

LUIS E. LORIA

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AREAS OF EXPERTISE: Fiscal policy/taxation, Economics of development, Government, Latin American Studies, International Trade, Investment Promotion, Innovation and Competitiveness.

EDUCATION:

6/1999 – 9/2001

Harvard Business School, Harvard University

Boston, Massachusetts, U.S.A.

Doctoral Candidate

Business, Technology and Economics

Courses included: Management of Technological Innovation (HBS), Technological Change, Senior Teams, and Organizational Evolution (HBS), Information Technology and Organizations (MIT), Economic and Strategic Analysis of Technologically Intensive Industries (MIT) Microeconomics (Harvard-Economics), and Econometrics (Harvard-Economics).

9/1994 – 6/1996

INCAE

Alajuela, Costa Rica

Master Business Economics

Top 10% of the class

In the 1960s, Harvard Business School (HBS) faculty in cooperation with local business leaders founded INCAE. INCAE, following HBS, adopted the case method as its primary teaching method in the classroom. The program is of an international nature, with more than 20 countries represented in the program.

9/1991 – 3/1994

Universidad Autónoma de Centro América

San Jose, Costa Rica

Bachelor Business Administration –Finance

Summa Cum Laude Probatus

First in the class

PROFESSIONAL EXPERIENCE:

12/2001-

Strategic Advantage Consulting Group

San Jose, Costa Rica

President / Senior Consultant

Mr. Loria accumulates more than ten years of experience as a senior consultant to both public and private sector leaders, including top-level government authorities, in ten Latin American countries. He has collaborated with public and private entities and NGOs in topics related to Economics, Investment Promotion, Competitiveness and Business Strategy. As part of his responsibilities, as President of Strategic Group, he maintains a select network of contacts throughout the Latin American region and strategic partners in the United States. Additionally, he provides personal assistance to the firm's most important clients and supervises all of the consulting areas of the consulting group.

12/2001- 11/2005 **Latin American Foundation for Economic and Political Research—LIEP**
Guayaquil, Ecuador
Founder / Executive Director

The mission of the LIEP Foundation is to initiate and develop independent, innovative and dependable research on economics and politics and, through our communications network, disseminate our findings to those responsible of policy design, researchers, opinion leaders, national and international analysts, and the general public to contribute with the design and implementation of creative solutions with the potential to foster and accelerate the development of the Latin American countries. As Executive President, he is responsible for representing the LIEP Foundation in a variety of discussion forums and directing the research projects in areas related with Public Policy, Economics, Competitiveness and Business Development in Latin America. Additionally, maintains permanent contact with research centers, universities and think tanks in both the United States and the Latin American Region.

7/2002 – 9/2002

Ministry of Foreign Trade and Competitiveness
Quito, Ecuador
Economic Advisor on Competitiveness
National Competitiveness Council

As the main economic advisor to the Minister and Vice-Minister of Foreign Trade and Competitiveness, he directed a team within the National Competitiveness Council to align the efforts in the implementation of the National Competitiveness Agenda to make them compatible with the National Economic Development Goals. During the process, established close working relationships with the consultants responsible for the implementation of the National Competitiveness Agenda in each of its eight areas (i.e., financial sector, infrastructure, labor market, etc.) to develop performance indicators and document the progress achieved in the implementation of the Competitiveness Agenda.

11/2001 – 6/2002

Ministry of Economy and Finance
Quito, Ecuador
Advisor to the Minister of Economy and Finance

As the main advisor on Political Economy issues and Foreign Affairs of Minister Carlos Julio Emanuel, he directed the team of advisors and government officials that participated in the design of Ecuador's new economic strategy and provided advice to facilitate the implementation of specific policies and structural reforms that intended to promote economic growth and development under the recently adopted dollarization scheme. Additionally, he formed part of the team that designed the strategy and conducted the negotiation process with the International Monetary Fund, contributed to the design of external debt management projects, administered the Ministry's relationship with international analysts and was appointed as the delegate of the Minister of Economy and Finance to the Board of the National Competitiveness Council.

4/2001 – 9/2001

John F. Kennedy School of Government, Harvard University
Cambridge, Massachusetts, U.S.A.
Research Assistant (Part Time)
Marshall N. Carter – Case Studies in Leadership Course

Worked closely with Marshall N. Carter, former CEO of State Street Securities and currently Chairman of the Board of the New York Stock Exchange, in the design of a course on the practice of leadership.

7/1996 – 6/1999

INCAE

Alajuela, Costa Rica

Project Manager – Research Faculty (Full Time)**Latin American Center for Competitiveness and Sustainable Development**

Macroeconomics-- Working as part of the “Central American Project” team, a regional effort held jointly with BCIE, Harvard Institute for International Development (HIID), INCAE and the Central American governments, he was directly responsible for the information gathering, organization, and analysis leading to the publication of Macroeconomic Country Reports.

Investment Promotion—Directed the investment promotion project. Mr. Loria collaborated as advisor to the governments and private sector leaders of Chile, Guatemala, Nicaragua, Costa Rica, and Honduras in the formulation and implementation of national strategies to attract Foreign Direct Investment.

National Innovation Systems – Founded and directed a research project to improve our understanding of innovation as a dynamic system, focusing primarily on the importance of knowledge for the competition among firms and industry, and its implications for corporate strategy and industrial organization.

National Competitiveness Agendas—This project was formed in response to the need to define a common National Agenda for Guatemala. A dialog process hosted by INCAE was initiated, involving both government authorities and private sector leaders. The result was a National Competitiveness Agenda. The document was presented to the Guatemalan Vice President for approval, and one week later 200 copies were distributed in Guatemala. Specific mixed commissions have been formed to address each of the eight national priorities outlined in the National Competitiveness Agenda.

Long-term National Strategy-- Working with INCAE’s Policy Center, in a project funded by USAID, he was the Deputy Director of a 3-month project to define a long-term "Vision of the Future" for Panama through a dialog process. During the implementation of the project, he organized and conducted 3 dialog events and interviewed individually a group of fifty top private sector leaders selected by the ANDE Foundation. The final product, the document “Proposal for the Integral Development of Panama”, covered various topics such as education, institutional framework, economy, infrastructure, financial services, agribusiness development, industrial development, tourism, and the environment.

ADDITIONAL INFORMATION:

- Fulbright-LASPAU Scholar (Faculty Development Program). 1999-2001
- Academic Advisor on Technological Innovation to the National Competitiveness Committee (Costa Rica).
- Delegate of the Minister of Economy and Finance to the Board of the National Competitiveness Council (Ecuador)
- Member of the External Debt Negotiation Committee (Ecuador)
- Member of the Inter-ministerial Competitiveness Committee (Ecuador)
- Researcher of the Economic Sciences Research Institute—IIICE—at the University of Costa Rica www.iice.ucr.ac.cr
- Researcher/Consultant CAATEC Foundation (Costa Rica) www.caatec.org
- Director of Grupo Nueva Economía (Bolivia) www.nuevaeconomia.com.bo
- Director of Innovation and Knowledge-Management program at the Costa Rica Century 21 Strategy www.estrategia.cr
- **Languages: Spanish (native) and English (fluent).**

PUBLICATIONS AND RELEVANT WORK:

- Artavia, R. & Loria, L. E. 1998. National Competitiveness Agenda. Guatemala, 1998. (In Spanish). Investment Promotion Project, Latin American Center for Competitiveness and Sustainable Development, INCAE.
- Castro, L. M., Loria, L. E., & Camacho, A. 1997. Central American agenda for the XXIst Century: Economic Evolution of the Central American Countries, 1990-1996 (In Spanish). Macroeconomics Project, Latin American Center for Competitiveness and Sustainable Development, INCAE.
- Jacome, W. & Loria, L. E. 2005. ECAPAG, de la crisis a la modernidad. In I.-B. S. a. I.-A. D. Bank (Ed.).
- Jacome, W., Loria, L. E., & Reyes, L. 2006-Forthcoming. Multiahorro: Successful Business Model Innovations to better serve BOP customer needs for goods and services, profitably, under adverse business, social and political circumstances. In H. B. School (Ed.), Business Solutions for the Global Poor: Jossey-Bass.
- Loria, L. E., B., A. V., & Lopez, L. E. 1998. Fortech Quimica (A) and (B). (In Spanish). INCAE Case Studies. (In progress).
- Loria, L. E. & Lopez, L. E. 1998. XELTRON (A), (B), (C), (D). (In Spanish). INCAE Case Studies. #XXX.
- Loria, L. E. & Sevilla, C. 1998. Introduction to Econometrics. INCAE Technical Note. #XXX.
- Loria, L. E., Brenes, E. R., & Condo, A. L. 1999. Namco Ltd. 1995 (A). INCAE Case Study. #XXX.
- Loria, L. E. & Lopez, L. E. 1999. Strengthening of Productive Sectors Through Innovation (In Spanish). National Innovation Systems Project, Latin American Center for Competitiveness and Sustainable Development, INCAE., Working Paper #CEN-010.
- Loria, L. E. 2000b. Management as a Decision-Making Process. Unpublished Manuscript.
- Loria, L. E. 2001c. Heroes versus Herds: A Historical Approach to the Study of "scientific progress" in the Western World. Unpublished Manuscript.
- Loria, L. E. 2001e. The Pursuit of Liberty at the Firm Level: Understanding e-culture and Productivity Growth as a result of the Use of Knowledge in Society. Unpublished Manuscript.
- Loria, L. E. (Ed.). 2002a. Dolarización: Dos años después (in Spanish). Quito - Ecuador: Ministerio de Economía y Finanzas, República del Ecuador.
- Loria, L. E. (Ed.). 2002b. Agenda para la Reactivación Económica (in Spanish). Quito - Ecuador: Ministerio de Economía y Finanzas y Presidencia de la República del Ecuador.
- Loria, L. E. 2003b. Políticas Microeconómicas: Cómo salvar al empresario nacional?, Revista EKOS (Ecuador).
- Loria, L. E. 2003c. Cómo tomar decisiones con base en los Indices de Competitividad?, Revista EKOS (Ecuador).
- Loria, L. E. 2003d. De la Economía de Guerra a la Teología Económica, Revista EKOS (Ecuador).
- Loria, L. E. 2003e. Políticas Públicas, Regulación y sus Consecuencias, Revista EKOS (Ecuador).
- Loria, L. E. 2003g. Economía y Competitividad: Tres retos para el Nuevo Gobierno, Revista EKOS (Ecuador).
- Loria, L. E. 2003h. Un Fondo de Apoyo a los Sectores Productivos, Revista EKOS (Ecuador).
- Loria, L. E. 2003i. Destrucción Creativa, Revista EKOS (Ecuador).
- Loria, L. E. 2004b. Adam Smith y la Riqueza de las Naciones, Revista Digital Instituto Para la Libertad (Ecuador).
- Loria, L. E. 2004f. ¿Será el 2004 el Año para los Sectores Productivos?, Revista EKOS (Ecuador).
- Monestel V., L. & Loria, L. E. 1999. A Comparative Study on the Best Practices in Investment Promotion Agencies. (In Spanish). Policy Center, INCAE. Prepared for the University of San Sebastian (Chile).
- Retana, G., Loria, L. E., Salas, A., & Foundation, A. 1998. Proposal for the Integral Development of Panama. (In Spanish). Policy Center, INCAE.