

## JORGE HECTOR FORTEZA

Jorge Héctor Forteza is actively engaged in both the private and non-for-profit sectors in Argentina, where he conducts leadership and advisory activities around his core competencies of strategic management, leadership development, and institutional strengthening.

In the private sector, Mr. Forteza acts as strategic advisor and Board member for leading Argentine companies and subsidiaries of multinationals. He concentrates on the development of corporate governance models and processes, strategic planning processes and top management coaching.

Previously, he was a Partner and Senior Vice-President with Booz Allen Hamilton, based in Buenos Aires, Sao Paulo and Paris. He was with the firm for over twenty two years and served in both its European and Latin American operations.

In his consulting experience, Mr. Forteza focused on the development of Strategic Transformation processes for multinational enterprises, large national companies and organizations in the Public Sector, leading over one hundred projects across Europe and Latin America. He also served international agencies on a number of projects, covering subjects such as the development of a Competitive Vision for South America and its implications for infrastructure investments and the development of a Competitive Strategy for Uruguay, including joint work with the Uruguayan government.

In the academic sector, Mr. Forteza is Chairman of the Board of the Universidad de San Andrés in Buenos Aires, where he focuses his activities on the strategic development of the University and research and teaching activities in the areas of Corporate Strategy and Competitiveness issues. He lectures on Strategy and Competitiveness in the Graduate School of Management of the University and leads the development of its Center of Competitiveness Studies, as a member of a worldwide network of Universities led by the Institute of Strategy and Competitiveness at Harvard University. This Center is engaged in research and public discussion in the areas of national/ regional competitiveness. His current research focuses on the internationalization of medium-sized local companies and on the development of successful regional clusters and local institutions.

He is also guest lecturer at various academic centers of Europe and Latin America such as Università Bocconi, Ecole Supérieure de Commerce de Paris, Universidad Católica del Uruguay and Fundação Dom Cabral in Brazil. He has published extensively on the subject of country and firm strategies during the Latin American reform processes of the 90's and is the co-author of "Going global from Latin America - The Arcor case" (Mc Graw-Hill, 2002). He is regularly invited to appear in conferences on the subject of competitiveness and private sector development in Latin America.

Mr. Forteza is also involved in several NGO's devoted to the development of Argentina's entrepreneurial sector or the strengthening of its political cadres and its institutional quality. He serves on the Advisory Boards of Fundación Exportar (a public-private institution that promotes the internationalization of Argentine firms), CIPPEC (a think-tank and policy group devoted to the improvement of the institutional quality of the country), Red RAP (an NGO that offers training and personal development assistance to young politicians of all political parties), and Boletín Techint (a leading journal on Industrial Economics and Policy).

Mr. Forteza holds a Master of Science degree in Management from the Sloan School of Management, MIT, as well as a Master's degree from the Norwegian Management Academy of Oslo. He graduated from The University of Buenos Aires with a Master in Political Economy (Honors Degree). He has attended several specialization courses at MIT and Harvard University on subjects related to systems thinking, organizational change and governance models.

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