



WSC 2001

Richard B. SELF

Senior International Advisor

Akin, Gump, Strauss, Hauer & Feld. L. L. P.

World Services Congress Hong Kong
20 & 21 September 2001

.....

Richard B. Self is a Senior International Advisor in the Washington office of Akin, Gump, Strauss, Hauer & Feld. L. L. P. He provides the firm and its clients with strategic advice and counsel on international trade matters, with focus on trade in services and other World Trade Organization (WTO) issues, including accessions by countries to the WTO and developing country interests in trade. He represents a major accounting firm in its efforts to improve the mobility of its personnel abroad; a group of insurance companies and associations in their efforts to improve market access opportunities abroad through the WTO. He also advises several governments on their trade in services interests.

Mr. Self joined Akin Gump upon his retirement from federal government service after a thirty-year career. For the last eighteen years of his government career, Mr. Self was an international trade negotiator for the Office of the United States Trade Representative (USTR). He served as Deputy Assistant USTR for Services and Chief U.S. Negotiator for Services during the Uruguay Round of trade negotiations (1986-1993) that produced the first international trade agreement covering the services sectors. In this capacity, Mr. Self was one of the authors of the General Agreement on Trade in Services and led the U.S. delegation in bilateral market access negotiations with some ninety countries. He led the U.S. negotiating team in subsequent WTO negotiations in the areas of financial services, maritime services, and the temporary entry of natural persons.

Mr. Self was the USTR official responsible for coordinating U.S. trade policy with state regulatory bodies, in particular the National Association of Insurance Commissioners, the National Association of Certified Public Accountants, the National Association of Certified Architectural Boards, and the National Association of Tax Commissioners.

From 1995 until his retirement in August 1999, Mr. Self served in the Geneva office of USTR, where he was lead negotiator and manager of the accession of countries to the WTO. He also served as U.S. services negotiator in the accession of the People's Republic of China, Panama, Russia, and Ukraine.

Prior to joining USTR, Mr. Self held policy positions in the Department of the Treasury, where he served as the Director of the Office of Tariff Affairs, the office responsible for the administration of the antidumping and countervailing Duty laws. He also worked as a Professional Staff Member of the House Ways and Means Subcommittee on Trade from 1980-1981.

A native of Oklahoma, Mr. Self received his degree from the University of Oklahoma. Mr. Self has been a frequent public speaker on international trade before trade associations, companies professional groups, and universities.