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PROFESSIONAL EXPERIENCE

Current Positions:

Director, Berkeley APEC Study Center (BASC), University of California, Berkeley

Professor, Department of Political Science, University of California, Berkeley

Affiliated Professor, Haas School of Business, University of California, Berkeley

Editor-in-Chief, *Business and Politics*

Previous Appointments:

8/94- Visiting Fellow, Program on International Economics Politics, East-West Center, Honolulu
8/95

7/91- Chairman, Political Economy of Industrial Societies Program, University of California,
6/94 Berkeley

1/89- Professor, Graduate Institute of International Studies, Geneva (on leave from UC
6/90 Berkeley)

1/89- Special Adviser on Trade Negotiations, United Conference on Trade and Development 12/89
(UNCTAD), Geneva, sponsored by the Council on Foreign Relations

1/88- Visiting Professor, Graduate Institute of International Studies, Geneva
6/88

9/84- Guest Scholar, The Brookings Institution, supported by a Rockefeller International
7/85 Relations Fellowship

7/80- Acting Assistant Professor to Associate Professor, Department of Political Science,
6/88 University of California at Berkeley

9/79- Research Fellow, Foreign Policy Studies, The Brookings Institution, Washington, D.C.
6/80

EDUCATION

Ph.D. (1981) Stanford University, International Political Economy

M.A. (1977) Stanford University, Political Science

B.A. (1975) University of Michigan, High Distinction, double major, Political Science with High Honors & Psychology, minor in Economics

PERSONAL INFORMATION

Born: November 26, 1953 in Seattle, Washington

Citizenship: U.S.

Languages: Fluent in Italian, Spanish, Hindi, and French.

RESEARCH INTERESTS

International Politics of Trade—the analysis of international institutions, regionalism, and sectoral trading arrangements.

International Finance—the examination of negotiations between commercial banks and debtor countries over debt rescheduling and linkage efforts to trade and security issues. Focus on Latin America and Asia.

Comparative Public Policy—interaction among firms, labor, and the state in the formulation of policy.

Rational Choice and Bargaining Theory—formal modeling of national and firm strategies in international negotiations involving security and economic issues.

TEACHING EXPERIENCE

9/80-
present **Undergraduate** (classes of 100-200 students)
International relations
International political economy
Comparative foreign economic policies
International organizations

9/80-
present **Graduate** (classes of 10-50 students)
Theories in international political economy
East Europe in the world economy
The evolving European Union

Business and public policy (MBA students at the Haas School of Business, UC Berkeley)
International and comparative analysis of institutions (Ph.D. students in the Haas School of Business, UC Berkeley)
The development and implementation of nonmarket corporate strategies (MBA students at the Haas School of Business, UC Berkeley)
Corporate strategy in the international political economy (for MIEM students, SDA Bocconi, Milan, Italy) and MBA students (STOA', Naples, Italy)
International political economy (ASERI), Milan

Executive Education (30-50 participants)

- 1992- Regular participant in the Haas Executive Education program, UC Berkeley
- 9/94 Lectured on "Changes in the Global Economy" for the Japan-Focused Executive MBA Program, U. of Hawaii
- 11/93 Lectured on international negotiation strategies to diplomats as part of a training program on economic negotiations, sponsored by the University of Geneva
- 10/93 Lectured on the implications of the North American Free Trade Agreement for business and labor at the Istituto Affari Internazionali, Rome, Italy and Boston University MBA program in Rome
- 9/93 Lectured to Thai state governors on U.S trade policy, Berkeley-Hong Kong Project, Berkeley
- 11/89 Speaker on the implications of bio and information technologies for world trade for the DANSK management program for senior executives, INSEAD, Paris, France

ADVISORY EXPERIENCE

- 7/99- Consultant to Global Mechanism of the U.N. Conference to Combat Desertification, 1/00 (housed in the International Fund for Agricultural Development, Rome) on the possibility of linking debt reduction to environmental conditionality
- 5/99 Search Committee Member for economists for the East-West Center, Honolulu.
- 10/98 Prepared a study comparing debt rescheduling outcomes in Asia and Latin America for the World Bank

- 5/97 External reviewer for the Department of Economics, Central European University, Budapest, with Profs. John Harsanyi and Anders Åslund
- 1994- Adviser to Dr. C. Fred Bergsten, Chairman, Group of Eminent Persons, Asia-Pacific
1995 Economic Cooperation (APEC) forum
- 10/91 Prepared a study for the Organization for Economic Cooperation and Development (OECD) on trading companies and export strategies for small and medium-size enterprises in Eastern Europe
- 1/85- Group of Thirty, New York-- research on cooperation and conflict among banks and
9/85 governments in the current debt crisis
- 12/84- Research and writing for a study entitled the *Costs and Benefits of Protection*,
12/85 published by the OECD in preparation for the GATT Uruguay Round.
- 11/83- United Nations Conference on Trade and Development (UNCTAD)--prepared a study on 2/83
U.S. public policy and corporate strategies in textile trade
- 3/82- UNCTAD-- preparation of a portion of a handbook for negotiators in international trade
4/82
- 1/80- U.S. Department of Commerce-- wrote a study of U.S. policy options regarding industrial
6/80 adjustment problems in the American textile and apparel industries
- 6/75- Dirección General de Economía Agrícola, Government of Mexico—examined the political
9/75 implications of agricultural land reform

SELECTED CONSULTING EXPERIENCE

- 11/98 Analysis of the Asian crisis and APEC for Italcementi, Italy.
- 9/98 Project on global finance and regulation for Union Bank, San Francisco
- 6/95 Examination of the implications of regional trends in the world economy for corporate strategies, Nestle Inc., Switzerland
- 2/95 Discussion of Asia-Pacific regionalism and its implications for strategic planning, ARCO
- 1/95 Lectures on regionalism in the world economy for senior managers, Hewlett Packard
- 6/94 Lecture for senior managers on political and economic trends in the world economy, Levi

Strauss and Co.

- 4/90 Advised Esprit De Corp. on trade strategies, San Francisco
- 2/89 Advised ENI on negotiation strategies in the oil, chemical, and construction industries to promote the internationalization of the company, Rome, Italy
- 9/86- American Fair Trade Council, San Francisco—Designed a trade strategy for textile
3/87 importers and retailers

HONORS & GRANTS

Principal Investigator, project on “Japanese, American, and European Firms’ Market and Nonmarket Strategies in Asia,” funded by the Center for Global Partnership, Japan Foundation (\$210,000 total with first year funding granted 1998-9; 2nd year February 2000).

Winner, Earl Cheit Outstanding Teaching Award, 1997, Haas School of Business, University of California at Berkeley.

Principal Investigator, project on "Forging Economic and Business Partnerships through the 21st Century," funded by the United States Information Agency, 1997-2000 (\$120,000).

Principal Investigator, project on "Asia Beckons Europe: Analyzing European Firms' Market and Nonmarket Strategies," funded by the UC German and European Studies Center, 1996-1998 (\$80,000).

Co-principal Investigator, Government of Mexico grant to study economic security, 1995-1997.

Visiting Fellow, The East-West Center, Honolulu, 1994-1995.

Principal Investigator, project on "Nested Institutions," 1994-1996, funded by the UC German and European Studies Center

Principal Investigator, UC Pacific Rim Research Program Planning Grant, 1992-1993.

Principal Investigator, UC Mexus Project on the politics of North American free trade arrangements 1991-1992.

Co-principal investigator for Swiss National Science Foundation grant 11-25552.88 (approx. \$174,000), 1989-91 for research on bargaining theory and the empirical analysis of international negotiations.

Council on Foreign Relations International Affairs Fellow (awarded 1987, served 1989).

Rockefeller International Relations Fellowship, 1983. Grant for two years covering salary and all research expenses for research on coordination of policies by banks, governments, and international organizations in the debt crisis.

Social Science Research Council-Fulbright Grant, 1981.

PROFESSIONAL SOCIETIES & ACTIVITIES

American Economic Association

American Political Science Association — Chair of International Political Economy Division,
1994 meetings

California Council for International Trade— Board Member

Council on Foreign Relations, Term Member (1987-92)

International Political Science Association— co-convenor for international political economy
sub-field, 1988, Washington, D.C. and convenor, international relations, debt sub-field, 1991,
Buenos Aires

International Studies Association—Organizing Chairman, ISA West, 1983

Pacific Council on International Economic Policy—Charter Member

Peace Science Society (International)—Organizing Chairman (1977-1979) & Secretary
(1978-1979), Western Section

Referee, various political science and economic journals

Member, Editorial Board, *International Organization* (1988-1991)

Member, Editorial Board, *Swiss Political Science Review*

Founder and Editor-in-Chief, *Business and Politics*

UNIVERSITY COMMITTEES

Chair, International Relations Search, Department of Political Science (1990-1992), (1999-2000),
and member (1994-5).

Co-chair, Berkeley Colloquium on International Relations (1990-)

Member, Admissions Committee (1995-8)

Chair and Member, Faculty Selection Committee for the Indo-American Community Chair in India
Studies (1991-1996).

Member, Executive Committee of the Institute of International Studies (1992-4).

Member, Executive Committee of the Center for South Asia Studies (1991-1994).

Co-chair, Stanford-Berkeley International Political Economy Colloquium, (1981-1984).

SELECTED INVITED LECTURES (does not include standard conference presentations)

“The Asian Debt Crisis and the Global Economy,” presented at the 1st Asia Pacific Rim Universities Fellows Program, Institute of East Asian Studies, UC Berkeley, July 1999.

“Comparing Asian and Latin American Debt Crises,” University of Tsukuba, Japan, June 1999.

“Europe vs. America in the Millennium Round,” Agenzia di Ricerche e Legilazione (AREL), Rome, presented in Italian.

“Institutional and Corporate Responses to the Asian Crisis,” presented at a conference on Global Scenarios and Emerging Markets, sponsored by The Economist Conferences and Istituto per gli Studi di Politica Internazionale, Milan, March 1999.

“International Regimes and Economic Security,” presented at a conference on Security in a Changing World, Swedish Agency for Emergency Planning and National Defense College, Stockholm, March 1999.

“The Asian Crisis and Implications for U.S., European, and Asian Relations,” Stockholm School of Economics, March 1999.

“Economic Security and the Nesting of International Institutions,” The Swedish Institute of International Affairs, March 1999.

“Implications of the Euro for U.S.-Japan Relations,” Japan Society of Northern California, March 1999.

“Corporate Strategies after the Asian Crisis,” Istituto Affari Internazionali, Rome, January 1999.

“The Asian Crisis and its Implications for Europe,” Assolombarda, Milan, January 1999.

“Coping with the Asian Crisis,” California Council for International Trade, Monterey Annual Meeting, January 1999.

Lectures on APEC and Regionalism, York University and the University of Toronto, November 1998.

Lecture on Asian market opportunities, Frost and Sullivan, Growing Your Business in the Global Economy, November 1998.

Lecture on California and the Pacific Rim, Pacific Rim Economic Summit, October 1998.

Speaker, Roundtable on policy implications of the Asian financial crisis, World Capital Markets and Financial Crises, CEPR/ESRC/GEI conference, University of Warwick, July 1998.

“APEC and the Asian Financial Crisis,” Istituto per gli Studi di Politica Internazionale (ISPI), Milan, Italy, May 1998.

Lectures on “Globalism, Regionalism, and Nesting: Lessons from the European Union and the Asia Pacific, University of Trento and University of Bologna, May 1998.

Speaker, Bar Association of San Francisco, “Doing Business in China and Hong Kong: After the Crisis, and Beyond,” San Francisco, April 1998.

Speaker, The Pan American Society of California, “NAFTA and the Future of Regionalism,” San Francisco, April 1998.

Speaker, California Republican Convention, “Beyond the Asia-Pacific Crisis: Developing an American Response and Strategy,” Burlingame, California, February 1998.

Speaker, Konrad Adenauer Stiftung program, “NAFTA, APEC, and the EU: The Implications of Regionalism,” Berkeley, February 1998.

Keynote Speaker, "Who Really Rules the World: National Governments or Financial Markets," World Affairs Council, San Francisco, October 1997.

Keynote Speaker, Canadian International Development Agency and City of Toronto sponsored conference on APEC, "Crafting Institutions in the Asia Pacific," Toronto, May 1996.

Speaker, Honolulu Committee on Foreign Relations, "The Future of APEC," November 1994.

Principal speaker, Shorenstein Seminar on "NAFTA and Pacific Rim Trade: What Impact," San Francisco, November 1993.

Lecture series in Taiwan, South Korea, Germany, and Spain on U.S. trade policy and financial liberalization, sponsored by USIS, August 1992, June 1991, January 1991, and March 1990.

USIS Academic Specialist, Australian National University, Canberra, July 1992.

Lecture series in Algeria (in French) on privatization, trade negotiations, and the debt crisis, sponsored by USIS, March 1990.

“Past and present Mexican debt rescheduling efforts,” Economic Forum, International Monetary Fund, Washington, D.C., February 1990.

Lecture on debt-trade links, Institute for European- Latin American Relations (IRELA), Madrid, Spain (in Spanish), October 1989.

Lectures on trade conflict and cooperation at the Davos Symposium of the World Economic Forum, Davos, Switzerland, February 1988.

PUBLICATIONS

BOOKS

Authored:

Une Nouvelle Approche des Phénomènes Sociaux: Les Horloges Sociales, coauthor (Paris: L'Harmattan, 1997).

Le Renseignement Stratégique D'entreprise, coauthor (Paris: L'Harmattan), 1997.

Debt Games: Strategic Interaction in International Debt Rescheduling (New York: Cambridge University Press, 1996).

International Debt Threat: Bargaining Among Creditors and Debtors in the 1980s (Berkeley: Institute of International Studies, 1987).

Liberal Protectionism: The International Politics of Organized Textile Trade (Berkeley: University of California Press, 1985).

Edited:

Asia-Pacific Crossroads: Regime Creation and the Future of APEC, co-editor, (New York: St. Martin's Press, 1998).

Institutional Designs for a Complex World: Bargaining, Linkages, and Nesting, editor, (Ithaca: Cornell University Press, 1998).

JOURNAL ARTICLES

"Analyzing NATO Expansion: An Institutional Bargaining Approach," *Journal of Contemporary Security Policy*, in press.

"Goods, Games, and Institutions," (co-author), *International Political Science Review*, vol. 20, no. 4, October 1999, pp. 393-409.

"Mexican Meltdown: States, Markets, and post-NAFTA Financial Turmoil" (coauthor). *Third World Quarterly*, vol. 17, no. 5, 1996.

"Modeling Peruvian Debt Rescheduling in the 1980s" (coauthor). *Studies in Comparative International Development*, vol. 29, no. 2, (Summer 1994), pp. 47-80.

"Building International Institutions in Asia-Pacific." *Asian Survey*, vol. 33, no. 11 (November 1993), pp. 1029-1042.

"The Political Economy of Service Sector Negotiations in the Uruguay Round." *The Fletcher Forum of World Affairs*, vol. 16, no. 1 (Winter 1992), pp. 35-54.

"Debt Forgiveness: Dangerous Trend or Absolute Necessity?" *World Link*, vol. 4, no. 5, (September/October 1991), pp. 37-39.

"Korean-American Trade Conflict: What is the Problem?" *Management*, vol. 3, no. 2 (February 1991), pp. 45-51.

"Foreign Debt: The Mexican Experience." In *Relazioni Internazionali* (September 1990), pp. 26-33.

"The Dynamics of Negotiated Protectionism" (coauthor). *American Political Science Review*, vol. 81, no. 2 (June 1987), pp. 345-366.

"The Unraveling of the Multi-Fiber Arrangement, 1981: An Examination of International Regime Change." *International Organization*, vol. 37, no. 4 (Autumn 1983), pp. 617-646.

BOOK CHAPTERS

"The Evolution of Debt Crises: Origins, Management, and Policy Lessons," to appear in a volume published by Chatham House, London.

"Governance in International Trade: Changing Patterns of Sectoralism, Regionalism, and Globalism," P.J. Simmons and Chantal de Jonge Oudraat, eds., *Managing a Globalizing World: Lessons Learned Across Sectors* (Washington, D.C.: The Carnegie Endowment for International Peace), forthcoming.

"Strategy Without Vision: The U.S. and Asia-Pacific Economic Cooperation," (coauthor), in Jürgen Rüländ, Eva Manske, and Werner Draguhn, eds., title to be determined (London: Curzon Press), in press.

"APEC as an International Institution," (coauthor), in Ippei Yamazawa, ed., *APEC: Its Challenges and Tasks in the 21st Century*, in press.

"Withering APEC? The Search for an Institutional Role," in Joern Dosch and Manfred Mols, eds., *International Relations in The Asia-Pacific: New Patterns of Power, Interest and Cooperation* (Hamburg, Muenster, London: Lit-Verlag), in press.

- “The Wobbly Triangle: Economic Relationships among Europe, Asia, and the U.S. after the Asian Crisis,” in Maria Weber, ed., *After the Asian Crises: Implications for Global Politics and Economics* (London: Macmillan), 2000.
- “Exorcising Asian Debt: Lessons from Latin American Rollovers, Workouts, and Writedowns,” in Deepak Dasgupta, Uri Dadush, and Marc Uzan, eds., *Private Capital Flows in the Age of Globalization: The Aftermath of the Asian Crisis* (Northampton, MA: Edward Elgar Publishing, 2000).
- “Le Strategie degli Stati Uniti nel Millennium Round” [U.S. Strategy in the Millennium Round], in Isabella Falautano and Paolo Guerrieri, eds., *Il Millennium Round, Il WTO e l’Italia* (Rome: Istituto Affari Internazionali, October 1999).
- "Analyzing Institutional Transformation in the Asia-Pacific." In Vinod K. Aggarwal and Charles Morrison, eds., *Asia-Pacific Crossroads: Regime Creation and the Future of APEC* (New York: St. Martin's Press, 1998), pp. 23-64.
- "The Future of APEC" (coauthor). In Vinod K. Aggarwal and Charles Morrison, eds., *Asia-Pacific Crossroads: Regime Creation and the Future of APEC* (New York: St. Martin's Press, 1998), pp. 385-406.
- "Reconciling Multiple Institutions: Bargaining, Linkages, and Nesting." In Vinod K. Aggarwal, ed., *Institutional Designs for a Complex World: Bargaining, Linkages, and Nesting* (Ithaca: Cornell University Press, 1998), pp. 1-31.
- "Institutional Nesting: Lessons and Prospects." In Vinod K. Aggarwal, ed., *Institutional Designs for a Complex World: Bargaining, Linkages, and Nesting* (Ithaca: Cornell University Press, 1998), pp. 195-213.
- Comparing Regional Cooperation Efforts in Asia-Pacific and North America." In Andrew Mack and John Ravenhill, eds., *Pacific Cooperation: Building Economic and Security Regimes in the Asia Pacific Region* (Sydney: Allen and Unwin, 1994 and Boulder: Westview, 1995), pp. 40-65.
- "Preferences, Constraints, and Games: Analyzing Polish Debt Negotiations with International Banks" (coauthor). In Pierre Allan and Christian Schmidt, eds., *Game Theory and International Relations* (Cheltenham: Elgar, 1994), pp. 9-49.
- "The Origin of Games: A Theory of the Formation of Ordinal Preferences and Games" (coauthor). In Michael Intriligator and Urs Luterbacher, eds., *Cooperative Models in International Relations Research* (Norwell, MA: Kluwer Academic Publishers, 1994), pp. 299-325.

- "Cycling Over Berlin: The Deadline and Wall Crises" (coauthor). In Dan Caldwell and Timothy McKeown, eds., *Diplomacy, Force, and Leadership: Essays in Honor of Alexander L. George*, (Boulder: Westview Press, 1993), pp. 209-226.
- "The Future of the Liberal Trading Order." In R. Leaver and J. Richardson, eds., *The Post-Cold War Order* (Sydney: Allen and Unwin) and (Boulder: Westview Press, 1993), pp. 134-146.
- "Cold War Endgames" (coauthor). In Pierre Allan and Kjell Goldmann, eds., *The End Of The Cold War: Evaluating Theories Of International Relations* (Dordrecht: Nijhoff, 1992), pp. 24-54.
- Obiettivi, Preferenze, e Giòchi: Verso una Teorìa della Contratazióne Internazionale" [Goals, Preferences, and Games: Toward a Theory of International Bargaining] (coauthor). In Paolo Guerrieri and Pier Carlo Padoan, eds., *Politiche Economiche Nazionale E Regimi Internazionali* (Milan: Franco Angeli Publishers, 1991), pp. 39-70.
- "Interpreting the History of Mexico's External Debt Crises." In Barry Eichengreen and Peter Lindert, eds., *The International Debt Crisis in Historical Perspective* (Cambridge: MIT Press, 1989), pp. 140-188.
- "The Domestic and International Politics of Protection in the U.S. Textile and Apparel Industries." In John Zysman and Laura Tyson, eds., *American Industry In International Competition* (Ithaca: Cornell University Press, 1983), pp. 249-312.

OTHER SELECTED WORKS

- "Debt Rescheduling in Comparative Perspective," October 1998, paper prepared for the World Bank for use in the World Bank Publication *Global Economic Prospects and The Developing Countries, 19998/9* ((Washington D.C.: World Bank).
- "Modeling International Debt Rescheduling: Choosing Game Theoretic Representations and Deriving Payoffs" (coauthor). Paper presented at the American Political Science Association meetings, Chicago, September 1992.
- "Multinationals and the Trading System." Paper prepared for UNCTAD, Geneva, December 1989.
- "The Dynamics of Structural Change: Game Play versus Game Change." Paper presented at the SSRC conference on the State and Society, Chicago, June 1988.
- Review of *International Trade and the Tokyo Round* by Gilbert Winham. In *Journal Of International Economics*, March 1988.

Review of *International Regimes*, edited by Stephen Krasner. In *Political Science Quarterly*, Vol. 99, No. 1, Spring 1984.

"Evolution in Bargaining Theories: Toward an Integrated Approach to Explain Strategies of the Weak" (coauthor). Paper presented at the American Political Science Association meetings, Chicago, September 1-4, 1983.

"U.S., Help the IMF" (coauthor). *New York Times*, Sept. 27, 1983.

WORK IN PROGRESS

Asia Beckons: Comparative Corporate Strategies in Asia. This project, funded by the Center for German and European Studies at the University of California and the Center for Global Partnership, The Japan Foundation, will lead to three edited volumes examining European, American, and Japanese firms' market and nonmarket corporate strategies in Asia. I will also author a book based on the lessons from this multisector, multiauthor study.

"Issue Connections and U.S. Policy Toward China," ms., to be submitted to a journal.