



Berkeley Roundtable on
the International Economy

Annual Report
2001 - 2002

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Introduction: A Year In Review

During the past year old research themes have evolved into new ones and many new collaborators have joined our team of elite research specialists. Our research priorities have changed in response to the many new Information Technology developments, particularly in the area of wireless data transfer, and of course, to the September 11th tragedy. We seek to address new issues in security and technology which have arisen from the next generation network trajectory and the devastating impact of the terrorist attacks.

This year we have begun an extensive research program with the Research Institute of the Finnish Economy (ETLA) focusing on wireless technology innovations and comparative deployment strategies. Joining the BRIE research team are Jonathan Sallet and François Bar, specialists in the telecommunications and broadband technology sectors. Sallet was former policy specialist for WorldComm and currently runs a private consulting firm, Quintessence, LLC. Bar is a Professor of Communications at Stanford University and has done extensive research on comparative telecommunication policy, as well as economic, strategic and social dimensions of computer networking, new media and the internet. Jay Stowsky will also be joining us as a Senior Research Associate and Grant Specialist. His research centers on new issues in security and technology. He is an associate dean at the Haas School of Business. He previously served as senior economist for science and technology at the White House Council of Economic Advisers under Laura Tyson. Both Professor Bar and Dr. Stowsky are former BRIE graduate student researchers and François did postgraduate studies with BRIE as well.

We would like to thank our funding contributors and all of the participants who made our many workshops, conferences and seminars successful this past year. In particular we would like to acknowledge the efforts of Olli Rehn, University of Helsinki, who worked with us to organize our conference on “Understanding the New Economy” (Brussels, 2002) and who helped us with extensive grant proposal efforts. We extend our gratitude to Phil Henderson and Craig Kennedy from the German Marshall Fund

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whose continued support and understanding was essential to the New Economy (Brussels, 2002) and who helped us with extensive grant proposal efforts. We extend our gratitude to Phil Henderson and Craig Kennedy from the German Marshall Fund whose continued support and understanding was essential to the New Economy Conference and also to the “Venture Capital and Local Development” Conference which successfully took place in Paris, France (June 2002).

The following report provides more extensive information on the research projects and outreach programs BRIE has pursued during the 2001 – 2002 fiscal year. Additional resources can be found at our website, <http://brie.berkeley.edu>. We thank you all for your support and interest in our research group and urge you to direct any comments or inquiries to brie@socrates.berkeley.edu

Stephen Cohen
Co-Director, BRIE

John Zysman
Co-Director, BRIE

BRIE: A Brief Overview of Our Organization

The Berkeley Roundtable on the International Economy (BRIE) is an interdisciplinary research project at the University of California at Berkeley. For nearly twenty years, BRIE has worked with academics, business leaders and scholars from around the world – from such wide-ranging disciplines as urban planning, political science, economics and engineering – to consider the real-world interactions of technology, markets and economies and to formulate path-breaking notions that challenge conventional economic policy-making. BRIE stands today as one of the leading intellectual voices debating government policy and business strategy.

BRIE was founded on one simple premise – that there can be no long-term *low-tech* prosperity for the American economy: Continued leadership in the development, production and use of new technologies here in the United States is key to America's economic health. Through such landmark publications as *Tools for Thought: What is New and Important about the New "E-economy*, and its most recent book *Tracking a Transformation: E-Commerce and the Terms of Trade in Industries*¹ BRIE research has influenced the way technology is defined and thought of today. It has created a springboard for analysis of the revolutionary impact of the new E-economy.

BRIE's current findings suggest that profoundly new approaches to production and organization are combining with the rapid, pervasive spread of information technologies to create radically new forms of international competition. Though the new forms of competition create dramatic new potential for economic growth and job creation, they also threaten to generate new stresses in the uneasy relationship between industry, society and government.

Such findings are reflected in BRIE's on-going analyses of industrial production, market competition and technological development in Asia, Europe and the US, and its assessments of the changing patterns of global trade and investment as well as the impacts of the development and use of new technologies such as advanced information networks.

What We Do: An Overview of Current Research Interests

Comparative Broadband Deployment Trajectories

In the most recent round of the Internet development debate, proclamations of broadband's role as the centerpiece of IT innovation and dissemination have become ubiquitous. Yet comparatively little analytic energy has been focused on how different national governments approach the regulatory and other policy questions surrounding broadband technology and deployment. BRIE research seeks to fill this lacuna by systematically demonstrating how cross-nationally varying regulatory policies have clear implications for market outcomes in broadband development. Our objective is to build a concise typology of government policies designed to regulate residential and business access to broadband as implemented at the national level in Europe, East Asia and North America.

Throughout the year BRIE has conducted an on-going discussion with policymakers, academics and business leaders to create a framework by which to discuss future broadband deployment and its implications. Two research workshops were organized partially around this theme and a working paper is in progress.

New Issues in Security and Technology

The next generation network development raises questions about both technology capacities and security vulnerability. We believe that the issues arising at the intersection of technology and security must be understood in the context of evolving public policy. Our new research program in this area builds from a long line of previous BRIE work over the past decade. Scenario planning tools, analysis of next generation networks, questions of intellectual property and the development strategy of open source software, matters of IT technology drivers here and abroad are all research themes within this effort.

This new vein of research is being lead by Jonathan Sallet, Jennifer Sims,

Jay Stowksy, Michael Kleeman, and Steven Weber. It is their hope to build on this theme through collaborative meetings and publications.

Emerging Markets

How are we to understand the effect of the New Economy on economic growth in Emerging Markets? How can we take concepts central to our understanding of the new economy in advanced economies and apply them to developing economies? We must adjust our conceptions of economic sustainability and productivity to understand how the new economy will reshape the terms of economic transactions and competition in the emerging markets. BRIE work focuses on analyzing how these new conceptions may shape the terms of production in the new economy in developing markets.

BRIE argues that sustainability in the new economy in developing economies should be thought about in terms of productivity. Sustainable economic growth will come from improvements in productivity in these countries.

This year BRIE authors have generated many proposals and publications relating to the issues surrounding the digital divide and emerging markets, including “The New Economy and Economic Growth in Developing Countries: Speculations on the Meaning of Information Technology for Emerging Markets” published with other conference papers in “The ‘New Economy’ and Old Problems. Prospects for Fast Growth in Postsocialist Countries” (Warsaw, July 2002).

Productivity

The productivity question remains at the heart of any study of the New Economy, despite the downturn. The driver of productivity has been, and will continue to be, advances in the design and application of information technology – the set of ‘tools for thought’. There are several different measures of productivity we ought to be aware of: real productivity, potential productivity and measured productivity. This latter type emphasizes the very real difficulties we face with measurement error. For example, German productivity was systematically underestimated for

decades because of the Bundesbank's conservative productivity measurement models. The Germans recently created an American-style productivity burst merely by copying the American measurement system. Our energies would best be spent on attempting to understand the qualitative transformation of productivity rather than seeking an incremental quantitative accretion.

Open Source

Open source software has emerged into the mainstream of the information economy. Collaborative open source software projects such as Linux and Apache have demonstrated that a large complex system of code can be built, maintained, developed, and extended in a non-proprietary setting where many developers work in a highly parallel, relatively unstructured way.

This research aims to explain the political and economic dynamics of this new production regime. Understanding the political economy of open source gives new insights into cooperation and collective action in the absence of hierarchy. This represents critical knowledge that could frame a suitable property rights regime for important parts of the 'New Economy', which in turn creates space for new business models that could capitalize on the massive opportunities for growth.

Most important, open source is a pragmatic demonstration of one thing that is truly different about the information economy. If we understand deeply how it works, this will lead to better understandings about human motivation, political organization, and production — and thus about economics — in the new economy. This research begins to answer what is perhaps the most significant question about open source. Can it work elsewhere? More precisely, what are the boundaries within which this model can spread and flourish?

BRIE Research Associate, Steven Weber leads the research on Open Source. In this field he has published several works which include: "The Political Economy of Open Source", in *Tracking a Transformation; E-Commerce and the Terms of Competition in Industries*, BRIE-IGCC E-economy Project, ed. (Washington, 2001) and *The Success of Open Source* (Harvard University Press, forthcoming.)

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This is just a small sample of the range of work that BRIE has done in recent years. Our other interests range from international relations through comparative politics and to venture capital. For more information on our research interests please visit our regularly updated website at <http://brie.berkeley.edu>.

BRIE Grant Projects and Collaborators

European Union Center of California

BRIE is the current co-host, with the Institute for International Studies and the Institute for European Studies, of the European Union Center of California on the UC Berkeley campus. The Center's central goals are (1) to promote research aimed at better understanding the European Union and transatlantic relations and (2) the development of education, communication and outreach programs to enhance an on-going EU-US dialogue. The Center's primary focus is the impact of information and communication technology on European and American economies and societies and their interactions.

BRIE has organized three conferences of 35+ participants each as well as several smaller workshops since the founding of the European Union Center in April of 2001. These meetings brought together academics and policy makers from the US and Europe to discuss academic priorities in new economy research. More information on these conferences can be found at <http://globetrotter.berkeley.edu/EuroUnion> or on the BRIE website.

German Marshall Fund

“E-Commerce Policy – Bringing in the European Dimension”

The German Marshall Fund of the United States provided grant support for two series of meetings this year. The first, which BRIE co-hosted with the European Union and the University of Helsinki, took place in Brussels from January 31, 2002 - February 1, 2002. It consisted of two main events, a small policy workshop with Commissioner Erkki Liikanen and a larger conference on the New Economy which brought together 25 participants from academia, the European Commission and European businesses. Several briefing papers, which can be found on the BRIE website (<http://brie.berkeley.edu>), kicked off the discussion at these meetings.

Surrounding meetings included “From Lisbon to Barcelona: Towards a more competitive Europe,” where BRIE Co-Director Stephen Cohen

gave a speech on the differences between productivity policies and business organizations in Europe and those in the United States as well as two conferences sponsored by the European Internet Foundation which Professor Steven Weber participated in on transatlantic Internet issues and Open Source Software models.

The second meeting, “Venture Capital and Local Development” took place in Paris, France on June 19, 2002. BRIE co-hosted it with the Caisse des Dépôts et Consignations and the OECD-Local Economic and Employment Development (LEED) Programme. Its participants came from a variety of academic and business backgrounds. The discussion centered on comparative venture capital models and the future of venture capital practice.

Industry-University Cooperative Research Program ***“The Open Source Software Production Process”***

The IUCRP grant, started in July 2001, provides support for research and discussion on the economic impact of collaborative open source software projects. It is BRIE’s belief that the robustness of open source software will massively accelerate the move toward “ubiquitous computing.” Moreover, the significance of the open source process extends beyond software and computing per se; it provides a powerful window into some of the changes the Internet is bringing to economic life.

Our IUCRP funded research project aims to deepen and broaden understanding of open source and its short, medium, and possible long-term social, economic, and political implications. We have focused on conducting research into the mechanisms by which the open source process solves three problems generic to production processes: *motivating* individuals to contribute to a collective good; *focusing* their contributions on a product; and *organizing* the complexity of the task and the resulting product. Many of the products of this initial investigation will be published in Professor Steven Weber’s forthcoming book, The Success of Open Source (Harvard University Press) and a few spin-off papers including David Lancashire’s “Fading Altruism?” which was published on the peer-reviewed online journal First Monday.

Institute on Global Conflict and Cooperation

The IGCC provided support for UC faculty and BRIE research fellow participation in the “First Annual Workshop on Spectrum Allocation and Assignment Policy, co-hosted by IGCC, Cal IT2, Telecom Paris & BRIE. They have also provided key collaborative efforts on our current wireless research projects as well as active participation in our workshops on the New Economy. For more information on the IGCC please visit their website at <http://www-igcc.ucsd.edu/>.

Lawrence Livermore National Laboratory *“Strategic Planning for Industrial Partnering”*

BRIE’s research is contributing to LLNL’s aims to redefine appropriate US Government policies on the direction of technology research and development, the role of national laboratories in such activities, and the development of strategies and mechanisms for their implementation. This year we focused on two key issues of importance to the Labs (1) New issues in Technology and Security and (2) The next generation communication / information technology.

The Research Institute of the Finnish Economy (ETLA) *“Innovation, Regulation and the Changing Terms of Competitive in Wireless Telecommunications”*

The Research Institute of the Finnish Economy (ETLA) and BRIE have established a collaborative research program to examine the development, effects and implications of the wireless communications revolution.

Our starting point is the recognition that wireless networks – like terrestrial networks before them – are increasingly optimized for data as demand for data transmission surpasses that for plain voice traffic. The spread of wireless networks provides strong incentives for experimentation with wireless application tools as well as efforts to integrate wire-line and wireless services and applications. A whole range

of business models and practices will evolve. As a result, many policy issues raised by the spread of terrestrial digital networks, hitherto only partially settled, will come to shape and be shaped by the wireless technology development and deployment trajectory.

The goal of our research is to provide a baseline by which to discuss the important issues surrounding wireless development. Broadly defined our research centers on five main topics: (1) Productivity in the “New Economy,” (2) Organization and Standard Setting, (3) Management of Strategic Partnerships with Technology Suppliers, (4) The Role of Governments in Network Regulation and (5) the General Diffusion of Mobile Communication Technologies. These topics have been defined and discussed in two main collaborative workshops this year. The first “Innovation, Regulation, and the Changing Terms of Competition in Wireless Telecommunications” (Berkeley, CA - December 10, 2001) established the research agenda for the coming year. This agenda was elaborated upon and working papers were discussed at the follow-up meeting co-hosted by BRIE, ETLA and the European Commission on June 17, 2002 (Brussels, Belgium). More information on the collaboration and current research notes can be accessed on the BRIE-ETLA website at <http://brie-etla.org/home/>.

BRIE Meetings, Conferences and Events

“Innovation, Regulation and the Changing Terms of Competition in Wireless Telecommunications,” an ETLA/BRIE Collaborative Research Workshop, held in Berkeley, CA. on December 10, 2001.

Business Seminar with representatives from the Nokia Research Center, US business leaders and BRIE participants hosted by BRIE on January 10, 2002.

Public Policy Workshop with Commissioner Erkki Liikanen hosted by BRIE and the European Commission in Brussels, Belgium on January 31, 2002.

“Understanding the New Economy,” a workshop co-hosted by BRIE and the European Commission in Brussels, Belgium on February 1, 2002

“Comparative Business Organization in Europe and the United States” a lecture by Professor and Co-Director of BRIE, John Zysman, to the Copenhagen Business School Executive Program on March 1, 2002.

Lunch Discussion with EU Ambassador to the United States, Gunter Burghardt, co-hosted by BRIE, the Institute on International Studies and the Institute for European Studies at the Women’s Faculty Club, Berkeley, CA on March 7, 2002.

Business Seminar with representatives from US and European Businesses, co-hosted by BRIE and the Friedrich Ebert Stiftung Group (FES), lead by Dieter Dettke, in Berkeley, CA on March 25, 2002.

Business Seminar for 13 Delegates from the French Chamber of Commerce hosted by BRIE at Berkeley, CA in April 2002.

NATO Parliamentary Assembly, Economics and Security Committee Roundtable Discussion, co-hosted by the NATO Delegation and BRIE in Berkeley, CA on May 2, 2002.



(Above) Professor Steven Weber addresses open source networking standards at ETLA-BRIE Collaborative Workshop (Berkeley, CA)

First Annual Workshop on Spectrum Allocation and Assignment Policy, co-hosted by the Institute on Global Conflict and Cooperation (IGCC), Cal IT2, Telecom Paris and BRIE in La Jolla, CA, May 12-14, 2002.

“Innovation, Regulation and the Changing Terms of Competition in Wireless Telecommunications,” Follow-up to the December 2001 ETLA/BRIE Collaborative Research Workshop, co-hosted by BRIE, ETLA and the European Commission in Brussels, Belgium on June 17, 2002.

“Venture Capital and Local Development” a conference co-hosted by BRIE, the OECD LEED Program and the Caisse Depots in Paris, France on June 20, 2002.

Conference and Workshop Participation by BRIE Principals

Events in 2001

August 30 – September 1: American Political Science Association Annual Meeting, San Francisco, CA. John Zysman and Steven Weber presented “Governance and Politics of the Internet Economy: Historical Transformation or Ordinary Politics with a New Vocabulary.”

September 6-7: US-Japan 21st Century Project Conference, San Francisco, CA. Stephen Cohen, Presenter and John Zysman, Discussant.

November 30 – December 2: Transatlantic Policy Network Fall Meeting, Washington, DC. John Zysman, Commentator.

December 14: Building an Electronic Medical Record, Markle Foundation and Harvard Medical School. Steve Weber, Organizer.

Events in 2002

January 30: “From Lisbon to Barcelona: Towards a More Competitive Europe,” A Debate Around the Conclusions of the 2001 European Competitiveness Report, Brussels, Belgium. Stephen Cohen, Presenter.

February 20: “The Future of Open Software Models” hosted by The Association for the Promotion of International Technological Cooperation for Humanistic Ends (PITCH) and the European Internet Foundation (EIF) in Brussels, Belgium. Steven Weber, Presenter.

February 20: “Transatlantic Internet Issues” co-hosted by TPN with the UC Congressional Internet Caucus and the European Internet Foundation (EIF) in Brussels, Belgium. Steven Weber, Presenter.

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February 22-23: “Globalization, City Regions and Economic Development” Working Group, hosted by the Center for Globalization and Policy Research, University of California, Los Angeles. John Zysman, Commentator.

March 14-15: “The ‘New Economy’ and Old Problems: Prospects for Fast Growth in Post socialist Countries,” a TIGER conference in Warsaw, Poland. John Zysman and Steven Weber, Contributors.

March 27: International Studies Association Annual Meeting, New Orleans, LA. Steve Weber presented “The Political Economy of Open Source”

April 4: “New Economy Forum” hosted by the Haas School of Business in Portola Valley, CA. John Zysman, Attendee.

April 11: “The Emerging Security Environment”, Washington DC. Steve Weber, Presenter

April 23-24: “Manufacturing Professor’s Conference” hosted by Cambridge University. John Zysman, Presenter.

May 3-5: Transatlantic Policy Network (TPN) Annual Meeting, Tucson, AZ. John Zysman, Presenter and Commentator.

June 3-5: RVC Technology Conference, co-hosted by the RVC and Rutgers, New York, NY. John Zysman, Presenter and Commentator.

June 5: Council on Competitiveness Advisory Committee Meeting, Washington, DC. John Zysman, Council Member and Commentator.

June 5-9: Social Science Research Council, Committee on Information Technology and International Cooperation hosted workshop, Steve Weber, Organizer and Commentator.

Publications

Tracking a Transformation: E-Commerce and the Terms of Competition in Industries, edited by the BRIE-IGCC E-Conomy Project. (Washington, DC: Brookings Institution Press, November 2001).

“E-Finance and the Politics of Transitions,” by John Zysman and Steven Weber in “Electronic Finance: A New Perspective and Challenges,” BIS Paper No. 7 (Bank of International Settlements, November 2001).

“Creating a Pan-European Equity Market: The Origins of EASDAQ,” by Steven Weber and Elliot Posner, in the *Review of International Political Economy*, Winter 2001.

Globalization and the European Political Economy edited by Steven Weber. (New York: Columbia University Press, 2001).

“Scattering Geese: The Venture Capital Industries of East Asia” a report to the World Bank by Martin Kenney, Kyonghee Han and Shoko Tanaka. (BRIE Working Paper No. 146, April 2002).

“Technology” by Steven K. Vogel and John Zysman in *US-Japan Relations in a Changing World*. Edited by Steven K Vogel. (Washington DC: Brookings Institution Press, 2002)



US-Japan Relations in a Changing World in Japanese

“The New Economy and Economic Growth in Developing Countries: Speculations on the Meaning of Information Technology for Emerging Markets” by Steven Weber and John Zysman, with Martin Beversdorf, Richard Engstrom, and Anders Knoth for the TIGER Conference, “The ‘New Economy’ and Old Problems. Prospects for Fast Growth in Postsocialist Countries” (Warsaw, March 2002) published in conference papers July, 2002.

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The Success of Open Source by Steven Weber (Harvard Univ Press, forthcoming)

Additional writings include briefing papers and discussion documents for our conferences and workshops. For more information on publications not listed here please refer to our website <http://brie.berkeley.edu/BRIE>

Co-Directors and Principal Research Affiliates

Stephen Cohen, Co-Director



Stephen S. Cohen is a Professor of Regional Planning at the University of California at Berkeley. He has extensive experience as an international economic consultant, having worked abroad with the OECD, the United Nations, the governments of France and Denmark, the Prefect of Paris, and the presidents of Columbia and Spain, as well as with several major European corporations. In the United States, he has consulted to the White House, the Joint Economic Committee of the US Congress, the House Banking Committee, the Senate Committee on Governmental Affairs, and the Department of Commerce, and with several major corporations.

Professor Cohen's numerous articles have appeared in such journals as *The American Prospect*, *The Transnational Lawyer*, *Science*, *Foreign Affairs*, *The Harvard Business Review*, *The Los Angeles Times*, *The New York Times*, *Technology Review*, *s*, *Le Monde*, and *El Pais*.

Professor Cohen's books include: *Tracking a Transformation: E-commerce and the Terms of Competition in Industries* with his colleagues from BRIE and IGCC. *The New Global Economy in the Information Age: Reflections On Our Changing World*, with Martin Carnoy, Manuel Castells, and Fernando Henrique Cardoso (1993), *Reading Our Times*, ed., with Michael Boskin, Richard Darmon, J. K. Galbraith, (1988), and *Manufacturing Matters: The Myth of the Post Industrial Economy*, with John Zysman, (1987).

Professor Cohen received his Ph.D. from the London School of Economics. He has been a member of the Berkeley faculty since 1968. He has received numerous awards, fellowships and visiting professorships, including The Medal of Paris in 1975.

John Zysman, Co-Director



Professor John Zysman has been a member of the University of California, Berkeley faculty since 1974. Over the years his research has spanned an array of topics on the political economy from French post-industrialist policy to the development of Open Source software in the United States. His study of economic transformations has as of late centered on the digital revolution. His recent publications include *Tracking a Transformation: E-Commerce and the Terms of Competition in Industries*, which he co-edited with his colleagues at the BRIE-IGCC E-Conomy Project (Washington DC: Brookings Institution Press, 2001). The volume creates a comprehensive look at the development of the Information Technology (IT) revolution through a comparative analysis of different sectors. This year he also wrote, “E-Finance and the Politics of Transitions,” with Steven Weber in “Electronic Finance: A New Perspective and Challenges,” BIS Paper No. 7 (Bank of International Settlements, November 2001) and “Technology” with Steven K. Vogel in *US-Japan Relations in a Changing World*. Steven K Vogel, ed. (Washington DC: Brookings Institution Press, 2002). Professor Zysman has worked with a large number of companies and governments in Europe, Asia and the United States. He is a member of several advisory bodies and councils, including the Internet Policy Institute’s Advisory Committee to the President; the Steering Committee for the University of California Industry-University Cooperative Research Program; the Board of Councilors of the Integrated Media Systems Center at the University of Southern California, and the Advisory Committee to the Council on Competitiveness. He also serves as advisor to the boards of 2M Invest, Catenas, Inc and the RVC Greenhouse Fund.

Professor Zysman received his Ph.D. in Political Science from the Massachusetts Institute of Technology (MIT) in 1973 and has been honored with visiting professorships at universities throughout North America, Europe, and Asia.

Jay Stowsky, Co-Director of Research and Grant Specialist



Jay Stowsky is associate dean for school affairs and initiatives at the Haas School of Business at the University of California, Berkeley. During 1995-1998, Dr. Stowsky served as director of research policy for the nine-campus University of California system, responsible for designing policies to facilitate the University's research and technology transfer activities with industry. Prior to that, Dr. Stowsky served for two years (1993-1995) as senior economist for science and technology on the staff of the White House Council of Economic Advisers, including six months as chief of staff. Dr. Stowsky is the author of several articles on technology policy and national innovation systems, including "The Dual-Use Dilemma," a study of the Clinton Administration's attempts to integrate civilian and military technology development. He is also a co-author of *The Highest Stakes: the Economic Foundations of the Next Security System*.

Steven Weber, Co-Director of Research



Steven Weber is associate professor of political science at the University of California, Berkeley and affiliated professor of the Energy and Resources Group. His areas of special interest include international political economy, political and social change in the 'new' economy, and the political economy of globalization and European integration. Weber has held academic fellowships with the Council on Foreign Relations and the Center for Advanced Study in the Behavioral Sciences. For 1992, he served as special consultant to the president of the European Bank for Reconstruction and Development in London. His publications include *Cooperation and Discord in U.S.-Soviet Arms Control* (Princeton University Press) the edited book *Globalization and the European Political Economy* (Columbia University Press); numerous articles and chapters in the areas of U.S. foreign

policy, the political economy of trade and finance, politics of the post-Cold War world, and European integration. His current research focuses on changes in the business cycle (“The End of the Business Cycle?”, *Foreign Affairs*, Summer 1997) and implications for firms and governments, the development of new equity markets in Europe (“The Origins of EASDAQ,” *Review of International Political Economy*, Fall 2000), the evolution of international organizations (“International Organizations and the Pursuit of Social Justice,” *Ethics and International Affairs*, 2000) and the political economy of knowledge-based industries and open source software models.

Jonathan Aronson, Senior Research Associate



Jonathan D. Aronson received his M.A. and Ph.D. from Stanford University. He is the director of the School of International Relations at the University of Southern California where he is also a professor. He also teaches at the Annenberg School of Communications. Professor Aronson’s research focuses on international political economy with special attention to trade negotiations, trade in services, comparative regulation, international strategic alliances, and especially international telecommunications. His research also focuses on the impact of the globalization of telecommunications networks on international financial activities and the implications of these changes for regulation. He and co-author Peter Cowhey have written several books, including *Managing the World Economy: the Consequences of Corporate Alliances* and *Countries Talk: Trade in Telecommunication Services*.

François Bar, Program Director for Research on Telecommunications Policy and Information Networking



Francois Bar is Assistant Professor of Communication at Stanford University. He is also Director of Network Research at the Stanford Computer Industry Project (SCIP). Dr. Bar's current research interests include comparative telecommunication policy, as well as economic, strategic and social dimensions of computer networking, new media and the internet.

His research has been published in books of collected studies, in policy reports, and in such journals as *Telecommunication Policy*, *Infrastructure Economics and Policy*, *Communications & Strategies*, *Reseaux*, and the *International Journal of Technology Management*.

Peter Cowhey, Senior Research Associate (and Director of BRIE collaborative research group, the IGCC)



Peter F. Cowhey was named IGCC Director July 1, 2000. Cowhey holds a joint appointment as professor in the Department of Political Science and at the Graduate School of International Relations and Pacific Studies. His major fields of research are international political economy, comparative foreign policy, and international relations theory. In 1994, Dr. Cowhey took leave from UC San Diego to join the Federal Communications Commission. In 1997,

he became the chief of the International Bureau of the FCC where he was in charge of all policy and licensing for international telecommunications services, including all satellite issues and licensing for the FCC. Prior to becoming bureau chief he was the commission's senior counselor for International Economic and Competition Policy. His current research includes the political determinants of foreign policy, the reorganization of the global communications and information industries, and the future of foreign trade and investment rules in the Pacific Rim.

His extensive research and writings on international telecommunications markets and regulation have been supported by such research institutes as the World Bank, the Council on Foreign Relations, the American Enterprise Institute, the Brookings Institution, the Markle Foundation, and the Twentieth Century Fund. His books include: *The Problems of Plenty: Energy Policy and International Politics: When Countries Talk: International Trade in Telecommunications Services* (with J. Aronson); *Managing the World Economy: The Consequences of Corporate Alliances* (with J. Aronson); and *Structure and Policy in Japan and United States* (co-edited with Mathew McCubbins).

Martin Kenney, Senior Project Director



Martin Kenney is a Professor in the Department of Human and Community Development at the University of California, Davis. His recent research has been on the venture capital industry and the development of Silicon Valley. He is the author of approximately one hundred articles and three books including *Biotechnology: The University-Industrial Complex* (Yale 1986) and he recently edited the book *Understanding Silicon Valley* (Stanford 2000).

He has been a visiting scholar at Judge Institute of Management at Cambridge University, Copenhagen Business School, Hitotsubashi University, Kobe University, Osaka City University, and the University of Tokyo. He is an instructor in the Technology, Management and Organizations program at the Copenhagen Business School.

Michael Kleeman, Research Fellow



Mr. Kleeman was formerly the Chief Technology Officer for Catenas, Inc. Previous to this he was Vice President and Chief Technical Officer of Aerie Networks, a US nationwide long distance fiber optic carrier. Formerly a Vice President at The Boston Consulting Group and Director at Arthur D. Little, and an

executive at Sprint, he has been involved with numerous technology companies in Northern California as advisor and executive. His focus has been in the telecommunications and emerging technology area and has included projects with electronic equipment manufacturers, communications carriers and Internet and e-commerce service providers. He is advisor to several start-up firms in the technology area and has worked with two major manufactures of consumer electronic devices on next generation product design, systems and planning.

He holds an MA from the Claremont Graduate School, and an undergraduate degree from Syracuse University.

Jonathan Sallet, Research Fellow



Since 2001, Jonathan Sallet has advised start-up technology companies on marketing and business-development through his own consulting group, Quintessence, LLC. From 1996 to 2000, he served as Chief Policy Officer of WorldCom managing an organization of lawyers and economists concentrating on market opportunities created by the landmark Telecommunications Act of 1996.

During the presidential campaign of 2000, Mr. Sallet worked closely with Senator Joseph I. Lieberman. His work included heading Senator Lieberman's debate team and managing his announcement and Convention speeches. Mr. Sallet also served as a policy advisor to the Gore presidential campaign before Senator Lieberman's selection. From 1993-1996, Mr. Sallet headed the Office of Policy & Strategic Planning at the U.S. Department of Commerce. In 1995, he was asked to be among the few contributors to advise President Clinton on themes in his 1996 State of the Union Address.

From 1980 to 1993, Mr. Sallet practiced law in Washington D.C., first with Miller, Cassidy, Larroca & Lewin and then with the local office of the Chicago law firm of Jenner & Block. From 1979-80, Mr. Sallet served as a law clerk to Associate Justice Lewis F. Powell, Jr., of the United States Supreme Court. A graduate of the University of Virginia Law School,

Mr. Sallet was Editor-In-Chief of the Virginia Law Review and a member of the Raven Society. His undergraduate degree is from Brown University.

Jennifer Sims, Research Fellow



Dr. Sims is currently a Professorial Lecturer at Johns Hopkins University School of Advanced International Studies (SAIS), a freelance writer and private consultant in Washington D.C. She has served as Deputy Assistant Secretary of State for Intelligence Coordination (1994-98), and as the Department of State's first Coordinator for Intelligence Resources and Planning (1998-2001). Before coming to the Department of State, Dr. Sims served as Senator John Danforth's defense and foreign policy advisor and his designee to the Senate Select Committee on Intelligence (1990-94). In 1998, the Director of Central Intelligence awarded Dr. Sims with the National Intelligence Community's Distinguished Service Medal. Dr. Sims received her BA from Oberlin College and her MA and Ph.D. in European Politics and National Security Policy from Johns Hopkins SAIS.

Graduate Students and Postdoctoral Research Associates

Ben Ansell, Graduate Student Research Associate – Ben is a second year graduate student in political science at University of California, Berkeley. His research interests include wireless regulation, international finance and production networks and European Commission growth policy. Ben previously worked for the Guardian newspaper in London and as web-site director for the British National Solicitors' Network. He graduated in history from Manchester University in 1998.

David Bach, Graduate Student Research Associate – David is a doctoral candidate in the Department of Political Science at the University of California, Berkeley. His dissertation explores institutional variation in international electronic market governance. Previous work focused on wireless communications in Europe and the political economy of e-commerce self-regulation. David holds a B.A. from Yale University and an M.A. from the University of California, Berkeley.

John Cioffi, Postdoctoral Research Associate - John Cioffi is Assistant Professor in the Department of Political Science at the University of California, Riverside. His research studies how law and regulation structure corporations and corporate governance systems in the United States and Germany and how globalization has affected these legal and institutional frameworks. His work with BRIE examines how law is shaping the industrial structures of the emerging digital economy and how it can resolve novel public policy issues such as online privacy and competition policy in digital network industries.

Dr. Cioffi received his Ph.D. from the University of California, Berkeley. Prior to his arrival at Berkeley, he was a law clerk to a United States District Judge, and a litigation associate at the New York law firm of Debevoise & Plimpton. He is admitted to bars of New York and New Jersey.

Gary Fields, Graduate Student Research Associate - Gary Fields is a Ph.D. candidate in the Department of City and Regional Planning at the University of California, Berkeley. Previously he was the Executive Director of the Oakland Commerce Corporation, a local economic development corporation. His current research focuses on the economic development impacts of technological change in transport and communications networks and the comparison between rail and telegraph networks and internet commerce networks. His dissertation is a comparison of Swift Meatpacking Company and Dell Computer Corporation.

David Lancashire, Graduate Student Research Associate – David is a second year graduate student in political science at University of California, Berkeley. David works on Japanese and Chinese wireless production and policy, open-source production organization and Japanese economic policy. He worked as a technology consultant in Toronto prior to his time at BRIE and graduated in Political Science from the University of Toronto in 1999.

John Leslie, Graduate Student Research Associate – John is a Ph.D. candidate in the Political Science Department who will file in the Spring of 2002. He has worked with BRIE for 4 years and his research centers on party politics in Germany.

Abe Newman, Graduate Student Research Associate - Abe is a graduate student in the political science department at the University of California, Berkeley. He is writing his dissertation on the politics and consequences of privacy regulation in the United States and Europe. Abe lived in Bonn, Germany as part of a Fulbright fellowship during the 1996-1997 academic year. He received his Master's and Bachelor's Degrees from Stanford University.

Ely Ratner, Graduate Student Research Associate - Ely graduated from Princeton University in 1998 with a B.A. from the Woodrow Wilson School of Public and International Affairs. He began working towards his Political Science Ph.D. at Berkeley in 2001. In the interim, Ely worked for Senator Joseph Biden and on Al Gore's presidential campaign. His

areas of interest include international security, multilateralism, and international organization.

Lubomira Rochet, Visiting Research Associate – Lubomira is a third year student in the Social Sciences Department at Ecole Normal Supérieure, Paris and an exchange student in the School of Public Policy and the Department of Political Science at University California, Berkeley. Her work at BRIE is on comparative wireless Internet technology development and deployment trajectories.

Elliot Posner, Graduate Student Research Associate - Elliot finished his dissertation on the emergence of new enterprise capital markets in Europe in Spring 2002. He will be taking a teaching position at George Washington University in the fall. He recently co-authored an article, “Creating a Pan-European Equity Market,” with Steve Weber which appeared in Professor Weber’s book, *Globalization and the European Political Economy* (Columbia University Press, 2000).

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