

العلم الاستراتيجي والاقتصاد
 الدكتور واheed Aly Mogahed

**FORM TECH-6
 (CONTINUED)
 CURRICULUM VITAE (CV)**

Position Title and No	. {e.g., K-1, TEAM LEADER}
Name of Expert:	Waheed Aly Mogahed
Date of Birth:	20/07/1945
Country of Citizenship/Residence	Egypt

Education:

- 1978 - Ph.D. in Agricultural Economics, Ain Shams University, Egypt.
- 1974 - M.Sc. in Agricultural Economics, Ain Shams University, Egypt.
- 1968 - B.Sc. in Agricultural Economics, Ain Shams University, Egypt.

Employment record relevant to the assignment

Period	Employing organization and your title/position. Contact infor for references	Country	Summary of activities performed
2002 Present	[e.g., Ministry of, advisor/consultant to... For references: Tel...../email.....; Mr., deputy minister]		

2002 - Present: Professor of Agricultural Economics, Ain Shams University, Cairo, Egypt.

1997 - 2002 : Director of Studies & Research Dept., Arab Organization for Agricultural Development (AOAD), League of Arab States, Khartoum, Sudan.

(Through this period, about 50 applied studies were implemented and issued under my supervision as a team leader, about 3 conferences, 15 workshops and 6 training activities were technically organized and executed under my technical supervision, and participate with working papers in all of them.)

All these activities were closely related to the main areas of my interest and specialization (agricultural policy marketing, production economics, feasibility-studies, Arab intro-regional trade in agricultural commodities,..Etc.)}

Nov. 1996 - Feb. 1997: Marketing Expert, Project of Agricultural Policy Reform in Egypt, Unit of Policy Design and Implementation.

1985 - 1996 : Associate Professor of Agricultural Economics, Ain Shams University, Cairo, Egypt.

Teaching Courses in Agric. Marketing, Marketing Institutions, Macro & Micro Economic Analysis, Agric. Price Analysis, Agricultural Statistics, Sampling Technique, Supervised over 10 M.Sc. and Ph.D. students, Published about 16 paper in the field of Agricultural Economics, Agric marketing and Agric. Policy.

1989 - 1993 : Visiting Associate Professor of Agric. Economics, Agric. Economic Dept., Sanaa University, Sanaa, Yemen Arab Republic.

Taught courses on Agric. Economics, Agric. Marketing, Land Resource Economics, Elementary Statistics, Designed a questionnaire and significantly participated in a wide filed survey study for economic evaluation of commercial poultry sector in Northern Governorates of Yemen. Carried a field study on Qat consumption for a sample of Sanaa City residents.

1979 - 1985 : Lecturer of Agric. Economics, Ain Shams University, Cairo, Egypt

1970 - 1979 : Demonstrator, Agric. Economic Dept., Ain Shams University, Cairo, Egypt.

1969 - 1970 : Sampling Specialist, Economic Dept, Ministry of Agriculture, Qalioubiya and Damitta Governorates.

Membership in Professional Associations and Publications:

- Active participant in many research and feasibility studies in the field of marketing, project evaluation, privatization, land reclamation, etc., through a number of national and international consulting firms, e.g., CADSAC, HALCRO, SHENDY, and NCF.
- Associate Director of the National Consulting Firm (N.C.F.).
- Actively participated, for different years, as a member of Specialized Boards at the national level such as: Specialized National Boards (branch of international trade), National Supreme Board of Protected Agriculture, National Board of Strawberries Marketing and Exporting. Studies, Research Work, and Training were the main activities within these Boards.
- Actively participated in research studies in many Arab Countries as Morocco, Tunisia, Mauritania, Syria, Saudi Arabia, and Yemen.
- North Carolina State University, Visiting Scholar and Participated in research studies in the area of marketing and consumption of agricultural products; May - August 1980.
- California University (Davis), Visiting Scholar and Participated in research studies in the area of marketing and trade of Egyptian horticultural products; June 1981.
- Michigan State University, Visiting Scholar as a Team Member of Protected Agricultural Products in Egypt. FAO and UNDP, Sept - Dec 1988.
- Member of visiting team to investigate the marketing and exporting system of horticulture products in Holland and Spain. Jan - Feb 1989.
- Participated in Floriculture Conference, San Antonio, Texas, Sept 1988.
- Participated in the Green House Products Conference, Gulf, Ontario, Canada, December 1988.
- Participated in the Third Arab – German Economic Meeting, Berlin, 29-30 June 2000.
- Attended and participated in a number of national and regional conferences, workshops and other activities in the field of specialization.

Language Skills (indicate only languages in which you can work):

- Arabic (Mother Tongue)
- English

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
{List all deliverables/tasks as in TECH- 5 in which the Expert will be involved)	

"Vegetable Marketing and Exporting Activity", California University, Egypt Project, Egypt, 1985 – 1989.

The Project aims at evaluating and investigating the Egyptian Potentialities to develop Tomato production, post harvest and marketing, as well as exporting fresh tomato to Arab and European countries in the most proper times. Leading four principal investigators and about 10 specialists (technologists and economists) with an American counterpart (R. Semmons, North Carolina State University). Supervising the work and performance of all members, reporting achievements and final results, investigate some European exporting markets and some competitors from importing countries.

- **"Economic Food Tendency in Arab Countries"** AOAD, 1981, A comprehensive study of economics of food status for Arab countries from a partial and aggregate points of view. The study aimed at investigating the main factors affecting self-sufficiency ratio from major food commodity groups: grains, legumes, oils, sugar, vegetables, fruits, and animal foods. The marketing and trade aspects were investigated as important factors affecting the food system efficiency and performance. Forecasting production, consumption, and food gap were treated, and appropriate policies to tighten this gap were concluded.
- **"Demand and Supply of Fruits and Vegetables in Arabian Countries"**, Khartoum, Sudan, 1981/1982. A wide study included all Arabian countries, carried out by the Arab Organization of Agricultural Development (AOAD). The project aimed at investigating horticultural production, post harvest, marketing, consumption, and foreign trade at the level of each Arabian

country for evaluating the possibilities to improve and maximize the intra-regional trade in horticulture products among the Arabian countries: Saudi Arabia, South Yemen, North Yemen, Morocco, and Mauritania were the countries of interest, where in-country study has been done for each of them. The study covered all related areas such as: production, consumption, marketing structure, marketing policy, marketing performance, trade policies and regulations, comparative advantage, forecasting production, consumption, and net trade.

- **“Marketing Development of Horticultural & Livestock Products in Syria”**, Syria, 1984. A study funded by (AOAD) to assist Syrian Ministry of Agriculture for reforming the marketing systems of both horticultural products and livestock products. Assessing the production/distribution system of horticultural products, investigating the current marketing policies and institutions, evaluating the main factors behind the poor performance of horticultural sector, setting a master plan for marketing reform, doing pre-feasibility studies for a number of recommended projects in this concern.

- **“Limitation and Possibilities to Develop the Arabian Intra-regional Trade in Agricultural Commodities”**: (AOAD), Khartoum, Sudan, 1985. The study aimed at trying to clarify the most proper economical approach to facilitate and improve the poor performance of Arabian intra-regional trade in agricultural products. Taking a part of responsibility of the marketing and trade aspects, reviewing Arabian policies of production, marketing, and trade in agric. Commodities as well as estimating and forecasting the shortage and surplus of each group of Agric products fro each country, participating with the team work in setting some recommendation to develop Arabian intra-regional Agricultural trade.

- **“Potential Horizons for Exporting Egyptian Rice”**, Ministry of Supply, 1986, Joint research work, the study aimed at identifying

the main factors of comparative advantages of Egyptian rice, both local cropping pattern and international trade market, while rice is the only food grain still in surplus in Egypt in spite of increased domestic consumption.

- **“Some Economic Implications of the Current Price Policy for Wheat in Egypt”**, Ain Shams University, 1986. Joint research work, the objective of study is to describe, analyze, and evaluate current wheat price policy to investigate its impact on wheat industry efficiency. The study treated the different components of wheat industry including production, consumption, marketing, and foreign trade as well as social welfare aspects such as farm income. The study proposed few alternatives for wheat price policy towards the year 2000, and evaluate its impact using partial equilibrium model.

- **“Non-traditional Horticultural Crops Project”**, Egypt, 1994, Horticulture Research Institute. The project is funded by F.A.O. and supported by a number of expatriates as well as about 15 national experts. The main task of the project is to evaluate – technologically and economically – to what extent Egypt could improve the production and exportation of a number of non-traditional vegetables and fruits. Investigate and evaluate local market consideration, production costs and expected profits, potentialities to export.

- **“Market Oriented Development for Major Horticultural Crops in Egypt”**, Egypt 1994, project funded by USAID. The project aimed at investigating the integrated commodity system for four horticultural crops: Potato, Tomato, Grapes, and Citrus, in order to suggest policies and recommendations towards the development of local marketing system in general and export business in particular. Investigate the existing production situation, local demand, local marketing, exporting regulations, exporting operations and analysis of the competitiveness in the major exporting markets. Through interviews, field visits and primary data collection, many small, medium and large farmers, retailers, wholesalers, exporters, officers were interviewed. Also a number

of farms, packing stations exporting companies, related public and private institutions were visited and studied. Analyze the collected data and information, setting some recommendations to improve marketing system and maximize exports.

- **“A Prospective Study of Arabian Agriculture Status at Year 2000 according to alternate Scenarios”**: (AOAD), Khartoum, Sudan, 1993. It is a prospective study that aims at making a future vision towards the Arab Agricultural Sector (production, consumption, trade, resources) within the changes frame work of recent international tendency toward international and regional. Peace Process, GATT, Economic liberalization and international tendency toward regional economic and trade integration were the main dimensions of study framework. Dealing with the parts concerning GATT and Trade liberalization impact.
- **“Expected Impact of EU Policies after 1993 on Arabian Agriculture Trade and Development”**, (AOAD), Khartoum, Sudan, 1994. The study aims at verifying and investigating the impact of EU membership expanding on Arabian Agriculture trade and development. Dealing with the aspects of agricultural trade regulation (After Uruguay) and membership expansion of EU on the Arabian exports (mainly from horticultural products), and imports (mainly from food products).
- **“Marketing Policy of Egyptian Rice Crop and its Impact on Production and Export”**, Ain Shams University, 1994. Joint research work. The study investigated different rice marketing systems in Egypt; prior to co-operative marketing, marketing rice co-operatively and marketing systems as related to economic liberation policy within the context of economic reform. Evaluating the main dimensions of policy impact was the objective of study in general and the issues of supply response and export sector performance in particular.
- **“Technical and Economic Feasibility study of the Utilization of the Great Man-Made River Waters”** (Phase II) Along the

conveyance system and Al-Jabal Al-Gharbi Regions. The study aims at designing integrated development plans with detailed different alternatives, and provides the financial & economic analysis of the best alternative plan, team leader for phase II (alternatives designing), and Phase III (financial and economic Analysis). 1996-1997. Libya.

- **“Feasibility Study (Technical, Financial and Economic) to Produce Forage in Sudan for Export”**. Arab Authority for Agricultural Investment & Development (AAAID), Team Leader, Sudan, Khartoum, 2000, 2001.
- **“Formulation of a regional program for food security and agriculture development in CAE member countries”** national consultant, policy analyst under project TCP/RAP/2903. FAO, 2004
- **“Study of Aromatic and Medicinal plants in Egypt, ”**F.A.O. 2004.
- **“Rationalizing subsidies for agriculture services in Qatar state”**
A technical and socio-economical report, prepared according field investigation. Ministry of municipal and agricultural affairs, Qatar state and Arab organization for agricultural development (AOAD), December 2005.
- **“A preliminary report on agricultural development strategy in Qatar state”**. Ministry of municipal and agricultural affairs, Qatar state, 2006.
- **“Regional study of local subsidy policies for agriculture in Arab countries”** (AOAD)January 2009 , Study team member.
- **“assessment study of Agricultural products & handcrafts marketing systems in Assiut , Sohag And Qena governorates”**

International fund for agriculture development. (IFAD) , Near East and North Africa division , Cairo , April 2009.

- **"A paper on foreign investment in agriculture sector, Egypt Case study"** (FAO) , Cairo Office , May 2009. Study team member.

- **"Arab republic of Egypt, ministry of agriculture and land reclamation" , Sustainable Agriculture development strategy toward 2030**, Agriculture research and development council, October 2009, a member of the strategy document formulation group and coordinator of agricultural marketing & agro-industry team.

- **"Arab republic of Egypt, ministry of agriculture and land reclamation" Executive plan of sustainable agricultural development strategy (2030)** , August 2010 , a member of plan document formulation group , a member of agricultural policies team and coordinator of marketing & agro-industry team.

- **"Pro-poor horticulture value chains in upper Egypt" (SALASEL PROJECT) , Marketing development consultant** 20/2/2011 – 19/8/2011, Joint program UNDP, UNIDO, ILO, UNIFIN. 64 mosadak st. 12311 mohandessin – Giza. Egypt

Expert's contact information: (e-mail : Waheed.Mogahed@gmailcom,
Phone: +201001414343)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.

Name of Expert

Signature

{day/month/year}
Date

{day/month/year}

Name of authorized
Representative of the Consultant
(the same who signs the Proposal)

Signature

Date

- (i) *This CV correctly describes my qualifications and experience.*
- (ii) *I am employed by the Executing or the Implementing Agency.*
- (iii) *I was part of the team who wrote the terms of reference for this consulting services assignment.*
- (iv) *I am not currently debarred by a multilateral development bank.*

(If yes, identify who)

I certify that I have been informed by the firm that it is including my CV in the Proposal for the {name of project and contract}. I confirm that I will be available to carry out the assignment for which my CV has been submitted in accordance with the implementation arrangements and schedule set out in the Proposal.

OR

[If CV is signed by the firm's authorized representative and the written agreement Attached].

I, as the authorized representative of the firm submitting this Proposal for the {name of project and contract}, certify that I have obtained the consent of the named expert to submit his/her CV, and that I have obtained a written representation from the expert that s/he will be available to carry out the assignment in accordance with the implementation arrangements and schedule set out in the Proposal.]