

Alain Paul Martin

Professional Vitae

LANGUAGES: English, French and German

EXPERIENCE

- **Fellow in Advanced Leadership, Harvard University, Cambridge, MA (2011-Present)**
- **President and CEO - The Professional Development Institute:** Leads a team of governance experts and IT architects, serving the public and private sectors from 1985 to present. Developed a practical framework to reduce complexity, comprising tools and road maps on issue analysis, interest-based negotiation, strategy, strategic procurement, transparency, governance, risk and project management (Harvard University Global System™)
 - **Workshop Leader (1979-present):** Leadership, Strategy, Risk, Governance, Negotiation, Conflict Resolution, Time and Project Management, Canada, USA, Europe, Japan, China Boeing, GE, P&G, PEMEX, Teck, Textron and governments. Participants: senior executives, managers, administrative and executive assistants
 - **Executive Coach, Strategy & Risk:** Biotechnology (2005-2010), Electronic Commerce (2001-2008)
 - **Led the architecture of cutting-edge algorithms and software systems** for planning and tracking large-scale international projects in partnership with Skanska and Boliden. Both companies applied the products globally.
 - **Advisor to the Director General of the UNESCO:** Authored “Overhauling the UNESCO and Strengthening Its Essence”; a 1997 report on ethical leadership, literacy and geopolitical issues, including the reintegration of the United States to the UNESCO, as a member state. Report available at www.executive.org/unesco
 - **Principal Advisor to the President and CEO of Desjardins Casualty Insurance Group:** Played a hands-on role in crafting and executing innovative strategies to turnaround the Group from a lagger to a leader (1985-97)
 - **Principal Advisor to the President of Desjardins (Parent Company):** Staff 48,000, assets: \$75B
- **Faculty Member:** Graduate Management (M. Sc. Project Management), University of Quebec, 1997-2006
- **Executive Member, non-partisan, Prime Minister’s Committee on Government Reform,** (subsequently known as the Public Service Advisory Committee): Provided strategic advice on emerging mission-critical issues affecting the country (Canada); issues ranged from validating poverty- and deficit-reduction initiatives to geopolitical risk (1994-97). Led a ground-breaking seminar titled “Building a Great Nation” for Cabinet ministers, executives and legislators (National Archives’ photo http://en.wikipedia.org/wiki/Alain_Paul_Martin).
- **Led assignments where sensitive multipartite negotiations were of paramount importance,** including (a) the incubation of the Canadian Food Inspection Agency; (b) a brainstorming retreat with Health-Canada’s executives and medical professionals to prepare a risk-management strategy nine months before Mad Cow was diagnosed in Canada; (c) a proposal to the Prime Minister on defusing the growing tensions between Canada and its Asian trade partners, particularly Japan, following the discovery of mad-cow disease in Alberta in 2003; (d) the merger of five agencies mandated to protect investors, maintain the integrity of securities markets, and regulate financial institutions in Quebec; (e) the creation of a trilateral cooperation network to mobilize Canadian talent and know-how with petrodollar financing (Kuwait, Abu Dhabi) for the benefit of the poorest nations in Asia and Africa.
- **Held managerial positions in operations research and systems development** at Du Pont (chemicals), Domtar (pulp & paper, construction), Canadair (Bombardier Aerospace) and CBC News; built a monitoring system, across five time zones, to assist in balancing news coverage and eliminating systemic biases, notably during elections.
- **Directed the detailed engineering of international projects,** including a 2,400-KM microwave link in Africa and the 660 KM highway corridor to maximize socioeconomic benefits to the region
- **Patent Holder:** U.S.A., Canada, Japan; **Award Recipient:** Harvard University and the Harvard Alumni Association (2011), Canada Awards for Excellence (Certificate), Innovation Award (Canadair, now Bombardier)
- **Summer Jobs (Internships in Advanced Technology):** SFB German Broadcasting in Berlin, Peugeot (France), Dept. of Nuclear Physics (U. of Ottawa), Hydrodynamic Laboratory (Engineering Faculty, Carleton University)
- **German-Language Field Practice:** Sales Department, Herzmansky (Vienna, Austria) now Peek & Cloppenburg

PRO-BONO COMMUNITY SERVICE

- **Pro-Bono Funding and Consulting:** Provides strategic advice and opportunities to fund charities, including Canada Without Poverty, Food Banks of Canada, Harvard University Global Month of Service (Solidarity for victims of Haiti Earthquake and Japan Tsunami), and the Children’s Hospital of Eastern Ontario (2008-2011)
- Initiated the creation of **Partners in Health** in Canada. Mobilized resources to (a) incorporate PIH and obtain a charitable-organization status; (b) link PIH to strategic allies, private foundations, corporate philanthropies and international-aid leaders; (c) host a charity drive and manufacture a fuel truck for PIH clinics in Haiti (2010-2011)
- **Founding Sponsor: Roger Fisher House,** a conflict-resolution catalyst of Mercy Corps (NGO), which alleviates suffering, poverty and oppression worldwide by helping to build secure, productive and just communities.

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EDUCATION & EXECUTIVE DEVELOPMENT

I returned to Harvard University, in 2011, as an Advanced Leadership Fellow in an initiative of six graduate schools (Medicine, Law, Public Health, Business, Education and Government). I am also an alumnus of the Harvard Business School, where I studied entrepreneurship in the OPM program. I hold a degree in Commerce (Concordia) and was trained in management of change (MIT), team building and people skills (Gestalt Institute of Cleveland), and principled negotiation and mediation (Harvard Law School). Details of my education are below:

- Concordia University, Montreal: B. Com. Quantitative Methods & Operations Research, 1968-1973
- Alumnus, Harvard Business School, Boston: OPM (27th Alumni Class), 1997-1999
- Harvard Business School, Boston: Strategy (Building and Sustaining Competitive Advantage)
- Harvard Law School, Cambridge: Teaching Negotiation in the Organization
- Harvard Law School, Cambridge: Negotiation for Senior Executives
- Harvard Law School, Cambridge: Advanced Negotiation for Senior Executives with Bill Ury
- Harvard Law School, Cambridge: Negotiation for Lawyers with Emeritus Prof. Roger Fisher
- Harvard Law School, Cambridge: Advanced Negotiation for Lawyers with Prof. Bruce Patton
- Harvard Law School, Cambridge: Mediation with Prof. Robert Mnookin
- MIT Sloan School of Management, Cambridge: Managing Complex Product Development Projects
- MIT Sloan School of Management, Cambridge: Management of Change Seminars ([R. Beckhard](#) and [Ed Schein](#))
- MIT Sloan School of Management, Cambridge: Evaluation of Government Programs
- MIT Sloan School of Management, Cambridge: Developing an Internet Business Strategy
- Gestalt Institute, Cleveland: Gestalt Psychology and Intimate Systems (Team-building and People Skills)
- Cognitive Behavior Modification Conference, B.F. Skinner & D. Meichenbaum, Los Angeles
- Harvard Business School: Global Forums: Berlin, Cleveland, Shanghai, Washington and Boston (HBS Centennial)
- Club Leaders Conferences: Harvard Business School: (2005-2011), Harvard Alumni Association (2007-2011)
- Risk and Decision Assessment using @Risk and the Decision Tools Suite, Palisade, Ithaca, NY
- Real Options Valuation (ROV) in Business-Strategy Formulation by [Dr. Michael Rees](#) (Oxford, Wilmott Award)

AUTHOR

- [Harnessing The Power of Intelligence](#), pp. 247, ISBN 0-86502-924-5

“This is an extraordinarily thoughtful and well written book on a topic of great contemporary importance. Its advice is detailed, practical and completely on target.”

Professor Warren McFarlan, Harvard Business School

“I have used the framework described in this remarkable book successfully for several years, first, to orchestrate the turnaround of North America's fastest growing casualty-insurance company, and subsequently, to craft a vision and strategic direction of a \$75 billion financial institution.”

**John Harbour, President & CEO, SAAQ
Former President, Desjardins Confederation**

- [New-Paradigm Incubation Roadmap](#)
- [Overhauling the UNESCO & Strengthening its Essence](#)
- [Strategic and Operational Policies and Good Governance](#)
- [Bringing Time to Life](#), pp. 168, ISBN 978-0865020238
- [Think Proactive: New Insights into Decision-Making](#), pp. 233. ISBN 0-86502-000-0
- The Global Method – Bridging the Gap Between Management Tiers – Locally and Internationally, delivered at The World of Project Management, Joint PMI/Internet Symposium, Boston, Sept 28-30, 1981, pages 619-630
- Project Management Requires Transnational Standards, PM Quarterly, Drexel Hill, PA, Volume X (2): 41-44
- [Emergency Preparedness: Mad Cow \(BSE & vCJD\)](#) Case Study for Policy-Makers, with Dr. B. Morrissey

PROFESSIONAL & EDUCATIONAL ASSOCIATIONS

- **Memberships Held:** Harvard Faculty Club, Harvard Alumni Assoc., Mathematics Society of France, PMI, ACM
- **President** - Harvard University Club (2009-2011); Harvard Business School (HBS) Club, National Capital Region (2005-2009). Led the management of educational events on geopolitics, governance, social justice and health. Organized HBS Centennial Conferences on “Overhauling Capitalism and Strengthening Democracy” (2008-2009).

OTHER INTERESTS: Governance, ecology, Amnesty Int’l, windsurfing, long-distance running (marathons) and hiking