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Paolo von Schirach is a Washington, DC based economics and security policy analyst, management consultant, writer and lecturer. Over more than 25 years Paolo developed a strong interdisciplinary approach to research, policy analysis, teaching and international consulting. His broad expertise includes in depth study of the interconnections between ideologies, political culture and policies to identify and understand key trends in international affairs, US foreign and defense policies, macroeconomic issues, competitiveness, resource management, energy, investment promotion strategies, and sustainable economic development in emerging markets. Originally Italian and Austrian, naturalized American in 1989, Paolo has worked extensively in Europe, many African countries, Egypt, China, India, Vietnam, Cambodia, Bangladesh and more.

Experience

Current

- **Founder and Editor - www.SchirachReport.com**, an on line publication focusing on analysis and commentary on globalization trends, US politics, economics, energy, Europe, China, security issues and international affairs. The www.SchirachReport.com is updated daily.
- **Commonwealth Partners, Inc. of Pennsylvania, Vice President, Harrisburg and Washington DC** – Manage Washington, DC operations an international outreach for consulting firm specialized in the identification and marketing of innovative green technologies and state of the art renewable energy solutions that support sustainable development, while promoting efficient natural resource management.
- **Gateway Development International, GDI, Senior Advisor, Washington, DC** – Working closely with GDI's CEO, Paolo provides strategic advice on the marketing and distribution of innovative technologies aimed at promoting energy efficiency and sustainable development in emerging markets and in the USA. GDI products and advisory services focus on housing, construction, waste water treatment and recycling.
- **EnergyPact Foundation, Geneva, and Washington, DC** - In close coordination with EnergyPact Senior Management, lead promotion in the USA of foundation agenda on sustainable energy solutions for developed and developing countries, with special focus on strategies fostering effective resource management, sustainable development, integration of fossil fuels sectors and renewable energy in emerging markets national plans. Other activities include developing

dialogue with key US based energy corporations, policy makers, sector experts and Washington based multilateral lending institutions, (World Bank, IFC, and IDB). Geneva based EnergyPact Foundation works in close partnership with UNCTAD, The Asian Development Bank and *The Financial Times* newspaper.

- **Advisory Board Member** - KETEC, “*Keystone Energy Technology Enterprise Center*”, a Pennsylvania based incubator for sustainable economic development industries aimed at promoting renewable energy projects and green technologies.
- **Lecturer** – Lectures on US economic and security policies, international affairs and sustainable development to government, university and business audiences in the US and abroad. *Recent Examples:* Speaker at the EnergyPact/UNCTAD Annual Conference in Geneva to discuss US energy outlook and future trends in renewable sources. Provided analysis of the European debt crisis for US diplomats attending a course at the Foreign Service Institute of the US Department of State. Hosted by the Shanghai Municipal Government to deliver lectures on international issues and US-China relations at Fudan University.

Teaching

- **Adjunct Professor of International Development, Master of Science Program of the School of Foreign Service, (MSFS), at Georgetown University, Washington, DC** - (2004 - 2007). Taught graduate courses on Public Private Partnerships, (PPPs), and innovative alliance building strategies between donors and the private sector aimed at boosting Foreign Direct Investment (FDI) levels for effective resource management and sustainable development.

Media/Writing/Public Speaking

- Long track record in media and public speaking in the US and abroad. Contributor to *United Press International*, (UPI). Since 1995 Washington, DC contributor to *Swiss Radio* with frequent reports and interviews on US politics, security, economics and social issues. US correspondent for the Rome Italian economic monthly, *Terzafase*, (1984-1992). Columnist for the main Milan based Italian financial daily newspaper, *IL Sole 24 Ore* (1986-1990), and for the Milan based economics weekly *Mondo Economico*. (1986-1990).

Forthcoming Article:

- Chapter on: “*The roots of political and violence and terrorism*” for TRAC, Terrorism Research & Analysis Consortium, Beacham Publishing

Articles appeared in:

- The Washington Post, (Washington, DC), UPI, United Press International (wire service, Washington, DC) , The American Enterprise, (Washington, DC), The Atlantic Community Quarterly, (Washington, DC), The Washington Quarterly, (Washington, DC), Institutional Investor, (New York City), Le Nouvel Economiste, (Paris), Nuovo Occidente, (Rome), Mondo Economico, (Milan), Il Sole 24 Ore, (Italy's main business daily, Milan), EDI Forum, Journal of the World Bank Institute, (Washington, DC), Terzafase (Rome), L'Europeo (Milan)
- **USIA, US Speakers Program** - Repeatedly programmed abroad as an independent foreign policy and security expert sponsored by the US Department of State. In events planned by US Embassies, gave lectures and seminars on US foreign and security policies, US defense industries, NATO and East-West Relations to university, business, media and government high level audiences in: *Canada, France (twice), Germany, Spain, Belgium, the Netherlands, Switzerland, Italy, Greece (twice), and Turkey.*

International Development

- **International economic development specialist** - An expert in international economic development & investment and trade promotion with 19 years experience in the field. Primary focus on investment promotion, (regulatory barriers to investment, sector analysis and more), private sector development, capacity building in public administration, export promotion strategies, strategic planning, and regional integration issues, for projects sponsored by USAID, EU Commission, United Nations Development Program (UNDP), World Bank Group, and international businesses. Expertise also includes project planning and management, program monitoring & evaluation, trade development, economic planning, industrialization, and public-private partnerships. Examples: Served as Senior Economist on the Mid-Term Review of the EU-South Africa Country Strategy (2007-2013), the world's largest foreign assistance program directed at South Africa. As Team Leader and Senior Investment Expert for the EuropeAid Co-operation Office (EC), worked with the Zambia Development Agency (ZDA), organized 9 Provincial Conferences on national investment, sector analysis and trade strategies in Zambia. As Resident Advisor with The Mozambique Export Promotion Agency developed and maintained relationships with national public officials, existing investors and private sector stakeholders at the provincial and district level. As Resident Advisor with the Namibia Investment Center analyzed and prioritized sectors suitable for new foreign direct investment (FDI), as well as trade opportunities. While a Senior Advisor to the Ministry of Industry in Vietnam developed a road map for the reorganization of key state owned enterprises.

- In the summer of 2011 selected to participate in a Miami Training Program for Senior Investment Executives and Advisors organized by the *International Finance Corporation, IFC, (World Bank Group) and PROINVEST*. Successfully completed the advanced “*Training of Trainers Program*” on “**Winning FDI through Effective Facilitation**”, with special focus on best web based practices to promote FDI, sustainable development and after care for investors.

Development Projects highlights:

- **Macroeconomics Expert, Mid-Term Review of the EU-SA Country Strategy (2007-2013), EuropeAid, Pretoria, South Africa (SA) - (9/2009 -10/2009)**
- **Team Leader and Investment Expert, EuropeAid, Zambia Development Agency (ZDA), Zambia - (1/2008 - 8/2009)**
- **Macroeconomics Expert, EU Asia-Link Program. China, Thailand, Cambodia, Bangladesh, India, Belgium, Finland, Estonia, Czech Republic, Italy - (1/2006 - 3/2007)**
- **Senior Economic and Trade Specialist, Final Evaluation, South Africa-EU Country Strategy Development Program for 2000-2006, EuropeAid, South Africa & Belgium - (6/2005 - 9/2005)**
- **Investment Consultant on New Development Strategies, The European Union Mediterranean Partnership Program (MEDA) Initiative, DFID, Washington DC - (2/2004 - to 4/2004)**
- **Consultant, DAI, Global Business Solutions Practice, Washington DC, Peru - (6/2003 - 12/2003)**
- **Senior Expert, Business Development, Information & Communication Technology (ICT) Project Design, USAID, Egypt - (6/2000 - 9/2000)**
- **Team Leader, Common Market for Eastern and Southern Africa (COMESA) Rules of Origin Project, USAID, Washington DC, Brussels, Geneva, Zambia - (7/1998 -11/1999)**
- **Benin Development Strategy Issues, Institutional Investor Magazine, New York, USA, Benin - (2/1999 - 3/1999)**
- **Botswana, Macroeconomic and Investment Environment, Institutional Investor Magazine, New York, USA, Botswana - (7/199 - 8/1998)**
- **Tanzania Development and Investment Promotion Strategies, Institutional Investor Magazine, New York, USA, Zanzibar, Tanzania - (2/1998 - 3/1998)**
- **Team Leader and Resident Advisor, Investment & Trade, Building Capacity in Export Promotion Project, Ministry of Trade and Industry, Mozambique, IDA, World Bank Group, Washington, DC, USA,**

Mozambique, Malawi, Zimbabwe, South Africa - (2/1998 - 8/1998)

- **Expert Consultant, Economic Development Institute (EDI), now the World Bank Institute (WBI), World Bank - (1/1998 - 4/1998)**
- **Resident Advisor to Ministry of Trade and Industry's Directorate of the Investment Centre, Trade and Development Program, Commission of the European Union, Namibia and Malaysia. Windhoek, Namibia & Kuala Lumpur, Malaysia - (3/1997 - 9/1997)**
- **Macroeconomic Expert Advisor, Vietnam Public Administration Reform Project, Ministry of Industry, UNDP, (United Nations Development Program), Hanoi, Vietnam - (1/1997 - 5/1997)**

Past positions - 1979- 1996

- ***President, PBL International, Executive Exchanges, Europe/USA, Washington, DC, Paris, Brussels, Milan - (1993-1996)*** - Designed, directed and led the execution of international exchanges and benchmarking programs tailored for European business leaders visiting the USA to learn about American best practices in marketing, partnership building and business strategies. Key sectors: oil and gas, banking, consumer lending, major retailers.
- ***Vice President, International Programs, Intelx, Washington DC, Moscow - (1991-1993)*** – Directed all international programs for educational non-profit specialized in business training and US benchmarking programs for Russian and European executives in the oil and gas industry as well as banking.
- ***Deputy Director, the “Global Security Project”, at Georgetown University, Washington, DC - (1989-1991)*** – Launched a pioneering academic research program –a joint undertaking between the National Security Studies Program and the Business School-- on the correlation between global security, defense spending, resource management and economic development. Directed program agenda, development and international outreach.
- ***Director of Communications and later Senior Research Fellow at the Atlantic Council of the United States, (ACUS), Washington, DC - (1986-1989)*** - Directed all communication and outreach programs to the US Government, international media and foreign Embassies for major think tank. Organized and hosted *Security Issues Series* on Capitol Hill. Organized foreign NATO and EU Delegations visiting Washington. Led US delegations to NATO headquarters in Belgium and to the NATO Defense College in Rome. Organized yearly National Conference. Edited and produced ACUS Newsletter. As Senior Research Fellow, conducted research on the future of NATO, US security policies, defense spending.

- **Research Associate, Nuclear Policy Studies, at the Center for Strategic and International Studies, (CSIS), Washington, DC - (1984-1986)** - Worked extensively on emerging nuclear powers, on the correlation between the civilian nuclear power industry and the nuclear non-proliferation regime, (NPT), on NATO nuclear strategies, European public sentiment toward defense and security issues, the Strategic Defense Initiative (SDI), and other issues connected with ballistic missile defense.
- **Fulbright Scholar and Fellow, Government Department, Georgetown University, Washington, DC - (1979- 1983)** - Served as research and teaching assistant to international historian and *University Professor* Walter Laqueur. Worked with Laqueur on issues of European security, terrorism and political culture.

Education

- “Dottorato” in Political Science, Summa Cum Laude, International Relations, University of Pisa, Italy;
- Diploma in Political Science, (1 of 5 awarded nationally), Summa Cum Laude, Scuola Superiore di Studi Universitari Sant’Anna, Pisa, Italy;
- M.Sc., International Relations, The London School of Economics, London, Great Britain;
- M.A (Fulbright Scholar and Government Department Fellow), Government, Georgetown University, Washington, D.C.

Languages

Italian, (native) French, (fluent), Spanish and Portuguese, (reading knowledge)

US Citizen