

**PAOLO LIEBL von SCHIRACH**  
[www.SchirachReport.com](http://www.SchirachReport.com)

4201 Cathedral Avenue, N.W. # 1202 West, Washington, D.C. 20016, USA  
Tel. +1 (202) 362-6358 Cell +1 (202) 368-0642 E-Mail: [info@schirachreport.com](mailto:info@schirachreport.com)

***International Policy Analyst and Management Consultant***

26 years experience throughout U.S., Europe, Africa and Asia directing political and macroeconomic analysis and strategies for institutional strengthening in post communist countries in Europe and capacity building in developing countries. Focus on: private sector development, trade development, economic planning, industrialization, PPPs and investment promotion for projects sponsored by UNDP, EU Commission, U.S. Government, the World Bank and international business

**SELECTED INTERNATIONAL CONSULTANCIES**

**Corporate Consulting, ongoing**

- Advise US and European based concerns on international opportunities offered by emerging markets for industrial applications of ICT and other technologies, including power generation and distribution as foundation for sustainable development.
- Develop strategies for the creation of PPPs and linkages aimed at stimulating private sector growth.

**Commission of the European Union, External Relations, Brussels**

***Senior Expert on University-Business Partnerships***

Asia-Link Programme, principal author of a report that will guide current and future EU sponsored university exchange programs between Asia and Europe in the area of university/business relations and the implications for international development, innovation policies, investment flows between Europe and Asia and global economic growth. February – December 2006

- Analyzed international best practices, constraints and transferable lessons to be used for future EU programming
- Extensive meetings with University Presidents and faculty, political and private sector leaders and key government officials in Asia and in Europe
- Field visits to Asia: China, Cambodia, Bangladesh, Thailand and India; to Europe: Belgium, Netherlands, Finland, Estonia, Czech Republic and Italy

**Commission of the European Union, Brussels**

***Senior Economic and Trade Specialist***

Final Evaluation of the "South Africa-EU Country Strategy Development Program for 2000-2006", Brussels, Belgium, Pretoria, RSA, June -- September 2005

- Consultations with senior development staff at EC headquarters. Reviewed all relevant documents and literature to assess and provide final evaluation on relevance, impact and sustainability of 5 Year SA Country Strategy within multilateral and EC development goals, as well as South Africa's priorities and objectives. Evaluation objective: to provide fresh approach to program and budget guidelines for the new 2007-2013 SA Country Strategy.
- In depth consultations with EC Delegation Pretoria, and key South African partners in the Government as well as other partners and beneficiaries. Coordinated field visits to Western Cape, Limpopo and KwaZulu-Natal to assess "Local Economic Development Programs" as new EC-led poverty alleviation and economic development strategy.
- Main presenter of final evaluation of EC programs and forward looking recommendations to EC headquarters, Brussels and to a SA stake-holders conference in Pretoria.

**Commission of the European Union, Brussels**

***Consultant on New Development Strategies, MEDA initiative***

Mediterranean Area, Review of private sector led opportunities. February 2004 – to April 2004

- Research areas of potential private sector led development in the non oil economy in selected Middle Eastern countries for in depth review of European development strategies devoted to the Mediterranean Basin.
- Sectors analyzed: information and communication technologies, manufacturing, banking, tourism

**United States Agency for International Development (USAID), Washington, D.C.**  
***Business Development Specialist***

Information & Communication Technology (ICT) Project, Egypt, June – September 2000

- Senior Team member for largest USAID ICT program to date aimed at nationwide modernization program to increase Egypt's economic growth and private and public sector productivity through adoption of ICT technologies
- Carried out in-depth analysis of potential for integrating ICT in all aspects of Egyptian business and society in partnership with the Ministers of ICT and of the Economy, along with key business and education leaders
- Identified priority interventions to stimulate ICT demand and developed pilot projects for targeted sectors

**United States Agency for International Development (USAID), Washington, D.C.**  
***Team Leader***

COMESA (Common Market for Eastern and Southern Africa) Rules of Origin Project  
Zambia -including visits to 18 countries, including new member Egypt, WCO, (Brussels), WTO, (Geneva), MERCOSUR, Buenos Aires and Montevideo- July 1998 – November 1999

- Designed, organized and managed strategy and scope of work for a Team of international consultants based in Europe, Africa and Latin America, while acting as principal liaison with COMESA Secretariat in Lusaka, Zambia.
- Coordinated the redesign of Rules of Origin in line with business and government needs and emerging international standards of WCO and WTO with the goal of boosting trade among 20 African member countries
- Coordinated all consultations with WCO in Brussels and WTO senior experts as well as key country representatives to the WTO in Geneva
- Designed and conducted survey on impact of preferential tariff regime with businesses in 10 key member countries and undertook benchmarking study of MERCOSUR's trade preferences
- Conceived and designed publicity and awareness campaign for improved market integration
- Organized and directed "Regional Consensus Building Conference" for 100 Government officials and business leaders from member countries
- Presentation to COMESA Secretary General and Council led to endorsement of recommended strategy

**Institutional Investor Magazine, New York**  
***Special Projects Expert***

February to March 1999, Benin

- Held focused dialogue on economic development strategies with cabinet members, key business leaders, the financial community and donors
- Conducted evaluation of Benin's national plan for expanding industrial zones to increase textile and food processing sectors
- Elaborated blueprint for economic growth as Nigeria's privileged trading partner

**Institutional Investor Magazine, New York**  
**Special Projects Expert**

July to August 1998, Botswana

- Conducted dialogue with the President and key cabinet members to review Botswana's national economic planning aimed at increasing industrial exports to SADC (Southern African Development Community) and SACU (Southern African Customs Union)
- Analyzed BDC (Botswana Development Corporation) role in promoting growth and its plan to create "International Finance Service Centre" to support regional trade

**World Bank, Washington, D.C.**  
**Principal Resident Advisor**

Building Capacity in Export Promotion Project, Ministry of Trade and Industry  
Mozambique, March - July 1998

- Designed and launched multi-year capacity building project to reformulate Mozambique's export strategies through restructuring of IPEX (Mozambique Institute for Export Promotion)
- In consultation with the Minister of Trade and senior business leaders, elaborated strategy for Mozambique's regional trade and export growth with COMESA, SADC and Europe
- Designed and directed intensive training programs for key IPEX managers in best practices for export development and promotion
- Led trade missions to South Africa, Zimbabwe and Malawi

**Institutional Investor Magazine, New York**  
**Special Projects Expert**

Tanzania, February to March 1998

- Conducted review of Tanzania's macroeconomic policies to determine trade and industrial potential via sustained dialogue with key policy makers and cabinet members
- Undertook in-depth analysis of the financial sector, privatization policies and public sector planning for promoting foreign direct investment

**EDI (World Bank Institute), World Bank, Washington, D.C.**  
**Expert Consultant**

Value of Connection and Communications in the Global Economy Project, October - November 1997

- Authored article on key findings titled "Ending Isolation: How Namibia Can Create New Opportunities" published in *EDI Forum*, Winter 1998

**Commission of the European Union, Brussels**  
**Resident Advisor to Ministry of Trade and Industry's Directorate of the Investment Centre**

Trade and Development Program, Namibia and Malaysia, March - September 1997

- Analyzed and assessed Namibia's industrial development strategies and prioritized sectors for foreign direct investment (FDI) targeting
- Introduced tools for FDI promotion and related marketing approaches
- Designed action plan for the Minister of Trade and Industry and provided training for new role of Namibian Commercial Counselors assigned overseas as investment promoters
- Conceived and directed international conference on "Investing in Namibia"
- Conducted benchmark review in Malaysia of industrial development policies and role of MIDA (Malaysian Industrial Development Authority) with focus on national development planning, FDI management and export processing zones

**UNDP (United Nations Development Program), New York**  
**Macroeconomic Expert Advisor**

Public Administration Reform Project, Ministry of Industry, Hanoi, Vietnam, January – June 1997

- Conducted in-depth review of Ministry of Industry's proposed reorganization
- Led meetings with the executives and managers of all major Vietnamese enterprises and all national utilities
- Designed feasibility study on capacity building in areas of national planning, increased efficiency of state-owned enterprises, international joint venture promotion, and ASEAN cooperation
- Principal presenter of findings and recommendations at Ministerial Conference

**PROFESSIONAL EXPERIENCE**

**[www.SchirachReport.com](http://www.SchirachReport.com) Editor**

Washington, DC, 2006 to Present

a web publication focusing on the role of ideas in shaping worldviews and policies, transitions to globalization and the changing role of the United States in the new international environment

**C.C. Global Advisory Services**

**Partner**

Washington, D.C., 2005 to Present

- An international management consulting network providing strategic advice and training for US and European firms on: European American transnational issues, European governments, private sector development, macroeconomic analysis, trade promotion, investment, privatization and international business development.

**IntelX**

**Vice President of International Programs**

Washington, D.C. 1992-1994

- A non-profit educational foundation specialized in conceiving and executing training and benchmarking programs in institution building, economic planning, trade promotion, privatization for U.S. and foreign executives

- Developed and managed international staff leading to a four fold increase of the project portfolio
- Designed, directed and chaired conferences and training seminars on transitions to market economies for Russian and East European business leaders and central bankers
- Organized bench marking Seminars and study tours in the US for French, Italian and Belgian business leaders

**Georgetown University**

**Deputy Director, the Global Security Project**

Washington, D.C. 1990-1992

- A joint undertaking of the National Security Studies Program and the School of Business Administration's Center for Government-Business Relations

- Designed and launched pioneering international research program focusing on the new balance between security and economics in the post Cold War environment and implications for European-American relations, the growth of the EU, the future of NATO and global resource allocation
- Managed and supervised project agenda with special focus on international research, communication, outreach programs and conferences

## **The Atlantic Council of the United States**

### **Senior Research Fellow**

Washington, D.C., 1989 to 1990

- Leading U.S. bipartisan institution building policy consensus on issues affecting developed democracies

- Wrote and lectured on US security policies, European political systems, NATO, economic and trade relations, U.S.- Europe - Pacific Basin relations, NAFTA and the Uruguay Round of the GATT (WTO)

### **Director of Communications**

1986 to 1988

- Designed and implemented innovative communication strategy for enhanced organizational impact in the policy community, national and international media
- Trained and managed a new team of communication specialists
- Created and directed customized outreach strategy for senior staff on outreach to U.S. & foreign governments, EU, NATO and international news media
- Featured lecturer for visiting European parliamentarians EU, NATO and other government leaders
- Guest speaker at USIA, Foreign Service Institute, Defense Intelligence College and other institutions on European political systems, European security issues and European American relations

## **Center for Strategic and International Studies (CSIS)**

### **Research Associate**

Washington, D.C., 1984 to 1986

- Analyzed U.S. NATO and EU policies; trade, defense and foreign policies towards Europe and Africa
- Executive Director of International Conference on "Nuclear Suppliers, Non Proliferation and Economic Development"

## **Georgetown University**

### **Fulbright Scholar and Fellow in the Government Department**

Washington, D.C., 1979 to 1983

- Teaching and Research Assistant to renowned European affairs, foreign policy and terrorism expert, Walter Laqueur
- Conducted weekly seminars on US foreign policy, the future of the EU, NATO, terrorism, macroeconomic issues, and globalization trends

## **WRITER**

Areas of expertise: Europe, transitions to globalization, correlation between political culture and politics, international security, macroeconomic and trade issues, International development, the EU, NATO, European/American relations, U.S. foreign policy

- Washington, D.C. correspondent for the economic monthly, *Terzafase* - Rome
- Columnist for the main Italian financial daily, *Il Sole 24 Ore* - Milan
- Contributor to *United Press International*, *The Washington Post*, *The American Enterprise*, *the Atlantic Community Quarterly*, *The Washington Quarterly*, *Institutional Investor*, *Le Nouvel Economiste* - Paris, *Nuovo Occidente* - Rome, *Mondo Economico* - Milan, *EDI Forum*, Journal of the World Bank Institute

## **RADIO AND TELEVISION**

- As of 1995, regular commentator for Swiss Radio and TV analyzing: globalization trends, U.S. foreign policy, international economic affairs, world trade, industry and technology
- Guest appearances on National Public Radio, CNN, C-SPAN, USIA WORLDNET, WJLA TV, UNIVISION
- Producer and host of daily Italian public affairs TV show, *Rassegna Stampa* ("Press

Review")

### **PUBLIC SPEAKING**

#### **U.S. Speakers Program, USIA (United States Information Agency), Washington, D.C.**

- Expert speaker abroad to government officials, academic institutions, corporate executives and media on US foreign and security policies, the future of NATO, international trade, U.S. macroeconomic issues, privatization, industrial and private sector development policies
- Lecture tours included Canada, France, Germany, Spain, The Netherlands, Belgium, Switzerland, Italy, Turkey and Greece

#### **Guest Lecturer, Partial List**

Frequent guest lecturer on European Affairs at the US Foreign Service Institute (US Department of State); NAFSA-Association of International Educators, the World Bank; Georgetown University; American University; George Washington University;; Close Up Foundation; American Council of Young Political Leaders; IntelX; USIA; U.S. Naval Academy; U.S. Defense Intelligence College; Washington Workshops Foundation, Centre d'Etude et de Prospective Strategique, Paris; University of Pisa, Italy; Chamber of Commerce, Lucca, Italy

### **EDUCATION**

- **Doctorate** in Political Science, *Summa Cum Laude*, International Relations, University of Pisa, Italy
- **Diploma** in Political Science (1 of 5 awarded nationally), *Summa Cum Laude*, Scuola Superiore di Studi Universitari, Pisa, Italy
- **M.Sc.**, International Relations, The London School of Economics, London, Great Britain
- **M.A (Fulbright Scholar)**, Government, Georgetown University, Washington, D.C.

### **LANGUAGES**

English - native

Italian - native

French - fluent

Croatian - some verbal

Portuguese - reading proficiency, some verbal

Spanish - reading proficiency, some verbal

German - some verbal

US Citizenship