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BRIEF PROFILE

Dr. Pralok Gupta is currently working as Associate Professor (Services and Investment) at the Centre for WTO Studies, Indian Institute of Foreign Trade, New Delhi since May 2012. Earlier, he has served in the UP State Civil Services and Industrial Finance Corporation of India. Dr. Gupta has a Ph.D. in Economics and Social Sciences from Indian Institute of Management (IIM), Bangalore and has also been a visiting and full-time faculty to various institutions in India, including Indo German Chamber of Commerce.

Dr. Gupta has been actively engaged in policy making by Ministry of Commerce and Ministry of Finance on various trade and macroeconomic issues. He has been a member of the India's negotiating team for services for Regional Comprehensive Economic Partnership (RCEP) agreement and the India-EFTA agreement. He has also been an Expert Member of the core team for drafting 'Trade Facilitation in Services' proposal, submitted by India at the WTO. He has negotiated E-commerce and Trade in Services chapters in RCEP negotiations and headed Sub-group on Payment Systems, set-up by Government of India for formulating Draft E-commerce Policy. He has also been actively involved in FTA negotiations and discussions of India with other countries such as New Zealand, Israel, and Latin American countries.

Apart from these engagements, based on his expertise, Dr. Gupta has been appointed as Member of the 'Task Force on Services Sector Exports' by Ministry of Commerce, Member (Sectoral Expert) of the 'Inter Ministerial Sub-Group on Data in Trade in Services' by Ministry of Commerce, Member of the 'Technical Group on Data in Trade in Services' under the Chairmanship of the Director General of Commercial Intelligence and Statistics, Kolkata, Member of the 'FICCI National Council on Services' by Federation of Indian Chambers of Commerce and Industry (FICCI) and Honorary Patron on the Advisory Board of Centre for Advanced Trade Research of the Trade Promotion Council of India.

Dr. Gupta has also been associated with various consultancy and research projects for corporate bodies, the government and international and multilateral institutions, such as the Organization for Economic Cooperation and Development (OECD), the British High Commission, UKIERI, European University Institute, South African Institute of International Affairs, National Council for Applied Economic Research (NCAER), Indian Council for Research on International Economic Relations (ICRIER) etc. He has presented his research work at various international conferences including the Royal Economic Society, London, Cambridge University, UK, UN-ESCAP, Bangkok, Venice International University, Venice etc. He has been actively engaged in publishing books, book chapters, and journal articles at national and international levels. His articles on contemporary economic issues are regularly published in highly circulated business dailies, such as The Economic Times, The Financial Express, LiveMint, etc.

CURRICULUM VITAE

Education

PhD (FPM)	Economics & Social Sciences, Indian Institute of Management Bangalore (June 2007-March 2011), Course CGPA- 3.34/4.00 Dissertation Title: Regulatory Barriers Affecting Factor Mobility in International Trade in Services: Measurement and Implications
Master of Business Economics (MBE)	Devi Ahilya University, Indore (1996-1998), CGPA- 10.00/10.00 Major: Finance
Bachelor of Science	Allahabad University, Allahabad (1992-1995), 72.67% Aggregate

Experience

MORE THAN 10 YEARS' EXPERIENCE OF WORKING IN DIFFERENT CAPACITIES, AS A FACULTY, RESEARCHER AND AS A TRADE EXPERT

Centre for WTO Studies, Indian Institute of Foreign Trade, New Delhi, Associate Professor (Services and Investment) (May 2012-Continuing), key responsibilities include:

- Negotiated E-commerce and Trade in Services chapters in RCEP negotiations
- Expert Member of the official delegation of India for the RCEP negotiations
- Expert Member of the official delegation of India for India-EFTA negotiations
- Expert Member of the core team for drafting 'Trade Facilitation in Services' proposal, submitted by India at the WTO
- Headed Sub-group on Payment Systems, set-up by Government of India for formulating Draft E-commerce Policy
- Researching on international trade, migration and e-commerce issues including the WTO and regional trade agreements and on emerging issues such as Regulatory Compliance, Global Value Chains, Skilled and Un-skilled Migration, Digital Economy, Mega FTAs, Bilateral Investment Treaties etc.
- Providing training on trade issues to trade officers and diplomats of India and other developing and least developed countries
- Developing curricula and case studies suitable to LDCs for such training programs
- Involved in providing training on trade issues to high level delegation from LDCs including Ethiopia, Mongolia, Myanmar and Afghanistan
- Preparing policy briefs and writing research papers on contemporary trade issues
- Organizing conferences and seminars on various trade issues
- Editor of the quarterly Newsletter of the Centre for WTO Studies

Industrial Finance Corporation of India, New Delhi, Manager, Macroeconomic policy analysis and sectoral research (Jun 2011-May 2012)

U.P. State Government, Meerut, PCS (Allied), Regulatory compliance of Co-operative Banks and Societies (Dec 2004-Apr 2011, on leave from Jun 2007 to pursue PhD from IIM Bangalore)

Worked as visiting and full-time faculty to various institutions in India including Indo German Chamber of Commerce

Expert Member

Appointed as Member of the ‘Task Force on Services Sector Exports’ by Ministry of Commerce and Industry, Govt. of India

Appointed as the Member (Sectoral Expert) of the ‘Inter Ministerial Sub-Group on Data in Trade in Services’ by Ministry of Commerce and Industry, Govt. of India

Appointed as Member of the ‘Technical Group on Data in Trade in Services’ under the Chairmanship of the DGCIS, Kolkata

Appointed as Member of the ‘FICCI National Council on Services’ by Federation of Indian Chambers of Commerce and Industry (FICCI)

Appointed as the Honorary Patron on the Advisory Board of Centre for Advanced Trade Research of the Trade Promotion Council of India

Invited Speaker

Invited by various management institutions and law universities to deliver keynote and special addresses on WTO, Trade and Investment Issues

Invited by the UNCTAD to speak on ‘Coherent Approaches to Services Regulations: India’s Experiences of Services Liberalization’ during its Fourth Multi Year Expert Meeting, Geneva, May 18-20, 2016

Panelist for Standards Conclave 2015 ‘Role of Standards in International Trade: Challenges, Opportunities and Issues’, organized by CII and Ministry of Commerce, Govt. of India, New Delhi, May 21-22, 2015

Invited to speak on ‘Use of Information Technology in Business and Trade Facilitation’ as a representative of India during Indian Ocean Rim Ocean (IROA) Business and Trade Facilitation Meet, Mauritius, August 4-5, 2014

Panelist for International Conference on ‘Opportunities and Challenges arising out of India’s FTAs’, organized by ASSOCHAM and Ministry of Commerce, Govt. of India, New Delhi, June 04, 2013

Panelist for workshop on ‘Rules Based Governance’, organized by Observer Research Foundation (ORF), New Delhi, March 15, 2013

Invited speaker for a roundtable on “Legal Services Liberalization in India”, organized by the Law Society of England and Wales, London, February 22, 2013

Invited to present paper on services liberalization in India during “Retreat on Promoting Trade Policy Reforms”, organized by the South African Institute of International Affairs (SAIIA), Johannesburg, March 22-23, 2011

Media Appearances

Electronic Media (TV Shows):

Telephonic interview on **DD news** speaking on US-China trade war and impact on India

Interview on **DD News** speaking on FDI reforms in India on January 11, 2018

Interview on **CNBC Africa** speaking on Role of IT in facilitating business in IORA region on August 05, 2014

Panel discussion on **NDTV India** on Union Budget on March 05, 2008

Print Media (Newspaper Articles):

‘US-China Trade War: This trade war cloud has a silver lining for India’ published in The Economic Times dated May 17, 2019, <https://economictimes.indiatimes.com/news/international/business/view-this-trade-war-cloud-has-a-silver-lining-for-india/articleshow/69363595.cms>

‘US desperately trying to suppress the rising stature of India in global trading system’ published in The Financial Express dated March 15, 2019, <https://www.financialexpress.com/opinion/us-desperately-trying-to-suppress-the-rising-stature-of-india-in-global-trading-system/1578309/>

‘With data localisation, frame policies to develop domestic computing facilities’ published in The Economic Times dated March 18, 2019, <https://economictimes.indiatimes.com/blogs/et-commentary/with-data-localisation-frame-policies-to-develop-domestic-computing-facilities/>

‘Grey areas in the ‘new’ FDI policy changes in ecommerce need clarification’ published in The Economic Times dated February 12, 2019, http://economictimes.indiatimes.com/articleshow/67948860.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst

‘Bad tidings: New FDI policy a googly for e-commerce players’ published in The Financial Express dated February 14, 2019, <https://www.financialexpress.com/opinion/india-new-fdi-policy-a-curveball-for-e-commerce-players/1486931/>

‘The importance of services standards’ published in Live Mint dated August 01, 2018, <https://www.livemint.com/Opinion/ou1f3DQJ2gyCnKz8zV2C0H/The-importance-of-service-standards.html>

‘Pivoting to enhance India’s services exports’ published in Live Mint dated January 23, 2018, <http://www.livemint.com/Opinion/XHHjrCI6bOKvMamoiEMiC/Pivoting-to-enhance-Indias-services-exports.html>

‘Privacy Right’s Bearing on E-commerce’ published in The Financial Express dated August 31, 2017, <http://epaper.financialexpress.com/1338908/Indian-Express/31st-August.2017#dual/8/1>

‘WTO and E-commerce: The Oligarchs of the Virtual World’ published in The Financial Express dated March 06, 2017, <http://www.financialexpress.com/opinion/wto-and-ecommerce-why-india-must-resist-binding-negotiations-with-developed-nations/576236/>

‘How Brexit provides a window of opportunity for India’ published in The Financial Express dated June 27, 2016, <http://www.financialexpress.com/opinion/brexit-why-centre-india-inc-must-get-cracking-now/297568/>

‘Protecting India’s Trade Interests’ published in The Financial Express dated March 25, 2016, <http://www.financialexpress.com/article/fe-columnist/protecting-indias-trade-interests/229307/>

‘Services Liberalization in TPP’ published in The Financial Express dated December 16, 2015, <http://www.financialexpress.com/article/fe-columnist/services-liberalisation-in-tpp/179337/>

Consultancy

External Consultant for the Organization for Economic Cooperation and Development (OECD) for a project on Export Restrictions

External Consultant for Government of India for a study on Services Trade Restrictiveness Index (STRI) for selected services

External Consultant for Government of India for a study on Services Regulations and India’s Free Trade Agreements

External Consultant for the Ministry of Finance, Government of India for a project on “Impact Analysis of India’s Free Trade Agreements”

External Consultant for Government of India for a project on “Subsidies in Services (Analysis of the Subsidies being provided by Major Countries)”

Researcher for Foreign and Commonwealth Office, British High Commission for a project on liberalization of legal and accountancy services in India, funded under its Prosperity Fund

Researcher for the European University Institute (EUI) project ‘Developing a Knowledge Base for Policymaking on India-EU Migration’, sponsored by the European Commission

Researcher for UK-India Education & Research Initiative (UKIERI) project on ‘Prospects for Telemedicine and Medical Value Travel between India and UK’, funded by British Council

Research support for ‘Scientific Working Group on EU-India Mobility Cooperation’, a joint research project of European University Institute (EUI) and Indian Council of Overseas Employment (ICOE)

Research support for World Trade Institute (WTI) funded project on ‘Mapping the Universe of Services Disciplines in PTAs’

Research Support for ADBI sponsored study on ‘Services and Employment in South and South-East Asia’

Research Publications

International Publications:

Gupta, P (2017) “A Proposal to Facilitate Trade in Services”, *Trade Insight*, Vol. 13, No. 2

Gupta, P (2016) “Coherent Approach to Trade and Regulation of Services: Lessons from India”, UNCTAD, Geneva

Gupta, P (2015) “Short commentary on 20 years of WTO”, *Multilateral Matters*, newsletter of S. Rajaratnam School of International Studies, Nanyang Technological University, Singapore

Gupta, P (2014) “Cross-Border Labour Mobility in Information Technology Services: A Quantitative Approach to Estimate Protectionism in Selected Developed Country Markets”, *Journal of International Commerce, Economics and Policy*, Vol. 5, No. 1, World Scientific

Gupta, P (2011) with Chanda R “Service Sector Liberalization in India: Key Lessons and Challenges”, *South African Institute of International Affairs; Economic Diplomacy Program; Occasional Paper No.:88*

Books:

Gupta, P (2015) “Emerging Services Sector and Inclusive Growth: Evidence from India”, Cambridge Scholars Publications, London

Gupta, P (2015) with Chanda R “Globalization of Legal Services and Regulatory Reforms: Perspectives and Dynamics from India” Sage Publications, New Delhi

Gupta, P (2015) with Chanda R “India-EU People Mobility: Historical, Economic and Regulatory Dimensions” Cambridge University Press, New Delhi

Book Chapters:

Gupta, P. (2018) ‘Indian Migration to the Gulf: Overview of Trends and Policy Initiatives by India’, in P. Fargues and N. M. Shah. (ed.), *Migration to the Gulf: Policies in Sending and Receiving Countries*, Gulf Research Centre Cambridge

Gupta, P. (2017) ‘Global Production Networks’, in Reinert K.A. (ed.), *Handbook of Globalisation and Development*, Edward Elgar

Gupta, P. (2017) ‘Services Coverage in TPP, TiSA and GATS: A Comparative Analysis and Implications for India’, in Das, A. & Singh, S. (ed.), *Trans-Pacific Partnership Agreement: A Framework for Future Trade Rules*, Sage

Gupta, P. (2017) ‘Brexit: Implications for UK, EU and India, in S. K. Bhatia (ed.), *Brexit and India: Analysing the implications*

Gupta, P. (2016) ‘Understanding the World Trade Organization’, in Mathur, S.K., Arora, R. & Singh, S. (ed.), *Methods and Applications in Trade Policy Research*, Athena Academic Ltd.

Gupta, P (2016) with Chanda R “Accountancy Services Sector in Asia: Case Study of India”, in D. Chakraborty and J. Mukherjee (ed.), *Trade, Investment and Economic Development in Asia: Empirical and Policy Issues*, Routledge

Gupta, P (2016) with Chanda R “Trade and Investment in India’s Legal Services Sector: Understanding the Regulatory Environment”, in C. Veeramani and R. Nagraj (ed.), *International Trade and Industrial Development in India: Emerging Trends, Patterns and Issues*, Orient Blackswan

Gupta, P (2014) with Chanda R “Domestic Regulations and India’s Trade in Health Services: A Study of Hospital and Telemedicine Services”, in A.H. Lim and Meester, B D (ed.), *WTO Domestic Regulation and Services Trade: Putting Principles into Practice*, pp. 254-269, WTO and Cambridge University Press

Gupta, P (2013) with Chanda R “Services Sector Reforms in India: Updates and Challenges”, in Findlay, C (ed.), *Priorities and Pathways in Services Reform Vol. 2*, World Scientific Publication

Book Reviews:

Gupta, P (2016) Arpita Mukherjee, Rupa Chanda and Tanu M. Goyal (Eds), *Trade in Services and Trade Agreements: Perspectives from India and the European Union*, New Delhi: Sage, 2016: pp.443. *Foreign Trade Review*; 2016; Vol. 51(2); pp. 194–196

Gupta, P (2011) Sridhar, KS and Reddy AV, *State of Urban Services in Indian Cities: Spending and Financing*, New Delhi: Oxford University Press, 2010: pp. 145. *IIMB Management Review*; September 2011; Vol. 23; pp. 189-190

National Publications:

Gupta, P (2017) “Proposed E-commerce Disciplines @ WTO: Implications for Government Programmes and Digital Initiatives in India”, CWS Working Paper No. 42

Gupta, P (2016) “BREXIT and India”, ‘*On Trade*’, The International Trade Research Journal of World Trade Centre, Mumbai, Vol. 2, No. 4, April-June 2016

Gupta, P (2013) ‘Chapter on Services Sector in India’ in the Mid Year Review of Indian Economy published by National Council for Applied Economic Research, New Delhi

Gupta, P (2013) “Paradox of High Growth and Low Employment”, *Yojana*, Govt. of India, Vol. 57 (October); pp- 41-44

Gupta, P (2013) “International Services Agreement: New Development in Services Trade or Old Wine in New Bottle?” *India. WTO and Trade Issues*, Quarterly Newsletter of Centre for WTO Studies, Vol. 1, pp 1-7

Gupta, P (2010) “Industry-Academia Collaboration for HR Development”, *Yojana*, Govt. of India, Vol. 54 (June); pp- 18-20

Others:

Gupta, P (2013) “Facilitating Migration between India and the EU: A Policy Perspective”, CARIM-India Research Report 2013/06

Gupta, P (2013) “Regulatory Framework for Legal Services Sector in Selected EU Member States: Implications for Indian Legal Professionals”, CARIM-India Research Report 2013/31

Gupta, P (2013) “Regulatory Framework for Legal Services Sector in Selected EU Member States: Implications for Indian Legal Professionals”, IIMB Working Paper No. 413

Gupta, P (2013) “Facilitating Migration between India and the EU: A Policy Perspective”, IIMB Working Paper No. 393

Gupta, P (2010) “Measuring Regulatory Restrictiveness affecting Labour Mobility in Information Technology Services” Conference Proceedings, *COSMAR 10-Annual International Research Consortium*, Indian Institute of Science, Bangalore, November 2010

Gupta, P (2009) with Chanda R “Trade Liberalization in Producer Services: Case Study of India” Trade Economists' Conference Proceedings, ESCAP-ARTNeT Bangkok, IDRC and UNDP, Nov 2009

Conference Presentations

Gupta, P “Data Colonialism vs British Colonialism: What have we learned from history?”, *International Conference on E-commerce and its Linkages with Services and Investment*, Centre for WTO Studies, Indian Institute of Foreign Trade, New Delhi, March 07-08, 2019

Gupta, P “Indian Migration to the Gulf: Overview of Trends and Policy Initiatives by India”, *8th Gulf Research Meeting*, Cambridge University, Cambridge, August 01-04, 2017

Gupta, P “OECD STRI and India: Does It Really Capture India’s Services Liberalization?”, *International Conference on Services, Investment and Global Value Chains*, Indian Institute of Foreign Trade, New Delhi, July 28-29, 2016

Gupta, P “Trade in Services Agreement: Old Wine in New Bottle?” *Venice Summer Institute on Regional Mega Deals: New Trends, New Models, New Insights?*, CESifo, Munich and Venice International University, Venice, July 23-24, 2014

Gupta, P “Services Sector Liberalization, Unemployment and Trade Related Adjustment Policies in India” *National Conference on Trade in Services in India and Inclusive Growth Paradigm: Emerging Opportunities and Future Challenges*, Centre for WTO Studies, IIFT, New Delhi, August 22-23, 2013

Gupta, P “Technological Advances Affecting Information and Communication Technology Services Trade: Concerns and Challenges for India” *Eighth Annual International Conference on Public Policy and Management*, IIM Bangalore, August 12-14, 2013

Gupta, P “Outward Foreign Direct Investment from India to ASEAN: An Analysis of Emerging Trends” Singapore Economic Review 2013 Conference, Singapore, August 6-8, 2013 (Not attended)

Gupta, P “Emigration Policies in India: Implications for Migration to the EU” *3rd Conference on Empirical Issues in International Trade & Finance*, IIFT, Kolkata January 09-11, 2013

Gupta, P “Measuring Regulatory Restrictiveness on Mobility of Human Capital in Healthcare (Nursing) Services” *12th International Conference of the Society of Global Business and Economic Development*, Lee Kong Chian School of Business, Singapore Management University, Singapore, July 21-23, 2011 (Not attended)

Gupta, P “FDI in Banking Services: An Analysis of ‘Behind the Border’ Regulations” *12th International Conference of the Society of Global Business and Economic Development*, Lee Kong Chian School of Business, Singapore Management University, Singapore, July 21-23, 2011 (Not attended)

Gupta, P “Cross-Border Labour Mobility in IT Services- An Empirical Estimation of Protectionism” *4th IIMA Doctoral Colloquium*, Indian Institute of Management, Ahmedabad January 03- 04, 2011(Not attended)

Gupta, P “Cross-Border Labour Mobility Restrictions: A Quantitative Approach to Understand Protectionism in IT and Nursing Services” 6th PhD Presentation Meeting of the Royal Economic Society, City University, London, January 15-16, 2011

Gupta, P “Regulatory Policies affecting Labour Mobility from India to Selected Developed Country Markets: Case Studies of Information Technology and Nursing Services” *2nd Conference on Empirical Issues in International Trade & Finance*, IIFT, New Delhi December 16-17, 2010

Gupta, P “Investment Liberalization in Producer Services: Case Study of India” *2nd Conference on Empirical Issues in International Trade & Finance*, IIFT, New Delhi December 16-17, 2010

Gupta, P “Measuring Regulatory Restrictiveness affecting Labor Mobility in Information Technology Services” *COSMAR 10-Annual International Research Consortium*, Indian Institute of Science, Bangalore, November 25-26, 2010

Gupta, P “Regulatory Barriers affecting Cross-Border Labour Mobility in Information Technology and Nursing Services” *Fifth Annual International Conference on Public Policy and Management*, IIM Bangalore, August 8-11, 2010

Gupta, P and Chanda, R “Trade Liberalization in Producer Services: Case Study of India” *Trade Economists' Conference*, ESCAP-ARTNeT, IDRC and UNDP, Bangkok, November 2-3, 2009

Awards and Honors

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| 2017 | ‘Mahatma Gandhi Samman – 2017’ by NRI Welfare Society of India for outstanding services, achievements and contributions for keeping the ‘Flag of India high’ |
| 2015 | Selected for Swiss Government Excellence Fellowship |
| 2010 | Selected for Research Internship Program of Indian Council of Overseas Employment (ICOE), Ministry of Overseas Indian Affairs, Government of India |
| 2009 | Second position in the doctoral batch based on coursework CGPA (3.34/4.00) |
| 2009 | Highest marks (GPA-4.00) in Current Economic Scenario (CES) course in a batch of 246 students including PGP, PGSEM and FPM students |

2000	Cleared All India National Eligibility Test for Lectureship (UGC-NET) in Economics
1998	University Gold Medallist from Devi Ahilya University, Indore for MBE batch of 1996-98
1998	Second prize in All India Banking Competition at IIM Ahmedabad out of 21 teams
1990	Awarded National Scholarship by the Government of India for the period 1990-1995

References

1. Prof. Abhijit Das (Head)

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Indian Institute of Foreign Trade

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2. Prof. Rupa Chanda

Professor of Economics

Indian Institute of Management Bangalore

Bannerghatta Road, Bangalore – 560076

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