

Dr Jeffrey Garten

**Professor of International Trade & Finance
Yale School of Management**

Former US Under-Secretary of Commerce

Author & Speaker on International Business Strategy



Professional experience

- Dr Garten is a former Under-secretary of Commerce for international trade serving in the first Clinton administration, where he promoted American business interests in Japan, Europe and the major emerging markets including China, India, and Brazil. He was deeply involved in the conclusion of the Uruguay Round of trade negotiations and in helping the U.S. and China negotiate Beijing's entry into the WTO.
- A former political and trade adviser and investment banker, Jeffrey Garten looks at rising global competition and how companies should react and adjust with an eye toward politics.
- With real-world experience, he focuses on the intersection of the economy and business, policy and politics, forces which no longer act independently but must be considered as a whole.

Published papers and books

- He is the author of *A Cold Peace: America, Japan, Germany and the Struggle for Supremacy* (1992), *The Big Ten: The Big Emerging Markets and How They Will Change Our Lives* (1997), *The Mind of the CEO* (2001) and *The Politics of Fortune: A New Agenda For Business Leaders* (2002).
- From 1997 to 2005, he wrote a monthly column for *Business Week*.
- His articles regularly appear in the *New York Times*, the *Wall Street Journal*, the *Financial Times*, the *Harvard Business Review*, and *Foreign Affairs*.

Sample assignments

- Jeffrey Garten delivers keynote addresses at a major business conferences all around the world
- He also presents to boards and senior managers of multinational organisations
- Topics he addresses include:
 - What will the post-financial crisis global economy look like and what will it mean for you?
 - How will business leadership change in the 21st Century?
 - What should we be worried about when it comes to sovereign debt?
 - Emerging Markets: How They Will Change The World?
 - Five Burning Questions: i.e. a presentation tailored especially to the interests of the audience – e.g. How significant will China and India be in the global economy? How will the global energy situation evolve? What potential economic shocks loom on the horizon? What is the best design for the highly adaptive organisation of the future?

Jeffrey Garten - personal biodata

- Has been the Juan Trippe Professor of International Trade, Finance and Business at the Yale School of Management since 2005.
- He is chairman of Garten Rothkopf, an international advisory firm he co-founded in 2005.
- He sits on the board of directors of Aetna Corporation, CarMax, Inc., Credit Suisse Asset Management, The Conference Board and The International Rescue Committee.
- He also sits on the international advisory boards of Toyota Motor Corporation, the Chicago Climate Exchange, the Public Company Accounting Oversight Board and was formerly on the board of the Lee Kuan Yew School of Public Policy in Singapore.
- He is also a member of the Council on Foreign Relations.
- From November 1995 to June 2005, Dr Garten was Dean of the Yale School of Management and the William S. Beinecke Professor in the Practice of International Trade and Finance.
- He served as Undersecretary of Commerce for international trade in the first Clinton administration.
- He was previously with the Blackstone Group working in financial advisory and mergers and acquisitions.
- He worked on Wall Street as a managing director of Lehman Brothers where he specialised in debt restructuring in Latin America and also directed the expansion of its Asian investment banking business based in Tokyo.
- Jeffrey Garten served as an officer in the United States Army (1968-1972) Lieutenant, 82nd Airborne Division and Captain in the U.S. Special Forces during this tenure was Advisor to the Royal Thai Army.
- He earned a Ph.D. from Johns Hopkins University School of Advanced International Studies (SAIS) in 1980.
- He earned a B.A. from Dartmouth College (1968) and an M.A. from Johns Hopkins University (1972).

