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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:

6/09- Visiting Professor, INSEAD, France
7/9

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

1/09- Visiting Professor, INSEAD, France
2/9

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

2005- Visiting Professor, University of Geneva IOMBA program

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

5/04- Visiting Professor, INSEAD, France

6-04

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

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

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

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

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

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

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

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

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

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

EDUCATION

Ph.D. (1981) Stanford University, 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- Executive Program for Cisco Executives (Ongoing)
- 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, U. 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

- 1-08 The Future of Trade Agreements in the Asia-Pacific, U.S. Department of State
- 6-07 Trade policy discussion, for a conference on "Trends and Shocks," U.S. Department of Defense
- 4-07 Consulted with the ASEAN Secretariat to organize a conference entitled "ASEAN talks Business"
- 8-06 Prepared a study on integration strategies for ASEAN for USAID
- 4-05 Prepared a study for the ILO on business association lobbying strategies
- 6/03- Chair, International Advisory Board, University of Geneva International Organizations MBA program
- 12/02 Co-Principal Speaker, WTO Training Program for Negotiators for Developing Countries

- 7/99- Consultant to Global Mechanism of the U.N. Conference to Combat Desertification,
1/00 (housed in the International Fund for Agricultural Development, Rome) on the possibility
of linking debt reduction to environmental conditionality
- 5/99 Search Committee Member for economists for the East-West Center, Honolulu.
- 10/98 Prepared a study comparing debt rescheduling outcomes in Asia and Latin America for
the World Bank
- 5/97 External reviewer for the Department of Economics, Central European University,
Budapest, with Profs. John Harsanyi and Anders Åslund
- 1994- Adviser to Dr. C. Fred Bergsten, Chairman, Group of Eminent Persons, Asia-Pacific
1995 Economic Cooperation (APEC) forum
- 10/91 Prepared a study for the Organization for Economic Cooperation and Development
(OECD) on trading companies and export strategies for small and medium-size
enterprises in Eastern Europe
- 1/85- Group of Thirty, New York-- research on cooperation and conflict among banks and
9/85 governments in the current debt crisis
- 12/84- Research and writing for a study entitled the *Costs and Benefits of Protection*,
12/85 published by the OECD in preparation for the GATT Uruguay Round.
- 11/83- United Nations Conference on Trade and Development (UNCTAD)--prepared a study on
2/83 U.S. public policy and corporate strategies in textile trade
- 3/82- UNCTAD-- preparation of a portion of a handbook for negotiators in international trade
4/82
- 1/80- U.S. Department of Commerce-- wrote a study of U.S. policy options regarding industrial
6/80 adjustment problems in the American textile and apparel industries
- 6/75- Dirección General de Economía Agrícola, Government of Mexico—examined the
9/75 political implications of agricultural land reform

SELECTED CORPORATE CONSULTING EXPERIENCE

- 7/08 Globalization strategies, Molex, Inc.
- 4/08 Talk on Asia Pacific trends, Russell Investments 20-20 Annual 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
- 9/02- Focus on trends in the global economy and strategic responses for Cisco, Inc. (ongoing)
- 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

California Council for International Trade— Board Member, 1996-1999

California Trade Educational Council, Chair, Advisory Board, 1999-2002, Member, 1999-

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 conference presentations)

“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.

“Look West: The Evolution of U.S. Trade policy Toward Asia,” TFCTN Distinguished Guest Speaker Series, RSIS-TFTCN Public Lecture, Singapore, March 2009.

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

“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:

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,” accepted for publication with minor revisions at *Globalizations*.
- “The Perils of Consensus: How ASEAN's Meta-regime Undermines Economic and Environmental Cooperation,” *Review of International Political Economy*, forthcoming.
- “Reluctance to Lead: The Evolution of U.S. Trade Policy,” *Business and Politics*, accepted for publication with minor revisions.
- “The Evolution of Regionalism in East Asia,” *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 Millennium 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

- "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.
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