

## CURRICULUM VITAE



1. **Surname : Jean-Daniel**
2. **Name : Clavel**
3. **Date of birth : 31.10.1946**
4. **Nationality : Swiss**
5. **Civil status : Married**
6. **Education :**

<b>Institutions/dates</b>	<b>Degrees/diplomas</b>
Swiss Federal Polytechnical School, Zürich Oct. 1964 – Oct. 1970	Diploma, Engineer EPFZ
University of Zürich Nov. 1970 – July 1974	Lic. oec. publ. (licencia en economia)
Swiss Federal Polytechnical School, Zürich Nov. 1970 – July 1975	PhD in science & technology EPFZ

<b>Institutions/dates</b>	<b>Further (complementary) studies (without diploma)</b>
HEI – Institut de Hautes Etudes Internationales, Geneva 1975-1976	International relations, international trade, negotiations
University of Simon Bolivar, Caracas, Venezuela 1983-1984	Petrol engineering & economics

7. **Language skills :** (Mark 1 to 5 for competence, where 5 is the highest)

<b>Language</b>	<b>Passive</b>	<b>Spoken</b>	<b>Written</b>
French	5	5	5
Spanish	5	4	4
English	5	4	4
German	5	5	5

8. **Membership of professional bodies:** Faculties (of Universities)

9. **Other skills:** teaching in Universities and business schools; publishing; giving seminars and conferences; informatics (Word + Excel + ppt)
10. **Present position:** Independent consultant (for Governments, universities and private companies), professor in different universities; Director (ClavelConsulting), Member of the Board of Prévenir SA (Insurance broker)
11. **Years within the company:** 8 years (previously: 12 years teaching and 27 years in the economic/trade promotion and diplomatic service)
12. **Key qualifications :**
  - Communication and work with governments and administrations;
  - Teaching (students, entrepreneurs & civil servants) at university level;
  - Negotiation and mediation, leading groups of negotiators;
  - Intercultural dialogue and cross-cultural management;
  - FDI and export promotion;
  - Advising SMEs for their international development (development of a special tool for a strategic approach of foreign markets)
  
13. **Selected experience (in the fields of economics & trade, negotiation, SME development & exports, training of civil servants):**

<b>Country</b>	<b>Date</b>	<b>Name and brief description of the project</b>
Peru	3.1977-7.1980	Support to SMEs on new markets; projects in forestry & agriculture development; training of personal; economic & financial analysis; negotiation (Foreign debt, IMF, Paris Club)
Venezuela & East-Caribbean countries	8.1980-12.1984	As above; import/export development; negotiation of agreements (financing, landing rights)
European countries, USA & CDN	11.1986- 5.1990	Leading East-West economic negotiations (in charge of the “second basket” [economy, trade, industrial cooperation and science & technology] of the CSCE) in Vienna and then of other CSCE conferences on ecology, trade and finance in Sofia and Bonn for instance
RU and other transition economies	8.1990-2.1996	Privatization; international trade, SMEs development (strategy and trade); industrial restructuring; review & examination of the economic, trade & industry policy of OECD countries; works in the field of development (Development Centre)
China	8.2001–ongoing	Training of civil servants; support to SMEs (agreement with SAFEA, Agency of the Chinese Government)
Switzerland	10.2001–ongoing	Support to SMEs on new foreign markets (incl. Lectures to entrepreneurs); involvement in FDI-policies and economic promotion; assistance to Chinese companies (expansion in Switzerland and Europe); support (strategy + lobby) to foreign companies (USA & France) on the Swiss market; lectures & courses for universities
Russia, Algeria and Tunisia	2005 and 2006	Seminars for Russian, Algerian and Tunisian exporters; presentation of a tool for SMEs to booster exports
Peru and other interested countries	Starting	Export promotion, creation of an export platform for South American exports to Switzerland (cooperation with the ITC)

#### 14. Professional experience :

<i>Date :</i>	3.1977-12.1984
<i>Location</i>	Lima and Caracas
<i>Company</i>	Swiss Embassy (Swiss Foreign Affairs)
<i>Position</i>	Diplomat/secretary of embassy/Chargé d’Affaires
<i>Description</i>	Defense of, and support to, Swiss SMEs on Latin American markets; cooperation with local governments in the fields of monetary, finance and development policies, and regional policies; involvement in specific projects of the Swiss technical assistance service (forestry, agriculture, import/export

	development, regional assistance, etc.)
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<i>Date :</i>	1.1985-2.1996
<i>Location</i>	Geneva (Swiss mission to GATT/ECE/UN, UNCTAD), Vienna (CSCE/OSCE Conference) and Paris (Minister, OECD)
<i>Company</i>	Swiss Foreign Affairs (Diplomatic service)
<i>Position</i>	Counsellor, Chief negotiator, Minister
<i>Description</i>	Negotiation and strategic analysis (economics, trade, S&T, industrial cooperation); leading the negotiations of 35 countries (East-West/OSCE: economic cooperation), industrial policy review of transition economies; development of the private sector; SMEs development

<i>Date :</i>	10.2001- going on
<i>Location</i>	Montreux/Switzerland and “abroad”
<i>Company</i>	ClavelConsulting, SwissLearning
<i>Position</i>	Director; Founding Partner; Professor
<i>Description</i>	Teaching in universities & business schools (see underneath) Advise to government and public institutions (foreign markets, support to enterprises, economic promotion, “clusters” development and attraction of FDI). Support to SMEs (development of a specific strategic instrument) for strategy development and export

## 15. Others:

Teaching (courses or seminars or conferences):

### **Locations:**

- Ena (Paris and Rabat)
- IDHEAP (PUMA-University, Lausanne)
- University of Neuchâtel
- IUHEI (University of Geneva, International studies)
- Webster University (Geneva)
- OSEC (Institute for international trade promotion, Zürich)
- University of Finance, Geneva
- Thunderbird University, France and Czech Republic
- University for applied sciences, Fribourg
- Business & Management University, Geneva
- Universities in Quito, Guayaquil, Chambéry, Moscow.

**Items (short selection):** Negotiation techniques and intercultural dialogue; trade negotiations; international crisis management; problems of globalisation for governments and enterprises; public management issues (public administration and privatization); economic promotion; business process & strategy, international business, International financial and monetary economics; Export strategy for SMEs; etc.

Publications (selection) :

**Politics : Les résultats de la Réunion de Vienne sur les suites de la CSCE: le volet économique**, Genève, Fondation GIPRI, 1989 ; **De la négociation diplomatique multilatérale**, Bruxelles, Ed. Bruylant, Collection AXES, 1991, 119 pages; **Die Globalisierung und die Beziehungen zwischen dem öffentlichen und dem privaten Sektor**, in: *Die Volkswirtschaft*, 12/94; **La negociacion diplomatica multilateral**, Fondo de Cultura Economica, Mexico, 1994, 142 pages. **Sonderfall Ade – die Schweiz auf neuen Wegen**, (mit Alain M. Schoenenberger), Verlag VDF, Zürich, 2000, 240 Seiten; **La Suisse : évolution et spécificités**, in : Vers des civilisations mondialisées ? Colloque de Cerisy, Ed. de l'aube, essai, 2004;

**Economics : Les relations économiques Est-Ouest**, Bruxelles, Ed. Bruylant, Collection AXES, 1989, 276 pages ; **Le COMECON à la croisée des chemins** in: *Le Trimestre du monde*, Paris, 2ème trimestre 1990. **La Nouvelle Europe de l'Est, du plan au marché: les défis de la privatisation**, Bruxelles, Ed. Bruylant, 1991, 309 pages,(co-éditeur et co-auteur). **L'économie suisse face à la globalisation: un problème systémique difficile à résoudre**, in: Nouveaux Mondes, no 13, automne 2003, CRES, Suisse ; OCDE, **L'industrie dans les Républiques Tchèque et Slovaque**, Paris, 1994 (avec Joseph Brada)

**Ecology : Une nouvelle dimension des relations Est-Ouest: la protection de l'environnement**, in: *Le Trimestre du monde*, Paris, 3ème trimestre 1989 ; **La diplomatie de l'écologie: un nouveau défi international**, in: *Le Trimestre du monde*, Paris, 3ème trimestre 1990 ; **La sécurité européenne dans les années 90: la dimension écologique**, UNIDIR, Travaux de recherche no 20, Genève, 1993.

#### **16. Contact details:**

Permanent address:

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