

**Valerie PAONE**

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1. Family name: **PAONE**
2. First names: **Valérie**
3. Nationality: **French**
4. Civil status: **Single**
5. Education: **Latest diplomas**

<b>Institution</b> Date 2004	<b>Conservatoire des Arts et Métiers de Paris</b> : Ph.D in Economics and international markets Topic : Corporate Social Responsibility
<i>Date</i> 2003/2004	<b>Ecole des Mines</b> Doctoral Studies- Ph.D
<i>Degree(s) or Diploma(s) last obtained</i>	In progress ended Dec 2007
<b>Institution</b>	<b>University of Panthéon- Assas Paris - France</b>
<i>Date</i>	2003
<i>Degree(s) or Diploma(s) obtained</i>	DEA in International Relations Major: Cross-border Liability
<b>Institution</b>	<b>Conservatoire National des Arts et Métiers, Paris</b>
<i>Date</i>	2002
<i>Degree(s) or Diploma(s) obtained</i>	Postgraduate degree in International Trade (Major: Ethics and Fair Trading)
<b>Institution</b>	<b>Conservatoire National des Arts et Métiers, Paris</b>
<i>Date</i>	2001
<i>Degree(s) or Diploma(s) obtained</i>	Maîtrise in International Trade
<b>Institution</b>	<b>Centre des Etudes Supérieures en Commerce International</b>
<i>Date</i>	2001
<i>Degree(s) or Diploma(s) obtained</i>	Master in NTIC Strategic and Marketing Developments

7. Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
French (mother tongue)	1	1	1
English	2	3	3
Spanish	2	2	3

8. Membership of Professional Bodies:

Associated Researcher at Pantheon-Assas in International Relations and Public law Center Thucydides  
Member of ARC Economic Design Network (Australian Research Council)  
Affiliated to Economics and International Markets at Arts & Metiers, Paris  
Affiliated to REDS :Law and Society

9. Other skills: Computer literate (Word, Excel...)

10. Since 2003 and Present position Part-time Mastering High Educational programs in CCIP(Ms In international Purchasing)  
Business School Lecturer  
Educational Pedagogic program Master Degree  
Monitoring budgets, Program implementations, International partnerships (China, India, Usa...)  
Coaching on Executive Managers in CSR knowledge  
Consultant in international programs private or public(educational, audits , CSR implementations)  
Pro-Bono 2005-2006: Senior Advisor in partnership & development in Micro-Finance Planetfinance

11. Key qualifications: **Strategic international development ,project management monitoring ,CSR, sustainable trade micro-finance projects**

Main areas:

- Higher education Programs (developments, audits, management, implementation)

- Project management, financial monitoring and international audits in public and private contexts
- CSR or social entrepreneurship projects implementation
- International Trade access, strategies and organizational developments, SME developments.
- Sustainable trade, purchasing and Micro-finance project developments

## 12. Professional experience:

Date	2000/2002
Location	Paris, France
Company	Essentus International Inc. Canada/ USA Supply-Chain Editor
Position	Business Process and Organisation Consultant
Description	<ul style="list-style-type: none"> <li>- CSR: Elaboration or audit of various corporate guidelines intended to maintain minimum ethical standards worldwide (relations with foreign subcontractors and subsidiaries);</li> <li>- Audit and restructuring of various foreign subsidiaries and subcontractors (main field: Economics, organization, Monitoring)</li> <li>- Executive training and coaching.</li> <li>- Definition and implementation of corporate charts of ethics";</li> <li>- Audit and restructuring of the supply chain;</li> <li>- Executive training and coaching Programs</li> </ul>

Date	1995/2000
Location	Paris, France
Company	Carrefour-Promodes(Private sector Worldwide Contracts )
Position	Trade Policy and Purchase Manager. 80 M€/ Year (OTC, Textile, and Parapharmacy)
Description	<ul style="list-style-type: none"> <li>- Regional project development (negotiation and implementation of long term partnerships with public and private counterparts)</li> <li>-Local public and private agreements and negotiation in CSR developments(Code of conduct, Free Zone Area development, implementation and monitoring projects worldwide)</li> <li>- Monitoring of supply and distribution networks worldwide (quality, logistics, organization, planning, purchase and sale pricing...);</li> <li>- Budgeting and financial control management</li> </ul>

Date	1991/1995
Location	Paris, France
Company	Groupe Vivarte (Private sector Worldwide Sectors)
Position	Business Development Manager 60M€/ Year (OTC, Textile, Manufactured products)
Description	<ul style="list-style-type: none"> <li>- Implementation and coordination of supply and distribution networks worldwide;</li> <li>- Management of purchase force (Strategic and operational marketing plans, budget allocation and supervision, training);</li> <li>- Market research and surveys;</li> <li>- Definition and implementation of business competitiveness processes.</li> <li>-Negotiation and implementation of long term partnerships with public and private counterparts</li> <li>- Local public and private agreements</li> </ul>

## 13. Specific Country Experience:

	<i>Country</i>	<i>Date from – to</i>
<b>Asia:</b>	Bangladesh, China, Japan, Hong Kong, India, Indonesia, Maldives, Pakistan, Philippines, South Korea, Sri Lanka, Taiwan, Thailand, Vietnam,	<b>from 1990 to 2005</b>
<b>Africa:</b>	Cameroon, Ethiopia, Madagascar, Mali, Nigeria, Senegal	<b>from 1990 to 2005</b>
<b>Middle-East / North Africa:</b>	Egypt, Jordan, Morocco, Tunisia, Israel	<b>from 1990 to 2005</b>
<b>Others:</b>	Romania, Armenia	

14. Some Missions:

**PROJECT RESEARCH**

Date	2003/Today
Location	MALAYSIA, JAPAN, USA, CANADA, INDONESIA, AFRICA
Company	CCIP
Position	Researcher
Description	Research on progress in CSR, best practices, anti-corruption, economic developments and social integration

**PROJECT MANAGEMENT**

Date	2003-04
Location	SENEGAL, EAST TIMOR, BANGLADESH, JORDAN, MALAYSIA
Company	
Position	Economic developments Draft Consultant
Description	Cooperation through Bids and Team Leaders Requests Drafts on Usaid and Europaid projects Asian Perspectives Draft in CSR with Nottingham Business School Malaysia African programs on CSR and Managerial Economics

Date	2002-03
Location	INDIA, MOROCCO, THAILAND, TURKEY, VIET-NAM.
Company	Essentus International
Position	Project Manager (European market )
Description	Comprehensive audit of the supply chain, restructuring recommendations and elaboration of a manual of procedure in connection with the new "Chart of Ethics" of a European textile group; Design of specific training modules for the group's international and regional managers.

Date	1995-1998 (Bi-yearly 2/3-week missions)
Location	EGYPT (Free zone Areas), JORDAN (Free zone areas)
Company	Carrefour-Promodes
Position	Trade Policy and Purchase Manager
Description	Negotiation and implementation of sustainable development programs with various municipalities; Partnership with an Israeli company for plant relocation in Egypt; Negotiation and Development of joint-ventures in Jordan and Egypt; Launching of new marketing project and products.

Date	1991-1995 (Bi-yearly 2-week missions)
Location	INDIA
Company	Groupe Vivarte
Position	Business Development Manager
Description	Coordination of development programs launched in connection with various public partners (state and municipal); Assistance and monitoring of SME suppliers (ethics, quality and organization).

Date	1991-1995 (Bi-yearly 2-week missions)
Location	TAIWAN, SOUTH KOREA
Company	Groupe Vivarte
Position	Business Development Manager
Description	General coordination and monitoring of local suppliers; Cost killing and assistance on deficient turnover.

Date	1991-1993 (Bi-yearly 2-week missions)
Location	JAPAN
Company	Groupe Vivarte
Position	Business Development Manager
Description	Supervision of joint projects with Japanese and British partners; Liaison with partners and Vivarte Head Office.

**SME AND PRIVATE SECTOR DEVELOPMENT**

Date	2002-2005
Location	SENEGAL, INDONESIA
Company	Essentus International
Position	Senior Trade Policy Expert
Description	"Ethical audit" of three local associations of hotels in connection with their application to become members of a major international hotel chain (overall compliance the Group's chart of Ethics accreditation procedures, health and labour conditions...).

Date	1995-2000
Location	TURKEY (5 missions)
Company	Carrefour-Promodes
Position	Trade Policy and Purchase Manager
Description	New markets research and surveys;

	Outsourcing; Development of new partnerships (negotiation and implementation of joint-venture agreements).
<i>Date</i>	1995-2000
<i>Location</i>	NORTH AFRICA (MOROCCO and TUNISIA - 5 missions)
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	New markets research and surveys; Outsourcing; Development of existing partnerships; Launching of new products with local SMEs in line with standards.
<i>Date</i>	1995-2000
<i>Location</i>	PAKISTAN (3 missions)
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	New markets research and surveys; Development of new partnerships with local SMEs.
<i>Date</i>	1996-1998
<i>Location</i>	SRI LANKA (2 missions)
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	New markets research and surveys; Development of new partnerships with an association of local SMEs.
<i>Date</i>	1992
<i>Location</i>	BANGLADESH
<i>Company</i>	Groupe Vivarte
<i>Position</i>	Business Development Manager
<i>Description</i>	New markets research and surveys; Development of new partnerships with local SMEs.
<b>PROCUREMENT AND SUPPLY CHAIN MANAGEMENT</b>	
<i>Date</i>	1995 -2000 (Bi-yearly 2/3-week missions)
<i>Location</i>	CHINA, HONG KONG, INDIA, MOROCCO; TURKEY
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	Factory audit and monitoring; Implementation of production standards and accreditation procedures (ethical standards, health and labour conditions...); Contract negotiation and management (including dispute resolution); Risk analysis; Budgeting and financial reporting.
<i>Date</i>	1997-1999 (2 missions)
<i>Location</i>	MADAGASCAR
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	Factory audits and supply chain accreditations; Risk analysis.
<i>Date</i>	1997-1998
<i>Location</i>	PAKISTAN (3 missions)
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	Factory audits and supply chain accreditations; Risk analysis.
<i>Date</i>	1997-1998
<i>Location</i>	VIET NAM (2 missions)
<i>Company</i>	Carrefour-Promodes
<i>Position</i>	Trade Policy and Purchase Manager
<i>Description</i>	Factory audits and supply chain accreditations; Risk analysis.
<i>Date</i>	1991-1993
<i>Location</i>	THAILAND (3 missions)
<i>Company</i>	Groupe Vivarte
<i>Position</i>	Business Development Manager
<i>Description</i>	Factory audits and supply chain accreditations; Risk analysis.

15. Other relevant information:

**ACADEMIC EXPERIENCE: Visiting Lecturer**

- Reims Management School**, France (since 2003)  
Courses: Strategy in international business. Marketing, International marketing & Firms and international trade, Distribution
- **Conservatoire des Arts et Métiers (CNAM)**, Paris, France ( since 2003)  
Conferences: Ethics trends – Fair Trade  
Purchases and distribution  
Western TNC facing to Developing countries TNC  
China and India : Conferences on Business and international Developments
- **Faculty of Sorbonne IV**, Paris, France (since 2003)  
Courses: Management and global governance in international trade  
History of International organizations  
Courses: The STN: States, Firms and global management.  
Corporate social responsibility as a field of innovation
- **HEC** , Paris ,France Grande Ecole & MBA ( working on program since 2005 started 2006 )  
Beyond Controversy Corporate social responsibility: History and Perspectives of a contagion Phenomenon.
- **ISM Dakar**: International economics management MBA  
CSR :from an African point of view-Seminary
- **Advancia** (2005): New program on CSR and Social entrepreneurship
- **CCIP Planet-Finance**: Conference 2006 with J. Attali and Transnational Corporations (Fundraising)

**Relevant Communications or Publications, Working Papers.**

"The question of Human rights in international trade", address at the Law and society Annual Meeting", Chicago, May 2004.

"Strategy of Worldwide Retailing Groups", Pearson Ed. Contribution in book of Marc Dupuis.

"CSR in retailing process "Analysis of a contagious system through actors' strategies" with D.Mangalagiu, CEROS, Nanterre University January 2006,

"CSR:The Asian factor" Kuala Lumpur April 2006-Nottingham University and Nottingham Business School.

"Competition within collaboration: CSR and the case of NGO and retail Industry", Social Audit Institute 8ème University of Summer Dakar 2006, ESSEC-HEC Liège

"Complexity system within CSR" Aix –en Provence, Complexity systems and Social networks , Lamieri -Mangalagiu-Paone

"A way out of post colonialism in Africa or step into Neo-imperialism? : China Corporations a trend in global business "Law and Society Congress, July 2006, Baltimore,"

"CSR Blind Spot of The Market" , Law and Society Congress July 2006 Baltimore

"Beyond Controversy: CSR the Asian Drivers" from a stakeholders View," The Fifth Colloquium EABIS- SDA BOCCONI " CSR and Stakeholders view" September Milan 2006"

"The Chinese Influence in Africa" JIBS conference & papers San Diego, November-December 2006

"Challenging CSR: the Emerging Factor": Asia Academy Of Management, Papers and Conference, Tokyo, December 2006

"L'influence de la Chine en Afrique: Vers une sortie du post-colonialisme » Annuaire Français des Relations Internationales par le Centre Thucydide de Panthéon-Assas et le Quai D'Orsay

**Forthcoming:**

Chair Track Session and communication:The CSR in the Information Age

- Submitted to Information Resources Management Association (IRMA), Vancouver, Canada May2007,"The Contagion of Corporate Social Responsibility in Networks: From a Technical Competition to a Social Competition" With Yongren Shi

"From Shanghai to Bangalore": Rethinking the Business Models, Conference IRSAM at the UNESCO, June 2007, Paris

"The Chinese influence in Africa" : Analysis and perspectives" , 6<sup>th</sup> Conference of the Pan-European Relations Networks, Turin, September 2007

**Research Interests: International Economics, Strategy, CSR, International Relations**

Diffusion of The Corporate Social Responsibility

TNC from developing countries

CSR in developing TNC

Influence of Chinese and Indian Corporations

Competition Within Collaboration in TNC

Influence of the Retailing Sector in social, economics and normative impact