

CURRICULUM VITAE

Proposal/bidding for project:

1. **Last name/s:** HARMES-LIEDTKE
2. **First Name/s:** Ulrich-Friedrich
3. **Date of Birth:** 24 June 1965
4. **Nationality:** German
5. **Martial Status:** married

6. Professional Education:

Institution, Date:	Title or Degree:
University of Bremen, 5/1994 - 6/1999	PhD Political Science (Dr. rer. pol.)
University of Hamburg, 1984 – 1991	Master of Science in Economics (Diplomvolkswirt)
University Complutense of Madrid, 1987-88	Studies of Economics in Spain
University of Hamburg, 1984-91	Studies of Economics in Germany

7. Languages: Scale from 1 to 5 (1-excellent; 5-basic)

Language:	Read	Speak	Write
German	1	1	1
Spanish	1	1	1
English	1	2	2
Catalan	2	3	4
French	3	5	5

8. Professional Associations:

Partner in mesopartner PartG www.mesopartner.com; founding member in 04/2003
Member Regional Studies Association (Great Britain)

9. Skills:

- Participatory Appraisal of Competitive Advantage (PACA®)
- Facilitation techniques Metaplan™
- Non-violent Communication™, according to Marshall Rosenberg
- Certified Mediator
- Intercultural Management and Moderation of Joint Actions of Public-Private-Partnership activities
- Systemic constellation of organizations, according to Bert Hellinger
- Conduction and Training of large groups (Open Space, The World Café)

10. **Current Occupation:** Partner in mesopartner PartG

11. **Years of affiliation in company:** since foundation 2003

12. Key Qualifications:

- Studies and PhD in Political Science and Master in Economic Science
- 19 years of professional experience in research and consulting in the area of Local and Regional Economic Development in Europe (Germany and Spain), in Latin America and the Caribbean
- Consulting activities on economic matters in private and public institutions; participation and conduction as consultant in Latin America and Europe within national, regional and local projects in the promotion of competitiveness and quality infrastructure
- Development and implementation of strategies and evaluation of Cluster projects and Value Chains, on all levels of systemic competitiveness
- Consultancy services for international development organizations (EU, IADB, GTZ, SNV, ded, PTB, FES, InWent, World Vision)
- Relocation to Buenos Aires, beginning of 2003

13. Work Experience by countries:

Country	Date [month/year]
Argentina	Since 04/2003
Bolivia	01/03
Canada	06/06
Chile	10/07, 10/06, 10/05, 06/05, 12/04, 12/04
Columbia	10/08, 08/06, 06/04
Costa Rica	11/09, 02/09, 09/08, 06/08, 04/08, 05/05, 09/04, 05/04
Cuba	01/06, 10/05, 10/04
Dominican Republic	03/06, 06/03, 01/03
Ecuador	12/06, 09/06, 07/06, 06/06, 09/05, 05/04, 11/03, 09/03
El Salvador	09/09, 11/08, 10/07, 11/05, 01/03
Germany	07/09, 05/09, 03/09, 07/08, 07/07, 07/06, 07/05, 05/96-04/03, 05/91-12/94
Guatemala	06/08, 04/08, 03/07, 11/06, 09/06, 07/06, 08/05, 06/05
Italy	05/09, 05/08, 06/07, 05/05
Honduras	09/07, 06/05, 01/03
Mexico	12/03
Nicaragua	09/08, 04/08, 08/07, 05/07, 03/07, 01/07, 11/06, 07/06, 11/05, 08/04, 03/04, 01/04, 12/03
Paraguay	11/05, 10/05
Peru	10/09, 03/09, 11/06, 10/06, 05/05, 03/05, 02/05, 11/04, 08/04, 10/03, 07/03
South Africa	04/04
Spain	12/05, 01-02/97, 01/95-05/96
Saint Lucia	01/08
Trinidad & Tobago	09/08, 11/07
Uruguay	06/09-12/09, 10/08, 08/08, 07/08, 08/07-04/08, 11/06-1/07, 05/06, 03/06, 02/06, 11/05
Vietnam	12/08

14. Professional experience

Date	Country	Donor	Occupation	Description
11/09	Costa Rica	PTB	Facilitator	5th International Seminal on Quality Infrastructure in Central America, Didactic concept and moderation, San José
10/09 – 03/10	Peru	BID	Consultant	Participatory diagnose of the value chains Coffee and Marble, and the identification of other value chains, to be promoted in the Region of Junin, Peru
09/09	Uruguay	PACPYMES	Moderator	Series of workshops using story telling methodology for four cluster initiatives in various locations
09/09	Argentina	PTB	Facilitator	Facilitation of a group of accreditation institutions of the IAAC, focusing on certification and accreditation in the food industry, Buenos Aires
09/09	El Salvador	GTZ	Facilitator	PACA Basic Training [Participatory Appraisal of Competitive Advantage] in the department La Paz
08/09	Argentina	UNSAM	Lecturer	Teaching in the Master Course on Local Development of the Universidad National General San Martin, Economic Territorial Development
08-09/09	Haiti	World Vision	Consultant	Consultancy in the 'Haiti Economic Recovery Pilot' project, aiming at the elaboration of an economic perspective within disaster and emergency management
07/09	Germany	mesopartner	Facilitator	Co-Facilitation of the LED Summer Academy in Duisburg
06-12/09	Uruguay	PACPYMES	Adviser	Advice and Coaching for the Regional Development Agency of the Rio Negro Department (APERNA) in the area of entrepreneurship, attracting investment and regional marketing
05/09	Italy	ILO	Trainer	Training on Local Economic Development for the Training Centre of the ILO in Turin, focus on Participatory Development in the rural sector
05/09	Germany	PTB	Facilitator	Training in Facilitation methods and techniques
03/09	Germany	PTB	Facilitator	Redacting and editing of the book Guidelines in the CALIDENA methodology
03/09	Peru	DED-REMURPE	Adviser	Advice and Coaching in the implementation of the <i>Compass of Local Competitiveness</i> in rural municipalities
02/09	Costa Rica	PTB	Facilitator	Facilitation of a Program Planning Workshop for the Support of Quality Infrastructure in Central America (2009-2012)
12/08	Argentina	PTB	Consultant	Support of Project preparation on Conformity Assessment of Energy Efficiency of Electronic Artefacts for Households for the MERCOSUR member countries
12/08	Vietnam	mesopartner	Facilitator	Co-Facilitation of the Asia Academy about Creation of Competitive Territories in Hanoi
11/08	El Salvador	GTZ	Facilitator	Training on Local Economic Development in La Palma
10/08	Colombia	ADRA	Facilitator	Training of LED stakeholders in Antioquia on the PACA methodology
09/08	Trinidad y Tobago	BID/ I2biz	Adviser	Metrological advice on the preparation of report on Value Chains and Regional Integration in the CARICOM
04, 06, 09 y 11/08	Central America	PTB	Consultant, facilitator	Development and pilot application of a method to support national quality infrastructure and value chain. Various activities in Costa Rica, El Salvador, Guatemala and Nicaragua
08/08	Argentina	UNSAM	Lecturer	Teaching in the Master Course on Local Development of the Universidad National General San Martin
07/08	Uruguay	PACPYMES	Lecturer	Lecture on Systemic Competitiveness and Facilitation of a Public-Private Panel. Seminal on Competitiveness, Environment and Strategy, Montevideo
07/08	Germany	mesopartner	Facilitator	Co-Facilitation of the LED Summer Academy in Duisburg.
05/08	Italy	OIT	Trainer	Training on Local Economic Development for the Training Centre of the ILO in Turin
07-12/08	Uruguay	European Union/ Inypsa	Consultant	Advice and Coaching for the Regional Development Agency of Rio Negro within the PACPYMES program

04+ 06/08	Costa Rica, Guatemala & Nicaragua	PTB	Consultant	Preparation of several participatory appraisals of export value chains and quality requirements. Development of the CALIDENA Methodology.
01/08	Germany	PTB	Consultant	Advice within the preparation of the Regional Support Programme of Quality Infrastructure in Central America
02 – 04/08	Uruguay	UNDP/ IADB/ DIPRODE	Evaluator	Intermediate evaluation of the Competitiveness Program on Clusters and Value Chains (PACC)
01/08	Saint Lucia	CEPAL/ IADB	Facilitator	Co-Facilitation of a participatory workshop on Culinary Tourism and advice of a local consultancy firm within the Project Value Chain, Regional Integration and Competitiveness in the Single Market of the CARICOM, Carriacou and Nevis
05- 07/07	Argentina	IADB	Consultant	Consultancy on the Competitiveness Program of the Northern Provinces (Norte Grande). Development of a participatory methodology for cluster and value chain promotion
05/07	Nicaragua	GTZ	Facilitator	Strategy workshop with the National Ministry of Industry and Trade (MIFIC)
03/07	Guatemala/ Nicaragua	PTB	Consultant	Consultancy of private sector institutions on quality infrastructure issues
01/07	Nicaragua	DED / Swisscontact	Trainer	Central American Academy on Local Economic Development “Academia Centroamericana sobre Desarrollo Económico Local”
01/07	Nicaragua	GTZ	Consultant	Program „Local Development and Tax-Transparency“, Consultancy within the program FET “Territorial Promotion of the Economy”, in Rivas and San Juan del Sur, in the context of the program PRODELFI
01/07	Uruguay	EU	Consultant	Consultancy within the initiative “Competitiveness Fray Bentos”, in the context of the program PACPYMES
12/06	Uruguay	EU	Consultant	Consultancy within the initiative “Competitiveness Fray Bentos”, in the context of the program PACPYMES
12/06	Argentina	CFI	Consultant	Conference and Training of a Workshop “Promotion of Clusters” in the Province of Santa Cruz, Consejo Federal de Inversiones (CFI)
11/06	Guatemala / Nicaragua	PTB	Consultant	Consultancy and Participation in the National Quality Congress Guatemala Conduction of the Regional Seminar on “Quality Systems for Integration of Central America”
11/06	Uruguay	EU	Consultant	Consultancy within the initiative “Competitiveness Fray Bentos”, in the context of the program PACPYMES
11/06	Peru	InWEnt	Facilitator	Conference “Open Space” on Local Economic Development in the Macro region Chiclayo, North of Peru, in the context of the Project CONCADEL
11/06- 12/06	Argentina	GTZ	Consultant	Market Study on Local Economic Development for GTZ Argentina
10/06- 11/06	Chile	GFA-GTZ	Consultant	Presentation on “European Best Practices” of Regional Development Agencies and Workshop on the Design of a RDA (Regional Development Agency) in the Region Bío Bío
10/06	Guatemala	PTB	Consultant	Consultancy of the Committee for Elaboration of Quality Standards Coffee in Guatemala
10/06	Peru	USMP, IPPEU	Consultant	Trade Fair ExpoFeria, University of San Martín de Porres; Conduction of the Seminar “A territorial answer to the challenge of global and international competition. Experiences with the methodology PACA”
08/06	Argentina	UNSAM	Instructor	Master Class on Local Economic Development, UNSAM (Universidad San Martín) in Buenos Aires
08/06	Columbia	Government of Cundinamarca	Trainer	PACA Basic Training [Participatory Appraisal of Competitive Advantage] for local consultants and agents in the Region of Cundinamarca
07/06	Germany	mesopartner	Trainer	Training applying the method „Open Space“ and seminar on “Communication and Conflict Management”, “Systemic Dynamics” and „Quality planning and Value Chains“ in the context of “LED Summer Academy” in Duisburg
07/06	Nicaragua	GTZ	Trainer	Training of officials of the Industry Ministry in Decentralization and Territorial Promotion of Competitiveness, in the context of the program PRODELFI
07/06	Guatemala / Nicaragua	PTB	Consultant	Coordination of key agents in Guatemala (SIECA, GTZ, AGEXPRONT, COGUANOR, Café) and Nicaragua (MIFIC, DED, GTZ), aiming at the preparation of the National Quality Congress Guatemala, Nov. 2006

06/06	Canada	UN-HABITAT	Participant	Seminar: "Enhancing Effectiveness in Local Economic Development" (Pre-WUFIII event in the context of the World Urban Forum III)
06/06-12/06	Ecuador	EU	Consultant	Consultancy on Strategic Development of the National Quality System in Ecuador, Program ExpoEcuador
05/06	Uruguay	ILO	Consultant	Supervision of a PACA-Exercise in Cerro Chato, in the context of the program REDEL
04/06	Argentina	IADB	Consultant	Training of responsible officials in the program "Mendoza productive" in the context of Enhancing Clusters
04/06	Dominican Republic	IADB	Evaluation	Evaluation and Intermediation in the project MiPyME in Santiago de los Caballeros – Cluster Furniture and Garments
03/06	Uruguay	ILO	Consultant	Supervision of a PACA-Exercise in Treinta y Tres Orientales, in the context of the program REDEL
02/06	Uruguay	ILO	Consultant	Training in a Planning-Workshop on the Involvement in the Enhancement of Local Economy, in the context of the program REDEL in Montevideo
12/05	Spain	IDR	Trainer	Training of consultants of the Institute for Regional Development (Instituto de Desarrollo Regional, IDR) in Sevilla, in Facilitation Technique Metaplan™ and in Conflict Management
11/05	Paraguay	PTB	Consultant	Consultancy service to agents in the Export Value Chain Beef, aiming at the development of a National Certification-System
11/05	Nicaragua	PTB	Consultant	Regional Seminar for representatives of trade associations and institutions on Quality Systems, aiming at the reduction of technical trade barriers, and quality maintenance in Central America and the Dominican Republic
11/05	Uruguay	ILO	Consultant	PACA Basic Training [Participatory Appraisal of Competitive Advantage] for consultants and local agents in the region Treinta y Tres, Paysandú and Montevideo West, Charqueada, in the context of the program REDEL
10/05	Cuba	FES	Consultant	"Findings Mission" to Local Economic Development in Cuba, Friedrich-Ebert Foundation (FES)
10/05	Chile	CMC	Trainer	PACA Basic Training [Participatory Appraisal of Competitive Advantage] for consultant and local agents in the region Valparaíso, in cooperation with the Consultancy CMC Soluciones, Valparaíso
09/05	Argentina	UNSAM	Instructor	Master Class on Local Economic Development, UNSAM (Universidad San Martín) in San Rafael
09/05	Ecuador	IDS Sussex / Rockefeller Foundation	Consultant	Market Study on Consultancy and Training in Value Chains. Interviews with representatives of public and private Institutions active in GVC, Quito
08/05	Guatemala	GTZ	Consultant	Program PROMOCAP. „Findings Mission" to the program PROMOCAP and Sensitization, using the method „LED Café" in the region Huehuetenango
07/05	Germany	mesopartner	Trainer	Training and seminar on "Communication and Conflict Management" and "Pro-Poor Development" in the context of "LED Summer Academy" in Duisburg
07/05	Argentina	UNSAM	Instructor	Master Class on Local Economic Development, UNSAM (Universidad San Martín), in Buenos Aires
06/05	Chile	GFA-GTZ	Consultant	Program "Región Activa". Seminar on evaluation and re-design of the extensions applied to the methodology of PACA [Participatory Appraisal of Competitive Advantage], aiming at competitiveness advantages in the South of Chile
06/05-09/05	Guatemala, El Salvador, Nicaragua	PTB	Consultant	Project on the Quality Management within the Free Trade Agreement. Consultancy for national institutions of MSTQ (Measurement, Standards, Test and Quality). Pilot project on Value Chains Coffee, Cheese and other organic products
05/05	Italy	ILO	Trainer	LED-Conference in Turin: Training on Participatory Promotion of Local Economic Development
05/05	Costa Rica	PTB	Consultant	Consultancy on the National Quality System Costa Rica; Value Chain Sausages. Anniversary event on the National Quality Law and Balanced Scorecard of the Quality System
05/05	Peru	EU	Trainer	Project PROPOLI. Third PACA-Training of local agents on the outskirts of Lima and Supervision of the first implementation applying the methodology of PACA [Participatory Appraisal of Competitive Advantage]
03/05	Peru	EU	Trainer	Project PROPOLI. Second PACA-Training of local agents on the outskirts of Lima applying the methodology of PACA [Participatory Appraisal of Competitive Advantage]

02/05	Costa Rica	PTB	Consultant	Consultancy Mission "Strengthening of the National Quality System". Consultancy to the National Quality Council Costa Rica
12/04	Chile	GFA-GTZ	Trainer	Program "Región Activa". Training of local agents in the South Chile region applying the methodology of PACA [Participatory Appraisal of Competitive Advantage]
12/04	Chile	SNV	Consultant	Consultancy to the Network DELLA "Desarrollo Económico Local en Latinoamérica" (Local Economic Development in Latin America)
11/04	Peru	EU	Trainer	Project PROPOLI. PACA-Training of local agents on the outskirts of Lima applying the methodology of PACA [Participatory Appraisal of Competitive Advantage]
10/04	Cuba	FES	Trainer	Training of local agents and representatives in national development institutions, aiming at the promotion of local economy, Friedrich-Ebert Foundation (FES)
08/04	Argentina	AC Consultores	Lecturer	Speech on Local Economic Development, Conference on LED, in La Rioja
08/04	Nicaragua	GTZ	Consultant	Mission on the development of the LED component in the program PRODELFI (Desarrollo Local y Transparencia Fiscal: Local Development and Tax-Transparency)
08/04	Peru	InWEnt	Facilitator	Sensitization-Workshop and Facilitation Techniques for agents in Local Economic Development in the North of Peru, applying the methodology „The LED Café“
06/04	Argentina	UNSAM	Instructor	Master Class on Local Economic Development, UNSAM (Universidad San Martín), in Villa Ballester
06/04	Columbia	GTZ	Trainer	Training of consultants and local Colombian agents, applying the methodology of PACA [Participatory Appraisal of Competitive Advantage], in Pereira
05/04-05/05	Costa Rica	PTB	Consultant	Consultancy Mission for the strengthening of the National Quality Systems. Consultancy service to the National Quality Council Costa Rica
05/04	Ecuador	GTZ	Consultant	Participation in the first meeting on Exchanging Ideas on the application of the methodology PACA [Participatory Appraisal of Competitive Advantage] in Ecuador. Training of a PACA-Exercises and Implementation of the Balanced Scorecard in Local Economic Development
04/04	South Africa	mesopartner	Trainer	Cape Town, mesopartner internal meeting, Workshop with South African PACA-practitioners
03/04	Nicaragua	GTZ	Consultant	Training of Centro American consultants and implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in San Juan del Sur
01/04	Nicaragua	GTZ	Trainer	Training of Centro American consultants and implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in San Juan del Sur
12/03	Mexico	CEPAL	Trainer	Presentation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in the Congress Cluster in Central America, in Villahermosa
12/03	Nicaragua	GTZ	Consultant	Implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in the region Rivas
11/03	Ecuador	GTZ	Trainer	Training of consultants and implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in the Province of El Oro
10/03	Peru	InWEnt	Consultant	Implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in den Province of Juanjui and Nueva Cajamarca in Amazonia
10/03	Peru	USMP	Trainer	Workshop on participatory instruments in Local Economic Development, University of San Martín de Porres, Lima
09/03	Ecuador	GTZ	Consultant	Implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in the Province of El Oro.
07/03	Peru	InWEnt	Consultant	Implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in the Municipality of Picota, Province of San Martín
07/03	Peru	InWEnt	Trainer	Training of Colombian consultants and local agents in the methodology PACA [Participatory Appraisal of Competitive Advantage] in the Municipality of Tarapoto

06/03	Dominican Republic	GTZ	Consultant	Implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage] in the Provinces of La Vega and Monte Plata
01/03	Dominican Republic	GTZ	Trainer	Training of Dominican consultants in the methodology PACA [Participatory Appraisal of Competitive Advantage] in Santo Domingo
01/03	Bolivia	InWEnt	Consultant	Training of consultants and local agents and implementation of the methodology PACA [Participatory Appraisal of Competitive Advantage], in Camiri/Santa Cruz
01/03	El Salvador	GTZ	Trainer	Training courses of multipliers in the area of local and municipal Economic Development
01/03	Honduras	GTZ	Trainer	Training Course on Local Economic Development for the GTZ, Centro American coordination office in Roatán
11/99-06/02	Germany	ISA CONSULT GmbH	Consultant and Project Manager	Consultancy Services, Training and Research on Cluster Management and Investment Incentives in the Province of North Rhine Westfalia (Nordrhein Westfalen) ISA Consult GmbH, Dept. Regional Economic Consultancy, Bochum
05/96 - 10/99	Germany and Spain	EU and ISA CONSULT GmbH	Consultant	Consultancy and Research on Structural Changes in the Ruhr Area, with main focus on Logistics and Ports ISA Consult GmbH, Dept. Regional Economic Consultancy, Bochum/Germany Research on Labour Relations in Catalonia, Spain (01-04/1997) Research stay at the Institut d'Estudis Catalans, Barcelona/Spain
01/95-05/96	Spain	CIREM	Junior Consultant	Consultancy, Research and Training on Local Strategic Planning, Cluster Initiatives and Local Employment Initiatives. Research assistant at the Foundation CIREM, Barcelona, Department of Regional and Local Development.
09/91 - 12/94	Germany	University of Bremen	Research Assistant	Research Project on Regional Policy in Five European Countries for the EU Commission (EUREG) General Director XVI of the European Commission and University of Bremen, Dept. 8 Social Sciences
05/91-09/91	Germany	GEWOS	Junior Consultant	Regional Change Projects in Steel regions of former East Germany, EU-funded program RESIDER GEWOS (Gesellschaft für Wohnungsbau and Siedlungswesen)

15. Publications (selection):

The Relevance of Quality Infrastructure to Promote Innovation Systems in Developing Countries, working paper, International Technical Cooperation of PTB, Braunschweig 2009

Milestones in a process of innovation, change and development. A birthday anthology, together with others, Buenos Aires and Dortmund 2008

Territorial Competitive Benchmarking, mesopartner working paper, 09 / 2005

Why and When are Clusters Important for Growth and Productivity? Paper for the Interamerican Development Bank (IADB), Mayo 2004 (co-published with Jörg Meyer-Stamer)

“The LED Café”

Co-Author of the PACA Manual, 5th Edition, 2004

Editor Newsletter “PACA Novedades”, since 2003

“Perspektiven der Strukturpolitik an der Ruhr” (Perspectives of Structural Change in den Ruhr Area”, (Co-publisher with Uwe Kremer and Andrea Hoppe); in: Ziegler, A./ Gerlach, F.(Hg.), Perspektiven der Strukturpolitik, Düsseldorf 2004

PhD thesis, „Regionale Autonomie und Arbeitsmarktpolitik. Untersuchung zur Verteilung arbeitsmarktpolitischer Kompetenzen im spanischen Autonomiestaat“ von Ulrich Harmes-Liedtke von Lang, Peter, GmbH, Europäischer Verlag der Wissenschaften (Paperback - October 1999)

16. Contact Details

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updated: December 2009
