

DJORDJICA PETKOSKI



Petkoski is a Lecturer and Senior Fellow at Wharton and the founder of Global CDL. He serves as a consultant and advisor to the World Bank, the OAS, ILO, national governments, and other institutions. He has engaged with over 100 MNCs with consulting experience across a broader range of industries, including agribusiness, food and beverage, beauty and hygiene, consumer good, packaging, manufacturing, IT, and high technology industries.

Petkoski held various senior positions at the World Bank, including head of the Business, Competitiveness and Development Program. During his 20-year tenure at the World Bank, he has focused on strategic management, corporate governance, business and development issues and competitiveness and sustainable development at the national and corporate level.

While at the World Bank, he developed several executive development programs on corporate governance, ownership structure, privatization, and reform of SOEs, for academics, corporate executives, and government officials from the Former Soviet Union (FSU). For nearly 20 years, he led the design and delivery of several executive programs on private sector development, corporate restructuring, and good governance for government officials from the FSU and Eastern Europe, at the Joint Vienna Institute, supported by IMF, the World Bank, BIS, OECD, and EU. He also led the design and delivery of several executive programs for World Bank senior managers on Fundamentals of Finance and also helped in the delivery of the Challenge of Leadership. At the World Bank, Dr. Petkoski also led the design and delivery of the executive development program on Agribusiness, Inclusive Business Models, and Emerging Markets, as well as the executive program on Business Lead Collective Action Against Corruption. He also contributed to the design of the Sustainability Development Leadership Program for World Bank and IFC Senior Managers, business executives, development leaders, and government officials, which was delivered by Cambridge University. He also worked on the design of Massachusetts Institute of Technology (MIT)/Society for Organizational Learning (SoL) executive program on Sustainable Development for MNCs executives and government officials from emerging economies.

Petkoski had been a leading World Bank expert on multi-stakeholder engagement and coalition building, leadership, entrepreneurship and innovations, managing and leading change, corporate social responsibility, creating shared value, corporate governance, business ethics and integrity for superior performance, good governance, and business lead collective action against corruption.

In 1999, he worked on the launch of the Global Corporate Governance Forum - a leading knowledge and capacity building platform dedicated to corporate governance reform in emerging markets and developing countries. The Forum is a multi-donor trust fund facility located within the IFC, co-founded in 1999 by the World Bank and the Organization for Economic Cooperation and Development (OECD). He also led the creation of the Business Alliance for the Global Alliance for Improved Nutrition (GAIN). GAIN is a multi-donor initiative with support from Gates Foundation, the World Bank, and many leading MNCs.

While at the World Bank, he managed over 340 global projects and was the founding member of the team that led the World Bank privatization and corporate restructuring programs in Eastern Europe, Former Soviet Union, Africa, and China. Petkoski led the design and delivery of and lectured at nearly 30 executive development programs. He launched and led the Business Lead Collective Action against Corruption international consortium of organizations and companies and Middle East and Northern Africa and Africa Responsible Business Networks.

Since 2011, through Global CDL, Petkoski has engaged with many leading MNCs with consulting services across a broader range of issues, including strategic management, leadership, leading and managing change, coaching and fostering innovations across the organization, holistic innovations and innovative partnerships, entrepreneurship, new products development and business models for emerging markets, the based of the pyramid, etc. Since 2014, Petkoski has been advising the government of the Democratic Republic of Congo on issues related to the restructuring of the biggest state owned companies and how to deal with the social assets, creation of special purpose foundations, good governance, business ethics, and developing corporate governance framework and code of conduct for agro-business parks. In 2015-2016, he delivered capacity development programs on corporate governance and strategic management for business associations in the West Balkans, supported by International Labor Organization. In 2015 - 2016, he developed a new Sustainable Development Goals Methodology for the German Development Agency GIZ. The methodology is described in the publication: Sustainable Development Goals as a Business Case: Redefining the Post 2015 Development Agenda for the Private Sector.

Since 2014, Petkoski is co-leading the World Bank and Wharton Ideas for Action (I4A) Initiative. I4A is a knowledge platform that provides young leaders around the world with unique opportunity (1) to help shape the international development agenda, with focus on financing for development and engaging the corporate sector, and (2) to take an active role in changing the world.

Petkoski's work at the World Bank was featured in: "A Global Life: My Journey among Rich and Poor, from Sydney to Wall Street and the World Bank", Public Affairs, New York, 2010, Autobiography by James D. Wolfensohn, former president of the World Bank; Harvard Business School case study: "Alleviating Poverty and Malnutrition" No. 9-907-409 (2008) Alleviating Poverty and Malnutrition: Successful Models" No. 9-907-412 (2008); and in Ray Goldberg, FOOD CITIZENSHIP (working title), Oxford University Press, 2018.

At Wharton, he teaches courses on Responsibility in Global Management, Corporate Responsibility and Ethics, and Social Impact and Responsibility in the MBA and undergraduate programs, and has taught at several Executive Development Programs at Wharton and Harvard Business School. The Executive Development Programs cover a range of topics and audiences, including leadership and innovations for participants from the World Economic Forum and international organizations, such as IMF, the World Bank, International Financial Corporation, OECD, EU, and ILO; Leading and Managing Change for Indian Tax Authorities; Ethics and Integrity for Superior Performance for the US Banking Association FINRA; Agribusiness Seminar at Harvard Business School, for global MNCs in agriculture and agribusiness and related industries; etc. He is an internationally recognized speaker and has delivered over 300 lectures at leading universities, international conferences, and organizations around the world, including Annual Meetings of the IMF and the World Bank, the Library of Alexandria (Bibliotheca Alexandrina), and at the European Parliament. He is the author or

co-author of 15 books and over 180 articles and reports. His work has appeared in leading scholarly journals and magazines such Harvard Business Review and the Journal of Business Ethics.

His most recent publications include: Sustainable Development Goals as a Business Case: Redefining the Post 2015 Development Agenda for the Private Sector, GIZ, 2016; Firmenich in Uganda: Sustainable Vanilla Sourcing through an Innovative Partnership, Wharton/WBCSD Case Study, 2015; Firmenich in India: Changing the Rules of Engagement with Low Income Consumers, Wharton/WBCSD Case Study, 2014; Seeding Growth in the Democratic Republic of Congo, Harvard Business School Case Study, 2013; Segmenting the Base of the Pyramid, Harvard Business Review, June, 2011; Climate Management: The Biggest Future Shock to the Global Food System. Harvard Business School Note, N9-911-403 (2011); "Collective Strategies in Fighting Corruption: Some Intuitions and Counter Intuitions", Journal of Business Ethics, January 2010; Managing Anti-Corruption at Siemens", Harvard Business School Multi Media Case Study, (2012); "Case for Collective Action: The World Bank Institute" in The Anti-Corruption Handbook: How to Protect your Business in the Global Marketplace, John Wiley&Sons In, 2009); "Fighting Malnutrition and Hunger in the Developing World", Harvard Business School Note N9-909-406 (2009); and "Emilija: Harvard Business School Case Study No. 9597-053" (1997).

Petkoski is a member of the Private and Public, Scientific, Academic, and Consumer Food Policy Committee at Harvard University and Senior Fellow at the Carol and Lawrence Zicklin Center for Business Ethics Research at the Wharton School. He also sits on the International Advisory Board of *Instituto Ethos*, Brazil; and at the board of directors of the Young American Business Trust.

Petkoski was a Fulbright Scholar at Harvard University in the early 1990's and a Visiting Scholar at Massachusetts Institute of Technology in 1979-80. In addition to two Ph.D. (one in Economics - *Corporate Strategic Management*; and one in Electrical Engineering - *Large Scale/Complex Systems*), he has a MPA from the Kennedy School of Government, Harvard University (*Economies in Transition/Agribusiness/Environment*).

Djordjija Petkoski

Wharton Business School, the World Bank, and GlobalCDL

petkoski@wharton.upenn.edu

djordjijapetkoski@gmail.com

petkoski@globalcdl.com

tel. (301) 320 2124; (301) 785 1352; (215) 898 7689