

# Authors

**Masato Abe** is Economic Affairs Officer in the Private Sector and Development Section, Trade and Investment Division, United Nations Economic and Social Commission for Asia and the Pacific (ESCAP). He has extensive experience in enterprise development with special emphasis on the SME sector and supply chain management. Prior to joining the secretariat of the United Nations, he worked in the global automotive, electronics and high-technology industries. He holds degrees in marketing, business administration and economics, and is a research fellow at Thammasat University, Bangkok.

**Michael Troilo** is an assistant professor of international business and a member of the School of Finance, Operations and International Business at the Collins College of Business, University of Tulsa. He has 20 years of experience in business and academe, and conducts research on institutional arrangements and entrepreneurial activities across countries, particularly in Asia. In addition to working at various SMEs, Mr. Troilo has advised a number of start-up companies. He holds a BBA in accounting from the College of William & Mary, an MBA and an MA in East Asian Studies from the University of Virginia, and a PhD in business economics and international business from the University of Michigan.

**J.S. Juneja** has more than three decades of experience in both the public and private sectors. He is the Chairman of the Global Projects & Services (P) Ltd., SME Task Force of All India Management Association (AIMA) and the Africa Committee of PhD Chamber of Commerce and Industry. In addition, he is an Independent Director on the Boards of Elder Pharmaceuticals Ltd., Elder Health Care Ltd. and the former Chairman and CEO of India's apex SME Development Organization – National Small Industries Corporation Ltd. He has served on the Boards and Governing Councils of 20 National Institutions and public and private sector companies. He has provided management consultancy services to various Governments in Africa and the Middle East as well as UNDP, UNIDO, ESCAP and Commonwealth Secretariat. He has been the Visiting Professor to the University of Rhode Island, USA and Indian Institute of Technology, New Delhi. He has an MBA from the University of Oregon and PhD in applied economics from the University of Bombay.

**Sailendra Narain** is an experienced banker and has held many top executive and advisory positions. He is the former Chairman of India's Apex Financial Institution for SMEs, SIDBI. In addition, he has worked with several international organizations such as the World Bank, UNDP, UNIDO, UNCTAD, ESCAP, GIZ in Germany and Swiss Agency for Development and Cooperation (SDC). With strong experience in policymaking, he has served as an international consultant in development banking for the micro, small and medium-sized enterprise sector in India, sub-Saharan Africa and the Greater Mekong Subregion.