

## Curriculum Vitae

### Tanu M. Goyal

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Nationality: Indian

Date of birth: 31/03/1986

Gender: Female

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### Education

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Doctor of Philosophy (Ph.D.), 2021

Centre for the Study of Law and Governance, Jawaharlal Nehru University (JNU), New Delhi, India.

Thesis title: International Trade Agreements as Incomplete Contracts: An Investigation of the Design of India's Trade Agreements

M.A. Economics (with Specialisation in World Economy), 2008

Centre for International Trade and Development, JNU, New Delhi, India

B.A. (Hons), Economics, 2006

Indraprastha College for Women, Delhi University, New Delhi, India

### Brief Profile of Work

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I have over 14 years of experience in policy-oriented research, in the fields of international economic relations. The areas of my expertise and research interest include international trade in services and trade agreements, foreign direct investments, retail and e-commerce sector and G20 Sherpa track issues. I have worked on various projects, supported by the Indian government, foreign government, international aid agencies and the private sector. I have co-authored/edited two books. One on India-EU trade agreements and the other on special economic zones, published by Sage Publications and Springer, respectively. I have authored several journal articles, book chapters, working papers, opinion pieces in popular media and several research reports.

### Employment

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2014-Present, Consultant (Fellow grade), Indian Council for Research on International Economic Relations (ICRIER), New Delhi, India

2011-2014, Research Associate, ICRIER, New Delhi, India

2008-2011, Research Assistant, ICRIER, New Delhi, India

June-August 2007, Intern, Health and Family Welfare Division, Planning Commission, Government of India, New Delhi, India.

May-June 2007, Intern, The Energy and Resource Institute (TERI), New Delhi, India

## Publications

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### Books

- “Special Economic Zones in India: Status, Issues and Potential”, with Arpita Mukherjee, Parthapratim Pal, Saubhik Deb, Subhobrota Ray, Springer (India) Private Limited, New Delhi, 2016; <https://www.springer.com/gp/book/9788132228042>
- “Trade in Services and Trade Agreements: Perspectives from India and the European Union”, (Ed.) with Arpita Mukherjee and Rupa Chanda, Sage Publication India Private Limited, New Delhi, 2015; <https://us.sagepub.com/en-us/nam/trade-in-services-and-trade-agreements/book248095>

### Journal Articles

- “Technology Uncertainty and Incompleteness in Trade Agreements: Reflections from the Design of India’s Bilateral Agreements Covering Services”, *Foreign Trade Review*, Sage Journals, January 2021
- “Trade Agreements and Services Value Chain: The Case of India and Thailand”, with Arpita Mukherjee, *Applied Finance and Accounting*, RedFame Publications, Volume 3, Number 1, February 2017.
- “Integrating South and Southeast Asia through Services Value Chain: The Case of India and Thailand” with Arpita Mukherjee, *Asia Pacific Journal of Rural Development*, Vol. XXVI, No. 2, December 2016.
- “The Political Economy of Retail Liberalization: The Case of India”, with Arpita Mukherjee, *Journal of International Commerce, Economics and Policy*, Vol 5. No. 1, World Scientific, February 2014.
- “A Road-Map for Setting-up Food Business in India”, with Arpita Mukherjee, *Global Journal of Management and Business Research*, Volume 14, Issue 8, Version 1.0, December 2014.
- “India-EU BTIA: Status, Issues and Way Forward” with Arpita Mukherjee and Ramneet Goswami, *The Journal of International Relations*, Volume 37, 2014.
- “FDI in Services Sector in India”, with Arpita Mukherjee, *Foreign Trade Review*, Volume 48, No. 3, August 2013
- “FDI in Retail: Implications for India’s Trade Agreement” with Arpita Mukherjee, *Foreign Trade Review*, Volume 48, Number 1, January – March 2013.
- “Employment Conditions in Organised and Unorganised Retail: Implications for FDI Policy in India” with Arpita Mukherjee, *Journal of Business and Retail Management Research*, Volume 6, No. 2, pp. 26-37, May 2012.
- “Are Indian Consumers Brand Conscious? Insights for Global Retailers”, with Arpita Mukherjee, Divya Satija, Murali K. Mantrala and Shaoming Zou, *Asia Pacific Journal of Marketing and Logistics*, Vol 24, No. 3, April 2012.

### Book Chapters

- “India’s Agriculture and Food Exports: Opportunities and Challenges” with Arpita Mukherjee in Debesh Roy (ed.), “Agriculture and Food Exports: Opportunities and Challenges”, *forthcoming*, 2022.
- “Measuring Services Trade Major Challenges in India and Way Forward” with Arpita Mukherjee in Biswajit Nag and Debashis Chakraborty (ed.), “India’s Trade Analytics: Patterns and Opportunities”, Sage Publications, India, 2019.
- “Integrating South and Southeast Asia through Services Value Chain: The Case of India and Thailand” with Arpita Mukherjee in Jayant Menon and T. N. Srinivasan (ed.), “Integrating South and East Asia”, Oxford University Press (OUP), October 2017.
- “Movement of Indian Architects and Engineers: Prospects and Challenges in the EU” with Arpita Mukherjee in Rupa Chanda and Pralok Gupta (ed.) “India-EU People Mobility: Historical, Economic and Regulatory Dimension”, Cambridge University Press, Delhi, 2015.
- “Impact of the Retail FDI Policy on Indian Consumers and the Way Forward”, with Arpita Mukherjee, Divya Satija, Murali K. Mantrala and Shaoming Zou, in Keshab Das (ed.) “Globalization and Standards: How Have Firms and Consumers Responded in India?”, Routledge Publication, New Delhi, 2014.
- “Trade in Distribution Services: India and Taiwan” in Arpita Mukherjee, Parthapratim Pal and Kristy Tsun – Tzu Hsu (ed.), “Enhancing Trade, Investment and Cooperation in India and Taiwan”, Academic Foundation, September 2013.

“Fuelling the Retail Boom: What should be the Right Employment Policy for Gujarat”, with Arpita Mukherjee in Lancy Lobo and Jayesh Shah (ed.), "Changing Scenario of Employment in Gujarat - 1960-2010", Rawat Publication, Jaipur, June 2012.

“FDI in Sensitive Sectors: The Case of Retail Sector in India”, with Arpita Mukherjee in Shahid Ahmed (ed.), “Trade, Foreign Direct Investment and Economic Growth: Exploring Challenges and Opportunities Post-Global Financial Crisis”, Routledge Publication, New Delhi, June 2012.

### **Working Papers/Policy Briefs**

“Anti-Corruption Agenda of the G20: Bringing Order without Law”, ICRIER Working Paper No. 400, Indian Council for Research on International Economic Relation, New Delhi, India, November 2020.

“The Sustainable Development Agenda: Evaluating the G20 as a Stage for National and Collective Goals”, with Prateek Kukreja, Observer Research Foundation (ORF) Issue Brief No. 419, November 2020.

“The Role and Changing Paradigm of India’s Assistance to Nepal: Case of the Education Sector”, ICRIER Working Paper No. 377, June 2019.

“India’s Exports of Food Products: Food Safety Related Issues and Way Forward” with Arpita Mukherjee and Avantika Kapoor, ICRIER Working Paper 345, September 2017

“Promoting Organic Food Products and Exports – Status, Issues and Way Forward” with Arpita Mukherjee, Souvik Dutta, Avantika Kapoor and Disha Mendiratta, ICRIER Working Paper 342, July 2017

“Diversifying India’s Services Exports through SEZs: Status, Issues and the Way Forward” with Arpita Mukherjee, Saubhik Deb, Shreya Deora and Bhavook Bhardwaj, ICRIER Working Paper Number 312, ICRIER, December 2015.

“Integrating South and Southeast Asia through Services Value Chain: The Case of India and Thailand” with Arpita Mukherjee, ICRIER Working Paper Number 301, June 2015

“Institutional Framework for Collection of Data on Trade in Services: Lessons from Global Experiences” with Arpita Mukherjee, Focus WTO, Indian Institute of Foreign Trade, Volume 16, Number 3, July-September 2014.

“Facilitating Bilateral Investments between India and Germany: The Role of Negotiations and Reforms” (Co-authored with Ramneet Goswami and Tincy Sara Solomon), ICRIER Working Paper No. 282, July 2014

“Examining Mode 4 Commitments in India and the EU’s Agreements: Implication for the India-EU BTIA” with Arpita Mukherjee, Indian institute of Management, Bangalore Working Paper No. 396, February 2013 (also published as CARIM-India Research Report).

“Movement of Architects and Engineers between India and the EU”, with Arpita Mukherjee, CARIM-India Research Report, Robert Schuman Centre for Advanced Studies, European University Institute, 2013 (also published as IIM Bangalore Working Paper) “Liberalizing

“Indian Investment in Eastern Europe: Prospects, Issues and the Way Forward” with Arpita Mukherjee, CARIM-India Research Report, Robert Schuman Centre for Advanced Studies, European University Institute, 2012.

“Sports Retailing in India: Opportunities, Constraints and Way Forward”, with Arpita Mukherjee, Ramneet Goswami and Divya Satija, ICRIER Working Paper No. 250, June 2010.

### **Research Reports (published & unpublished)**

- Evolution of the G20 Sherpa’s Track, report for the Department of Economic Affairs, Government of India, October 2020. *unpublished*
- Emerging Challenges for the G20 Members, for the Saudi Secretariat in preparation for the Saudi Presidency, March 2019. *unpublished*
- SPS Barriers to India’s Agriculture Exports: Learning from the EU Experiences in SPS and Food Safety Standards with Arpita Mukherjee, Smita Miglani and Avantika Kapoor, for Department of Commerce in partnership with ECORYS, March 2019; [http://icrier.org/pdf/SPS\\_Barriers\\_to\\_India\\_Agriculture\\_Export.pdf](http://icrier.org/pdf/SPS_Barriers_to_India_Agriculture_Export.pdf)
- India’s Development Assistance to Nepal – Case of the Education Sector for Oxfam India, October 2018; <https://www.oxfamindia.org/India-Development-Assistance-Nepal-Education>

- Organic Farming in India: Status, Issues and the Way Forward with Arpita Mukherjee, Souvik Dutta, Avantika Kapoor and Disha Mendiratta, for PepsiCo, published by Academic Foundation, August 2017, [http://academicfoundation.org/index.php?route=product/product&product\\_id=838](http://academicfoundation.org/index.php?route=product/product&product_id=838)
- Institutional Framework for Collection of Statistics on Trade in Services: Four Pilot Surveys on Trade in Audiovisual, Logistics, Professional and Telecommunication Services, with Arpita Mukherjee, Bhavook Bhardwaj and Raj Kumar Shahi for the Directorate General of Commercial Intelligence and Statistics (DGCI&S), published by Academic Foundation, June 2016, <http://icrier.org/pdf/Exec-Sum-Cover-Trade-in-Services.pdf>
- India-UK Collaborations and Investments in Food Supply Chain: Opportunities, Concerns and the Way Forward, with Dipankar De, Arpita Mukherjee, Nikhil Khurana, Bhavook Bhardwaj and Rohini Sanyal, for the British High Commission, published by Academic Foundation, April 2016; <https://www.bookdepository.com/India-UK-Collaborations-Investments-Food-Supply-Chain-Arpita-Mukherjee/9789332703636>
- India's Phytonutrient Report: A Snapshot of Fruits and Vegetables Consumption, Availability and Implications for Phytonutrient Intake, with Arpita Mukherjee and Souvik Dutta, for Amway Opportunity Foundation, published by Academic Foundation, February 2016; [http://icrier.org/pdf/India\\_Phytonutrient\\_Report\\_Ex\\_summary.pdf](http://icrier.org/pdf/India_Phytonutrient_Report_Ex_summary.pdf)
- Evaluation of the Impact of the Scheme for Mega Food Park of the Ministry of Food Processing Industries, for Ministry of Food Processing Industries, Government of India, July 2015; [https://mofpi.nic.in/sites/default/files/icrierreportonimpactofmfpsfinal.pdf\\_0.pdf](https://mofpi.nic.in/sites/default/files/icrierreportonimpactofmfpsfinal.pdf_0.pdf)
- Harnessing Indian Agriculture to Global Value Chain: Prospects and Challenges, Co-authored with Parthapratim Pal, Niladri Saha and Saubhik Deb, for British High Commission in partnership with Indian Institute of Management, Calcutta, published by Academic Foundation, March 2015, New Delhi; [http://academicfoundation.org/index.php?route=product/product&product\\_id=313](http://academicfoundation.org/index.php?route=product/product&product_id=313)
- Food Supply Chain in India: Analysing the Potential for International Business, with Arpita Mukherjee Parthapratim Pal and Saubhik Deb, or British High Commission in partnership with Indian Institute of Management, Calcutta, published by Academic Foundation, March 28, 2014. [http://academicfoundation.org/index.php?route=product/product&product\\_id=211](http://academicfoundation.org/index.php?route=product/product&product_id=211)
- Trade in Services: India-Indonesia CECA, with Arpita Mukherjee, for Department of Commerce, Ministry of Commerce and Industries, Government of India, January 2012. *unpublished*
- Trade on Service: India – Thailand CECA, with Arpita Mukherjee, for Department of Commerce, Ministry of Commerce and Industry, Government of India, January 2012. *unpublished*

### Opinion Pieces

- “Protecting Consumers, Sellers and Platforms: A Case for India's Upcoming E-Commerce Industry” with Mansi Kedia in the Wire, 5 August 2021 accessible at <https://thewire.in/government/india-e-commerce-industry-platforms-consumers>
- “How Can India Plug the Food Wastage Hole at the Consumer and Retail Level?”, with Siraj Hussain in the Wire, 9 January 2021 accessible at <https://thewire.in/food/how-can-india-plug-the-food-wastage-hole-at-the-consumer-and-retail-level>
- “Negative WPI hides Consumer Agony” with Arpita Mukherjee in Financial Chronicle, 28 November 2015 accessible at <http://www.mydigitalfc.com/views/barpita-mukherjee-tanu-m-goaylb-negative-wpi-hides-consumer-agony-582>
- “Liberalising FDI: What Is for The Foreign Retailers in Food Business? With Arpita Mukherjee in Business World, 7 January 2016 accessible at <http://www.businessworld.in/article/Liberalising-FDI-What-Is-In-For-The-Foreign-Retailers-In-Food-Business-/07-01-2016-90029/>
- “Alibaba lessons for Indian e-tail”, with Ashok Gulati in the Financial Express on November 21<sup>st</sup>, 2014 accessible at <http://www.financialexpress.com/article/fe-columnist/alibaba-lessons-for-indian-e-tail/9957/>
- “Global Retail Regulation”, excerpts published by the Financial Express on December 9<sup>th</sup>, 2011 accessible at <http://archive.financialexpress.com/news/global-retail-regulations/885585/1>
- “Multi brand retail has been in cold storage too long” in the Economic Times (Bennett, Coleman & Company Limited) on June 19<sup>th</sup>, 2010 accessible at <http://economictimes.indiatimes.com/opinion/mbr-has-been-in-the-cold-storage-too-long/articleshow/6065889.cms>

“Retail Investment in India – Gung Ho!”, in the Hindu Business Line on June 10<sup>th</sup>, 2010 accessible at <http://www.thehindubusinessline.com/todays-paper/tp-brandline/retail-investment-in-india-gung-ho/article1010933.ece>

“For a Comprehensive Inflation Index”, with Rashmi Rastogi in the Economic Times (Bennett, Coleman & Company Limited) on June 13th, 2009.

### **Blogs and other Conversational Pieces**

“India’s development partnership with Nepal: The paradigm shift and future prospects”, Observer Research Foundation (ORF), July 2019.

“India-Africa Trade and Investment Relationship: From Goods to Services”, with Rajat Kathuria in Hitachi Souken, Hitachi Research Institute, February 2016 accessible at [http://www.hitachi-hri.com/english/journal/\\_icsFiles/afieldfile/2016/03/24/vol10\\_04\\_3.pdf](http://www.hitachi-hri.com/english/journal/_icsFiles/afieldfile/2016/03/24/vol10_04_3.pdf)

“Reinvigorating India’s manufacturing sector: Integrating the services value chain with Southeast Asia” with Arpita Mukherjee, IGC Blog Post accessible at <http://www.theigc.org/blog/reinvigorating-indias-manufacturing-sector-integrating-the-services-value-chain-with-southeast-asia/> published on 19 June 2015.

“Creating a Services Value Chain between India and Thailand”, with Arpita Mukherjee, Column in Ideas for India accessible at [http://www.ideasforindia.in/article.aspx?article\\_id=1475](http://www.ideasforindia.in/article.aspx?article_id=1475) published on 8 July 2015

“The Long Road towards an EU-India Free Trade Agreement”, with Arpita Mukherjee and Ramneet Goswami, Policy Paper released by the Directorate General for External Policies, European Parliament, 23 October 2013, accessible at [http://www.europarl.europa.eu/RegData/etudes/workshop/join/2013/433709/EXPO-INTA\\_AT%282013%29433709\\_EN.pdf](http://www.europarl.europa.eu/RegData/etudes/workshop/join/2013/433709/EXPO-INTA_AT%282013%29433709_EN.pdf)

"Ethnography of Migration" Review of the Book titled "Nation, Trans-Nation and Diaspora: Reflection from India" authored by Ravindra K. Jain, in The Book Review Journal, Volume XXXV, No. 8-9, August-September 2011 (South Asia Issue XVIII), pp. 27

“Enhancing Bilateral Trade, Investment and Cooperation between India and Switzerland”, Diplomatist Magazine, Special Issue on Switzerland, September 2014

### **Conference, Seminars and Report Presentations**

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- Presented a paper titled Trade in the Times of Crisis: Role of the G20 at MIRDEC-GLOBECOS Istanbul 2021 - International Academic Conference on Economics, Business and Contemporary Issues in Social Science [Istanbul, Turkey (virtually), 29-30 November 2021]
- Presented a paper titled Anti-Corruption Agenda of the G20: Bringing Order without Law at MIRDEC-GLOBECOS Spain 2020 - International Academic Conference on Economics, Business and Contemporary Issues in Social Science [Barcelona, Spain (virtually), December 2020]
- Presented a Report titled Identifying Emerging Challenges to G20 Members to the Saudi G20 Sherpa (Riyadh, Saudi Arabia: March 2019).
- Presented Report titled India’s Development Assistance to Nepal: The Case of Education Sector to Indian Ambassador in Nepal (Kathmandu, Nepal: May 2018).
- Presented Paper titled India’s Development Aid in Social Sector at the 9th, International Academic Conference on Multidisciplinary and Independent Studies on Social Sciences, (Global Meeting of Social Science Community) (Rome, Italy: August 2018).
- Presented Paper titled Trade Agreements and Services Value Chain: The Case of India and ASEAN countries at the Kolkata Dialogue organised by Ministry of External Affairs and Indian Chambers of Commerce (Kolkata: May 2017).
- Present Paper titled Promoting Regional Integration through Services Sector in South and Southeast Asia: Taking Case of India-Thailand Comprehensive Economic Cooperation Agreement at ARTNeT Research Workshop organised by UNESCAP (Macao, China: December 2013).

- Presented Paper titled Integrating South and East Asia: The case of liberalising services under the India-Thailand CECA at a Workshop co-organized by Korea Institute for International Economic Policy and Asian Development Bank (Seoul, Republic of Korea: October 2012).

## Research Projects

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- Impact of E-commerce on Micro, Small and Medium Enterprises in India, funded by Walmart, Inc. (Jan-Dec 2021)
- Evolution of the G20 Sherpa Track, part of the UK-India Economic Policy and Prosperity Partnership (EPPP), funded by Department for International Development (DFID) (2020)
- Emerging Challenges for G20 Member funded by Saudi Secretariat (2018-19)
- Samvaad: A Dialogue on Globalisation, Equity and Jobs funded by Ford Foundation (2017-2020)
- Deconstructing Development Assistance – India and Nepal – The Case of Education Sector funded by Oxfam India (2017-18)
- Survey of Fruits, Vegetables and Juice Intake of School Children, Nutritionists & Dietitians funded by PepsiCo (2016-17)
- Organic Farming in India: Status, Issues and the Way Forward, funded by Amway (2016-17)
- Capacity Building Initiative for Trade for Development in India with focus on Food Safety Standards, funded by the Delegation of the European Union to India (2015-16)
- India's Phytonutrient Report: A Snapshot of Fruits and Vegetables Consumption, Availability and Implications for Phytonutrient Intake, funded by Amway Opportunity Foundation (2015-16)
- Evaluation of the Mega Food Park Scheme of the Ministry of Food Processing Industries (MOFPI), (MOFPI, Government of India) (2013-14)
- Institutional Framework for Collection of Statistics on Trade in Services: Four Pilot Surveys, for Directorate General of Commercial Intelligence and Statistics (DGCI&S), Government of India (2014-15)
- Facilitating Investments between India and the European Union: The Case of Bilateral Investments between India and Germany for Konrad-Adenauer-Stiftung (KAS) (2014-15)
- Enhancing Bilateral Trade, Investment and Collaboration in Services: India and European Union (KAS) (2014-15)
- Integrating South and East Asia: The Case of Liberalising Services under the India-Thailand Comprehensive Economic Cooperation Agreement, Asian Development Bank (ADB) (2012-13)
- India-Indonesia and India-Thailand FTA Feasibility study, Ministry of Commerce and Industries (MoC), Government of India (GoI) (2011-13)
- Opportunities for Foreign Companies in the Indian Retail Sector, Italian Trade Commission in New Delhi (2009-11)
- Socio-Economic Impact of Direct Selling in India: Need for a Policy Stimulus, Indian Direct Selling Association (IDSA) (2009-10)
- Non-Tariff Measures (NTMs) faced by Indian Exporters in EU and USA, MoC, GoI (2008)