



Daniel Abel Monteiro Palhares Traça

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Nationality Portuguese

ESADE, Barcelona (Spain), Director-General
Banco Santander Totta, S.A., Lisbon (Portugal); Non-Executive Board Member,
Special Commission to Superintend the Privatization of TAP, Lisbon; President

WORK EXPERIENCE

University Management Roles

- Since Sep 2024 **Director General**
ESADE, Barcelona (Spain) .
- Apr 2015-Jan 2023 **Dean**
NOVA School of Business and Economics, Lisboa (Portugal)
Main achievements: Key role in fundraising campaign to finance new Campus, Strong progress in international rankings; Four-fold growth and internationalization of Masters and Executive Education students; Growth and internationalization of faculty; Creation of Innovation Ecosystem with students, faculty, start-ups and corporate partners.
- Sep 2012-Apr 2015 **Deputy Dean**
NOVA School of Business and Economics, Lisboa (Portugal)
Responsible for operational management of the School, including HR, Finance and IT, along with the school's pre-experience programs), excluding faculty management and executive education
- Jan 2009-Apr 2015 **Director Pre-Experience Studies**
NOVA School of Business and Economics, Lisboa (Portugal)
Responsible for executive and academic management of pre-experience programs, including Bachelor and Masters Programs, with over 2,500 students. Main achievements: restructuring of the school's academic services, with an innovative, student-centred model; increase in student satisfaction and placement success; improved reputation and brand, foreign students; reform of masters and bachelor program with strengthening of skill development.
- Sep 2007-Sep 2008 **Vice-President**
Solvay Business School, Brussels (Belgium)
Elected by Faculty for three-year term; Played important role in negotiations for merger between the Solvay Business School and the Department of Economics, in support of the President of the SBS; Supervised the process of EQUIS re-accreditation.
- 2005-2008 **Director of MBA Programmes**
Solvay Business School, Brussels (Belgium)
Responsible for academic direction and operational management. Main achievements: renewal of the operating team, implementation of reforms aiming at improving the financial viability, improving participant satisfaction, upgrading operational excellence, developing a platform of corporate and alumni relations, strengthening the soft-skills components of the curriculum, and raising placement performance

Academic Positions

- Apr 2015 – Sep 2024 **Full Professor of Economics**
NOVA School of Business and Economics, Lisboa (Portugal)
Teaching responsibility in areas Economic Development, Business Impact and Responsibility, Sustainable Development
Currently on unpaid leave of absence
- Sep 2004 – Mar 2023 **Visiting Professor of Economics**
INSEAD, Singapore
Teaching responsibility in areas of Macroeconomics, Economic Development, Sustainable Development
- Jan 2009–Apr 2015 **Associate Professor of Economics**
NOVA School of Business and Economics, Lisboa (Portugal)
Teaching responsibility in areas of Macroeconomics, Economic Development, Business Impact and Responsibility, Sustainable Development
- Mar 2014–Mar 2015 **Visiting Professor**
Vlerick Business School, Leuven (Belgium)
- Jan 2007–Mar 2009 **Visiting Professor**
Graduate Institute of International Economics, Geneva (Switzerland)
- Sep 2004–Dec 2008 **Marie & Alain Philippson Chair in Managing for Sustainable Human Development**
Solvay Business School, Brussels (Belgium)
Teaching responsibility in areas of International Trade and Economic Development.
- Sep 2000–Sep 2004 **Assistant Professor**
INSEAD, Singapore
Teaching responsibility in areas of Industrial Policy and International Competitiveness., Macroeconomics, Business Impact and Responsibility, Sustainable Development
- Nov 1999–Jun 2000 **Visiting Research Fellow**
Bank of Portugal, Research Department, Lisboa (Portugal)
- Sep 1996–Oct 1999 **Assistant Professor**
INSEAD, Fontainebleau (France)
- Jul 1999–Aug 1999 **Visiting Assistant Professor**
KDI School of International Management and Policy, Seoul (South Korea)
- Sep 1993–May 1996 **Teaching Assistant**
Columbia University, NY (Dept. of Economics & SIPA), (United States)

Positions outside Higher Education

- Since Dec 2025 **President of the Special Commission to Superintend the Privatization of TAP**
Appointed by Prime Minister of Portugal, Lisbon, Portugal
- Since Jan 2018
(Re-appointed Jan 2022) **Non-Executive Board Member, Member of the Audit Committee and Risk Committee, President of the Nomination Committee**
Banco Santander Totta, S.A., Lisbon (Portugal)
One of the two largest banks in Portugal, Member of largest bank group in Europe
- Jun 2022 – Mar 2023 **Non-Executive Board Member,**
EDUCA Holdco SL, Madrid (Spain)
KKR invested, holding company in vocational training and education, with activities in Spain, Portugal and Italy.
- Sep 2014–Aug 2016 **Non-Executive Board Member, Vice-President of the Audit Committee, President of Remuneration Committee (after Jun 2016)**
Caixa Geral de Depósitos, Lisboa (Portugal)
One of the two largest banks in Portugal, State-Owned

EDUCATION

- 1993–1996 **Ph.D. in Economics**
Columbia University, New York (United States)
- 1991–1993 **Master of Arts in Economics**
Columbia University, New York (United States)
- 1985–1989 **Bachelor in Economics**
NOVA School of Business and Economics, Lisboa (Portugal)

RESEARCH

Books *"AMBIÇÃO – Preparar Portugal para a Geração Mais Bem Preparada"*, Oficina do Livro 2024, Lisbon, Portugal (in Portuguese)

- Papers in peer-reviewed journals**
- | | |
|---|---------------------------------------|
| <i>"The Gravity of Experience"</i> | with Pushan Dutt and Ana M. Santacreu |
| Canadian Journal of Economics, Vol 55 (1), 2022 | |
| <i>"On the Efficiency Effects of Subsidies in Microfinance: An Empirical Inquiry"</i> | with Marek Hudon |
| World Development, Vol. 39 (6), 2011 | |
| <i>"Corruption and Bilateral Trade Flows: Extortion or Evasion"</i> | with Pushan Dutt |
| Review of Economics and Statistics, Vol. 92 (4), 2010 | |
| <i>"With Whom Do You Trade? Defensive Innovation and the Skill-bias"</i> | with Pushan Dutt |
| Canadian Journal of Economics, Vol. 43 (4), 2010 | |
| <i>"Spillovers and the competitive pressure for long-run innovation"</i> | with Ana Balcão Reis |
| European Economic Review, Vol. 52, 2008 | |
| <i>"Labor Markets and Kaleidoscopic Comparative Advantage"</i> | |
| Review of International Economics, Vol. 13(3), 2005 | |

Papers in peer-reviewed journals (cont.)

- "Trade Exposure, Export Intensity and Wage Volatility: Theory and Evidence"*
Review of Economics and Statistics, Vol. 87(2), May 2005
- "Globalization, Wage Volatility and the Welfare of Workers"*
Review of International Economics, Vol. 13(2), 2005
- "Trade liberalization, Labor Mobility and Wages"*
Journal of International Trade and Economic Development Vol. 13(2), 2004
- "OGM et les Relations Commerciales Transatlantiques (Trade related issues in the regulation of genetically modified organisms)"*
with O. Cadot and A. Suwa-Eisenmann
Cahiers d'Economie et Sociologie Rurales, n. 68-69, 2003
- "Imports-as-Competitive-Discipline: The Role of the Productivity Gap"*
Journal of Development Economics Vol. 69, 2002
- "Quantitative Restrictions, Market Power and Productivity Growth"*
Journal of Development Economics Vol. 65, 2001

Policy Reports and Articles in Books

- "Navegando En Un Lago De Cisnes Negros."* *Harvard Deusto Business Review*, no. 350, Dec. 2024, pp. 6–11 "Ediciones Deusto
- "Transforming Business Schools into Lighthouses of Hope for a Sustainable Future"*, in *Business School Leadership and Crisis Exit Planning*, Eric Cornuelli ed., Cambridge University Press 2022
- "Restructuring Forum: Automotive Industry"* General Rapporteur - Prepared for the Forum "Restructuring and Employment" organized by DG Employment and Social Affairs, European Commission, October 2007
- "Labor Markets in Portugal: Recent Performance and Challenges for Development in the European Context"*, Dec. 2001 - Prepared for the Bank of Portugal's conference on the 'Challenges to Economic Development in Portugal'

Case Studies

- "EDF and the Deregulation of Electricity in Europe"*, INSEAD 2004 - with V Strauss-Khan and J. Picoto
- "Virgin Blue: Fighting National Champions"*, INSEAD 2004 - with E. Crotti
- "HP e-inclusion: building bridges over the digital divide"* (with Teaching Note), INSEAD 2003 - with S. Foryt
- "Volvo-Scania: mergers and competition policy"* (with Theory Note), INSEAD 2003 - with V Strauss-Khan and P. Krinks
- "Chile: In Search of a Second Wind"*, INSEAD 2002 - with O. Cadot and L. Casanova
- "Soccer balls made for children by children? Child Labor in Pakistan (B)"*, INSEAD 2001 - with O. Cadot and R. Crawford
- "Soccer balls made for children by children? Child labor in Pakistan"*, INSEAD 1999 - with O. Cadot and R. Crawford
- "Monsanto and Genetically Modified Organisms"* (with Teaching Note), INSEAD 2001 - with O. Cadot
- "Semiconductors: Evidence from Managed Trade"*, INSEAD 1999 - with O. Cadot, H. L. Gabel and R. Crawford
- "Reinventing Airbus"*, INSEAD 1999 - with O. Cadot, H. L. Gabel and R. Crawford.

ADDITIONAL INFORMATION**Awards, Honours and Memberships**

- Grande Oficial da Ordem da Instrução Pública*, Presidency of the Portuguese Republic, 2023
- Best Teacher Award, The Lisbon MBA, 2011
- Centre for Economic Policy Research, Research Affiliate, 2001- 2008
- Fulbright commission, Fulbright Fellow; 1991-95
- Bradley Foundation, Bradley Fellow; 1994-95