



**A New Trade Policy for the United States: Lessons from Latin America**  
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**Speakers' Bios**

**Mario Arana** is Executive Director of the Nicaraguan Foundation for Social and Economic Development (FUNIDES) and is a board member for several financial and energy development companies. Mr. Arana has held positions as President of the Central Bank of Nicaragua, Minister of Finance, and Minister of Development, Industry and Trade, where he successfully led the negotiations of the free trade agreement between the United States, the Dominican Republic, and Central America. Mr. Arana has been a leading figure in the process of regional integration in Central America, and a coordinator of the Presidential Commission on Competitiveness. He has also been governor of Nicaragua for the International Monetary Fund, the World Bank and the Inter-American Development Bank, and a Technical Secretary to the Presidency of Nicaragua. Mr. Arana has published a wide range of literature on macroeconomic and adjustment policies, external debt, poverty, and social public expenditures. He holds a Ph.D. in Economics from the University of Texas in Austin.

**Pablo de la Flor** is VP Corporate Affairs for Antamina Mining Company in Peru, where he is also responsible for the Antamina Voluntary Fund, the largest private social investment initiative in Latin America. Mr. de la Flor previously served as Vice Minister of International Trade and negotiated free trade agreements with the US, MERCOSUR, Mexico, Chile, Singapore and Thailand, and launched negotiations of trade agreements with EFTA and the European Union. Mr. de la Flor has also served as Program Officer at the Ford Foundation and International Economist at the First National Bank of Chicago. Mr. de la Flor has worked as a consultant for various international organizations, and has presented papers in academic conferences in Latin America, Asia, and the US. He writes a weekly column in a Peruvian newspaper and has hosted a television program. Mr. de la Flor is a Ph.D candidate in Political Economy from the University of Chicago and holds an MPA from Harvard University, and an MA from Yale.

**Kevin Gallagher** is a professor of international relations at Boston University and a Senior Researcher at the Global Development and Environment Institute at Tufts University. He is a specialist on trade, environment, and development policy. His recent books include *The Handbook on Trade and Environment*, *Putting Development First: The Importance of Policy Space in the WTO and IFIs*, and *Free Trade and the Environment: Mexico, NAFTA, and Beyond*. His work has been published in such journals as *Latin American Research Review*, *Oxford Development Studies*, and *Review of International Political Economy*. He has served as an advisor on trade and development policies to a number of national governments, international institutions, and non-governmental organizations. Mr. Gallagher holds a BA from Northeastern University and a MA and PhD from Tufts University.

**Javier Gamboa** is Executive Vice President of the Colombian Private Council on Competitiveness, and periodically writes for the economic newspaper Portafolio. He has previously held the positions of Chief of International Legal Affairs at the Ministry of Commerce, Industry, and Tourism, Chief Counsel and Negotiator, respectively, for the US-Chile and US-Colombia free trade agreement negotiations, and professor at the University of the Andes, where he was also a researcher. Mr. Gamboa has authored several publications and lectured on intellectual property, competition policy, foreign trade and competitiveness. He holds a Masters degree in Intellectual Property Law from Murdoch University in Australia.

**Paolo Giordano** is in the Trade and Integration Sector of the Inter-American Development Bank. He was formerly an Appointed Professor of International Economics, Trade Policy and Latin American Development at the Institut d'Etudes Politiques de Paris (Sciences Po), as the Coordinator of the Working Group on EU-Mercosur Negotiations of the Mercosur Chair. Mr. Giordano speaks five languages and has extensively resided and traveled in developed and developing countries for academic and professional purposes. His latest edited books are: *Asymmetries in Regional Integration and Local Development*, *Deepening Integration in Mercosur*, and *Trade and Poverty in Latin America and the Caribbean*. He holds a PhD in Economics from the Institut d'Etudes Politiques de Paris - Sciences Po, a MA from the Bocconi University of Milan and completed his education at the Kennedy School of Government at Harvard.

**Anabel González** is a senior consultant on trade and investment issues for the Inter-American Development Bank. She has held positions at the World Trade Organization, Costa Rica's Investment Promotion Agency, and the Ministry of Foreign Trade of Costa Rica. Ms. González has published and lectured extensively in more than 20 countries on trade and investment issues. She currently is on the Board of Directors of Costa Rica's Investment Promotion Agency (CINDE), a member of Academia de Centroamerica, and a panelist for free trade agreements between Chile and Mexico and Chile and Peru. Designated Public Figure of the year by several Costa Rican newspapers, Ms. González has a law degree from the University of Costa Rica and a Master of Law degree from Georgetown University. She has also undertaken postgraduate studies at the Center for Applied Studies in International Negotiations in Geneva and at Harvard University.

**Kent Hughes** is Director of the Program on Science, Technology, America and the Global Economy (STAGE) at the Woodrow Wilson International Center for Scholars. He also serves as the consulting director of the Center's Global Energy Initiative. As part of the STAGE agenda, he has recently published a book, *Building the Next American Century: The Past and Future of American Economic Competitiveness* (Wilson Center Press 2005), which emphasizes the importance of innovation and education to America's future. Prior to joining the Center, Mr. Hughes served as Associate Deputy Secretary at the U.S. Department of Commerce, president of the private sector Council on Competitiveness, and in a number of senior positions with the U.S. Congress. Prior to his congressional service, Dr. Hughes served as a staff attorney for the Urban Law Institute. He was also an International Legal Center Fellow and Latin American Teaching Fellow in Brazil where he worked on a reform of Brazilian legal education.

**William Krist** is a Senior Policy Scholar at the Woodrow Wilson International Center for Scholars. His research focuses on America's evolving trade policy and how it has responded to the concerns of its critics. His publications at the Center include "Trade Policy and the Farm Bill", "Making Doha a Development Round: What do the Developing Countries Want?", and "World Trade Organization and Multilateral Environmental Agreements – Time for a Good Neighbor Policy". Mr. Krist also undertakes periodic consulting projects on various aspects of trade policy and economic development. His previous experience includes five years as a senior official in the Office of the U.S. Trade Representative, senior vice president for international operations at one of America's leading high technology industry associations, and work on Capitol Hill in both sides of Congress. He received a BA from Swarthmore College and an MA in International Economics from George Washington University.

**Stephen Lande** is the founder and President of Manchester Trade, LTD., an international trade and investment consulting firm, and an Adjunct Professor at Georgetown University School of Foreign Service. He was previously a Foreign Service Officer in the Economic Bureau of the Department of State. Mr. Lande had a twelve year career with the Office of the United State Trade Representative as the Senior Trade negotiator and the first of a long-line of Assistant USTRs, negotiating trade agreements in Asia, the Middle East and the Caribbean. He also had an influential role in the US Generalized System of Preferences, Caribbean Basin Initiative, and North American Free Trade Agreement. More recently, he has been directly involved with advancing the approval of the African Growth and Opportunity Act, improvements to the Caribbean Basin Initiative, the spread of bilateral free trade agreements, and the Free Trade Area of the Americas. Mr. Lande holds a BA in Economics from Colgate University and an MA in International Economics and Trade from Johns Hopkins University.

**José Raúl Perales** is Senior Associate at the Latin American Program of the Woodrow Wilson Center in Washington DC and Adjunct Professor at the Elliott School of International Affairs in George Washington University. He has served as Trade Policy Advisor to the Government of Puerto Rico, representing the Island's interests in U.S. trade negotiations, as well as in regional and multilateral trade and economic cooperation forums. Mr. Perales has published journal articles and contributed to volumes on regional economic integration, trade policy, and Latin American politics and development. He has been a visiting scholar at the Facultad de Ciencias Sociales (FLACSO) in Santiago, Chile; Universidad Torcuato di Tella in Buenos Aires; Universidad de la República in Uruguay, and at the Institut d'Etudes Politiques de Paris. He is an advanced doctoral candidate in political science at the University of Michigan in Ann Arbor.

**Isabel Studer** is founding Director of the Center for Dialogue and Analysis on North America at the Tecnológico de Monterrey-Campus in Mexico City. Ms. Studer has worked at the Mexican Ministry for Foreign Affairs, the North American Commission for Labor Cooperation, and the Mexican Ministry of the Environment and Natural Resources. She also taught and researched at Facultad Latinoamericana de Ciencias Sociales, Instituto Tecnológico Autónomo de México, and at the Centro de Investigación y Docencia Económicas (CIDE). Ms. Studer has contributed to books and articles relevant to North America, including including labor mobility, environment and climate change, the automobile industry and the role of institutions in promoting deeper regional integration. She holds a BA in International Relations from El Colegio de México, and a MA in International Economics and Canadian Studies and a PhD in International Relations from John's Hopkins University.