching. If we create thoughtfully designed courses on AI, I would certainly think the students would appreciate that. I would be very interested in going that direction, and trust the school provides the right incentives to make that happen.

I do understand your questions regarding the family move. I think there are times when it is best to make a big change in life, and personally I feel like now would be ideal for that. It’s not clear I could do this a few years later, given my life and family situation. Clearly, seeing my list, INSEAD would be the top drawer ranked school. However, equally or more important even, I got a wonderful sense of how collegial the group is, how everyone thinks, and the excellent interactions with future colleagues. All these experiences leave me even more enthusiastic about the possibility of joining your group.

I would very much enjoy having the chance to further our discussion soon, and see how you envision next steps.

Kind regards,

Vineet

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## 4. Professor D (Senior Professor, Structural Modeling)

\*\*Subject:\*\* Thank you for the insightful discussion on structure and

culture

Dear Paulo,

Thank you for taking the time to explain INSEAD’s research focus and educational ecosystem, from the time I first reached out to you. These conversations have been very helpful and visiting INSEAD and meeting the group has only served to make these so much more concrete, especially how the dual-campus works.

I really enjoyed the visit and the intellectual and social interactions with everyone in the group. I think you really have a special and wonderful set of senior and junior faculty, and think there are a variety of collaborations possible here to produce highly valuable research. I also learned about your mentorship of the PhD students when I met them, all working on interesting and relevant research.

Thank you too for sharing your experience with the local schools and how your family has adapted to the routine at Fontainebleau. Overall, it would be a top choice for any researcher, and visiting has only made me appreciate the opportunity so much more. I’m truly enthusiastic about the possibility, and hope to discuss more in the near future.

All good wishes,

Vineet

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## 5. Professor Maria Ana (Senior Professor, structural modeling, primarily

France)

\*\*Subject:\*\* Thank you for the cross‑campus perspective

Dear Maria Ana,

It was a pleasure meeting you during my visit to INSEAD. It was a coincidence that I talked with you during your visit to Singapore, and I appreciate the cross‑campus perspective you shared about INSEAD’s global research culture.

I very much enjoyed the visit and the intellectual and social interactions, that was certainly a highlight. I also see the rich potential for collaborations with faculty colleagues on research, given what you are all working on. It was especially great to hear about your always cool research, and I wish you the best with those projects.

Thank you again for your time and for helping me experience the global spirit of INSEAD firsthand. I hope to continue the conversation in the near future.

Best regards,

Vineet

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## 6. Professor Stephanie (Junior Professor, Behavioral Marketing & Psychology)

\*\*Subject:\*\* Thank you for an engaging exchange on intersecting research

streams

Dear Stephanie,

Thank you for taking the time to meet me during my visit to INSEAD, and educating me about the resources at INSEAD and how research is supported and valued. The dual campus global nature of INSEAD also became very clear during the visit (not before!). Your faculty group also seems so collegial and happy together.

I really enjoyed learning about your research on partitions and how people think about moving the boundaries. Very cool, thanks for the discussion.

Hope to continue the conversation sometime soon.

Best,

vineet

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## 7. Professor G (Department Coordinator)

\*\*Subject:\*\* Thank you for orchestrating a seamless visit

Dear Claire,

A big thank you for coordinating every detail of my trip—from flights and hotel arrangements to the individualized calendar invites for each meeting. Your meticulous planning made my visit both productive and comfortable, and I truly appreciated the effort you put into ensuring everything ran smoothly. Not to mention the computer too!

I felt welcomed at every stage, and it’s clear that your dedication to students and faculty enhances everyone’s experience and makes INSEAD feel like such a special place.

Thank you once again for all your exceptional support.

Warmest regards,

Vineet