

## CURRICULUM VITAE

1. **Family name:** Dr. Issa
2. **First names:** Abdelmoneim
3. **Date of birth:** 20.12.1947
4. **Nationality:** German
5. **Civil Status:** Married, 3 children

6. **Education**

Institution - [ Date from - Date to ]	Degree(s) or Diploma(s) obtained:
University of Giessen, Germany 07/1975 - 11/1980	Master of Arts (1977) - PhD (1980)
University of Frankfurt/Main, Germany 10/1972 - 07/1975	Studies of social sciences, political sciences and economics
University of Heidelberg, Germany 10/1971 - 10/1972	Studies of social sciences, political sciences and economics

7. **Language skills: (1 to 5) 1 = Excellent; 5= Basic**

Language	Reading	Speaking	Writing
Arabic	Mother tongue		
German	1	1	1
English	1	1	1

8. **Membership of professional bodies:** Registered with the roster of consultants of international agencies

9. **Other skills:** Excellent computer literacy (Microsoft Office)

10. **Present position:**

Partner (*Policy Research & Consultancy* (PRAC). Previous Position: Senior Consultant at the German Productivity and Innovation Centre (=National German Association for the Development of Small and Medium Enterprises)

11. **Years within the present and previous firms:** 2007 to date and 1994-2007

12. **Key qualifications:**

- Monitoring and evaluation (ex-ante, interim, ex-post) ; Project Cycle Management/Logical Framework
- Sector analysis on SME/private sector with regard to trade and investment
- Drafting of studies on trade and investment promotion
- Design and management of projects to enhance business performance of SMEs, particularly through consultancy, training and Information
- Planning and management of programs aiming at the internationalization of SMEs business activities; Assessment of Investment and trade environment in international markets

13. **Specific experience in the region:**

Country	Date: from - to	Project
Germany, Austria, Switzerland Liechtenstein	August 2008- December 2009	Ex-post Evaluation of the Interreg III Community Initiative 2000-2006
Germany, The Netherland and Polen	August 2008 – September 2009	Study on Impact/Leverage effects of Interreg /European Programmes/Projects
The Philippines	July–September 2008	Study on the Barriers to Trade and Investment
Japan, India, Indonesia, VR China, The Philippines, Singapore, Hong Kong, Malaysia, Thailand, Vietnam, Taiwan	1994 – 2002	Trade and investment opportunities in the Asia-Pacific Region
Yemen	01/ -10/2001	Private Sector Support Project – Study on trade and investment promotion
Mongolia	11-12/2000	Technical advise: SME/Private sector development
India	1991 – 1994	Div. assignment: Monitoring and Evaluation, Project Management
Yemen	03-04/1993	Project Evaluation
Egypt	07/1993	Project Cycle Management
Tanzania, Uganda, Zambia, Zimbabwe, Nigeria, Kenya, Ghana	03/1992 – 10/1993	Introduction of Computer Sciences into Engineering Education
Saudi Arabia	08/1982 – 07/1984	Assistant Professor, King Saud University, Riyadh

#### 14. Professional experience

Date from – Date to	Location	Company	Position	Description
2007-present	Germany	Policy Research & Consultancy, Germany	Partner/ Senior Consultant	<p><b>Main tasks:</b></p> <ul style="list-style-type: none"> <li>- Monitoring and evaluation, PCM / logical framework</li> <li>- Drafting of studies on trade and investment promotion</li> <li>- internationalization of SMEs;</li> </ul> <p><b>Selected projects:</b></p> <ul style="list-style-type: none"> <li>• Ex-post Evaluation of the Interreg III Community Initiative 2000-2006. Tasks: (1) Conceptualisation, coordination and synthesis of the in-depth analysis of a sample of sixteen Interreg IIIA, IIIB and IIIC programmes throughout Europe (2) (Pilot-) Programme evaluation Interreg IIIA 'Alpine Rhine - Lake Constance - Upper Rhine', Germany, Austria, Switzerland Liechtenstein, Consortium of Panteia (NL), Gephyres (F), EureConsult (L), Radboud University (NL) and PRAC (D), 08/ 2008-12/2009, Evaluator.</li> <li>• Study on Impact/Leverage effects of Interreg / European Cooperation Programmes and Projects. Tasks: Case studies on the Interreg IIIA programmes 'EUREGIO, Euregio Rijn-Waal, Euregio Rijn-Maas Noord' (NL-D) and Mecklenburg-Vorpommern/Brandenburg - Zachodniopomorskie (D-PL), Consortium of Panteia (NL), Gephyres (F), EureConsult (L), Radboud University (NL) and PRAC (D), 08/ 2008-12/2009, Evaluator</li> <li>• Study on the Barriers to Trade and Investment in the Republic of the Philippines: Investment and Trade Barriers, Technical Barriers to Trade, Intellectual Property Rights, Design Methodology of Study with the team of consultants, Coordination of the implementation of study, Interview with Government institutions and various stakeholders, Sector-based analysis of barriers (13 sectors), - Analysis of Legal, regulatory framework of barriers, Alter Assessores, Madrid, Spain, ECORYS Research and Consulting (Rotterdam, the Netherlands), – assigned by the European Commission, 07-09/2008, Team Leader</li> </ul>
04/1994 - 06/2007	Germany	German Productivity and Innovation Centre (National German Association for the development of Small and Medium Enterprises)	Senior Consultant	<p><b>Main tasks:</b></p> <ul style="list-style-type: none"> <li>- Planning and management of programmes related to SME/ private sector development, monitoring and evaluation</li> <li>- Drafting of studies on export and investment promotion</li> <li>- Organization of national/international business conferences</li> <li>- Advisory services with regard to international business development and technology transfer programs</li> </ul> <p><b>Selected projects:</b></p> <ul style="list-style-type: none"> <li>• Internationalization of German service companies operating in the fields of logistics and Automation, 2004. Federal Ministry of Economy, Berlin, 01/2002-12/2004, Team Leader</li> <li>• The Climate Change Mechanism CDM and JI. A guide on the implementation procedures for SMEs. Energy sector analysis on Bahrain (CDM) and Estonia (JI) – Donor: Federal Ministry of Economy, Berlin, 06/2006</li> <li>• Formulation of Private Sector Development Support. Objective: Enhance the performance of the private sector in Yemen: - Elaboration of a technical report on the improvement of investment and private business environment European Commission/Pohl Consulting 01/-10/2001, Team Leader</li> <li>• Technical Assistance to the NPDC, Mongolia: Assessment of Private business environment and business support institutions, NPDC Mongolia and DAAD 11/2000 – 12/2000, Senior Consultant</li> <li>• Preparation of the study: Methodology of efficient Project Planning for international co-operation projects German Productivity and Innovation Centre, Federal Ministry of Economy, Berlin</li> <li>• Market Monitoring Studies - Market entry Strategies of German SMEs in Asia: Indonesia, Japan, South Korea, Thailand, Malaysia, India, the Philippines, China, Singapore, Vietnam and Taiwan, 01/1998-12/1999</li> </ul>

01/ 1992 - 04/1994	Germany	DECON - Deutsche Energie-Consult Ingenieurgesellschaft mbH	Senior Consultant	<p><b>Main tasks:</b> Planning and management of international technical assistance projects, project appraisals, project progress reviews, PCM</p> <p><b>Selected projects:</b></p> <ul style="list-style-type: none"> <li>• Anna University - support to 3 engineering areas, Madras, India Deutsche Gesellschaft für Technische Zusammenarbeit GTZ</li> <li>• Project Cycle Management Workshop to phase I of the project: Research Welding Institute, Thiruchirappali, India, GTZ</li> <li>• Project Progress Review. Assistance to the Faculty of Veterinary Medicine at the Makerere University, Kampala/ Uganda., GTZ</li> <li>• Project Evaluation/Review: Technical Assistance to the Ministries of Education and Health in Yemen, 03-04/1993, GTZ. Team Leader</li> <li>• Consultancy to the Ministries of Health and Education: Health education in Primary Schools, Sana'a, Yemen, Project Appraisal Review, 03-04/1993, GTZ, Team Leader</li> </ul>
08/1989 - 01/1992	Frankfurt am Main, Germany	Environ Consulting GmbH	Consultant	<p><b>Main tasks:</b> Planning and management of international technical assistance projects. Project appraisals, project progress reviews</p> <p><b>Selected projects</b></p> <ul style="list-style-type: none"> <li>• Project Appraisal: Environmental Institute at the Anna University, Madras, India,GTZ.</li> <li>• Anna University - Technical support to 3 engineering areas, Madras, India</li> <li>• PCM-Workshop: Anna University, CAD/CAM-Project, Madras, GTZ</li> </ul>
07/1981 - 12/1989	Germany, Riyadh (Saudi Arabia)	Universities of Frankfurt, Giessen, Siegen and Riyadh	Lecturer/Research Assistant/ Assistant Professor	Research activities, lectures and seminars on socio-economic development

## 15. Others:

Diverse publications and presentations on Innovation, SME/private sector development, project appraisals reports, project progress reviews, monitoring and evaluation reports (List of publication can be provided upon request)

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# **ANNEX**

## **Selected Publications/reports/presentations**

- Ex-Post Evaluation of INTERREG III – Program Alpine Rhine – Lake Constance – Upper Rhine (funded by the ERDF), October 2009. Co-author: in cooperation with Rolf Bergs
- Donor Coordination and Aid Effectiveness, MWH (Montgomery Watson Harza), 2008
- Final Draft Report Study on the Barriers to Trade and Investment in the Republic of the Philippines, Part I, Barriers to Investment, Client: Delegation of the European Commission to the Philippines, Consortium: Altair Asesores, Madrid, ECORYS-NEI, Rotterdam, October 2008
- Erfolgsfaktoren von Internationalisierungsprozessen bei Dienstleistungsunternehmen, in: Handbuch Führungstechnik und Organisation, HFO, 48. LfG. 2005, Berlin, 56 Seiten (English Title: Success Factors and the Internationalization Process for the Service Industry)
- Internationalisierung wissensintensiver Dienstleistungsunternehmen - Untersuchungsergebnisse zu den Branchen Logistik und Automation", Eschborn 2004, 138 Seiten (English Title: The Internationalization of the German service industries operating in the fields of High technology logistics and Automation)
- Effiziente Planung für Auslandsprojekte, Eschborn 2000. 88 Seiten (English Title: Efficient Project Planning for International Projects). Co-author: in cooperation with Hiru Bijlani; G. Shanker; Mikael Henzler:
- Asiens Märkte , Erfahrungsberichte und Erfolgsstrategien - Deutsche Firmen berichten aus Singapur, Taiwan, Vietnam, VR China, Eschborn 1999, 146 Seiten (English Title: The Asian Markets - Market access Strategies of German Companies) Co-author: in cooperation with Stephan Dräger; Jörg Janischewski
- Computer Science in Engineering Education in selected African Universities - Review and Evaluation of Current Situation, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ), Eschborn 1993, (English). Co-author: in cooperation with Jürgen Bischoff
- The NIS Practices in Germany, presentation on the Consultative Meeting on National Innovation Systems (NIS) of India, 19-20 September 2006, New Delhi
- Determinants of the Innovation System in Germany, presentation on Asia-Pacific Forum on National Innovation Systems (NIS) 28 – 29 April 2005, New Delhi, India
- Technology and Innovation Centres in Germany, presentation on the First International Workshop on Technology Business Incubators in India (ITBI India 2001) 29-31 January 2001, Bangalore, India
- Project Appraisal Report on the Project Formulation of Private Sector Development support - Framework Contract FOSSATI#16-ASI-ER.F4, commissioned by the European Commission and Pohl Consulting, January 2001. in cooperation with A. Bendien