

William Hernández Requejo

714.906.3737

requejo4995@gmail.com

Executive Summary

Objective

An executive leadership position within a large public academic institution focused on leading the development of strategy, planning and implementation of a global vision by using 25 plus years of effectively combining academic and professional experiences throughout the world. The position should seek to drive a sustainable Earth-centrist, knowledge-based, prosperity-driven vision.

Qualifications

Extensive international experience in administrative and operational leadership. Effectively capable of interacting and working at all levels of an organization with proven team-building and project based successes in challenging international environments. Superior motivational skills that have generated global educational, research and student opportunities through integrated multidisciplinary global research collaborations. Proven ability to target, establish and maintain multiple international partnerships with notable expertise in negotiations and sophisticated relationship building capabilities.

Recent Accomplishments

- ◆ Gave a series of lectures and workshops on Foreign Direct Investment Negotiations in Havana, Cuba for **UCI PMSOB Center for Global Leadership / United Nations Development Program (2015)** in collaboration with the Cuban Chamber of Commerce, ProCuba and various other governmental agencies. Established relationships with various Ministries so as to facilitate future collaborations.
- ◆ Developed a research/training program with professionals and students on US - Cuban Negotiation Techniques in collaboration with the University of Havana (UH) Centro de Estudios de Técnicas de Dirección (CETED) La Habana, Cuba (2016) A mutual publication is expected.
- ◆ Established the student focused “**Cuba Residential**” - the first UC Irvine and UC system-wide MBA Program with the University of Havana (UH)
- ◆ Established prototype of **MBA Peacebuilding** program and 2nd Cuba Residential where 10 MBA students collaborated with 10 University of Havana students on four strategic planning projects with government designated State Owned Enterprises and private entrepreneurs.
- ◆ Led in the development and implementation of the first Memorandum of Understanding (MOU) between **UCI School of Social Ecology / UCI Oceans Institute (2016)** various Cuban environmental research agencies, including Agencia de Medio Ambiente, Centro de Investigaciones Marinas and the Centro de Investigaciones Ecológicas Marinas. As a result several Earth Science professors will be giving presentations at ECO CIEC conference in Cuba in late October. These efforts have initiated extensive, sophisticated international fund-raising campaign.
- ◆ Assisted in the recruitment of several Earth Science professors for the development of micro-grid renewable energy systems integration in Cuba in collaboration with the United Nations Development Program. This **Tri-country Academic / Sustainability / Commercial Project** includes participation from **Aarhus University, Denmark** using multilateral funding options for the development of wind, solar and biomass electricity generation for marginalized communities or humanitarian purposes. Program will serve as a prototype for other developing countries.
- ◆ Facilitated the review, negotiation and final approval process for a “**Convenio**” (MOU) between la Universidad de Cantabria, Santander, Spain, Facultad de Economía y Empresas with the Paul Merage School of Business.

Academic Administrative Experience

- ◆ **Executive Director, UCI Center for Global Leadership, (“CGL”)(2015 – present)**
<http://merage.uci.edu/ResearchAndCenters/CLTD/Content/About-Us/154>
Responsible for the “internationalization” of the Paul Merage School of Business, including strategic planning and development of the UCI PMSOB “global brand” in collaboration with all schools, centers, programs, and international organizations. Assess overall safety and security issues, global staff communications and travel in collaboration with the UCI Risk Management Group. Manage and review visa and immigration issues associated with travel. Lead for fund-raising in collaboration with Advancement and Development and multiple US and International funding bodies, including the State Department, multiple international foundations, corporations and high net worth individual.
- ◆ **Founding Executive Director, Asturias Business School “ABS” Spain (1989 – 1992)**
Lead Executive with profit and loss responsibility. Provided program oversight and leadership for faculty and staff of 17. Built the foundation, infrastructure and processes of ABS including all strategic planning efforts. Liaised with government and regulatory organizations regularly to assure academic / legal compliance, including complex US / European Academic Coordination Agreements. Set up all administrative processes, including recruiting, admissions, strategic alliances and financial. Working with Board of Trustees of ABS, defined, developed, negotiated and oversaw strategy for collaboration with San Francisco State University. Implemented strategic alliance with SFSU. Organized workshops, seminars, cross-institutional networks and training programs with US multinational corporations seeking to develop a presence in Spain. These included the Fluor Corporation, Dupont, AST, and others.

Teaching Experience

- ◆ **University of California, Irvine Continuing Lecturer, (1981- present)**
Dual Appointment: Paul Merage School of Business and School of Social Sciences. **Courses:** Global Business, International Management, and Global Negotiations (2005 - present)
Instructor, Extended Education, (1987-1995), Teaching Assistant, Spanish Department (1981-1984)
Lead multiple Global Business “Residential” courses. Most recently to Havana, Cuba and Shanghai, China.
- ◆ **Instituto de la Empresa (IE), Madrid, Spain**
Visiting Professor, School of Law (2011- present) **Courses:** *International Business Transactions*, includes analysis of Patriot Act, Office of Foreign Asset Control, and International Traffic in Arms Regulations Corruption, *Bribery and International Business* includes analysis of the Foreign Corrupt Practices Act.
- ◆ **California State University, Long Beach & Fullerton (1998 - present)**
Adjunct Faculty, School of Business, Marketing Department. **Courses:** International Marketing, Latin American Marketing
- ◆ **Universidad de Cantabria (2006-2009)**
Visiting Professor: Summer Program in Loreto, Cantabria, Spain

Workshops & Presentations

- ◆ **Harvard University** Negotiation and Leadership Conference 2016; Fostering Economic Empowerment & Global Competitiveness through Negotiations; *Global Negotiation, Innovation and Negotiation Analytics*.
- ◆ International Training Program, **CSU Foundation**. In collaboration with various Chinese State-run Enterprises, developed and implemented international business transaction programs.
- ◆ **Conexant, Inc.** Coordinated, developed and delivered three-day workshop entitled, "International Business Negotiations" for Conexant at their Executive Development Center in Paris, France in multiple languages where English was a second language. . Integrated various departments and successfully marketed the program to be delivered to Mindspeed, Skyworks and Navman in three countries.
- ◆ **Boeing Company**. Developed, coordinated and delivered 9 week workshop entitled “International Negotiations” at their Executive Development Center in Seal Beach California. The program included a focus on governmental contracting issues for middle to upper level management.

-----**Professional Experience**-----

- ◆ **Requejo Consulting, Inc. (1996 – 2015)**

President, Senior Advisor; International Management Advisor. All client projects had a significant level of multicultural factors and conditions as well as national, organizational and individual sensitivities that were addressed on a constant basis.

Clients:

Toshiba Americas Information Systems
FCPA advisor to Latin American legal counsel. Developed and presented to all Latin American sales/marketing team *Foreign Corrupt Practices Act* compliance program. Program was successfully implemented.

Navman USA
Advisor to President on **US / China** strategic alliances in Hangzhou, Zhejiang, China. Developed alliance strategy, negotiated agreements and implemented with headquarters in New Zealand.

Banco Santander; Madrid / New York Project structuring, project finance, project negotiations on wind and solar development in US. In collaboration with PriceWaterhouseCooper. Included the establishing of the Alt Energy project finance database.

Punta Chivato, Resort Development, Baja California Sur, México
Large greenfield resort development in Baja California. Directed international financing and strategic alliance issues in collaboration with Principals. Negotiated multiple complex acquisition / strategic alliance agreements.

Wal-Mart/Cifra/Chiro Strategic Alliance, Mexico City, Mexico
Strategic Alliance within the Consumer Retail industry and facilities maintenance operations. Profit and Loss responsibilities for Strategic Alliance based in Mexico City, including, legal, financial, operations, human resources and managerial responsibilities.

McDonnell Douglas Helicopter Systems, Latin America
Directed in-house International Sales Team training and development with specific focus on Latin American negotiation techniques. In part from these efforts sales within the region significantly improved and a permanent office was established in Brazil. Assured compliance with *Foreign Corrupt Practices Act, Export Administration Regulations (EAR) and International Traffic in Arms Regulations (ITAR)*

MicroAge/Lider International, Asturias Spain
Strategic Alliance between US/Spanish companies within the High Tech Industry. First attempt by both companies at a strategic alliance. High level of sophistication required in the area of licensing agreements, shareholder agreements within a provincial environment.
- ◆ **Fluor Daniel, Inc (1994-1996)**

Manager - Latin American Operations, Strategic Alliances and Joint Ventures; Peru, Mexico, Netherlands

Projects:

Camisea Gas Development. Shell Prospecting and Development, Peru Responsibilities included in-country operations infrastructure startup; legal, tax, human resources, commercial strategy, public relations, political consultants. Partner interface and negotiations. (\$2.7 Billion project)

ICA International Joint Venture Liaison, Mexico City, Mexico Responsibilities included overall strategic coordination and planning for potential collaborative efforts on a worldwide basis with specific focus on South America within the Power, Petroleum and Petrochemicals, and Infrastructure Groups. (\$1.5 Billion project)

Bolivia/Brazil Pipeline, Bolivia. Responsibilities included strategic assessment of project viability within a regional context. Contributed in ultimate decision not to bid project.

Education

- ◆ Georgetown University Law School, Juris Doctor, 1987 (Emphasis on International Law)
- ◆ University of California, Irvine, MA. Spanish, 1984
- ◆ University of California, Irvine, B.A Political Science, 1981 (Emphasis on International Relations)
- ◆ Universidad Complutense de Madrid, Spain (1979-1980) Study Abroad Program with UCI President, EAP Club

Published Materials

- ◆ **Books**

William Hernandez Requejo with Lynda Lawrence and John L. Graham, *Inventive Negotiation*; Palgrave Macmillan, 2014
William Hernandez Requejo and John L. Graham, *Global Negotiations: The New Rules*, New York: Palgrave Macmillan, 2008.
Charles Hill and William Hernandez Requejo, *Global Business Today*, Global Edition, New York: McGraw Hill, 2011

- ◆ **Journal Articles**

With John L. Graham, “Managing Face-to-Face International Negotiations,” in press, *Organizational Dynamics*.

Languages

- ◆ Spanish - fluent
- ◆ Portuguese - proficient
- ◆ Italian - proficient
- ◆ Japanese - rudimentary
- ◆ Chinese – rudimentary

Academic and Corporate references available upon request.