

PERSONAL INFORMATION

Giulio Cesare ZANETTI

WORK EXPERIENCE

From Dec 2013 – present

Adjunct Professor, Masters “PROLAW”, spring semester.

LOYOLA UNIVERSITY CHICAGO SCHOOL OF LAW, Chicago, USA and Rome, Italy

Sept. 15 – present

**International Consultant on Advanced Training Methodologies and Adult Learning Tools
UNITED NATIONS OFFICE ON DRUGS AND CRIME (UNODC)**

- Provision of Basic and Advanced Training of Trainers on specific aspects of criminal justice and human rights and for the institutional development of law-enforcement bodies and training centers.
- Drafting numerous training approaches and modules on adult learning and advanced training methodologies focusing on specific aspects of criminal justice, including how to transform face to face training programs into online delivery mode.
- Creation, in cooperation with substantive experts, of training materials for criminal justice officials.
- Selected training events on criminal justice-related topics:
 - 4 two-day TOTs for prosecutors and investigators in Algeria, Egypt, Morocco and Tunisia (July-Nov. '21)
 - 2 one-day TOT on collection of digital evidence in terrorism-related crimes (June '21)
 - 3 five-day TOTs for judges and police officials on criminal justice and human rights (regional program, Dakar, March-Sept. '18)
 - 3 four-day TOT on financial investigations in Vienna for Easter European criminal justice officials (October – November '18)
 - 2 one-day TOT for judges/investigators (regional program, Male and Bangkok, Febr.'18)
 - 1 three-day TOT for judges and investigators (regional program, Singapore, January '18)
 - 2 two-day TOTs for judges and investigators (Amman, Nov. '16 and Casablanca, April '17)
 - 2 three-day TOTs for UNODC/South Africa (Pretoria, March '17 – March '18)
 - 2 two-day TOTs for UNODC/Colombia in Spanish (Bogotá, July '16)
 - 1-day TOT for TPB for Easter European criminal justice officials (Vienna, Jan. '16)
 - 5-day TOT for GPF (Vienna, May '16)
 - 3-day TOT for GPML (Zagreb, March '16)
 - 2 two-day TOTs on human trafficking and migrant smuggling (Vienna, Sept. '15)
 - 3-day TOT for judges and police officials (Dakar, Nov. '13)

May 2021 – present

**International Training Consultant
ICMPD**

- Creations of training approach for the 2-year program on Integrated Border Management and selected aspects of criminal justice and for the institutional development of law-enforcement bodies and training centers.
- Delivery of numerous Training of Trainers workshops for the for future trainers in Afghanistan, Bangladesh, Iraq and Pakistan on adult learning tools and advanced training methodologies.
- Advice on and design of capacity building packages for adult learners both for face-to-face and online delivery. Cooperation with substantive experts for the creation of these materials

August '16, '17, '18, '20

International Training Consultant / Adult Learning tools

OSCE, KIEV, UKRAINE

Provision of four training of trainers for Ukrainian university professors with focus on human rights, human trafficking, and civil law covering teaching skills for both face to face and online delivery.

March 2021

International Training Consultant / Adult Learning Expert

OMCT (WORLD ORGANIZATION AGAINST TORTURE)

- Conception and delivery of an online Training of Trainers workshop for the Tunisian and Libyan teams an adult learning tools and advanced training methodologies with a focus on prevention and punishment of torture and ill-treatments.
- Advice on and design of capacity building packages for adult learners in human rights both for face-to-face and online delivery with a focus on prevention, investigation and punishment of torture and ill-treatments.

From 2017 – to date

International consultant

WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO) – ASPAC BUREAU

- Co-manager and expert for WIPO Branding Project in selected Asian countries (started in 2018): design of country-specific projects; implementation of project activities in selected countries; delivery of numerous capacity building events on IP & branding. Support to the creation of branding strategies for selected domestic products and establishment of national Branding Bureaus.
- Drafting of comprehensive manual on training methodologies, RBM and governance of IP Training Institutes
- Provision of strategic advice on the transformation of face to face training programs into online delivery mode
- Provision of training and technical assistance for the establishment and strengthening of national IP Training Centers and Academies (Egypt, Tunisia, Azerbaijan, etc.).
- Creation of a Training Evaluation policy and corresponding evaluation tools for national IP Training Centers.
- Revision of distance learning course on trademarks, industrial designs and GIs.
- Speaker and expert in numerous training events and symposia.
- Facilitator/expert for two “Heads of IP Offices” Conferences (HIPOC), Tokyo ('17 - '18); expert in HIPOC '19 and '20

March '14- '19

International Training Consultant / Adult Learning Expert

IDLO-EBRD: provision of training and capacity building.

- Tunis, Tunisia (Dec. 2017 – Dec. 2019): four basic and advanced TOT workshops on IP to empower selected Tunisian judges to effectively act as IP trainers.
- Bucharest, Romania (Sept. 2017): two workshops on IP for Romania judges.
- Amman, Jordan (Sept. 2015): comprehensive program on IP enforcement for judges in capital and provinces.
- Tunis, Tunisia (Sept. 2016): three workshops on IP enforcement and follow up activities for judges in capital and provinces.
- Ulan Baataar, Mongolia (March 2014): provision of training and capacity building on IP enforcement to commercial law judges.
- Podgorica, Montenegro (December 2014): provision of training and capacity building on competition law to commercial law judges.

Febr. – December 2019

International consultant

ASEAN SECRETARIAT (ASEC):

- Drafting of publication “Handbook on IP Commercialization”, design to promote the use of IPRs among private sector stakeholders.

- Drafting of publication “Business Guide to IP Institutions, Laws and Filing Processes in AANZFTA Parties”.
- Creation of format and content for new section “IP for Business” in ASEAN IP website.

From Jan 2014 - 2017

International consultant,

WORLD BANK, (Trade & Competitiveness Practice - East Asia: Cambodia, Myanmar, Laos, Thailand, Indonesia)

Provision of strategic guidance, technical assistance and capacity building on selected aspects of Rule of Law, including:

- Institution building:
 - o Automation of the IP Office
 - o Structuring of the new Trade Training and Research Institute.
 - o Creation of IP web portal for all Govt. institutions in charge of IPRs.
 - o Creation of portal for trade in services and investment measures.
- Capacity building:
 - o Adult learning and training methodology advice.
 - o Design of capacity building packages for adult learners in trade-related areas.
 - o Basic and advanced Training of Trainers and sustainability mechanisms to enhance the impact of training initiatives.
 - o Contribution to the creation of new adult learning training packages for the Ministry of Commerce of Cambodia.
- Regulatory / legislative revision and Policy advice

Feb.-May '15
Sept-Dec '18
May '20-'21

International Consultant on IP and Adult Learning Tools

EU IPO :

- creation of online training and reference materials on the strategic use of IPRs for SMEs of 10 ASEAN countries.
- Drafting of Feasibility Study for the establishment of the ASEAN IP Academy (workshops, consultations, strategic direction, workshops, reports).
- Drafting of Trademark examination Guidelines for IP offices of Indonesia, Thailand and the Philippines

- August 2013 – August 2013 **International Consultant for the Program “Establishment of an IP Consultation Desk for SMES in Cambodia”**
Ministry of Commerce of the Royal Kingdom of Cambodia, Phnom Penh (Cambodia)
 Program outputs:
 - Comprehensive action plan and recommendations on the creation and maintenance of an IP and Innovation Consultation Desk for micro, small and medium enterprises in Cambodia;
 - Curricula and workshops for future advisers of the Consultation Desk;
 - Curricula and workshops for representatives of SMEs.
- April 2011 – March 2012 **International consultant for the programme: “Enhancing Teaching and Training Capacity in the Royal Kingdom of Cambodia”**
Ministry of Commerce of the Royal Kingdom of Cambodia, Phnom Penh (Cambodia)
 Program outputs:
 - Comprehensive report on existing resources and principal needs for IP teaching and training, encompassing numerous strategic recommendations.
 - Teaching and training curricula on all main IP rights.
 - Creation of an IP manual consisting of over 850 pages of selected materials.
 - Complete IP lexicon.
 - Provision of tools and materials to facilitate future training events.
 - Numerous in-country training workshops and Training of Trainers (TOT).
- 2006 – Present **Visiting Professor on trademarks & designs protection and enforcement**
World Intellectual Property Organization, International Training Center of ILO and the University of Turin. Topics:
 - Legal characteristics for the validity of marks/designs.
 - Legal arguments and modern approaches to trademark litigation.
 - Community Trademark and Design system.
 - Madrid system for the International Registration of Marks, the Hague system for International Registration of Designs.
- November 2001 – November 2013 **Director of the Training and Network Department**
Manager of the IP Program
International Development Law Organization (IDLO), Rome (Italy)
 2009 – Nov 2013: DIRECTOR and MEMBER OF THE SENIOR MANAGEMENT TEAM: strategy, organization, fundraising, change management, Results-Based-Management (RBM). Grade: D1
 DIRECTOR OF TRAINING:
 ▪ Conception, implementation and supervision of Rule of Law executive training and continuing education programs:
 ○ Beneficiaries: lawyers, judges, Government officials, decision-makers from over 120 countries.
 ○ At IDLO HQs, regional offices and in over 50 developing countries.

- Through: face-to-face, video conference, e-learning and “blended” training.
- Responsible for training quality assurance of all training initiatives (including through the delivery of Training of Trainers - TOT) and for the “Sustainability Mechanisms” designed to enhance the impact of IDLO’s programs.
- Establishment and supervision of RBM-compliant Training Evaluation Policy.
- Successful track record on proposal-drafting and fundraising.

DIRECTOR OF NETWORKS:

- Design, coordination and direction of IDLO Networks: a dynamic, worldwide resource of over:
 - 25,000 Alumni from 120 countries.
 - 47 IDLO Alumni Associations (made of high-level Government officials, decision makers, judges and prominent lawyers) requiring regular contacts for the conception and implementation of local programs.
 - 2,500 international experts.
 - Web-based Communities of Practices.
- Goal: to support network members in their legal/institutional reforms.

Manager of the Intellectual Property (IP) Program:

- Lead expert and manager of the “IP & Development Program” (\$5,000,000) implemented in 40 developing countries.

2005-2008: Head of Anglophone and Francophone Program Department. – Grade P5

2001-2004: Program Legal Counsel and IP Specialist – Grades L3 and P4

January 1998 – November
2001

Senior Legal Officer, Patent Cooperation Treaty Legal Division (2001)
Legal Officer, International Registrations Department - Madrid /The Hague systems (1998-2000)

World intellectual property organization - United Nations, Geneva (Switzerland)

- Legal advice for the administration and functioning of the Madrid System for the International Registration of Marks, the Hague System for the International Deposit of Industrial Designs, and the Patent Cooperation Treaty (PCT).
- Design and delivery of training and capacity-building events for the users of the systems, including lawyers, judges and Government officials.
- Participation in the drafting and negotiation of an international treaty: the Geneva Act of the Hague Agreement on Industrial Design.
- Drafting of the documentation for Working Groups related to the revision of the regulatory framework of the above registration systems.
- Drafting of brochures to promote IP and creation of standard training tools.
- Speaker at numerous international conferences, symposia and seminars.

June 1994 – December 1997

Lawyer, IP Advisor

Societa Italiana Brevetti S.p.A., Rome (Italy)

- Legal advice on portfolio development and secured protection for clients’ trademark and industrial designs in Italy and abroad (e.g.: Procter & Gamble, Valentino, and others) through regional and international registration systems (Madrid System and CTM).
- Negotiation of trademark licensing agreements.
- Representation of clients in courts for trademark infringement cases and international arbitration.

- 1994 – 1994 Junior Lawyer, International Taxation and Intellectual
Goulden Solicitors, London (United Kingdom)

- 1993 – 1993 Junior Lawyer, Commercial and Company Law
Lovell White Durrant Solicitors, London (United Kingdom)

EDUCATION AND TRAINING

- 1988 – 1992 Law Degree (First Class Honours)
University of Turin, Turin (Italy)

- 1992 – 1993 Master of Law in Intellectual Property and EC law
University of London, London (United Kingdom)

- April 2012: Certified UPOV trainer for Plant Varieties and Plant Breeders' Rights.

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	C2	C2	C2	C2	C2
May 1999, UNESCO exam result: 98%					
Spanish	C2	C2	C2	C2	C2
May 2001, UNESCO exam result: 87%					
Portuguese	B2	B2	B2	B2	B2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2: Proficient user
[Common European Framework of Reference for Languages](#)

Communication skills Proven interpersonal and communication skills both in writing and orally (in Italian, English, French, Spanish and to a lower level in Portuguese).
Speaker and moderator in numerous international conferences and symposia.
Represented IDLO in numerous television shows.

Organisational / managerial skills	<p>Proven capacity to promote a culture of sharing and co-operation among and between colleagues, clients, stakeholders and beneficiaries.</p> <p>Profound experience in managing people, coordinating with other international and national partners.</p> <p>Responsible for overseeing the design and management of IDLO's capacity-building programs and for monitoring quality control of all IDLO adult-learning initiatives, so as to ensure compliance with IDLO's qualitative standards and sustainability mechanisms.</p> <p>Developed and established tools and systems to effectively manage and empower colleagues across the different departments and country-offices to effectively design and implement their capacity building programs.</p> <p>Creator and manager of the 12-year, 4 million dollar "IP and Development Program".</p>
Job-related skills	<ul style="list-style-type: none">▪ Profound knowledge of advanced training methodologies and adult learning tools and their application to criminal justice.▪ Significant experience in working with enforcement and other criminal justice officials.▪ Capacity to create relevant training materials (hand-outs, tests, case-studies, programmes, agendas, notes, presentations) with due consideration to interactive learning, adult education methodology, in cooperation with substantive experts in specific areas of criminal justice.▪ Capacity to provide advice on adult learning methodology and preparing/delivering trainings for staff/trainers▪ Capacity to develop thematic online educational content, online and video-lecturing in cooperation with substantive experts on various aspects of criminal justice.▪ Solid expertise in conceiving and delivering result-based adult learning programs.▪ Knowledge of criminal justice issues including torture and ill-treatments.▪ Extensive network consisting of several hundreds of key criminal justice stakeholders in EU and Eastern European countries.▪ Practical understanding of Results-Based Management (RBM) approaches, project-cycle management and monitoring and evaluation techniques.
Computer skills	Microsoft Office package.

PUBLICATIONS

Published several articles, including:

- Author of the publication entitled: "IDLO Training of Trainers – a Methodology that Makes a Difference by Giulio Zanetti".
- Author of the WIPO manual: "The "A to Z" adult-learning guidebook for IP training centers".
- The Validity of Trademarks: "The Cannabis Case", (published in English in the Bangladeshi IP magazine "Intellect", No 1/2012; in Italian in "Agriculture and Environment Journal", No. 5/2010; and in Spanish in the Mexican IP journal "Mipatente", issue No. 35, 2011).
- The Protection of Traditional Knowledge: "The Hoodia Case" (published in Italian in the journal "Agriculture and Environment Journal", issue No. 1/2012).
- IP and competition law: "IP and abuse of dominant position" (in Italian in "Il Diritto Industriale" No7/1995), and "EC Block Exemption on Technology Transfers" (in Italian in "Il Diritto Industriale" No7/1996).
- Industrial Design: "Industrial Design between the Berne Convention and The Hague Agreement" (in Italian in "Il Diritto Industriale" No 2/1999), and "A new treaty for the international protection of Industrial Designs" (in English in Copyright World Magazine No 98/2000).

“The Legal Protection of Databases” (in Italian in “Il Diritto Industriale” No 4/1996).