

CURRICULUM VITAE

Name: Mohammed Adaya SALISU

Date of Birth: 10 February 1959

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Educational Qualifications:

Ph.D. in Economics: Lancaster University, UK (1990)

M.Sc. in Economics: University of Maiduguri, Maiduguri, Nigeria
(1986)

B.Sc. (Hon - 1st Class) Economics: University of Maiduguri, Nigeria (1982)

Work Experience:

Chief Economist Gulf One Investment Bank, 1 September 2007 -
present

Principal Research Economist African Development Bank, 27 September 2004 – 31
August 2007

<p><i>Lecturer</i> School,</p>	<p>Department of Economics, The Management Lancaster University (1 August 1998 – 30 Sept. 2004).</p>
<p><i>Research & Teaching Fellow</i> School,</p>	<p>Department of Economics, The Management Lancaster University (1 August 1990 – 31 July 1998).</p>
<p><i>Assistant Lecturer:</i></p>	<p>Department of Economics, Faculty of Social and Management Sciences, University of Maiduguri, Nigeria (1983 –1985).</p>

Selected Publications:

A. Refereed Articles:

1. 'The Role of Capital Flight and Remittances in Current Account Sustainability in Sub-Saharan Africa', forthcoming in **African Development Review**, 2005, Vol.17, No.3
2. 'Commodity Export Dependence and the Choice of Exchange Rate Regime: Viewing the Poles from Saudi Arabia (with N. Snowden and N. Taher), **Journal of Development Economics**, 2003, Vol.40, No.1, pp.164-179.
3. 'Foreign Direct Investment as an Engine of Growth' (with V.N. Balasubramanyam and D. Sapsford), **Journal of International Trade and Economic Development**, 1999, Vol.8, No.1, pp.27-40.
4. 'Income and Price Elasticities of Demand for Drinks in the UK: Implications for Tax Revenues', **Applied Economics Letters**, 1997, vol. 4, pp.247-251.
5. 'Price and Quality Components of Imports of Food Products into the UK' (with V.N. Balasubramanyam), **Applied Economics**, 1996, Vol.28, No.10, pp.1225-1233.
6. 'International Trade and Employment in the UK Textiles and Clothing Sector' (with V. N. Balasubramanyam), **Applied Economics**, 1993, vol.25, pp.1477-1482.
7. 'Foreign Direct Investment and Growth in Export Promoting and Import Substituting Countries' (with V.N. Balasubramanyam and D. Sapsford), **Economic Journal**, 1996, Vol.106, No.434, pp.92-105.
8. 'Domestic Savings, Intra-national and Intra-European Community Capital Flows, 1971-1991' (with V.N. Balasubramanyam and Harvey Armstrong), **European Economic Review**, 1996, Vol.40, pp.1229-1235.

9. 'Determinants of Joint Venture Success of the GCC Petrochemical Firms' (with Habib Al-Torkistani), **Industrial Co-operation in the Arabian Gulf**, No.58, October 1994.

B. Other Articles:

1. 'Determinants of Firm Performance in Nigeria: Evidence from Investment Climate Survey Data', forthcoming in World Bank Discussion Papers, April 2007.
2. 'Foreign Direct Investment in Africa', **IBRG Discussion Paper, Department of Economics, Lancaster University Management School**, September 2003.
3. 'Incentive Structure, Civil Service Efficiency and the Hidden Economy in Nigeria', **United Nations University/World Institute for Development Economics Research Discussion Paper No.2001/86** (Helsinki: UNU/WIDER), ISBN 952-455-297-3 (Internet Publication).
4. 'Oiling the wheels: credit and monetary neutrality in Saudi Arabia' (with P.N. Snowden and N. Taher), **IBRG Discussion Paper No. EC10/00, Department of Economics, Lancaster University**.
5. 'Corruption in Nigeria', **IBRG Discussion Paper No. EC7/00, Department of Economics, Lancaster University**.
6. 'Riyal Balance Effects: Monetary Disturbances in Saudi Arabia since 1980' (with P.N. Snowden and N. Taher), **IBRG Discussion Paper No. EC6/00, Department of Economics, Lancaster University**.
7. 'The Impact of OPEC on Nigeria', **Today** (Kaduna, Nigeria), February 16-22, 1997.

C. Refereed Book Chapters

1. 'Foreign Direct Investment in Sub-Saharan Africa', in Y.W. Wei and V.N. Balasubramanyam (2004) (eds.), **Foreign Direct Investment: Six Country Case Studies** (Cheltenham: Edward Elgar)
2. 'Incentive Structure, Civil Service Efficiency and the Hidden Economy in Nigeria', in S. Kayizzi-Mugerwa (ed.) **Reforming Africa's Institutions: Ownership, Incentives and Capabilities**, (Helsinki: United Nations University Press, 2003).
3. 'Foreign Direct Investment and Globalisation', in S. Lahiri (ed), **Regionalism and Globalisation** (London: Routledge, 2001).

4. 'Foreign Direct Investment and Economic Growth in LDCs: Some Further Evidence' (with V.N. Balasubramanyam and D. Sapsford), in Harry Bloch and Peter Kenyon (eds.), **Creating an Internationally Competitive Economy** (London: Palgrave, 2001).
5. 'Foreign Direct Investment and Growth: New Hypotheses and Evidence (with Balasubramanyam & Sapsford), in Greenaway and Falvey (eds), **Adjustment, Investment and Growth**, 2000.
6. 'Foreign Direct Investment, Trade Policy and Economic Growth' (with V.N. Balasubramanyam and D. Sapsford) in V.N. Balasubramanyam and D. Greenaway (eds.), **Trade and Development: Essays in honour of Jagdish Bhagwati** (London: Macmillan, 1996).
7. 'Brands and the Alcoholic Drinks Industry' (with V.N. Balasubramanyam) in Jones, G. and Morgan, N.J. (eds.), **Adding Value: Brands and Marketing in Food and Drink** (London: Routledge, 1994).
8. 'Export Promotion, Import Substitution and Direct Foreign Investment in LDCs' (with V. N. Balasubramanyam) in Koekkoek, A. and Mennes, L. B. M. (eds.), **International Trade and Global Development** (London: Routledge, 1991).

Lancaster-Kathmandu Management Schools' Link:

1. Visitor to the Kathmandu School of Management, University of Kathmandu, Nepal under the Lancaster/Kathmandu School of Management Link, sponsored by the British Council. During my first visit (April 21-30 April, 1997) I helped Kathmandu Management School with its teaching programme on International Business and Quantitative Methods. I also assisted the host institution with curriculum development and methods of delivery in these areas as well as taught MBA students in each of these areas.
2. Training and supervision of Kathmandu University lecturers visiting Lancaster University on the Lancaster/Kathmandu Link. I supervised Mr. Nir B. Kshetri, a Lecturer at the School of Management, Kathmandu University, who visited Lancaster for one term (January 5 - March 20, 1998). Mr Kshetri's research project was on tourism and its implications for the Nepalese economy.

European Business School's Link:

1. The EU Project on Globalisation, funded by the European Commission: *Curriculum Development Meeting of Content Experts Group* held at Dublin City University Business School, Dublin, Republic of Ireland, 12-13th September 2002. The EU project on 'Online Seminar on Globalisation'

between 5 European Universities (Lancaster University Management School, UK; European School of Business, Reutlingen, Germany; Reims in France; ICADE in Spain; and Dublin City University, Republic of Ireland) and one university in the United States (North Eastern University, Boston, USA). The online seminar took place in November 2002.

2. The EU Project on Globalisation: *Steering Committee Meeting* held at European School of Business, Reutlingen University, Germany, 31st January 2003. This meeting was to discuss the Evaluation Report on the Online Seminar that took place in November 2002. The Report was produced by Independent Consultant from the Open University, Milton Keynes, UK.
3. The EU Project on Globalisation: *Technical Experts Group* meeting held at Lancaster University Business School, Lancaster University, Lancaster, 24th March 2003. This meeting was primarily to discuss the creation and usage of database of references and material on Globalisation arising from the November Online Seminar on Globalisation.
4. The EU Project on Globalisation: *Curriculum Development Meeting of Content Experts Group* held at the Open University, Milton Keynes, UK, 4-5th July 2003. This meeting was to discuss the curriculum for the 2003 Online Seminar on Globalisation as well as issues relating to Online Training, Knowledge Base, and a Handbook for Online Seminar.

Consultancy and Commissioned Research Before Joining the ADB:

1. *African Development Bank: 'African Trade Performance, Policies, and Prospects – Lessons from East Asia'* (with V.N. Balasubramanyam), September-December 2003.
2. *Datanomics UK LTD: Course Co-ordinator – 'Credit Risk Mitigation Techniques (CRMT) (7-18 July 2003), 'Banking Financial Stability' (1-12 September 2003), 'Risk Management and Credit Risk Analysis' (22 September – 3 October 2003).*
3. Consultant to *Progress Management Consultant*, Dubai, UAE. Led a 5-day training for middle level business executives on "Product Development Economics", 14-18 December 2002, Dubai, UAE.
4. *Voice of America (2000-2003):* Recent interviews – 'Petroleum Pricing in Nigeria'; 'Corruption in Nigeria'.
5. *BBC World Service (1996-2003):* Selected Interviews – 'Listeners' Questions'; 'Nigeria's External Debt Problems'; 'The new African Union'; 'Education and Human Capital in Nigeria'; 'Analysis of the Nigerian Budgets', and 'Corruption and Foreign Direct Investment'.

6. *United Nations University (World Institute of Development Economics Research, WIDER)*, Helsinki, Finland: 'Civil Service Efficiency and Incentive Structure in Nigeria', paper prepared as part of UN Project on *Institutional Capabilities, Reform Ownership and Development in Sub-Saharan Africa*, July 2000 - May 2001.
7. *Foreign and Commonwealth Office (FCO)*: 'Macroeconomic Performance of the Nigerian Economy Since May 1999', FCO In-house briefing paper for the High Commissioner designate to Nigeria, held at White Hall, London, May 5, 2001.
8. *Guinness PLC*: Numerous research projects on a number of policy issues, including exports performance, brands, joint ventures, and demand analysis (1990-1998) (with V.N. Balasubramanyam).
9. *Department of Trade and Industry (DTI) of the United Kingdom*: 'Foreign Direct Investment from the UK: An Analysis of Company Data' (with V.N. Balasubramanyam), 1995.
10. *The World Bank*: Preparation of paper for workshop on New Institutional Economics at the 2003 Annual Bank Conference on Development Economics, Oslo, Norway, June 2003.
11. *Commission of the European Union (1991/92)*: 'Employment Prospects, Problems and Options in the Textile and Clothing Industry: a Local Perspective' (with V.N. Balasubramanyam, Mark Easterby-Smith and A. Lorbiecki).

International Conferences and Seminars:

1. 'Implications of Bilateral Trade Agreements and Intra-African Trade: Complements or Trade-offs, Paper presented at High-Level Policy Workshop organised by the World Bank, UNECA, ADB, NEPAD, and AERC, Nairobi, Kenya, 31 January - 1 February 2007.
2. 'Determinants of Firm Performance in Nigeria: Evidence from Investment Climate Survey Data', Paper presented at AERC's Biannual Workshop, Nairobi, Kenya, 1 December 2006.
3. Presentation of the ADB *African Development Report 2006: 'Aid, Debt Relief and Development in Africa'* at the AERC's Biannual Workshop, Nairobi, Kenya, 6 December 2007.
4. 'Coherence and Capacity Building for Trade: Focus on Integrated Framework and Aid for Trade', WTO Public Forum, Geneva, Switzerland, 25-26 September 2006.

5. 'Filling the Gaps in Aid for Trade: Regional Perspectives', Paper presented at the WTO Informal Meeting on Aid for Trade, Geneva, Switzerland, 12-15 June 2006.
6. Presentation of the ADB/OECD *African Economic Outlook 2005/06* at the World Bank, Washington, 21 May 2006, and at the United Nations, New York, 22 May 2006.
7. 'The Role African Development Bank in Assisting Private Sector take Advantages of the Global Trade Opportunities', Meeting jointly organised by the Commonwealth Secretariat and UNCTAD on Aid for Trade, Geneva, Switzerland, 21-22 March 2006.
8. 'The Role of Capital Flight and Remittances in Current Account Sustainability in Sub-Saharan Africa', Paper presented at a UNECA-organised Workshop on *Capital Flows and Current Account Sustainability in African Economies*, Accra, Ghana, 21-22 September 2005.
9. 'Trade and Regional Integration in Africa: The Role of the ADB', Paper presented at The NEPAD Council Conference on Trade and Investment, East London, South Africa, 25-27 May, 2005.
10. 'Trade and Regional Integration in Africa: The Role of the African Development Bank (ADB)', Paper presented at the NEPAD Council Conference on *International Trade and Investment: Promoting Inter- and Intra-Regional Trade in Africa*, 25-27 May 2005, Regent Hotel, East London, South Africa.
11. 'Social Capital and Afro-Entrepreneurship', Paper presented at Workshop on *Challenges of Entrepreneurship Facing Afro-Descendants in Domestic and Global Economies: Focus on Small and Medium Enterprises (SMEs)*, Port of Spain, Trinidad & Tobago, 30-31 July 2004.
12. 'Foreign Direct Investment in Africa', paper presented at the *International Business Research Group Conference – on Case Studies on Foreign Direct Investment*, Grange-over-Sand, UK, 13-14 September 2002.
13. 'New Public Management: Challenges for Corruption Control', paper presented at the *World Bank Annual Conference on Development Economics*, Oslo, Norway, 24-26 June 2002.
14. 'Business and Management Degrees in the UK – A Selection', a behind the prospectus paper presented at *CRAC/UCAS Conference on Admissions to Higher Education*, University of York, York, 18-20 March 2002.
15. *Downing Street Lecture on Africa*: participant to the Downing Street Lecture on Africa delivered by Dr. K.Y. Amoako, Executive Secretary of the Economic

Commission for Africa, held at 10 Downing Street, Whitehall, 17 December 2001.

16. Discussant at an International Conference on "*Strategies for the Elimination of Corruption in the Commonwealth*", British Institute of International and Comparative Law, London, 28-30 March 2001.
17. 'Incentive Structures, Civil Service Efficiency and the Hidden Economy of Nigeria', paper presented at the *WIDER (World Institute of Development Economics Research) Project Meeting on Institutional Capabilities, Reform Ownership and Development in Sub-Saharan Africa*, United Nations University, Helsinki, Finland, 4-5 May 2001.
18. 'Corruption and Economic Growth in Nigeria', paper presented at the *International Economics Study Group Easter Conference 2000*, University of Wales Conference Centre, Gregynog, 17-18 April 2000.
19. 'Foreign Direct Investment, Human Capital and Economic Growth', paper presented at the *International Conference on Global Competitiveness*, Curtin University of Technology, Perth, Australia, 27-28 August 1998.
20. 'Foreign Direct Investment as an Engine of Growth', paper presented at the *International Economic Study Group (IESG)*, London School of Economics, 20 March 1998.
21. Discussant of 'Capital Flows Financing Collapse: The Case of Albania', by Dirk J. Bezemer. Paper presented at *ESRC-sponsored Development Economics Study Group Conference*, The University of Birmingham, 7-8 September 1997.
22. 'Foreign Direct Investment and Growth: New Hypotheses and Evidence' (with V.N. Balasubramanyam). Paper presented at *the National Institute of Economic and Social Research, NIESR*, London (*ESRC-sponsored seminar on Productivity*), 19 March 1996.
23. 'Options for Economic Change in Northern Nigeria'. Paper presented at the *Launching of Arewa Association UK*, London, 19 August 1995.
24. 'The World Economy Today: The Role of the World Bank and the IMF in the Economic Development of the Developing Countries'. Paper presented at a *Seminar on Nigeria's Constitutional Conference*, Newcastle University, UK, 29 July 1995.
25. 'Foreign Direct Investment and Growth' (with D. Sapsford and V.N. Balasubramanyam). Paper presented at the *International Conference on Global Trade and Development* (in honour of J.N. Bhagwati), Lancaster University, 9-10 December 1994.

26. 'The Impact of Trade and Investment Policies in Services Sector on Trade and Capital Flows Between the EU, Developing Countries and Central and Eastern Europe'. Paper presented at the *Workshop on EU-LDC Trade and Capital Relations*, the Netherlands Economic Institute, Rotterdam, 16-17 May 1994.

Other Professional and Academic Activities:

1. **External Examiner for a PhD thesis:** University of Birmingham, Birmingham, 16th December 2005. The title of PhD thesis: "Exchange Rate Pass-Through and Economic Policy in Nigeria". Candidate: Olajide S. OLADIP
2. **External Examiner for a PhD thesis:** School of Oriental and African Studies, University of London, London, 25th March 2003. The title of PhD thesis: "Economic Determinants of Foreign Direct Investment by Multinational Firms: The Case of Malaysia". Candidate: Hikari ISHIDO
3. **Journal Referee:** *Journal of African Economies, International Journal of Manpower, Applied Economics, Applied Economics Letters, Eastern Africa Economic Review, Review of Development Economics, The Energy Journal, Scottish Journal of Political Economy, Journal of Development Studies, the Economic Journal, the World Economy, Manchester School and Business History.*
- 4.
5. **Director:** B.Sc. in Business Studies, Lancaster University Management School (1998-2002).
6. **Director:** Refresher Course in Economics, Lancaster University Management School (2001–2004).
7. **Co-ordinator:** International Business Research Group (IBRG), Lancaster University Management School (2000 –).
8. **Supervision:** PhD students in Economics, MPhil/PhD students in Critical Management; M.Sc. students in International Business and MBA students.

Referees

1. Dr. Gerry Steele
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2. Dr. Max Meju

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3. Dr. Muhammad D. Musa
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