

Dr Mary Papaschinopoulou M.L.E.

Corporate Diplomacy and EU Public Affairs



Dr Mary Papaschinopoulou, born 1968 in Athens, Greece, studied Law and Economics at the Universities of Athens, Hanover and Hamburg. She holds a doctoral degree in European Law from the University of Hamburg.

Dr Papaschinopoulou has been the Director of the North German Chambers of Commerce and Industry in Brussels from 2000-2015, thus representing the interests of 13 CCIs and 650.000 companies generating 18% of Germany's GDP.

She has published 2 books and several articles on EU Law and EU Public Affairs. For over 20 years now she has been lecturing regularly for Jacobs University/Bremen, College of Europe/Hamburg, International School of Management ESSEC/Paris and EUROCHAMBRES Trade Academy.

Dr. Papaschinopoulou is a seasoned public speaker and facilitator for effective discussion at international fora. She is further the initiator of the European Blue Chambers Network and the founder of the EUROCHAMBRES Women Network.

Dr Mary Papaschinopoulou has a dual citizenship in Greece and Germany. She is fluent in Greek, German, English and French.

Dr Papaschinopoulou is currently advising companies on EU regulatory risk, funding instruments and strategic networks in Berlin, Brussels and Washington D.C.. She lectures EU Public Affairs at the School of Business Administration in Hamburg and facilitates international business and policy events.

Dr. Mary Papaschinopoulou M.L.E.
EU Public Affairs and Corporate Diplomacy
Profile & Portfolio

PROFILE

- EU corporate diplomacy specialist with 17 years of professional experience supporting corporate bodies and organisations from industry and trade to engage with policy makers in Berlin, Brussels and Washington D.C.
- Located in the Brussels “quartier européen”, close to EU institutions and stakeholders
- Profound academic and interdisciplinary background in EU law, economics and political science with numerous publications
- Proven track record in over 900 business cases in reducing regulatory risk and creating revenue opportunities through regulation to deliver shareholder value.
- Builder of a strong case for advocating business interests
- Pronounced intercultural and networking skills, fluent in 4 languages, skills in 2 others
- Seasoned public speaker and facilitator at international events and regulatory fora, able to engage with a wide variety of audiences
- Sectors: trade, environment, shipping, logistics, transport infrastructure, port industry, maritime technology, R&D, offshore wind, oil & gas, public procurement
- Selected Clients: *Germanischer Lloyd Group (2006-2012, Advisor to the CEO) *GAIA SA *von Lieberman GmbH *REM Consulting *VITAKRAFT GmbH *ANKO SA *SPEC SA *EUROCHAMBRES Brussels *HWWI Hamburg Institute for International Economics *MARIKO Maritime Competence Center West Germany *Ministry of Economy, Labour and Ports, Land Bremen *HSBA Hamburg School of Business Administration, *HELIOS LUBEOIL, *Bold Ogilvy Mather, DRAWLAB Solutions

CONTACT DETAILS

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PORTFOLIO

- **EU Regulation**

PROACTIVE AGENDA SETTING: Linking the corporate diplomacy agenda to net present value, return on investment and key performance indicators of the organisation / corporation

REGULATORY IMPACT ASSESSMENT: Collecting real time intelligence and conducting impact analysis on organisational activities and corporate goals

ENGAGEMENT STRATEGY: Organising content, procedure, stakeholders, forms, methods and instruments for engagement with policy makers and stakeholders

ADVOCACY: Positioning corporate interests and promoting corporate image and reputation with EU policymakers and stakeholders

CRISIS MANAGEMENT: Engineering emergency response to EU regulatory / political risk

CAPACITY BUILDING: Enabling organizations / companies to organise EU regulatory intelligence in terms of content and processes and integrate it into their mainstreams

- **EU Financial Instruments**

EXPERT ADVICE: EU Grants, Tenders and financial instruments for public and private investors

- **EU Public Relations / Public Speaking / Coaching**

EVENT FACILITATION: Regulatory fora, international conferences, workshops, panel discussions, debates (in 4 languages)

STRATEGIC NETWORKS: Creating platforms for interest mobilization and coalition building

HIGH LEVEL CONTACTS: Providing access to the EU institutions, national governments, international organisations, think tanks and business/social stakeholders in Brussels

PUBLIC SPEAKING: Boosting the value of events through informative and compelling EU story telling

YOUR INTERNATIONAL PUBLIC BEST: How to make successful public appearances in an international setting - Coaching individuals and teams in public speaking, meetings, interviews, protocol, body language