

Mario A. Gutiérrez
Senior Economist/World Bank Consultant

2821 North Glade Street NW. Washington DC. 20016. US.

(202) 550-1515/(202) 338-0806

mgutierrez@mglobalamerica.com

www.developmentex.com/member/Mario_Gutierrez

Ph. D Economics, The University of Chicago (Chicago, Ill.).

B.A., Catholic University of Chile (Santiago, Chile).

Languages: English, Spanish, French, Portuguese. Nationality: United States and Chile

- Areas of Experience: Developing Economics, International Economics and Finance, Economic Integration, Central Banking and Monetary Policy, Financial Sector Reforms, Fiscal Policy, Fiscal Reforms and Public Debt, Governance, National Accounts, Macro Modeling and Forecasting.
- Specific experiences: (a) Macroeconomic Analysis and Modeling, Fiscal Reforms, Public Budget, Fiscal Policy and Fiscal Rules, Tax Revenue Analysis and Forecasting: Malawi 2009; Mozambique 2009; Zambia 2009, Zimbabwe 2009; El Salvador 2008, Paraguay 1994, Guatemala 1992-93, Nicaragua 1991; (b) Public Debt Sustainability and Balance of Payments: Argentina 2000-03; Brazil 1997-2001; (c) Financial Sector and Monetary Policy: Argentina 2001-03; Brazil 1997-2001; Colombia 1998-2002; (d) International Trade: Organization of American States 1995; Chile 1994-95; Paraguay 1994; (e) Financial Programming, Modeling and Forecasting: Azerbaijan 2007, Malawi 2009, Mozambique 2009, Zambia 2009; Paraguay 1994, Guatemala 1993; (f) National Accounts: International Monetary Fund 1989-92; Bangladesh 1990; Central Bank of Chile 1982-85;
- Country Economist, Country Risk Analysis, Forecasting, and National Accounts: **Economic Consultant, The World Bank and USAID** (Brazil, El Salvador, Malawi, Mozambique, Zambia); **Senior Economist Latin America, Institute of International Finance (IIF)**; and **Staff Economist, International Monetary Fund (IMF)**: Economic analysis, reports, projections, assessment and recommendations on national accounts statistics. **Head of the National Accounts Department, Central Bank of Chile**: National Accounts compilation and building of Input-Output Matrices.
- Country Experiences: **Argentina, Chile, Colombia, Bangladesh, Botswana, Brazil, Ecuador, El Salvador, Guatemala, Malawi, Mozambique, Nicaragua, Paraguay, Perú, Zambia, Zimbabwe.**
- Economic Consultant: (a) **The World Bank:** Countercyclical Fiscal Policies International Experience and Brazil; The Tax System in El Salvador; Public Finances and Macro Monitoring Modeling (Malawi, Mozambique, Zambia, Zimbabwe); (b) **Economic Commission for Latin America and the Caribbean (ECLAC/CEPAL, United Nations)**: Research on Investment, Savings and Growth, Latin America; (b) **Inter-American Development Bank/United Nations Development Program:** Paraguay, Chief of Party, Multi-Sectoral Economic Reforms Program; (c) **USAID:** El Salvador (DAI)-Tax Administration, Guatemala-Fiscal Reforms and Financial Programming, Panama (Nathan Assoc.- Senior Macro Economist, Nicaragua-Fiscal Reforms); (d) **Organization of American States (OAS)**, Washington DC: Trade Integration Small Economies.
- Team Leader and Supervisory Experience: Head of National Accounts and Research Economist

for the Central Bank of Chile; Chief of Party reforms program (IADB/UNDP) in Paraguay.

- Professor of Economic Development, Latin America, and Emerging Markets: Georgetown University, Washington DC, US; and Sciences Po, Paris, France.
- Recent Research: Building Countercyclical Fiscal Policies in Latin America: The International Experience (Policy Research Working Paper WPS 5211, February, 2010, World Bank; Macroeconomic Programming and Monitoring Model for Zambia, The World Bank (2009); The Tax System in El Salvador, background paper for PER, The World Bank, (2008-09); Countercyclical Fiscal Policies, International Experience and Brazil, The World Bank, (2008); Investment and Growth: Analytical and Policy Issues A. Dutt and J. Ros (eds), International Handbook of Development Economics, Edward Elgar (November, 2008); Economic Growth in Latin America: Growth Accelerations and Decelerations (2007) (CEPAL-ECLAC/UN); Economic Studies of Latin America and the Caribbean 2006-07 (CEPAL-ECLAC/UN); Investment, Savings, and Growth in Latin America.

Experience (Chronology):

Senior Economist Consultant, The World Bank (2008-09):

(a) Capacity Building to the Ministry of Finance and local World bank office in the elaboration of a Macroeconomic Framework, assistance in Public Expenditure, and improvement of National Statistics, Zimbabwe (2010),

(b) Elaboration of Macroeconomic Frameworks for Malawi, Mozambique, Zambia, and Zimbabwe (2009-10): for the World Bank country offices and for the Ministry of Finance of Zimbabwe (for macroeconomic monitoring and policy dialog). Training and building capacity for the Fiscal Policy Department staff, Ministry of Finance, Zimbabwe (2009-10).

(c) Background Paper for Public Expenditure Report (2008-09): Elaboration of research paper: *The Fiscal System in El Salvador*: Overview of the Tax System, Tax Evasion, Tax Expenditure, and Redistributive Role of Taxation.

(d) Research Paper (2008): Elaboration of Paper: *International Experience with Countercyclical Fiscal Policies and Lessons for Brazil*: Overview of Pro cyclical and Countercyclical fiscal policies, fiscal frameworks and rules, and lessons for Brazil.

Senior Macroeconomist, USAID Nathan Associates Inc. (2008): Supervision and collaboration in the production of country reports (Panama and Perú).

Senior Economist Consultant, USAID DAI (2008): Tax Administration Project: Fiscal Reforms and Tax Revenue Forecasting for El Salvador. Prepare tax projections and asses the impact of alternative tax reforms.

Professor, Economics (Invited), American University of Paris, France (2008): Professor of Development Finance (September).

Senior Economic Consultant, USAID DAI (2007): Advise on improving Financial Programming for Azerbaijan.

Professor, Economics, Fondation des Sciences Politiques (Sciences Po), Paris, France, (2006-2007): Professor of Emerging Financial Markets and Development Macroeconomics; Master of Economic Development.

Senior Economic Consultant, Economic Commission for Latin America (ECLAC-UN), Santiago, Chile, (2003-2007): Research on Investment, Savings, and Growth in Latin America.

Senior Economic Consultant, OECD, Paris, France, (2005-06): Research on Governance, Investment, and Productivity in Chile.

Senior Associate Fellow, Center for International Globalization and Development, Santiago, Chile and Washington D.C., (2003-2008): Research on Economic Development of Latin America; Small and Medium Enterprises; Income distribution and growth (www.ciglob.cl).

Senior Economic: Institute of International Finance (IIF), Washington D.C., (1997-2003): Prepare economic reports, analysis, and forecasting of Latin America. Senior Economist for Argentina, Brazil, Chile, Colombia, and Perú. Conduct country missions and assess country risk. Economic advise to IIF members (major financial institutions around the world) on Latin American economies developments and trends. Participate in conferences and seminars on Latin American issues representing the IIF.

Senior Economic Consultant: Inter-American Development Bank, Washington D.C, (1996): Prepare research on public policies and income distribution in Latin America: Assess the impact and interaction of public policies and economic development on income distribution and poverty.

Economic Advisor-Consultant: Organization of American States, Washington D.C., (1995-1996): Prepare research on trade policy and economic integration in the Americas.

Lead Economist: Minister of Finance, Government of Paraguay: Sectoral Investment Program (IDB and UNDP program), (1994-1995): Advise and coordinate consultants' work on economic reforms (investment, foreign trade, privatization, tax reform and fiscal policy, financial and monetary policies, capital markets development, and social security). Provide advice to the Government on economic integration of Paraguay to the MERCOSUR (Common Market of the Southern Cone).

Lead Economist: USAID Guatemala, (1992-1993): Advise government authorities on macroeconomic policies. Support USAID and country officials in the monitoring of the IMF and World Bank programs. Contribute to Central Bank seminars on economic policies. Assist the government in the preparation of the financial macroeconomic program for consultations with the IMF and World Bank.

Economic Consultant: USAID Nicaragua (1992 Oct.-Dec.): Asses impact of alternative tax reforms. Advise on tax reforms and improvements in government budget.

IMF Economist: International Monetary Fund, Washington D.C., (1989-1991): Contribute to prepare country reports and stabilization programs. Participate in country missions and technical assistance missions. Contribute to develop the IMF methodologies on national accounts.

Senior Economic Advisor: Central Bank of Chile (BCCH), Santiago, (1985-1988): Prepare economic research and contribute to the design and management of macroeconomic policy, monetary policy, and external debt and international reserves policies. Contribute to build macroeconomic models related to economic growth, investment, and savings.

Head of the National Accounts Department: Central Bank of Chile (BCCH), Santiago, (1982-1985): Lead the compilation and development of the national accounts of Chile and building of Input-Output Matrices. Prepare reports and projections of the Chilean economy. Lead the building of the quarterly national accounts and the monthly aggregate real economic indicator (Imacec). Supervised a team of 30 economists. Maintain liaison with IMF and World Bank (WB) mission staff.

Economic Advisor: International Reserves Manager, BCCH, Santiago, (1977-1978): Contribute to the management of the central bank's international reserve portfolio. Provide investment guides to BCCH traders in reserve portfolio transactions. Prepare background research for swap operations. Prepare reports on economic and financial developments and trends in international markets.

Staff Economist: Sales Division, Copper Corporation of Chile (CODELCO), Santiago, (1974-1975): Assist in the preparation of contracts on Chilean copper exports. Contribute to the design of marketing strategies for Chilean copper exports. Prepare reports on international copper markets. Responsible for the sales programming for the El Teniente and Andina copper mines.

Teaching:

Sciences Po, Paris, 2006-2007: Member of the International Finance Chair. Professor of Emerging Financial Markets and Development Macroeconomics.

Georgetown University, Washington DC., 1998-2005 Professor: Economic Development of Latin America. Teach and research on Latin America's Globalization Experience.

George Washington University, Washington DC., 1998-2001: Professor: Economic Development of Latin America.

Ilades/Georgetown, Santiago Chile; and University of Santiago, Chile, 1996: Professor of International Economics.

Catholic University of Chile, Santiago, Chile, 1992-1994: Visiting Professor to the "Inter-American Program of Applied Macroeconomics" (PIMA) (sponsored by the IDB): Financial Programming.

Catholic University of Chile, University of Chile, and University of Santiago, Santiago, Chile, 1977-1988: Professor of: Economic Development, Public Finance, Industrial Organization, Political Economy, and Applied Economics.

Publications:

“Building Countercyclical Fiscal Policies in Latin America: The International Experience” *Policy Research Working Papers*, World Bank (WPS 5211, February 2010).

“Economic Growth in Latin America: Growth Transitions Rather than Steady States” (2007). *Macroeconomics and Development Series 58*, Eclac-Cepal/UN.

“Savings in Latin America After the mid-1990s: Determinants, Constraints, and Policies” (2007). *Macroeconomics and Development Series 57*, Eclac-Cepal/UN.

“Savings, Investment and Growth in the Global Age: Analytical and Policy Issues” (2008) (Joint with Andrés Solimano). *International Handbook of Developing Economics*. A. Dutt and J. Ros (eds), Edward Elgar (November, 2008). Previous version in *Macroeconomics and Development Series 54*, Eclac-Cepal/UN.

“Governance-Investment Interactions in Chile: The Influence of Economic and Political Factors, and the Pension Funds” (2006). Reseach commissioned by the OECD Development Center Working Papers. Paris. *Working Paper 5*, Center for International Globalization ad Development (CIGLOB), Santiago, Chile.

“Economic Growth in Latin America: The Role of Investment and other Growth Sources” (2005): *Macroeconomics and Development Series 36*, Eclac-Cepal/UN (June). Also, in Vanishing Growth in Latin America: The Late Twentieth Century Experience” (March, 2006), Edward Elgar Publishing Limited, U.K and U.S.

"Is Small "Beautiful" for Economic Integration?: The Americas" (1996): *Journal of World Trade*, Vol. 30, No. 4, Geneva, August.

"Observations on Small Economies for the Western Hemisphere Economic Integration" (1996): *El Trimestre Económico*, Fondo de Cultura Económica, Mexico, July-September.

“Are Small Countries “Special for Economic Integration?: The Americas” (1996): Working Paper I-96 Ilades/ Georgetown University (May).

“Chilean trade for the 2000: A Renewed Role for Trade Policy and Economic Integration?” (1996): Working Paper I-97 Ilades/ Georgetown University (May).

"Financial Programming and Economic Policy" (1994): Working Paper, Inter-American Program for Applied Macroeconomics (PIMA), Economics Department, Catholic University of Chile.

"Essays on The System of National Accounts in LDCs" (1987): Ph.D Thesis, The University of Chicago (Chairman: Doctor Arnold C. Harberger).

"The Terms of Trade Effect: Alternative Approaches for National Accounting and an Enhanced Terms of Trade Measure" (1987): *Estudios de Economía* 14: 1, Economics Department, University of Chile.

"Terms of Trade and the Chilean Economy" (1987): *Serie de Estudios Económicos* 30, Central Bank of Chile.

"Structural Adjustment in the Manufacturing Sector of Chile" (1986): *Serie de Estudios Económicos* 26, Central Bank of Chile.

"National Savings and Economic Growth in Chile: A National Accounts Approach" (1987): *Cuadernos de Economía* 73, Economics Department, Catholic University of Chile.

"Savings and Economic Growth in Chile" (1983): *Monetaria* 6: 2, Center for Latin American Macroeconomic Studies (CEMLA), Mexico Quarterly Economic Review.

"Savings and Growth in Chile: A view to the process during 1960-81 and Medium Term Projections" (1983): *Serie de Estudios Económicos* 18, Central Bank of Chile (in Spanish).

"An Analysis of the Chilean Financial Openness" (1982): *Serie de Estudios Económicos* 14, Central Bank of Chile (in Spanish).

Other Main Unpublished Research:

"The Tax System in El Salvador" (2009): Background research paper prepared for The World Bank (for PER).

"International Experience with Countercyclical Fiscal Policies and Lessons for Brazil" (2008): Research paper prepared for The World Bank.

"El Regionalismo y el Mercosur: A Free Trade Area or More Protection?" (1997): Organization of American States Washington DC..

"Chilean Trade for the 2000: A Renewed Role for Trade Policy and Economic Integration?" (1996): Organization of American States for the FTAA process, Washington D.C.

"Labor Training and Government Supportive Policies in Chile" (1996): Ministry of Finance of Chile (Consultancy assignment), Santiago.

"Observations on Small Economies for Western Hemisphere Economic Integration" (1995): Organization of American States, Washington DC. Paper prepared the Working Group on Small Economies for an FTAA process.

"Guidelines and Rationales for Preferential Treatment of Small Economies for Integration in the

Western Hemisphere" (1995): Organization of American States, Washington DC. Paper prepared for the Working Group on Small Economies for FTAA, Kingston, Jamaica (August).

"The Mercosur Agreements and the Regional Integration Road Towards Free Trade: Lessons for Small LDCs, the Experience of Paraguay" (1995): Paper prepared for a workshop, Inter-American Development Bank, Washington, D.C.

"Macroeconomic Policy Framework for Chile: 1994-99" (1994): Ministry of Finance of Chile (Consultancy assignment). Background document for the Minister of Finance of Chile.

"Framework and Projections for Fiscal Policy in Paraguay: 1994-98" (1994): Ministry of Finance of Paraguay. Document prepared on fiscal policy reforms and budgetary improvements..

"A Financial Program for Paraguay" (1993): Ministry of Finance of Paraguay. Document prepared for the Minister of Finance of Paraguay.

"A Financial Program for Guatemala" (1993): US AID Guatemala. Document prepared for the Guatemalan government to support negotiations of stabilization economic program with the IMF.

"Prospects for the Guatemalan Economy" (1993): US AID Guatemala.