



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

Prof. PhD Jean-Daniel Clavel

Contact

Title	Professor, PhD
First Name	Jean Daniel
Family Name	Clavel
Address	Ch. de la Glacière, 7
City	Montreux
Country	Switzerland
Phone	0041 21 963 32 33
Mobile	0041 79 565 95 28
Fax	0041 21 963 32 34
Email	clavel@clavelconsulting.com



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

Key Qualifications

- Communication and work with governments and administrations;
-
- Teaching (students, entrepreneurs & civil servants) at university level;
- Negotiation and mediation, leading groups of negotiators;
- Intercultural dialogue and cross-cultural management;
- FDI and export promotion;
- Advising SMEs for their international development (development of a special tool for a strategic approach of foreign markets)

Education

1975	PhD in Science & technology EPFZ, Swiss Federal Polytechnical School, Zurich
1974	Lic.oec publ.(licencia en economia), University of Zurich
1970	Diploma Engineer EPFZ, Swiss Federal Polytechnical School, Zurich



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

Complementary studies (without diploma)

1983-1984	Petrol engineering & economics, University of Simon Bolivar, Caracas, Venezuela
1975- 1976	International relations, international Trade, Negotiations; HEI, Institut de Hautes Etudes Internationales, Geneva

Experience

10.2001-to date	Director, Founding Partner, Professor ClavelConsulting, Swiss Learning, Montreux
01.1985-02.1996	Counsellor, Chief negotiator, Minister, Swiss Foreign Affairs (Diplomatic service), Geneva (Swiss mission to GATT/ECE/UN, UNCTAD), Vienna (CSCE/OSCE Conference) and Paris, (Minister, OECD)
03.1977- 12.1984	Diplomat/secretary of embassy/Chargé d' Affaires, Swiss Embassy (Swiss Foreign Affairs), Lima and Caracas



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

Experience – economics& trade, negotiation, SME development& export, training, civil servants

Starting	Export promotion, creation of an export platform for South American exports to Switzerland (cooperation with the ITC), Peru and other interested countries
2005-2006	Seminars for Russian, Algerian and Tunisian exporters; presentation of a tool for SMEs to booster exports, Russia, Algeria and Tunisia
2001- to date	Support to SMEs on new foreign markets (incl. Lectures to entrepreneurs); involvement in FDI-policies and economic promotion; assistance to Chinese companies (Expansion in Switzerland and Europe); support (strategy + lobby) to foreign companies (USA & France) on the Swiss market; lectures & courses for universities, Switzerland
2001- to date	Training of civil servants; support to SMEs (agreement with SAFEA, Agency of the Chinese Government), China
1990-1996	Privatization; international trade, SMEs development (strategy and trade); industrial restructuring; review & examination of the economic, trade & industry policy of OECD countries; works in the field of development (Development Centre), RU and other transition economies



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

- 1986-1990 Leading East-West economic negotiations (in charge of the “second basket” [economy, trade, industrial cooperation and science & technology] of the CSCE) in Vienna and then of other CSCE conferences on ecology, trade and finance in Sofia and Bonn for instance, European countries, USA & CDN
- 1980-1984 Support to SMEs on new markets; projects in forestry & agriculture development; training of personal; economic & financial analysis; negotiation (Foreign debt, IMF, Paris Club), import/export development; negotiation of agreements (financing, landing rights), Venezuela & East- Caribbean countries
- 1977-1980 Support to SMEs on new markets; projects in forestry & agriculture development; training of personal; economic & financial analysis; negotiation (Foreign debt, IMF, Paris Club), Peru

Teachings

- Locations:** Ena (Paris and Rabat), IDHEAP (PUMA-University, Lausanne); University of Neuchâtel; IUHEI (University of Geneva, International studies); Webster University (Geneva); OSEC (Institute for international trade promotion, Zürich); University of Finance, Geneva; Thunderbird University, France and Czech Republic; University for applied sciences, Fribourg; Business & Management University, Geneva; etc.



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

Items (short selection)

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

Publications

Politics

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



SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

Economics

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

Ecology

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