



Sergio García Agreda Ballivian began his career in Informatic studies between 1993 and 1996 and complemented it with Business Administration from 1996 to 2003, developing a wide knowledge on companies' management, supported by tools in management information systems. He developed his training through postgraduate studies; in 2004 through 2005 he obtained a Master's degree in Business Management and Administration at Universidad Privada Boliviana (UPB) and an MBA at Universidad de Santiago de Chile (USACH), Chile, with a mention in strategic business management, which provided him with tools for companies' management. He holds a Ph.D. of Business Organization at Universidad Politécnica de Valencia, Spain – Universidad Privada Boliviana (UPB).

Currently he is the director of the **Internationalization Department at UPB**, a position he holds from 2016 to date, successfully developing: global development, business development and executive development centers, generating international conventions, international stay programs, business visits, and certification programs for internationally certified entrepreneurs. One of the best results, is the continued improvement of UPB position in rankings, from 2016 he is in 30th position to the 7th position in 2023 of best business schools of Latam.

In the *professional area*, his development formally began in 2000 in companies such as Taquiña, Cervecería Boliviana Nacional in the area of human resources in 2001, Ecoplastic from 2002 to 2004 as administrative director of the recycling factory, managing to generate high performance and growth of the company. From that date until 2007, he was general manager of the business group SBC, in charge of business development and business training. From 2007 to 2008, he was vice president of the PAT Cba television network. From 2008 to date, he serves as **CEO of the García Agreda Corporation (GAC)**, corporation dedicated to business development and program generator for the creation of companies and entrepreneurs, active allies of UPB since 2008.

He is a **Senior Consultant and Mentor in Business Development**, where he worked in the formulation of Business Plans for the creation of a large group of companies, in addition to becoming advisor, with a total of 14 years of experience, for different organizations and business management programs, such as conducting consultancies for Cede - Mype - IDB for its program focused on the development of companies, as well as consultancies for the entrepreneurial development programs for CAF – Swisscontact Entrepreneurial Ideas, and, with UPB, has participated in management development programs with ICO, FEPADE, FTDA Valles - CASDER, Danish Foundation and the business development program for disabled people, Soboco Entrepreneurs. He also developed the Juvemprende Entrepreneurs Program for the World Bank, from 2010 to 2011 he was coordinator of the program to simplify construction procedures and permits for the IFC – BM in Santa Cruz, Bolivia. He was advisor to IT development companies, oil services company, hotel, eco resorts and companies within the field of construction and building materials, tourism, transport and marketing companies, financial institutions and investment funds. He also has international alliances and strategic partners in consulting and training in Asia, Europe, USA, Latin America and the Middle East.

In the *academic area*, undergraduate teacher at UPB of various general management modules from 2005 to 2017. He is currently teaching Business Management, Leadership, Digital Business Strategies, Global Trends and Global Business, for UPB, Universidad Politécnica de Valencia, Thunderbird, Missouri State University, ESAN Peru, ICDA Argentina and IESEG Paris. Having taught courses for senior management in all of the regions of the country and internationally, he is considered one of the most accepted teachers in the satisfaction assessments noted by students. He is the **International Postgraduate Programs for Business Management and Business Creation Programs Director** from 2008 to date.

As a **Business Facilitator**, he is a trainer of trainers, thus organizing no less than 3,000 hours of training in workshops, forums, congresses, seminars and postgraduate programs to date, the main topic being the development of business potential and business development. He currently holds the titles of **International Graduate Facilitator IG, International Head Trainer, international Trainer of Trainers and Graduate Designer** in professional and business training programs development, degrees awarded by **JCI International**, specifically highlighting the intervention in senior management and the development of business culture. Currently, he is developing vocational and business training methodologies such as Outdoor trainers' programs and sensory learning, has ten years of experience in training giving courses, workshops, seminars, and forums, both national and internationally. He is **director of the Global Business Academy**, an international network of professors of global businesses in digital environments, with presence on three continents.

This drafting is fully supported by practice thanks to his interaction in leadership and entrepreneur training groups, such as the Presidency of the National Federation of UCB Students, was a member of AIESEC, was a member of the national executive committee of JCI Bolivia and currently Senator of JCI International, was Vice President of the College of Administrators Cochabamba, Director at a national level of the College of Administrators of Bolivia, and was a manager of ASEMJOE Young Entrepreneurs Cochabamba. He is currently **Pas President and Founder of Bolivia's International Business Academy** which operates at a national level, a world leader in the development of knowledge in international business. He was appointed to the **Board of AIB LAC**, for Latin America and the Caribbean from 2019 to 2021. He is currently developing the innovation and entrepreneurial cluster of Bolivia, with the articulation of different organizations and companies with national scope. Also he is International Partner of the World Business Angel Forum and Director of the chamber of exports in Cochabamba.

One of the activities he supports most is building Networks of universities. Now he is one the leader of two growing networks.

- Digital Business Network, with the following universities: UPB, Polytechnical de Valencia, Catholica de Argentina, Technologic of Costa Rica, Cetyz Baja California.
- Global Innovation and entrepreneurship network, with the following universities: UPB, Polytechnical de Valencia, Catholica de Argentina, Technologic of Costa Rica, Cetyz Baja California, ESAN Peru, IESA Venezuela, ORT Uruguay, UAGM Puerto Rico, UAM Mexico, SMC San Antonio USA, ESPADE Ecuador, UNIANDES Colombia, U Mayor de Chile.