VINOD K. AGGARWAL

Office Address:
Berkeley APEC Study Center
University of California
Berkeley, CA 94720-1970
Tel.: 510-642-2817
Fax : 510-642-9515
Email: vinod@berkeley.edu
http://basc.berkeley.edu

Home Address:
180 Somerset Road
Piedmont, CA 94611
Tel.: 510-658-5957
Fax: 510-658-2925

PROFESSIONAL EXPERIENCE

Current University of California at Berkeley Positions:
Director, Berkeley APEC Study Center (BASC)
Professor, Department of Political Science
Affiliated Professor, Haas School of Business

Other Concurrent Positions:
Abe Fellow, Japan Foundation, 2008-2009
Editor-in-Chief, *Business and Politics,* http://www.bepress.com/bap/
Co-Chair, U.S. Consortium of APEC Study Centers
Fellow, Center for Globalisation Research, School of Business and Management, U. of London

Previous Appointments:

5/09-6/09 Visiting Professor, INSEAD, France

3/09 National Trade Union Congress Visiting Professor of International Economic Relations, Rajaratnam School of International Studies, Nanyang Technological University, Singapore

1/09-2/09 Visiting Professor, INSEAD, France

5/08 Visiting Professor, Yonsei University, Seoul, Korea

2005- Visiting Professor, University of Geneva IOMBA program

9/03-6/04 Fellow, Woodrow Wilson Center for International Scholars, Washington D.C.

5/04- Visiting Professor, INSEAD, France

6-04

9/02-6/04 Associate Fellow, International Economics Program, The Royal Institute of International Affairs (Chatham House), London, U.K.

6/00-8/00 Visiting Fellow, Program on International Economics and Politics, East-West Center, Honolulu

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

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

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

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

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

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

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

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

EDUCATION

Ph.D. (1981) Stanford University, Political Science (focus on 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: Seattle, Washington
Citizenship: U.S.
Languages: Fluent in Italian, Spanish, and Hindi. Working knowledge of French.

RESEARCH INTERESTS

International Politics of Trade—the interaction of business and governments with respect to 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 political economy
Comparative foreign economic policies
International organizations
International relations

9/80-present **Graduate** (classes of 10-60 students)
Theories in international political economy
Business and public policy (MBA students at the Haas School of Business, UC Berkeley) and IOMBA, University of Geneva
The development and implementation of nonmarket corporate strategies (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)
Corporate strategy in the international political economy (for MBAs in International Economics and Management), SDA, Bocconi, Milan, Italy) and MBA students (STOA', Naples, Italy)
East Europe in the world economy
The evolving European Union
International political economy (ASERI), Milan
International trade and monetary relations, ISPI, Milan.
International Relations (for INSEAD MBAs)

Executive Education (30-50 participants)

1992- Regular participant in the Haas Executive Education program, UC Berkeley. Rated highest among all faculty members in month-long program, 2000.

9/02-12/08 Executive Program for Cisco Executives

9/02 Gordon Institute of Business Science Executive Program, University of Pretoria, South Africa

9/94 Lectured on "Changes in the Global Economy" for the Japan-Focused Executive MBA Program, University 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

9-09 APEC Technical Assistance and Training Facility, US AID: study on engaging ABAC and civil society in Asia-Pacific Economic Cooperation (APEC)

1-08 U.S. Department of State: The Future of Trade Agreements in the Asia-Pacific

6-07 U.S. Department of Defense: Trade policy, for a conference on “Trends and Shocks”

4-07 ASEAN: organized a conference and developed background materials for “ASEAN talks Business,” ASEAN Secretariat

8-06 ASEAN: US AID project, prepared a study on integration strategies

4-05 International Labor Organization (ILO): prepared a study on business association lobbying strategies

6/03- International Organizations MBA program, University of Geneva: Chair, International Advisory Board

12/02 World Trade Organization (WTO): co-principal Speaker, Training Program for Negotiators for Developing Countries

7/99-1/00 Global Mechanism of the U.N. Conference to Combat Desertification (housed in the International Fund for Agricultural Development, Rome): explored linking debt reduction to environmental conditionality

5/99 East-West Center, Honolulu: search committee member for economists

10/98 World Bank: prepared a study comparing debt rescheduling outcomes in Asia and Latin America

5/97 Central European University, Budapest: external reviewer for the Department of Economics, with Profs. John Harsanyi and Anders Åslund

1994- Asia-Pacific Economic Cooperation (APEC): Adviser to Dr. C. Fred Bergsten, Chairman, Group of Eminent Persons

10/91 Organization for Economic Cooperation and Development (OECD): prepared a study on trading companies and export strategies for small and medium-size enterprises in Eastern Europe

1/85-9/85 Group of Thirty, New York: research on cooperation and conflict among banks and governments in the current debt crisis, Group of Thirty, New York

12/84-12/85 OECD: research and writing for a study entitled the *Costs and Benefits of Protection*, published by the OECD in preparation for the GATT Uruguay Round

11/83-2/83 United Nations Conference on Trade and Development (UNCTAD): prepared a study on U.S. public policy and corporate strategies in textile trade

3/82-4/82 UNCTAD: preparation of a portion of a handbook for negotiators in international trade

1/80-6/80 U.S. Department of Commerce: wrote a study of U.S. policy options regarding industrial adjustment problems in the American textile and apparel industries

6/75-9/75 Dirección General de Economía Agrícola, Government of Mexico: examined the political implications of agricultural land reform

SELECTED CORPORATE CONSULTING EXPERIENCE

9/09- Globalization and corporate strategy, Genentech, Inc.

9/02-12/08 Focus on trends in the global economy and strategic responses for Cisco, Inc.

7/08 Globalization strategies, Molex, Inc.

4/08 Talk on Asia Pacific trends, Russell Investments 20-20 Annual Meeting

3/08 Talk on “Thriving in an Era of Globalization,” Cisco, Inc. Cisco Manufacturing Leadership Meeting

10/07 Globalization and strategy, ING, Inc.

5/07 Doing business in India, VOD, Cisco, Inc.

2/07 Discussion of global trade, Investment Management Consultants Association

10/06 Analysis of the global political economy and strategic responses for Statoil.

10/04 Internationalization strategies, Avaya, Inc.

3/04 Strategic responses to the changing trading order, Bracco Pharmaceuticals, Milan, Italy

4/03 Strategies for the changing international economy, Qualcomm Inc.

11/00 Analysis of regionalism in the global economy, Herman Miller, Inc.

11/98 Analysis of the Asian crisis and APEC, Italcementi, Italy.

9/98 Project on global finance and regulation, 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—Strategy for importers and retailers

HONORS & GRANTS

EU European Union Center of Excellence, UC Berkeley, “Challenges to the Transatlantic Relationship,” 2008-2011.

Abe Fellowship, Japan Foundation. Leave for one year (2008-2009) to conduct research on Asian trade policies.

Principal Investigator (joint), project on East Asian Regionalism, Kim Dae-jung Presidential Library Fund, South Korea, 2007-2009, $50,000.

Principal Investigator (joint), project on Northeast Asia's Regionalization, funded by the East Asia Foundation, South Korea, 2005-2007, $30,000.

Winner, Earl Cheit Outstanding Teaching Award for MBA teaching, 2005, Haas School of Business, University of California at Berkeley.

Principal Investigator, project on Asia's New Institutional Architecture, funded by the Center for Global Partnership, Japan Foundation, 2005-2007, $120,000.

Runner-up, Earl Cheit Outstanding Teaching Award for MBA teaching, 2003, Haas School of Business, University of California at Berkeley.

Principal Investigator, project on EU-US relations in Trade and Security, Swedish Institute for European Policy Studies, 2003-2006, $136,000.

Principal Investigator, project on Bilateral Trade Agreements in the Asia-Pacific, funded by the Center for Global Partnership, Japan Foundation, 2002-2004, $120,000.

Principal Investigator, International and Domestic Dimensions of Mexico's Foreign Economic Relations, UC Mexus, 2002-2003, $15,000.

Principal Investigator, European Union Transregional and Interregional Strategies, Institute of European Studies, UC, 2001-2003, $50,000.

Classroom Technologies Grant for Teaching, UC Berkeley, 2001-2002, $2,500.

Principal Investigator, Regional and International Trade Strategies in Latin America, 2000-2002, funded by CLAS and Woodrow Wilson Center, $40,000.

Principal Investigator, Institutional Design and Theories of International Cooperation, 2000-2001, funded by SCORE, Stockholm, $37,000.

Principal Investigator, project on "Japanese, American, and European Firms' Market and Nonmarket Strategies in Asia," funded by the Center for Global Partnership, Japan Foundation ($245,000 total with first year funding granted 1998-9; 2nd year February 2000; 3rd year February 2001).

Principal Investigator, Joint Syllabus Development grant on Comparative Regionalism, (University of California, Berkeley, Graduate Institute of International Studies, Waseda University), SYLFF, Tokyo Foundation, 2000-2001.

Winner, Earl Cheit Outstanding Teaching Award for Ph.D. teaching, 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, 1997-2002 ($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, $15,000.

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

Academy of Management
American Economic Association
American Political Science Association — Chair of International Political Economy Division, 1994 meetings
The Bretton Woods Committee, member, 2004-2007
California Council for International Trade— Board Member, 1996-1999
California Trade Educational Council, Chair, Advisory Board, 1999-2002, Member, 1999-2004
Council on Foreign Relations, Term Member (1987-92) and Lifetime Member, 2004-
Pacific Council on International Economic Policy, Western Partner of the Council on Foreign

Relations, Charter Member
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
Peace Science Society (International)—Organizing Chairman (1977-1979) & Secretary (1978-1979), Western Section
U.S. Asia-Pacific Council, Founding Member
Referee, various political science, business, and economics journals
Member, Editorial Board, *International Organization* (1988-1991)
Member, Editorial Board, *Swiss Political Science Review* (1995-2004)
Member, Editorial Board, *Politics and Society*
Member, Editorial Board, *Pacific Review*
Editor-in-Chief and Founder, *Business and Politics*
Member, Editorial Board, *World Scientific Studies in International Economics*
Member, Editorial Board, Cambridge University Book Series on "Business and Public Policy"
Editor, Springer Book Series on "The Political Economy of the Asia Pacific"

UNIVERSITY COMMITTEES

Chair, International Relations Search, Department of Political Science (1990-1992), (1999-2001), and member (1994-5, 2001-2008)
IR Field Coordinator, Department of Political Science (2007-)
Co-chair, Berkeley Colloquium on International Relations (1990-2006)
Member, Admissions Committee (1995-8, 2001-2)
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)
University-wide Committee on UC Extension Programs (2001-3)

INVITED LECTURES (does *not* include standard association conference presentations)

"Game Change: Taking stock of a new global landscape," keynote panelist, Forbes Global CEO conference, Kuala Lumpur, Malaysia, September 2009.

"The Perils of Consensus: How ASEAN's Meta-Regime Undermines Economic and Environmental Cooperation," Academia Sinica, Taipei, Taiwan, August 2008.

"Linking Trade and Security in the Asia-Pacific: The WTO, PTAs, Opportunistic Protectionism, and the Financial Crisis," 13th Asia-Pacific Security Forum, Taipei, Taiwan, August 2008.

"Using and Abusing Government Intervention and Trade Policy in the 2009-2010 Financial Crisis," The 5th Jeju Peace Forum, South Korea, August 2009.

"Understanding the Rise of Preferential and Regional Trade Agreements," Global Institute for Regional Integration, Waseda University, August 2009.

"Look West: The Evolution of U.S. Trade policy Toward Asia," TFCTN Distinguished Guest Speaker Series, RSIS-TFTCN Public Lecture, Singapore, March 2009; Pudong Institute, Shanghai, July 2009; and Asian Development Bank Institute Distinguished Speaker Seminar Series, Tokyo, August 2009.

"The U.S., APEC, and East Asian Integration: Policy Trends and Options," Chinese Academy of Social Sciences, Beijing, July 1, 2009.

"ASEAN Integration: Problems and Prospects," Institut Supérieur de l'Armement et de la Défense (ISAD), l'Université Paris 2, June 2009.

Lecture series in Japan on U.S. trade policy and the financial crisis, sponsored by the U.S. Embassy, Tokyo, April 2009.

"The Implications of Free Trade Agreements" APEC CEO Summit, Lima, Peru, 20-23 November 2008.

"The Political Economy of a Free Trade Area of the Asia-Pacific: A U.S. Perspective," Academia Sinica, August 2009.

"Whither Free Trade in the Asia Pacific?" Cambridge University, July 2008.

"Five Myths about the Global Economy," University of Bath, July 2008.

"European and International Financial Markets," Aspen Italy Seminar for Leaders, Venice, May 2008.

"Reluctance to Lead: The Evolution of U.S. Trade Policy, 1st Transatlantic Economic Dialogue, SAIS and the BMW Stiftung Herbert Quandt, Washington D.C., March 2008.

"PTAs and the WTO," World Trade Organization Public Forum 2007, Geneva, October 2007.

"Interregionalism: A Passing Fad?" Keynote Speech, GARNET Ph.D. School, Brussels, June 2007.

"Engaging Asia: American and European Trade Strategies," European Commission, EU, Brussels, June 2007

"Promoting ASEAN Integration: The Role of the Private Sector," Keynote Speech, ASEAN Talks Business Conference, ASEAN Secretariat, Jakarta, April 2007.

"FTAs in the Post-WTO World," Keynote speech, Roundtable on the State of FTAs, Center for International Studies, USC, March 2007.

"Prospects for APEC," ABAC Meeting, Seattle, February 2007.

"The New Architecture of the Global Trading System," Investment Management Consultants Association, San Francisco, February 2007.

"Negotiations with Advanced Developing Countries," Woodrow Wilson International Center for Scholars, Washington, D.C., November 2006.

"Prospects for a Free Trade Area of the Asia Pacific," Lee Kuan Yew School of Public Policy, National University of Singapore and Nanyang University (August 2006), Japan Association of International Relations 50th Anniversary (October 2006) and University of St. Gallen (November 2006).

"APEC's Role in Promoting Free Trade," ABAC 10th Anniversary Meeting, Cebu, Philippines, August 2006.

"Visions of Regionalism in Northeast Asia," Shorenstein Asia-Pacific Research Center Stanford University, May 2006.

"Regional Trade Agreements," Conference on "The Transformation of Asia in the 21st Century," TiE Silicon Valley Conference Center, March 2006.

"Does World Trade Work for America?" Woodrow Wilson Center for International Scholars/University of Portland, October 2005.

"Challenging the WTO? The Rise of Preferential Trade Arrangements," 3rd Jeju Peace Forum, Korea, June 2005

"U.S. Trade Policy," Global Business Network Worldview, March 2005

"Responding to a Globalized Economy," Northern California World Affairs Council, October 2004.

"India's Strategies in a Global Economy," Sangam 2004 forum, October 2004.

"Regionalization and Globalization," Global Business Network Annual Forum, October 2004.

"East Asian Regionalism," SAIS, Washington, D.C., April 2004.

"U.S. Trade Policy in the 21st Century," Pardee Conference, Boston University, April 2004.

“Beyond Network Power: The Dynamics of Formal Economic Integration in East Asia,” Harvard Business School, March 2004.

“The FTAA and Beyond?” Konrad Adenauer Foundation conference in Puebla, Mexico, March 2004

“Region, Regionalism and Building Regional Identity: A Comparative Perspective,” East Asian Forum Inaugural Meeting, Seoul, Korea, December 2003, key forum for ASEAN plus Three discussions).

“The New Bipolarity: EU and U.S. Policy in World Trade and Security Relations,” Swedish Institute of European Policy Studies, Stockholm, August 2003.

“New Forms of Organizing Trade in the Asia Pacific,” APARC, Stanford University, February 2003.

“The Steel Trade Crisis and Transatlantic Relations,” Economics and Security Committee of the NATO Parliamentary Assembly, May 2002.

“APEC and Its Competitors,” presented at a Symposium on “Mexico and APEC,” University of Guadalajara, April 2002.

“The Changing Trading Order,” CalTrade Leadership group, Bay Area Economic Forum, February 2001.

"Organizing Trade in the Asia-Pacific After Seattle," Program on U.S. Japan Relations, Harvard University, February 2001.

“Options for Trade Liberalization in the Asia Pacific Region,” Liu Centre for the Study of Global Issues, University of British Columbia, February 2001.

“Coming Trade Conflicts,” Great Decisions 2001, World Affairs Council, San Francisco, February 2001.

“The New Trading System,” Asia Pacific Executive Forum, East-West Center, January 2001.

“Trade Conflict and Onset of Regionalism,” Monterey Congressional Forum on International Trade Policy, January 2001.

“Strategies for a New Trading Order,” Bay Areas World Trade Center’s Economic, Political, and Trade Services Outlook for 2001, January 2001.

“After Seattle,” Global Watch Roundtable, ISPI, Milan, Italy, May 2000.

“The Evolution of Debt Crises,” presented at a conference entitled “A Challenge to Leadership in the New Millenium: The Sovereign Debt Crises in the New Global Financial System,”

sponsored by City University Business School and the International Economics Programme of The Royal Institute of International Affairs, and organized by the London Goodenough Trust, May 2000.

"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 Millenium Round," Agenzia di Ricerche e Legilazione (AREL), Rome, March 1999 (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.

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.

“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, October 1989 (in Spanish).

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***,** (with Pierre Allan and Daniel Lachat), Paris: L'Harmattan, 1997).

Le Renseignement Stratégique D'entreprise, (with Pierre Allan and Daniel Lachat), (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:

The Evolution of East Asian Regionalism: Ideas, Interests, and Domestic Institutions (with Seungjoo Lee) (New York: Springer, forthcoming).

Northeast Asia: Ripe for Integration? (with Min Gyo Koo, Seungjoo Lee, and Chung-in Moon) (New York: Springer, 2008).

Asia's New Institutional Architecture: Evolving Structures for Managing Trade, Financial, and Security Relations (with Min Gyo Koo) (New York: Springer 2007).

Bilateral Trade Agreements in the Asia-Pacific (with Shujiro Urata) (London: Routledge, 2006).

*European Union Trade Strategies: Between Globalism and Regionalism (*with Edward Fogarty), (London: Palgrave, 2004).

The Strategic Dynamics of Latin American Trade (with Ralph Espach and Joseph Tulchin), (Woodrow Wilson Press and Stanford University Press, 2004).

Winning in Asia, U.S. Style: Market and Nonmarket Strategies for Success, (New York: Palgrave, 2003).

Sovereign Debt: Origins, Management, and Restructuring, (with Brigitte Granville) (London: RIIA, 2003).

Winning in Asia, Japanese Style: Market and Nonmarket Strategies for Success, (with Shujiro Urata), (New York: Palgrave, 2002). Translated into Japanese and published by Waseda University Press, 2004.

Winning in Asia, European Style: Market and Nonmarket Strategies for Success, (New York:

Palgrave, 2001).

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

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

ARTICLES

"Look West: The Evolution of U.S. Trade Policy Towards Asia," *Globalizations*, in press.

"The Perils of Consensus: How ASEAN's Meta-regime Undermines Economic and Environmental Cooperation" (with Jonathan Chow), *Review of International Political Economy*, in press.

"Reluctance to Lead: U.S. Trade Policy in Flux," *Business and Politics*, in press.

"The Evolution of Regionalism in East Asia" (with Min Gyo Koo), *Journal of East Asian Studies*, Vol. 7, No. 3, pp. 360-369, Fall 2007.

"The Political Economy of a Free Trade Area of the Asia-Pacific: A U.S. Perspective," *Business Asia*, Vol. 14, No. 2, pp. 10-16, 2006.

"Shifting Ground: Is it Finally Time?" (with Min Gyo Koo), *Global Asia***,** Vol. 1, No.1, pp. 28-41, September 2006.

"The Evolution of APEC and ASEM: Implications of the New East Asian Bilateralism" (with Min Gyo Koo), *The European Journal of East Asian Studies*, Vol. 4, No. 2, pp. 233-264, Fall 2005.

"The Limits of Interregionalism: The EU and North America" (with Edward Fogarty), *Journal of European Integration*, Vol. 27, No. 3, pp. 327-346, September 2005.

"Beyond Network Power: The Dynamics of Formal Economic Integration in Northeast Asia" (with Min Gyo Koo), *Pacific Review*, Vol. 18, No. 2, pp. 189-216, June 2005.

"Comment on 'Common Goods, Matrix Games, and Institutional Response by Katharina Holzinger (with Cédric Dupont)," *European Journal of International Relations*, Vol. 9, No. 3, pp. 475-478, 2003.

"Can Transnational Corporations Serve as Engines of Development," *Economia e Politica Industriale* n. 112, 2002.

"Goods, Games, and Institutions: Response to Wallner" (with Cédric Dupont), *International*

Political Science Review, Vol. 23, No. 4, October 2002, pp. 402-410.

"Corporate Market and Nonmarket Strategies in Asia: A Conceptual Framework," *Business and Politics*, Vol. 3, No. 2, August 2001, pp. 89-108.

"Preface," special issue on Market and Nonmarket Strategies in Asia, *Business and Politics*, Vol. 3, No. 2, August 2001.

"How Open Sectoral Agreements Undermine the WTO" (with John Ravenhill), *Asia Pacific Issues*, No. 50, February 2001.

"Analyzing NATO Expansion: An Institutional Bargaining Approach," *Contemporary Security Policy*, Vol. 21, No. 2, August 2000, pp. 63-82.

"Goods, Games, and Institutions" (with Cédric Dupont), *International Political Science Review*, Vol. 20, No. 4, October 1999, pp. 393-409.

"Le Strategie degli Stati Uniti nel Milennium Round" [U.S. Strategy in the Millenium Round], *IAI Papers*, 1999, pp. 79-96.

"Mexican Meltdown: States, Markets, and post-NAFTA Financial Turmoil" (with Maxwell Cameron). *Third World Quarterly*, Vol. 17, No. 5, 1996.

"Modeling Peruvian Debt Rescheduling in the 1980s" (with Maxwell Cameron). *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" (with Robert Keohane and David Yoffie). *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

"Have Long-Established Patterns of Protectionism Changed During this Crisis: A Sectoral Perspective (with Simon J. Evenett), in Simon J. Evenett, ed., *Broken Promises: a G20 Summit Report by Global Trade Alert* (London: CEPR, 2009).

"The Dynamics of Trade Liberalization," in Helen Milner and Andrew Moravcsik, eds. *Power, Interdependence, and Non-State Actors in World Politics* (Princeton: Princeton University Press, 2009).

"Economic and Security Institution Building in Northeast Asia: An Analytical Overview," (with Min Gyo Koo) in Vinod K. Aggarwal, Min Gyo Koo, Seungjoo Lee, and Chung-in Moon, eds., *Northeast Asia: Ripe for Integration?* (New York: Springer, 2008), pp. 1-29.

"The Future of Northeast Asia's Institutional Architecture," (with Min Gyo Koo and Seungjoo Lee) in Vinod K. Aggarwal, Min Gyo Koo, Seungjoo Lee, and Chung-in Moon, eds., *Northeast Asia: Ripe for Integration?* (New York: Springer, 2008), pp. 245-262.

"An Institutional Path: Community Building in Northeast Asia," (with Min Gyo Koo) in G. John Ikenberry and Chung-in Moon, eds., *The United States and Northeast Asia: Debates, Issues, and New Order* (Rowman and Littlefield, 2007).

"Northeast Asia's Economic and Security Regionalism: Withering or Blossoming?"(with Min Gyo Koo) in Gi-Wook Shin and Dan Sneider, eds., *Regionalism in Northeast Asia* (Stanford University Press and the Brookings Institution, 2007).

"Asia's New Institutional Architecture," (with Min Gyo Koo) in Vinod K. Aggarwal and Min Gyo Koo, eds., *Asia's New Institutional Architecture: Evolving Structures for Managing Trade, Financial, and Security Relations* (New York: Springer, 2007).

"India's Shifting Trade Policy," (with Rahul Mukherji) in Vinod K. Aggarwal and Min Gyo Koo, eds., *Asia's New Institutional Architecture:Evolving Structures for Managing Trade, Financial, and Security Relations* (New York: Springer, 2007).

"The Past, Present, and Future of Asia's New Institutional Architecture," (with Min Gyo Koo) in Vinod K. Aggarwal and Min Gyo Koo, eds., *Asia's New Institutional Architecture: Evolving Structures for Managing Trade, Financial, and Security Relations* (New York: Springer, 2007).

"The Political Economy of a Free Trade Area of the Asia-Pacific: A U.S. Perspective," in Charles Morrison and Eduardo Pedrosa, eds., *An APEC Trade Agenda? The Political Economy of a Free Trade Area of the Asia-Pacific*, (Singapore: ISEAS, 2007), pp. 37-72.

"Undermining the WTO?," in *Building a Northeast Asian Community, Volume II: Economic Cooperation and the Role of Jeju Island* (Seoul: Yonsei University Press, 2006).

"The Evolution and Implications of Bilateral Trade Agreements in the Asia-Pacific," (with Min Gyo Koo) in Vinod K. Aggarwal and Shujiro Urata, eds., *Bilateral Trade Agreements in the Asia-Pacific* (London: Routledge, 2006).

"Bilateral Trade Agreements in the Asia-Pacific," in Vinod K. Aggarwal and Shujiro Urata, eds., *Bilateral Trade Agreements in the Asia-Pacific* (London: Routledge, 2006).

"Asia-Pacific Economic Cooperation (APEC): Transregionalism with a New Cause?" (with Elaine Kwei), in Heiner Hänggi, Ralf Roloff, and Jürgen Rüland, eds., *Interregionalism and International Relations A Stepping Stone to Global Governance?* (Oxfordshire: RoutledgeCurzon, 2005).

"Collaboration and Coordination in the Global Political Economy" (with Cédric Dupont), in John Ravenhill, ed., *Global Political Economy* (Oxford: Oxford University Press, 2004).

"Explaining Trends in EU Interregionalism" (with Edward Fogarty), in Vinod Aggarwal and Edward Fogarty, eds., *European Union Trade Strategies: Between Globalism and Regionalism* (London: Palgrave, 2004).

"Between Regionalism and Globalism: European Union Transregional and Inter-Regional Trade Strategies" (with Edward Fogarty), in Vinod Aggarwal and Edward Fogarty, eds., European Union Trade Strategies: Between Globalism and Regionalism (London: Palgrave, 2004).

"Conclusions" (with Ralph Espach and Joseph Tulchin), in Vinod Aggarwal, Ralph Espach, and Joseph Tulchin, eds., *The Strategic Dynamics of Latin American Trade* (Stanford: Stanford University Press, 2004).

"Diverging Trade Strategies in Latin America: An Analytical Framework" (with Ralph Espach), in Vinod Aggarwal, Ralph Espach, and Joseph Tulchin, eds., *The Strategic Dynamics of Latin American Trade* (Stanford: Stanford University Press, 2004).

"Lessons from Americans Firms' Strategies in Asia," in Vinod Aggarwal, ed., *Winning in Asia, U.S. Style: Market and Nonmarket Strategies for Success* (New York: Palgrave, 2003).

"Analyzing American Firms' Market and Nonmarket Strategies in Asia," in Vinod Aggarwal, ed., *Winning in Asia, U.S. Style: Market and Nonmarket Strategies for Success* (New York: Palgrave, 2003).

“Sovereign Debt Management: Lessons and Policy Implications” (with Brigitte Granville) in Vinod Aggarwal and Brigitte Granville, eds., *Sovereign Debt: Origins, Management, and Restructuring*, (London: RIIA, 2003), pp. 281-287.

“The Evolution of Debt Crises: Origins, Management, and Policy Lessons,” in Vinod Aggarwal and Brigitte Granville, eds., *Sovereign Debt: Origins, Management, and Restructuring*, (London: RIIA, 2003), pp. 11-35.

“Introduction” (with Brigitte Granville) in Vinod Aggarwal and Brigitte Granville, eds., *Sovereign Debt: Origins, Management, and Restructuring*, (London: RIIA, 2003), pp. 3-10.

“A Leader in Institutional Design? Europe and the Governance of Trade and Monetary Relations” (with Cédric Dupont), in Henryk Kierzkowski, ed., *Europe and Globalization* (London: Palgrave), 2002, pp. 114-142.

“Lessons from Japanese Firms’ Strategies in Asia,” in Vinod Aggarwal and Shujiro Urata, eds., *Winning in Asia, Japanese Style: Market and Nonmarket Strategies for Success* (New York: Palgrave, 2002), pp. 243-271.

“Analyzing Japanese Firms' Market and Nonmarket Strategies in Asia,” in Vinod Aggarwal and Shujiro Urata, eds., *Winning in Asia, Japanese Style: Market and Nonmarket Strategies for Success* (New York: Palgrave, 2002), pp. 3-26.

“Strategy Without Vision: The U.S. and Asia-Pacific Economic Cooperation” (with Kun-Chin Lin), in Jürgen Rüland, Eva Manske, and Werner Draguhn, eds., *APEC: The First Decade* (London: Curzon Press), 2002, pp. 91-122.

"Negotiation and Bargaining: Organizational Aspects” (with Cédric Dupont) in *International Encyclopedia of the Social and Behavioral Sciences*, edited by Neil J. Smelser and Paul B. Bates (Elsevier, 2001), pp. 10473-10477.

“Economics: International Trade,” in P.J. Simmons and Chantal de Jonge Oudraat, eds., *Managing Global Issues: Lessons Learned* (Washington, D.C.: The Carnegie Endowment for International Peace), 2001, pp. 234-280.

“Lessons from European Strategies in Asia,” in Vinod Aggarwal, ed., *Winning in Asia, European Style: Market and Nonmarket Strategies for Success*,(New York: Palgrave, 2001), pp. 257-279.

“Analyzing European Firms’ Market and Nonmarket Strategies in Asia,” in Vinod Aggarwal, ed.,
Winning in Asia, European Style: Market and Nonmarket Strategies for Success,(New York: Palgrave, 2001), pp. 3-27.

"APEC and Trade Liberalization after Seattle: Transregionalism without a Cause? In Maria Weber, ed., *Reforming Economic Systems in Asia: A Comparative Analysis of China, Japan, South Korea, Malaysia and Thailand* (Cheltenham: Elgar), 2001, pp. 149-178.

"APEC as an Institution" (with Kun-Chin Lin), in Richard E. Feinberg and Ye Zhao, eds., *Assessing APEC's Progress: Trade, Ecotech, and Institutions* (Singapore: ISEAS), 2001, pp. 177-190.

"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* (New York: St. Martin's Press), 2000, pp. 67-86.

"APEC as an International Institution" (with Charles Morrison), in Ippei Yamazawa, ed., *APEC: Its Challenges and Tasks in the 21st Century* (New York: Routledge), 2000, pp. 298-324.

"Creating and Modifying Institutions: The Role of Bargaining, Linkages, and Nesting," in Jan Andersson, *Internationalization, Economic Dependence, and National Security* (Stockholm: The Swedish Institute of International Affairs), 2000, pp. 33-56.

"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, pp. 173-198.

"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* (Northhampton, MA: Edward Elgar Publishing, 2000), pp. 105-139.

"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" (with Charles Morrison), 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 the 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" (with Pierre Allan), 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" (with Pierre Allan), 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" (with Pierre Allan), 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" (with Pierre Allan), 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, Preferènzie, e Giòchi: Verso una Teorìa della Contratazióne Internazionale" [Goals, Preferences, and Games: Toward a Theory of International Bargaining] (with Pierre Allan), 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

Review of *New Free Trade Agreements in the Asia-Pacific* by Christopher Dent. In *Asian-Pacific Economic Literature*, 2007.

Review of *Towards an Asian Economic Community* edited by Nagesh Kumar. In the *Journal of Asian Business*, 2007.

Review of *Trade Liberalization and APEC edited by Jiro Okamoto*. In *Asian-Pacific Economic Literature*, November 2006.

Review of *International Economic Negotiations: Models versus Reality* edited by Victor Kremenyuk and Gunnar Sjöstedt. In the *Journal of Economic Literature*, 2003.

Review of *Banking on Stability: Japan and the Cross-Dynamics of International Financial Crisis Management* by Saori N. Katada. In the *American Political Science Review*, 2003.

Review of *Asia-Pacific Issues in International Business* edited by Sidney J. Gray, Sara L. McGaughey, and William R. Purcell. In the *Journal of Asian Business*, 2003.

"Debt, the Environment, and New Forms of Conditionality: Research Issues," paper presented at a MacArthur Workshop on Globalization, Governance, and the Environment April 14-15, 2000 Institute of International Studies, University of California, Berkeley.

"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).

"Multinationals and the Trading System." Paper prepared for UNCTAD, Geneva, December 1989.

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" (with Pierre Allan). Paper presented at the American Political Science Association meetings, Chicago, September 1-4, 1983.

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

October 2009