

CURRICULUM VITAE

- Current position: Economist
1. Family name: **Schoen**
 2. First names: Christian Peter
 3. Date of Birth: 25 March 1965
 4. Nationality: German
 5. Civil status: Single
 6. Education: M.Sc.

<i>Institution</i>	Universities of Munich and Bayreuth, Germany
<i>Date: from (month/year) to (month/year)</i>	1985 1991
<i>Degree(s) or Diploma(s) obtained:</i>	Dipl.-Volkswirt, Master in Economics

7. Language Skills: (5 = mother tongue, 4 = excellent, 3 = good, 2 = fair, 1 = poor)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
<i>German</i>	5	5	5
<i>English</i>	4	4	4
<i>Spanish</i>	2	1	1

8. Membership of Professional Bodies:
9. Other skills (e.g. Computer Literacy, etc.): MS-Office, MS-Project, Adobe Photoshop, HDM-III, HDM-IV, HDM 1995 Package, COMFAR III Expert.
10. Present Position: Partner of **mesopartner** PartG, Consultant
11. Years within the Firm: 5
12. Key Qualifications: Local Economic Development, Value Chain Analysis and Promotion, Cluster Analysis, Participatory Appraisal of Competitive Advantage (PACA), SME Promotion, Business Climate Surveys, Economic Potential Studies, Technology and Regional Foresight Studies, Rapid Appraisal of Local Innovation Systems (RALIS), Analysis of Technology Transfer Processes, Cost-Benefit Analysis, Socio-Economic Analysis, Institutional Assessment, Market Studies, Project/Programme Evaluation, Project Management.

13. Specific Regional Experience:

<i>Country</i>	<i>Date from (month/year) to (month/year)</i>
Argentina	March 2006
Albania	February 1997
Bangladesh	April to May 1999
Bulgaria	April / June / November 2003
Cambodia	May 2008
Egypt	June 2004
India	April – June 2009, August 2009
Indonesia	Dec. 2000 to May 2002, Aug. to Oct. 2003, Sep. - Oct. 05, June 2006, Jan./Feb. 2007, May/June 2007, August 2007, November 2007, January 2008, August 2008, Oct-Nov. 2008, May 2009, November 2009
Japan	June 2008
Laos	Jan - Feb 2006, November 2006
Lebanon	September 05
Macedonia	July / September 2004
Nepal	August 2004, January 2005
Paraguay	June 1998
Philippines	March 2009
Russia	July 1995
Serbia & Montenegro	Oct. 2002, Feb. / May / Nov. 2003 - March 2004, September 2004
South Africa	March 2003, May-June 2003, April 2004, October 2009
Switzerland	December 2004
Thailand	March to October 1996
Vietnam	July-Dec 2003 / Mar 2004 / Nov.-Dec. 2004 Jan. / Mar. / May- June / Oct. – Nov. 2005 / March - June 2006, Sep. – Dec. 2006, March-June 2007, Sep-Oct 2007, Dec 2007, Feb 2008 – December 2009

14. Professional Experience Record:

<i>Date from (month/year) To (month/year)</i>	04/2009 – 12/2009
<i>Location</i>	Indonesia
<i>Company</i>	GTZ
<i>Position</i>	BCS Expert
<i>Description</i>	Local and Regional Economic Development in Central Java (RED) – Phase II <i>Services:</i> Providing specific expertise in the field of Business Climate Surveys (BCS) in Central Java (35 districts) and West Kalimantan (12 districts): BCS concept development, conceptual merger with an investment survey in Central Java, questionnaire development, provision of technical assistance to counterparts, preparation of the survey implementation in both provinces.

<i>Date from (month/year)</i>	10/2009
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<i>To (month/year)</i>	
<i>Location</i>	Pretoria, South Africa
<i>Company</i>	mesopartner
<i>Position</i>	LED trainer
<i>Description</i>	Stimulating the competitiveness and private sector performance within territories <i>Services:</i> Capacity building of public and private development practitioners in tools to diagnose and identify opportunities for improvement and to also manage ongoing processes of development

<i>Date from (month/year)</i> <i>To (month/year)</i>	06/2009 – 07/2009
<i>Location</i>	Dak Nong, Vietnam
<i>Company</i>	IFAD
<i>Position</i>	Value Chain Expert
<i>Description</i>	Sustainable Economic Empowerment of Ethnic Minorities in Dak Nong Province (3EM) <i>Services:</i> Design of the value chain component in a project formulation mission of a poverty-oriented development project in Dak Nong Province in the central highlands of Vietnam

<i>Date from (month/year)</i> <i>To (month/year)</i>	04/2009 – 09/2009
<i>Location</i>	India
<i>Company</i>	World Vision
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	Introduction of LED and Pro-Poor PACA <i>Services:</i> LED Orientation mission, PACA Training and supervision of three PACA Exercises with poverty orientation in Uttar Pradesh and Uttarakhand. Focus on various value chains, such as dairy products, sugarcane or goats.

<i>Date from (month/year)</i> <i>To (month/year)</i>	03/2009
<i>Location</i>	Visayas, Philippines
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer
<i>Description</i>	Compass of Local Competitiveness <i>Services:</i> Training of trainers in the participatory M&E approach 'Compass of Local Competitiveness'; Conducting an LRED master course.

<i>Date from (month/year) To (month/year)</i>	02/2009
<i>Location</i>	Dak Nong, Vietnam
<i>Company</i>	GFA-GTZ
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Participatory Appraisal of Pro-poor Income Potentials (pro-poor PACA)</p> <p><i>Services:</i> Supporting the preparation, training of local team members and lead-facilitating a 2-week rapid appraisal of pro-poor income potentials in Tuy Duc and Dak Song districts in Dak Nong province focusing on the value chains Wood, Coffee and Sweet Potatoes. Reporting on the whole exercise.</p>

<i>Date from (month/year) To (month/year)</i>	01-02/2009
<i>Location</i>	Hanoi, Vietnam
<i>Company</i>	GTZ
<i>Position</i>	LED-Expert
<i>Description</i>	<p>Participatory Appraisal of Pro-poor Income Potentials (pro-poor PACA)</p> <p><i>Services:</i> Preparation of a facilitation manual on the method 'Participatory Appraisal of Pro-poor Income Potentials' and technical advise for the production of a movie about the method</p>

<i>Date from (month/year) To (month/year)</i>	12/2008
<i>Location</i>	Hanoi, Vietnam
<i>Company</i>	Mesopartner
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>mesopartner's 1st Asia Academy on Building Competitive Local Economies</p> <p><i>Services:</i> Organisation, preparation and co-facilitation of a one-week Academy on LED with 25 participants from 9 countries. Preparing and conducting specific workshop sessions, e.g. on pro-poor LED and on Enterprise Surveys.</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	08 & 10-11 / 2008
<i>Location</i>	Indonesia
<i>Company</i>	GTZ
<i>Position</i>	Consultant, Trainer
<i>Description</i>	<p>Dissemination Strategy & Compass Training</p> <p><i>Services:</i> Developing a dissemination & replication strategy for the GTZ program RED (Regional Economic Development) for 2nd program phase to upscale and disseminate tools and the overall approach in Indonesia. Training of the strategizing and performance measurement method 'Compass of Competitiveness' and subsequent supervisions of Compass applications in Java and Sumatra.</p> <p><i>Duties:</i> Consultant and trainer in charge of all related activities</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	07/2008
<i>Location</i>	Duisburg, Germany
<i>Company</i>	mesopartner
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>mesopartner's 4th International Summer Academy on Local Economic Development</p> <p><i>Services:</i> Preparation / co-facilitation of a one-week Summer Academy on LED with 26 participants from 15 countries. Preparing and conducting specific workshop sessions</p> <p><i>Duties:</i> facilitator, trainer</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	06/2008
<i>Location</i>	Beppu, Japan
<i>Company</i>	University of Applied Sciences Trier
<i>Position</i>	Trainer
<i>Description</i>	<p>1-week training on regional change management and systems thinking in the regional context – tools, approaches and experiences at the Master Programme in International Material Flow Management (IMAT)</p> <p><i>Duties:</i> Trainer</p>

<i>Date from (month/year) To (month/year)</i>	05/2008
<i>Location</i>	Phnom Penh, Cambodia
<i>Company</i>	World Vision
<i>Position</i>	Consultant
<i>Description</i>	Facilitation of an internal strategy workshop on LED and recommendations on how to introduce LED in the WV programme context in Cambodia. <i>Duties:</i> Consultant, facilitator

<i>Date from (month/year) To (month/year)</i>	03-08/2008
<i>Location</i>	Thanh Hoa, Vietnam
<i>Company</i>	GTZ
<i>Position</i>	Trainer, Facilitator
<i>Description</i>	Support for Poverty Reduction Program Design, training and supervision of a participatory and poverty-oriented planning approach for income promotion at the district level in Ba Thuoc district, Thanh Hoa province. <i>Duties:</i> Trainer, facilitator

<i>Date from (month/year) To (month/year)</i>	03-04/2008
<i>Location</i>	Hanoi, Vietnam
<i>Company</i>	University of Leipzig
<i>Position</i>	Trainer
<i>Description</i>	Training on Value Chain Concepts and Case Studies in the framework of the International SEPT MBA Program <i>Duties:</i> Trainer

<i>Date from (month/year) To (month/year)</i>	01/ 2008; 03-07/2008, 09/2008
<i>Location</i>	Da Nang, Vietnam
<i>Company</i>	European Union
<i>Position</i>	EU Senior Advisor
<i>Description</i>	As non-permanent EU Advisor at the pilot location Da Nang of the EU-Vietnam Private Sector Support Programme (VPSSP) responsible for enabling environment, administrative reforms, sub-sector, cluster and Value Chain Studies (Tourism, Stone Art), public-private dialogue.

<i>Date from (month/year) To (month/year)</i>	08/2007, 11/2007, 01/2008
<i>Location</i>	Semarang, Indonesia
<i>Company</i>	GTZ
<i>Position</i>	BCS expert
<i>Description</i>	<p>Providing specific expertise in the field of Business Climate Surveys (BCS)</p> <p><i>Services:</i> BCS concept development, questionnaire development, briefing of local IT contractor, provide technical assistance to counterparts, reporting on the survey for the whole province of Central Java (35 districts).</p> <p><i>Duties:</i> BCS expert</p>

<i>Date from (month/year) To (month/year)</i>	7/2007
<i>Location</i>	Duisburg, Germany
<i>Company</i>	Mesopartner
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Mesopartner's Summer Academy on Local Economic Development</p> <p><i>Services:</i> Preparation / co-facilitation of a one-week Summer Academy on LED with 27 participants from 14 countries. Preparing and conducting workshop sessions on 'scenario techniques in LED', 'Business Climate Surveys' and 'Economic Potential Studies'.</p> <p><i>Duties:</i> facilitator, trainer</p>

<i>Date from (month/year) To (month/year)</i>	3-6 / 2007; 9-10 / 2007
<i>Location</i>	Da Nang, Vietnam
<i>Company</i>	European Union
<i>Position</i>	EU Senior Advisor
<i>Description</i>	<p>As non-permanent EU Advisor at the pilot location Da Nang of the EU-Vietnam Private Sector Support Programme (VPSSP) responsible for enabling environment, administrative reforms, sub-sector and Value Chain Studies (Tourism, Stone Art), public-private dialogue.</p>

<i>Date from (month/year) To (month/year)</i>	3/2007
<i>Location</i>	Hanoi, Quang Nam / Vietnam
<i>Company</i>	GTZ
<i>Position</i>	Trainer
<i>Description</i>	<p>Training on 'Compass of Competitiveness'</p> <p><i>Services:</i> Training in the participatory M&E Tool 'Compass of Competitiveness' in Hanoi with consultants, GTZ Programme staff and counterparts. Supervision of the first two real application of the Compass Tool in two districts in Quang Nam province.</p> <p><i>Duties:</i> Co-Trainer</p>

<i>Date from (month/year) To (month/year)</i>	2-3 / 2007
<i>Location</i>	Sumba, Indonesia
<i>Company</i>	GTZ
<i>Position</i>	Trainer, Facilitator
<i>Description</i>	<p>Territorial PACA Exercise</p> <p><i>Services:</i> Brief PACA Training and coaching of a territorial PACA Exercise in East-Sumba</p> <p><i>Duties:</i> Trainer, Facilitator in charge of all related activities</p>

<i>Date from (month/year) To (month/year)</i>	1-2 / 5-6 / 8 / 2007
<i>Location</i>	Central Java, Indonesia
<i>Company</i>	GTZ
<i>Position</i>	Facilitator
<i>Description</i>	<p>Regional Development Strategy</p> <p><i>Services:</i> Developing a 3-step approach to design a regional development strategy for Solo Raya based on (1) preparation of district strategy papers, (2) regional economic potential study and (3) foresight process (scenario writing). Preparation of regional strategy paper for economic development.</p> <p><i>Duties:</i> Consultant in charge of all related activities</p>

<i>Date from (month/year) To (month/year)</i>	11/2006
<i>Location</i>	Laos
<i>Company</i>	Mekong Economics
<i>Position</i>	Facilitator
<i>Description</i>	<p>Working Group Facilitation at LRED Conference</p> <p><i>Services:</i> Preparation and facilitation of a Working Group Facilitation of 'National & international context of LRED' at the Local and Regional Economic Development conference in Laos; subsequent presentation of results to the conference audience and reporting.</p> <p><i>Duties:</i> Facilitator in charge of all related activities</p>

<i>Date from (month/year) To (month/year)</i>	10/2006 , 12/2006
<i>Location</i>	Dak Lak / Hoa Binh, Vietnam
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Trainer
<i>Description</i>	<p>LED training workshops, LED Café, pro-poor Value Chain Analysis</p> <p><i>Services:</i> Preparation and conducting of two 2.5-days training workshops on LED & value chain concepts and instruments in different provinces of Vietnam (Dak Lak / Hoa Binh) in combination with organising 0.5-days LED Cafés in each province.</p> <p>Design, training and supervision of a pro-poor Value Chain Analysis on Maize in Ea Kar District, Dak Lak Province</p> <p><i>Duties:</i> Trainer and facilitator in charge of all project activities</p>

<i>Date from (month/year) To (month/year)</i>	7/2006
<i>Location</i>	Duisburg, Germany
<i>Company</i>	Mesopartner
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Mesopartner's Summer Academy on Local Economic Development</p> <p><i>Services:</i> Preparation / co-facilitation of a one-week Summer Academy on LED with 22 participants from 12 countries. Preparing and conducting workshop sessions on 'scenario techniques in LED', 'regional benchmarking' and 'Value Chain Mapping'.</p> <p><i>Duties:</i> facilitator, trainer</p>

<i>Date from (month/year) To (month/year)</i>	6 / 2006
<i>Location</i>	Semarang, Indonesia
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer
<i>Description</i>	<p>Basic Training Workshop on <i>Participatory Appraisal of Competitive Advantage</i> (PACA)</p> <p><i>Services:</i> Preparation / conducting of a one-week training on PACA with consultants, representatives of GTZ and FEDEP and provincial and district authorities</p> <p><i>Duties:</i> trainer</p>

<i>Date from (month/year) To (month/year)</i>	6/2006
<i>Location</i>	Nias, Indonesia
<i>Company</i>	ILO
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Conducting of a PACA exercise (<i>Participatory Appraisal of Competitive Advantage</i>) along selected Fish Value Chains</p> <p><i>Services:</i> Preparation / conducting of a 2-days extended hypothesis workshop with participants from provincial authorities, associations and ILO staff; supervising and coaching the local PACA team during a sectoral PACA exercise in South Nias / North Sumatra province / Indonesia.</p> <p><i>Duties:</i> trainer, team leader</p>

<i>Date from (month/year) To (month/year)</i>	4-7 / 2006; 9-12/ 2006
<i>Location</i>	Da Nang, Vietnam
<i>Company</i>	European Union
<i>Position</i>	EU Senior Advisor
<i>Description</i>	<p>As non-permanent EU Advisor at the pilot location Da Nang of the EU-Vietnam Private Sector Support Programme (VPSSP) responsible for:</p> <ol style="list-style-type: none"> 1. Development of best practice strategies and supervision of implementation in the area of provincial business environment, local investment climate and BDS supply as pilot for Da Nang (<i>Examples: Training and supervision of a participatory Tourism Value Chain Analysis in Da Nang in November 2006, Leading a participatory Freight Transport analysis in Da Nang with specific focus on the port in September 2007</i>) 2. Training activities on the provincial level and national level (LED training in June 2007, PACA training in September 2007, Value Chain training in October 2007). 3. Effective and timely planning, implementation and monitoring of programme activities in Da Nang 4. Supervision of and guidance to local staff in the programme office Da Nang 5. Development of effective information and know-how exchange among HQ and provinces and among the individual provinces 6. Provision of inputs to all relevant planning and reporting tasks of the programme with regards to EU project cycle management 7. Integration of provincial plans and needs into national planning and strategy development

<i>Date from (month/year) To (month/year)</i>	4-7 / 2006
<i>Location</i>	Da Nang, Hai Phong, Can Tho / Vietnam
<i>Company</i>	European Union
<i>Position</i>	International Advisor
<i>Description</i>	Supervision of the Study on Competitive Advantages and Economic Potentials of 3 Pilot Provinces (10 days contract in cooperation with the Vietnamese consulting company MCG) <i>Services:</i> Drafting a concept outline and developing the relevant approach; supervising the desk research, drafting interview guidelines with international buyers, local producers and local support institutions; revising the draft reports; drafting the format of the feedback workshop on the provincial levels <i>Duties:</i> supervisor, advisor

<i>Date from (month/year) To (month/year)</i>	3/2006
<i>Location</i>	Buenos Aires, Argentina
<i>Company</i>	Mesopartner
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	Mesopartner's Summer Academy on Local Economic Development <i>Services:</i> Co-facilitation of a one-week Summer Academy on LED (spanish-speaking) in the South with participants from Central and South America. Preparation and conducting a workshop session on 'foresight in LED'. <i>Duties:</i> facilitator, trainer

<i>Date from (month/year) To (month/year)</i>	2-3 / 2006
<i>Location</i>	Dak Lak, Vietnam
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	Basic Training Workshop on <i>Participatory Appraisal of Competitive Advantage</i> (PACA) and supervision of a subsequent PACA exercise <i>Services:</i> Preparation / conducting of a one-week basic training on PACA with participants from different consulting companies, GTZ and ILO staff, provincial and district authorities; supervising and coaching the local PACA team during a territorial PACA exercise in Krong Buk district / Dak Lak province / Central Vietnam. <i>Duties:</i> trainer, team leader

<i>Date from (month/year) To (month/year)</i>	1-2 / 2006
<i>Location</i>	Sayaboury, Laos
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Basic Training Workshop on <i>Participatory Appraisal of Competitive Advantage (PACA)</i> and supervision of subsequent PACA exercise</p> <p><i>Services:</i> Preparation / conducting of a one-week training workshop on PACA with participants from a local consulting company, GTZ staff and provincial authorities; supervising and coaching the local PACA team during a territorial PACA exercise in Hongsa and Ngeun districts / Sayaboury province / Northern Laos on six local/regional Value Chains.</p> <p><i>Duties:</i> trainer, team leader</p>

<i>Date from (month/year) To (month/year)</i>	12/2005 – 1/2006
<i>Location</i>	Vietnam
<i>Company</i>	Institute for Development Studies (IDS Sussex)
<i>Position</i>	Researcher
<i>Description</i>	<p>Case study Vietnam as part of the assessment of the viability of a strategic consultancy and training capability focussed on the Global Value Chain approach.</p> <p><i>Services:</i> elaboration of the country case study Vietnam in the framework of a market analysis project conducted by mesopartner as a contractor of IDS Sussex in the context of a programme funded by the Rockefeller Foundation. The case study Vietnam was based on interviews with donor agencies, associations, research institutes and consulting companies in addition to literature review.</p> <p><i>Duties:</i> researcher</p>

<i>Date from (month/year) To (month/year)</i>	12 / 2005
<i>Location</i>	Aceh, Indonesia
<i>Company</i>	ILO
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Conducting of a PACA exercise (<i>Participatory Appraisal of Competitive Advantage</i>)</p> <p><i>Services:</i> Preparation / conducting of a 3-days extended hypothesis workshop with participants from provincial authorities, associations and ILO staff; supervising and coaching the local PACA team during a territorial PACA exercise in Aceh Besar district / Aceh province / Indonesia.</p> <p><i>Duties:</i> trainer, team leader</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	10-11 / 2005
<i>Location</i>	Quang Nam, Vietnam
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Basic Training Workshop on <i>Participatory Appraisal of Competitive Advantage (PACA)</i> and supervision of subsequent PACA exercise</p> <p><i>Services:</i> Preparation / conducting of a one-week training workshop on PACA with participants from different consulting companies, GTZ staff and provincial authorities; supervising and coaching the local PACA team during a territorial PACA exercise in Dai Loc district / Quang Nam province / Central Vietnam.</p> <p><i>Duties:</i> trainer, team leader</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	9-10/2005, 11/2005
<i>Location</i>	Klaten, Indonesia
<i>Company</i>	GTZ
<i>Position</i>	BCS expert
<i>Description</i>	<p>Providing specific expertise in the field of Business Climate Surveys (BCS)</p> <p><i>Services:</i> BCS concept development and dissemination, questionnaire development, stakeholder meetings, selection of local contractor, provide technical assistance to the local contractor for implementation of the survey.</p> <p><i>Duties:</i> BCS expert, facilitator</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	9/2005
<i>Location</i>	Beirut, Lebanon
<i>Company</i>	CHF
<i>Position</i>	LED expert
<i>Description</i>	<p>Providing specific expertise in the field of Local Economic Development</p> <p><i>Services:</i> Providing specific input at an internal LED workshop for CHF staff implementing economic development programs. Presentation on mesopartner's LED product portfolio.</p> <p><i>Duties:</i> LED expert</p>

<i>Date from (month/year) To (month/year)</i>	7/2005
<i>Location</i>	Duisburg, Germany
<i>Company</i>	Mesopartner
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Mesopartner's Summer Academy on Local Economic Development</p> <p><i>Services:</i> Preparation / co-facilitation of a one-week Summer Academy on LED with 25 participants from 14 countries. Preparation and conducting of workshop sessions on 'foresight in LED' and 'strengthening competitiveness through innovation'.</p> <p><i>Duties:</i> facilitator, trainer</p>

<i>Date from (month/year) To (month/year)</i>	5-6/2005
<i>Location</i>	Hung Yen, Vietnam
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Basic Training Workshop on Participatory Appraisal of Competitive Advantage (PACA) and supervision of subsequent PACA exercise</p> <p><i>Services:</i> Preparation / conducting of a one-week training workshop on PACA with participants from different consulting companies and provincial authorities; supervising and coaching the local PACA team during a territorial PACA exercise in Yen My district / Hung Yen province / Northern Vietnam.</p> <p><i>Duties:</i> trainer, team leader</p>

<i>Date from (month/year) To (month/year)</i>	4/2005
<i>Location</i>	Mannheim, Germany
<i>Company</i>	InWEnt GmbH
<i>Position</i>	Trainer
<i>Description</i>	<p>Local Economic Promotion Training with participants from Balkan countries</p> <p><i>Services:</i> preparation and conducting of a 1-week training in PACA (<i>Participatory Appraisal of Competitive Advantage</i>) with participants from Albania, Bosnia and Herzegovina, Macedonia and Serbia</p> <p><i>Duties:</i> trainer</p>

<i>Date from (month/year) To (month/year)</i>	3/2005, 6/2005
<i>Location</i>	Hung Yen / Quang Nam / Dak Lak, Vietnam
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Trainer
<i>Description</i>	LED training workshops <i>Services:</i> Preparation and conducting of three 3-days workshops on LED concepts and instruments in different provinces of Vietnam (Hung Yen / Quang Nam / Dak Lak), adjustment of the LED concept to the provincial level in Vietnam. <i>Duties:</i> Trainer in charge of the topical preparation and conducting of the LED workshops.

<i>Date from (month/year) To (month/year)</i>	1/2005
<i>Location</i>	Hanoi, Vietnam
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Trainer
<i>Description</i>	LED training of trainers (TOT) <i>Services:</i> Preparation and conduction of a 3-days LED TOT with representatives of donor agencies, Vietnamese consultants and staff of Government authorities and the Vietnamese chamber of commerce and industry. The LED TOT included the further adjustment of the LED training structure and content to Vietnamese conditions. <i>Duties:</i> Trainer in charge of the topical preparation and conducting of the LED TOT.

<i>Date from (month/year) To (month/year)</i>	1/2005
<i>Location</i>	Hanoi, Vietnam
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Facilitator
<i>Description</i>	GTZ-ILO Concept Workshop on LED <i>Services:</i> Co-facilitation of a joint GTZ-ILO concept workshop on LED to discuss about conceptual cooperation of upcoming programmes of both donor agencies in the field of private sector development. <i>Duties:</i> Facilitator

<i>Date from (month/year) To (month/year)</i>	1/2005
<i>Location</i>	Lekhnath, Nepal
<i>Company</i>	GTZ
<i>Position</i>	LED-Expert
<i>Description</i>	<p>Basic Training Workshop on <i>Participatory Appraisal of Competitive Advantage (PACA)</i> and supervision of subsequent PACA exercise</p> <p><i>Services:</i> Preparation / conducting of a one-week training workshop on PACA with participants from different parts of Nepal; supervising and subsequent coaching the local PACA team during the PACA exercise in Lekhnath</p> <p><i>Duties:</i> Trainer, team leader</p>

<i>Date from (month/year) To (month/year)</i>	12/2004
<i>Location</i>	St. Gallen, Switzerland
<i>Company</i>	GTZ
<i>Position</i>	LED-Expert
<i>Description</i>	<p>Scenario Writing Workshop in Media & Communication</p> <p><i>Services:</i> Preparation / conducting of a two-days foresight workshop (scenario writing) with students of the MBA programme on Media & Communication at the University St. Gallen.</p> <p><i>Duties:</i> trainer, facilitator</p>

<i>Date from (month/year) To (month/year)</i>	11-12/2004
<i>Location</i>	An Giang, Vietnam
<i>Company</i>	GTZ
<i>Position</i>	LED-Trainer and Facilitator
<i>Description</i>	<p>Basic Training Workshop on <i>Participatory Appraisal of Competitive Advantage (PACA)</i> and supervision of subsequent PACA Exercise in the Pangasius Catfish Value Chain</p> <p><i>Services:</i> Preparation / conducting of a one-week training workshop on PACA with participants from different parts of Vietnam; supervising and subsequent coaching the local PACA team during the PACA exercise on the catfish value chain in the Mekong Delta.</p> <p><i>Duties:</i> trainer, team leader</p>

<i>Date from (month/year) To (month/year)</i>	9/2004
<i>Location</i>	Podgorica, Montenegro
<i>Company</i>	GTZ
<i>Position</i>	LED expert
<i>Description</i>	<p>Providing specific expertise in the field of cluster development and promotion</p> <p><i>Services:</i> preparation and conducting of two ½-day workshops on concepts of cluster analysis and promotion (GTZ staff; relevant public and private actors).</p> <p><i>Duties:</i> LED expert</p>

<i>Date from (month/year) To (month/year)</i>	8/2004
<i>Location</i>	Kathmandu, Nepal
<i>Company</i>	GTZ
<i>Position</i>	LED-Expert
<i>Description</i>	<p>Private Sector Promotion Project (PSPP), International Short Term Expert for Local Economic Development (LED)</p> <p><i>Services:</i> Participation in a LED mission to develop a concept for the adjustment and strategic approach of the LED subcomponent in the expected future phase of the PSPP.</p> <p><i>Duties:</i> Team leader of the LED mission</p>

<i>Date from (month/year) To (month/year)</i>	7/2004, 9/2004
<i>Location</i>	Skopje, Macedonia
<i>Company</i>	Grupo Soges / European Agency for Reconstruction
<i>Position</i>	Senior Consultant
<i>Description</i>	<p>Assessment of the Regional Business Facilities in Macedonia</p> <p><i>Services:</i> Analysis and assessment of regional business facilities set up by EU-PHARE, DFID and World Bank as part of Policy Support Project of the European Agency for Reconstruction located in the Ministry of Economy. Developing of a nation-wide strategy regarding those centers.</p> <p><i>Duties:</i> In charge of all project tasks.</p>

<i>Date from (month/year) To (month/year)</i>	6/2004
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<i>Location</i>	Cairo, Egypt
<i>Company</i>	IHS (Institute for Housing and Urban Development Studies)
<i>Position</i>	LED-Expert
<i>Description</i>	<p>Participation in the seminar "<i>International, regional and national experiences and approaches to meet the challenges of cities in achieving the Millennium Development Goals</i>"</p> <p><i>Services:</i> Presentation of international concepts and experiences on LED and PACA; facilitation of a summary workshop on LED.</p> <p><i>Duties:</i> In charge of all activities</p>

<i>Date from (month/year) To (month/year)</i>	6/2004
<i>Location</i>	Feldafing, Germany
<i>Company</i>	InWEnt GmbH
<i>Position</i>	LED-Expert
<i>Description</i>	<p>Local Economic Promotion Training with participants from Balkan countries</p> <p><i>Services:</i> preparation and conducting of a 1-week training in PACA (<i>Participatory Appraisal of Competitive Advantage</i>) with participants from Albania, Bosnia and Herzegovina, Macedonia and Serbia</p> <p><i>Duties:</i> trainer</p>

<i>Date from (month/year) To (month/year)</i>	4/2004
<i>Location</i>	Cape Town, South Africa
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	LED-Expert
<i>Description</i>	<p><i>Rapid Appraisal of Local Innovation System (RALIS)</i> Exercise with the Clothing & Textile Value Chain in Western Cape.</p> <p><i>Services:</i> Coaching of the RALIS-team during a two weeks application of the RALIS methodology along the clothing & textile value chain in the province Western Cape / South Africa.</p> <p><i>Duties:</i> In charge of the whole RALIS exercise</p>

<i>Date from (month/year) To (month/year)</i>	3/2004
<i>Location</i>	Dong Thap / Kien Giang / Hai Phong, Vietnam
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Trainer
<i>Description</i>	LED training workshops <i>Services:</i> Preparation and conduction of two 3-days and one 1-day training workshop on LED concepts and instruments in different parts of Vietnam (Dong Thap / Kien Giang / Hai Phong), adjustment of the LED concept to the provincial level in Vietnam. <i>Duties:</i> Trainer in charge of the topical preparation and conducting of the LED workshops.

<i>Date from (month/year) To (month/year)</i>	2/2004 – 3/2004 / 9/2004
<i>Location</i>	Vojvodina, Serbia
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	LED-Expert
<i>Description</i>	Support of the SME-Sector in Serbia by using PACA <i>Services:</i> conducting of a 1-week training in PACA (<i>Participatory Appraisal of Competitive Advantage</i>), coaching of a PACA Exercise along the Tourism Value Chain in South Bačka/Vojvodina. <i>Duties:</i> In charge of all project tasks.

<i>Date from (month/year) To (month/year)</i>	11/2003 – 3/2004
<i>Location</i>	Kragujevac, Serbia
<i>Company</i>	ACDI/VOCA
<i>Position</i>	PACA-Expert, Trainer
<i>Description</i>	Support of the MSE-Sector in Central Serbia (CRDA program of USAID): Training Workshop on <i>Participatory Appraisal of Competitive Advantage</i> (PACA) and subsequent PACA support activities PACA-Training <i>Services:</i> Preparation / conduction of a one-week PACA basic training workshop with representatives from 4 municipalities, co-facilitation and coaching of PACA kick-off workshops, results workshops and way-forward workshops. Continuous remote support of the ACDI/VOCA staff in charge during the PACA fieldwork. <i>Duties:</i> In charge of all project tasks.

<i>Date from (month/year) To (month/year)</i>	11/2003
<i>Location</i>	Sofia, Bulgaria
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Consultant
<i>Description</i>	<p>Jury Selection Workshop on selected technology profiles in the scope of an innovation-oriented promotion project in Bulgaria to strengthen the competitiveness of the SME sector.</p> <p><i>Services:</i> Design and chairing of a 3 days workshop (selection of 35 out of 135 Bulgarian R&D results), recommendations to set up a R&D data base</p> <p><i>Duties:</i> Consultant in charge of all project tasks</p>

<i>Date from (month/year) To (month/year)</i>	8/2003, 10/2003
<i>Location</i>	Solo / Boyolali, Indonesia
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	Trainer, Consultant
<i>Description</i>	<p>Training Workshop on <i>Participatory Appraisal of Competitive Advantage (PACA)</i> and subsequent PACA support activities</p> <p><i>Services:</i> Preparation / conducting of a one-week training workshop on PACA with participants from Central Java and Nusa Tenggara Barat; supporting and coaching the local PACA team during the start of the PACA Exercise in Boyolali / Central Java</p> <p><i>Duties:</i> Trainer, consultant</p>

<i>Date from (month/year) To (month/year)</i>	7/2003, 10/2003, 12/2003
<i>Location</i>	Hanoi / Da Nang / Ho Chi Minh City, Vietnam
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Trainer, Consultant
<i>Description</i>	<p>LED training workshops / Participation in program appraisal mission</p> <p><i>Services:</i> Preparation and conduction of four 3-days and 5-days training workshop on LED concepts and instruments in different parts of Vietnam (Hanoi, Can Tho, Da Nang, An Giang), adjustment of the LED concept to the provincial level in Vietnam. Drafting a concept on the introduction of LED into a GTZ SME Promotion Program at the provincial level in Vietnam.</p> <p><i>Duties:</i> Trainer in charge of the topical preparation and conducting of the LED workshops / Consultant in charge of drafting the LED component in the SME promotion program.</p>

<i>Date from (month/year) To (month/year)</i>	6/2003
<i>Location</i>	Sofia , Bulgaria
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Facilitator, Trainer, Consultant
<i>Description</i>	<p>Technology Transfer Promotion Workshop in the scope of an innovation-oriented promotion project in Bulgaria to strengthen the competitiveness of the SME sector.</p> <p><i>Services:</i> Preparation / conduction of a 3 days workshop (training on technology profiles, technology selection for exemplary technology transfer measures, preparation of a selection process for R&D results).</p> <p><i>Duties:</i> Facilitator / trainer in charge of all project tasks</p>

<i>Date from (month/year) To (month/year)</i>	6/2003
<i>Location</i>	Port Elizabeth, South Africa
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	Trainer
<i>Description</i>	<p>Training Workshop on <i>Rapid Appraisal of Local Innovation Systems</i> (RALIS)</p> <p><i>Services:</i> Preparation / conduction of a one-week training workshop on RALIS with participants of various Technology Stations at Technikons</p> <p><i>Duties:</i> In charge of the training design, trainer</p>

<i>Date from (month/year) To (month/year)</i>	5/2003 - 6/2003
<i>Location</i>	Hazyview, South Africa
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	Team-Leader, Co-Trainer
<i>Description</i>	<p>Training Workshop on <i>Participatory Appraisal of Competitive Advantage</i> (PACA); PACA exercise on the Tourism Value Chain in Hazyview (local municipality of Nelspruit / Mpumalanga)</p> <p><i>Services:</i> Preparation / conduction of a one-week training workshop on PACA; subsequent application of the method <i>Participatory Appraisal of Competitive Advantage</i> (PACA) in the tourism sector in Hazyview.</p> <p><i>Duties:</i> Co-trainer, PACA team leader.</p>

<i>Date from (month/year) To (month/year)</i>	5/2003, 11/2003
<i>Location</i>	Vojvodina, Serbia
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	LED-Expert
<i>Description</i>	Support of the SME-Sector in Serbia by using PACA, assessment of NOSIC <i>Services:</i> application of the method <i>Participatory Appraisal of Competitive Advantage</i> (PACA), preparation of the implementation of LED initiatives in 3 municipalities in Vojvodina, assessment of the preparation of the Novi Sad Incubation Center (NOSIC).. <i>Duties:</i> In charge of all project tasks, facilitator and coach of findings (pre-implementation) workshops and way-forward workshops (implementation) workshops.

<i>Date from (month/year) To (month/year)</i>	4/2003
<i>Location</i>	Sofia, Bulgaria
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	Consultant
<i>Description</i>	Design of exemplary structures / instruments for innovation-oriented promotion policy in Bulgaria to strengthen the competitiveness of the SME sector. <i>Services:</i> Preparatory work of the project - evaluation of the capabilities and suitability of the technology transfer center IKAR to be promoted / design of the project's time schedule. <i>Duties:</i> Consultant in charge of all project tasks

<i>Date from (month/year) To (month/year)</i>	3/2003 and 5/2003
<i>Location</i>	Lukhanji, Eastern Cape, South Africa
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	LED-Expert
<i>Description</i>	<i>Participatory Appraisal of Competitive Advantage</i> (PACA) in the local municipality of Lukhanji (Queenstown). <i>Services:</i> rapid appraisal of the local economy in Lukhanji in order to stimulate the economic development in 3 sectors (tourism, distribution and services), preparation of the implementation of the PACA proposals in all 3 sectors. <i>Duties:</i> In charge of all project tasks, leader of the PACA team, facilitator of way-forward (implementation) workshops

<i>Date from (month/year) To (month/year)</i>	2/2003
<i>Location</i>	Vojvodina, Serbia
<i>Company</i>	Gesellschaft für Techn. Zusammenarbeit (GTZ)
<i>Position</i>	LED-Expert
<i>Description</i>	Support of the SME-Sector in Serbia: support of PACA activities and preparation of the implementation of LED initiatives <i>Services:</i> application of the method <i>Participatory Appraisal of Competitive Advantage</i> (PACA), support of the implementation of PACA proposals in 5 municipalities in Vojvodina. <i>Duties:</i> Contribution to all project tasks, facilitator of way-forward (implementation) workshops

<i>Date from (month/year) To (month/year)</i>	10/2002 and 2/2003
<i>Location</i>	Belgrade, Serbia
<i>Company</i>	Fraunhofer Gesellschaft
<i>Position</i>	Consultant
<i>Description</i>	German-Serbian Workshops (7 - 9 October 2002 and 27 - 28 February 2003): Innovation Management – Bridging the Gap between Academic Research and Industrial Utilization <i>Services:</i> Consulting services to the Serbian Ministry for Science, Technology and Development in the scope of 2 workshops on innovation management; German expert presentations on innovation management issues emphasising good German and international practices, German-Serbian expert discussions. <i>Duties:</i> Preparation and conduction of 2 presentations on technology transfer, participation in the expert discussions

<i>Date from (month/year) To (month/year)</i>	9-10 / 2002
<i>Location</i>	Vojvodina, Serbia
<i>Company</i>	Gesellschaft für Technische Zusammenarbeit (GTZ)
<i>Position</i>	LED-Expert, Co-Trainer
<i>Description</i>	Support of the SME-Sector in Serbia: Training Workshop for Local Economic Development in the Province of Vojvodina <i>Services:</i> Preparation / conduction of a one-week training workshop on LED; application of the method <i>Participatory Appraisal of Competitive Advantage</i> (PACA) <i>Duties:</i> Contribution to all project tasks, co-facilitator in the training workshop.

<i>Date from (month/year)</i>	8-9 / 2002
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<i>To (month/year)</i>	and 1/2003
<i>Location</i>	Munich, Germany
<i>Company</i>	Dorsch Consult
<i>Position</i>	Consultant
<i>Description</i>	<p>Consulting Services to KfW in the scope of the assessment of OECD DAC-Task Force Reports.</p> <p><i>Services:</i> Analysis of OECD DAC (Donor Assistance Committee) report results on <i>Harmonising Donor Practices for Effective Aid Delivery</i> relevant to KfW. Assessment of Good Practice Paper Reports on framework for donor cooperation, country analytical work, reporting & monitoring and delegated donor cooperation.</p> <p><i>Duties:</i> Contribution to all project tasks.</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	12/2000 – 5/2002
<i>Location</i>	Jakarta, Indonesia
<i>Company</i>	Fraunhofer Gesellschaft
<i>Position</i>	Project Coordinator, Team Leader, Consultant
<i>Description</i>	<p>Evaluation of the SRT Landscape in Indonesia (PERISKOP) (Financed by the Federal German Ministry for Education and Research)</p> <p><i>Services:</i> Consulting the Indonesian State Ministry for Research and Technology in order to design the future Indonesian innovation system</p> <p><i>Duties:</i> Coordination / elaboration of 6 project work packages (project management):</p> <ul style="list-style-type: none"> ▪ Technology transfer mechanisms (regional and cross-border); ▪ Assessment of incubator and technology centers, research on and description of past and current important cluster initiatives in Indonesia (agro-processing, wooden furniture, rubber production), drafting of design principles for future technology transfer processes and cluster initiatives ▪ Technology foresight (scenario writing); ▪ R&D indicator analysis; ▪ Design principles for incentive structure of industrial R&D (incl. analysis of venture capital markets, program and project evaluation) ▪ Socio-economic framework conditions (financial system, tax system, IPR system, socio-cultural aspects of S&T; competition policy; education system; ICT infrastructure). <p><i>Duties:</i> for all 6 work packages in charge of the identification and subcontracting of German and Indonesian experts; monitoring the progress of the subcontracted tasks, elaboration of specific contents in all work packages, compilation of the reports, organisation and facilitation of two assessment workshops on design principles and elaboration of the specific parts of the overall summary report of the PERISKOP project.</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	5/2000 – 10/2000
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<i>Location</i>	Munich, Germany
<i>Company</i>	Fraunhofer Management GmbH
<i>Position</i>	Project Coordinator, Economist
<i>Description</i>	Acquisition of the Project 'Evaluation of the SRT Landscape in Indonesia (PERISKOP)' <i>Services:</i> Elaboration of a project proposal <i>Duties:</i> Designing the methodology for the evaluation of technology transfer, for the indicator analysis, for incentive structures and financing schemes, and for the assessment of socio-economic framework conditions. Workshop coordination and coaching. Elaboration of the final proposal.

<i>Date from (month/year)</i> <i>To (month/year)</i>	1999 2000
<i>Location</i>	Munich, Germany
<i>Company</i>	Fraunhofer Management GmbH
<i>Position</i>	Consultant, Economist
<i>Description</i>	Evaluation of a Technology Transfer Institution in Western Bavaria (WETTI e.V.) <i>Services:</i> Institutional Assessment <i>Duties:</i> Socio-economic analysis, analysis of the technology-oriented industry cluster in Western Bavaria; questionnaire survey, personal interviews, elaboration of the interim and final report

<i>Date from (month/year)</i> <i>To (month/year)</i>	1999 2000
<i>Location</i>	Munich, Germany
<i>Company</i>	Fraunhofer Management GmbH
<i>Position</i>	Consultant, Economist
<i>Description</i>	Center of Competency for the Construction Sector in Oberfranken/Bavaria <i>Services:</i> Institution Building Process (HTO-Bavaria) <i>Duties:</i> Analysis of the construction industry cluster in Oberfranken/Bavaria; elaboration of a feasibility study, organisation and moderation of various workshops in order to support the institution building process.

<i>Date from (month/year)</i> <i>To (month/year)</i>	1999 1999
<i>Location</i>	Munich, Germany and Tangail / Bangladesh
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Economist
<i>Description</i>	<p>Tangail Infrastructure Development Project, Phase III, Bangladesh (Financed by KfW and GTZ)</p> <p><i>Services:</i> Feasibility Study on the upgrading of 20 rural roads and the development of 16 markets in Tangail District, Bangladesh. Assessment of the technical, economic, socio-economic and environmental feasibility of rural roads and markets.</p> <p><i>Duties:</i> In charge of the traffic survey and economic analysis of the roads under study by applying the HDM-III World Bank Model; market survey and assessment of the markets under study; socio-economic analysis</p>

<i>Date from (month/year)</i> <i>To (month/year)</i>	1999 1999
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Economist, Financial Analyst
<i>Description</i>	<p>Businessplan on the Private Enterprise Implementation of a "European-Regional Centre for Aviation, Logistics and Business" in Weeze, Germany</p> <p><i>Services:</i> Financial analysis, institution building, air traffic study and forecast, airport construction and operation concept, industrial development plan, legal and organisational structure of the operator, risk analysis.</p> <p><i>Duties:</i> Investment marketing, location marketing, financial analysis.</p>

<i>Date from (month/year) to (month/year)</i>	1998 1999
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Economist
<i>Description</i>	<p>Detailed Design of the Upgrading of Sections Demir Kapija – Udovo and Udovo-Gevgelija of E75 (TEN Corridor X), FYR of Macedonia (Financed by EU-PHARE)</p> <p><i>Services:</i> Updating and completing of the existing economic feasibility study and the existing preliminary design, environmental impact assessment study, detailed design and drawing up of tender documents and in particular for the economic part evaluation of traffic studies and forecasts, collection of economic and operating transport data, comparative economic studies and cost-benefit analysis for different alignments and different design alternatives.</p> <p><i>Duties:</i> Collection and analysis of socio-economic, traffic generating factors, economic project appraisal by HDM-Manager.</p>

<i>Date from (month/year) to (month/year)</i>	1998 1999
<i>Location</i>	Munich, Germany and Asuncion / Paraguay
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Socio-Economist, Financial and Economic Analyst
<i>Description</i>	<p>Public Infrastructure Projects, Paraguay. (Municipalities of Santa Rosa del Monday, Naranjal, Santa Rita, Iruña, Minga Guazú and the Province of Alto Paraná)</p> <p>Various feasibility studies for infrastructure projects (asphalt and stone pavement on access and urban roads, drainage, garbage collection).</p> <p><i>Services:</i> Feasibility studies for the application for funding of these projects. The feasibility studies comprise cost estimates, socio-economic studies, economic and financial analyses, traffic forecast and the application of the HDM-III World Bank Model.</p> <p><i>Duties:</i> Responsible for the overall project tasks; socio-economic studies, economic and financial analyses.</p>

<i>Date from (month/year) to (month/year)</i>	1998 1998
<i>Location</i>	Munich, Germany and Asuncion / Paraguay
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Socio-Economist, Financial and Economic Analyst
<i>Description</i>	<p>Agro-industrial Projects, Paraguay. (Municipalities of Santa Rosa del Monday and Villeta) Agro-industrial feasibility studies (soy and grain drying facilities, dairy production).</p> <p><i>Services:</i> Analysis of the agro-industrial sector in the Province of Alto Paraná (dairy production, grain production, soybean production), feasibility studies for the application for funding of specific agro-industrial projects (incl. cost estimates, socio-economic studies, economic and financial analyses).</p> <p><i>Duties:</i> Responsible for the overall project tasks.</p>

<i>Date from (month/year) to (month/year)</i>	1997 1998
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Socio-Economist, Financial Analyst
<i>Description</i>	<p>Conversion of Military Airfield Complex Weeze-Laarbruch (620 ha), Weeze, Germany</p> <p><i>Services:</i> Feasibility study, analysis of industry the industry sector in the region Lower Rhine/Germany, forecasting of development scenarios in respect of local economy and settlement of industries, institution building, recommendation of an action plan.</p> <p><i>Duties:</i> Cluster Analysis, assessment and financial analysis of all development scenarios related to the settlement of industries.</p>

<i>Date from (month/year) to (month/year)</i>	1997 1997
<i>Location</i>	Munich, Germany and Tirana / Albania
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Socio-Economist
<i>Description</i>	<p>Improvement of the Water Supply System, Kruja, Albania (Financed by KfW)</p> <p><i>Services:</i> Feasibility study <i>Duties:</i> Collection and assessment of socio-economic data with respect to project justification, project impacts, affordability and willingness to pay.</p>

<i>Date from (month/year) to (month/year)</i>	1996 1996
<i>Location</i>	Laem Chabang / Thailand
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Socio-Economist, Financial Analyst
<i>Description</i>	Laem Chabang Port Project Phase 2, Laem Chabang, Thailand <i>Services:</i> Feasibility study and detailed design: marketing study, socio-economic study, financial and economic evaluation, environmental impact assessment, surveying and engineering detailed design, preparation of tender documents. <i>Duties:</i> Marketing study, financial analysis, cargo traffic forecast and vessel calling forecast.

<i>Date from (month/year) to (month/year)</i>	1996 1996
<i>Location</i>	Bangkok / Thailand
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Transport Economist
<i>Description</i>	MRTA Initial System Project, Bangkok, Thailand Underground North Section (11.9 km). <i>Services:</i> Route alignment study and preliminary design, cost estimates, economic and financial evaluation of private sector involvement study, environmental impact assessment. <i>Duties:</i> Economic analysis of the route alignment, and the entire system (20 km). Examination of privatisation schemes for funding and operation.

<i>Date from (month/year) to (month/year)</i>	1995 1996
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Socio-Economist, Economic Analyst
<i>Description</i>	Revised Guidelines for Highway Feasibility Studies in Slovenia (Financed by EU-PHARE) <i>Services:</i> Determination of overall concept and strategy for the preparation of engineering, environmental, traffic and economic studies and in particular methodology for socio-economics, transport economics and project evaluation taking world wide methodological developments (e.g. HDM-4) and the methodological state-of-the-art in EU countries into account. <i>Duties:</i> Collection and description of socio-economic and transport economic methodological approaches.

<i>Date from (month/year) to (month/year)</i>	1994 1995
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<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Financial Analyst
<i>Description</i>	<p>Nikolskoye Business Center Project, Moscow, Russia, CIS Opportunity study.</p> <p><i>Services:</i> Market analysis, project concept, financial analysis, investment marketing. <i>Duties:</i> Financial Analysis, market analysis, creation of an investment marketing concept.</p>

<i>Date from (month/year) to (month/year)</i>	1994 1995
<i>Location</i>	Munich, Germany and Tyumen / Russia
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Consultant, Economist
<i>Description</i>	<p>Tyumen Project, Russia, CIS (Financed by EU-TACIS)</p> <p><i>Services:</i> Advice to the Tyumen Oblast Authorities. <i>Duties:</i> Sector analysis of the oil and gas industry incl. cluster analysis of the oil- and gas related SME sector in Tyumen Oblast; SME promotion and institution building (creation of an economic development agency), evaluation of investment possibilities of SME to participate in the oil and gas industry.</p>

<i>Date from (month/year) to (month/year)</i>	1992 1993
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Economist
<i>Description</i>	<p>Reduction of the German and American Forces in Bavaria, Germany</p> <p><i>Services:</i> Analysis and evaluation of the impacts and creation of mitigation and compensation measures for 39 Bavarian towns, incl. analysis of important industry clusters. <i>Duties:</i> In charge of all study services for 12 Bavarian municipalities.</p>

<i>Date from (month/year) to (month/year)</i>	1992 1993
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Economist
<i>Description</i>	Register for the Sewerage System in Sulzbach/Saar, Germany <i>Duties:</i> Valuation of assets, financial planning, investment planning.

<i>Date from (month/year) to (month/year)</i>	1992 1992
<i>Location</i>	Munich, Germany
<i>Company</i>	DORSCH CONSULT
<i>Position</i>	Economist
<i>Description</i>	Frechen-Ost Trade and Industrial Estate, Frechen, Cologne, Germany <i>Services:</i> Forecast of demand and branch mix for a 50 ha site, cluster analysis of relevant industry clusters in the area (logistics, construction), marketing concept. <i>Duties:</i> In charge of all study services.

15. Others (*Courses, Publications*):

Courses:

- Basic COMFAR *III Expert* Workshop at UNIDO Headquarters in Vienna (November 1998)
- Advanced COMFAR *III Expert* Workshop at UNIDO Headquarters in Vienna (April 1999)

Publications:

1. Harmsen, D. M.; Schoen, C.; Kolo, C. (2002), 'Setting-up of a Technology Foresight Process in Indonesia', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
2. Schoen, C.; Kolo, C. (2002), 'National SRT Performance and International Benchmarking based on R&D Indicators', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
3. Schoen, C.; Meyer-Stamer, J.; Thee Kian Wie (2002), 'Performance of Technology Transfer and Regional Distribution of Technology Supply', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
4. Schoen, C. (2002), 'Relevant Framework Conditions of Science, Research and Technology in Indonesia', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
5. Schoen, C. (2002), 'Design Principles for the Incentive Structure of Industrial R&D', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.

6. Schoen, C.; Meyer-Stamer, J. (2002), 'Design Principles for Technology Transfer and Regional Development – Strengthening SME', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
7. Schoen, C.; Jaitner, A. (2002), 'Synthetic Assessment of PERISKOP Investigation Results: The Indonesian National Innovation System', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
8. Jaitner, A.; IBK Narayana; Schoen, C. (2002), 'Approaches to Improve the National Innovation System in Indonesia', in: Mertins, Kai (Ed.) *Innovation in Indonesia - Assessment of the National Innovation System and Approaches for Improvement*, (Ed.), Fraunhofer IRB Verlag, Stuttgart 2002, ISBN 3-8167-6229-8.
9. Meyer-Stamer, Joerg; Schoen, Christian (2005), 'Rapid Appraisal of Local Innovation Systems (RALIS): Assessing and Enhancing Innovation Networks', mesopartner working paper 02 / 2005, ISSN 1613-298X, www.mesopartner.com.
10. Hindson; Doug; Meyer-Stamer, Jörg; Schoen, Christian; Wegmann; Mattia (2009), 'Addressing Red Tape at the Local Level: Options Tools', mesopartner working paper 13 / 2009, ISSN 1613-298X, www.mesopartner.com.