

**Dr. Karin Reinprecht**

**Telephone in South Africa: ++27-(0)11- 83 301 83 Cell in South Africa: ++27-(0)73- 60 521 30**

[karin.reinprecht@yahoo.de](mailto:karin.reinprecht@yahoo.de)

[www.karinreinprecht.com](http://www.karinreinprecht.com)

Postal Address:  
87, Commissioner Street  
2001 Johannesburg, South Africa

1. **Family name:** Reinprecht
2. **First names:** Karin
3. **Date of birth:** 28 Oct 1962 in Austria
4. **Nationality:** Austrian
5. **Education:**

Institution:	Degree(s) or Diploma(s) obtained:
Training as a Management Trainer for the Malik Management Zentrum St. Gallen Planned for 1 <sup>st</sup> semester 2009	Envisaged: Certificate as Trainer
GTZ e-VAL training September 2007/March 2008	Envisaged: Certified e-VAL evaluator (after test in practice)
University of Johannesburg Quantitative Analysis of Social Data (SPSS, NUDIST) May - October 2006	Successful completion of the course (100% on SPSS)
London School of Economics Intensive Course (3 weeks) on Development Economics July 2000	Certificate on the successful completion of the course
Austrian Chamber : Academy of Management Consultants July 1995 – December 1995	Certificate on the successful completion of the course
Chase Manhattan Bank London Training as Financial Analyst May 1990 – January 1991	Certificate on the successful completion of the course
University of Amman Arabic (3 <sup>rd</sup> level of four) June 1989 – January 1990	Certificate on the successful completion of the course
Vienna Diplomatic Academy International Studies (Specialisation: Political Economics) October 1987 – June 1989	Diploma equivalent to MA in International Studies
University of Vienna African Studies, Anthropology, Arabic October 1981 – May 1987	Dr. phil.

**6. Professional experience:**

Date:	Location	Company	Position	Job Description
Since January 2006	Johannesburg, South Africa	freelance	Consultant	<ul style="list-style-type: none"> <li>▪ financial sector studies and due diligence of banks</li> <li>▪ policy and strategy elaboration for private sector development</li> <li>▪ project/programme design for private sector development</li> <li>▪ enabling business environment: entrepreneurial culture</li> <li>▪ evaluations of programs and projects</li> </ul>
1997 - 2005	Vienna	Reinprecht & Reinprecht OEG	Manager and Consultant	Own and manage company for development co-operation and business consulting: e.g. leading of private sector development team (5 team members in Africa and Latin America) for the Austrian Development Co-operation
1993 - 1997	Vienna	freelance	Consultant	Freelance consultant for development co-operation (esp. MSME and microfinance)
1991 - 1993	Vienna, Berlin	Arthur D. Little	Consultant	Work as a management consultant for transnational companies in Austria, Germany, Tchechia (changing project teams); mainly organisational and financial consulting
1990 - 1991	London, Vienna	Chase Manhattan Bank	Financial Analyst	After a full time training course of 9 months in London, I worked as a financial analyst in corporate finance in Vienna;
1985 and 1987	Zanzibar/ Tanzania	University of Vienna	Researcher	Research for thesis in 1985 and development of language training material in 1987

**7. Language skills (1-5):**

Language	Reading	Speaking	Writing
German (mother tongue)			
English	1	1	1
French	1	1	1
Spanish	2	2	2
Swahili	3	3	3
Arabic	3	3	3
Portuguese/Rumanian	3	4	5

**8. Years within the business:** Dr. Karin Reinprecht started as free-lance consultant for development co-operation in 1993, founded her own company in 1997 and is based now in Africa, to put a focus on this geographic region;  
in development consulting for more than **15 years**

**9. Key qualifications:**

- Development of **strategies/policies** for private sector and financial sector development
- Financial and organisational analysis (**due diligence**) of banks, microfinance institutions and other financial institutions
- **Capacity and organisation building** for microfinance institutions and banks (strategy, organisation, MIS, staff training), for business service providers (BDS), and government administration dealing with private sector development (development of **FAMOS Check Tool** – self-evaluation of service provision by BDS providers - for ILO)
- Economic assessments (incl. for Local Economic Development and value chains) and **financial sector studies**
- **Gender** mainstreaming, women entrepreneurs' promotion and **youth** promotion
- Assessment and development of **entrepreneurial and enterprise culture** (Guide for the development of enterprise culture for ILO)
- Socio-cultural-economic **project design** for private sector development (BDS, finance and enabling environment)
- Project and programme **evaluation**

**10. Contractors:**

- Austrian Development Co-operation (OeEZA)
- Austrian Development Agency (ADA)
- Austrian Development Bank (OeEB)
- Austrian Federal Chancellery
- The Economist - EIU
- EU Phare
- GTZ
- ILO
- International NGOs
- KfW
- UNIDO

**11. Projects January 2007 – December 2008:**

**2007**

- Taking stock of **mutual guarantee associations** in Sub-Saharan Africa and determining success factors in different economic contexts (ILO/Social Finance)
- Elaboration of an assessment and intervention guide in the field of **enterprise culture** (ILO/SEED)
- On-going: As Organisation and Gender expert in an international team for the development of a **municipality** in Eastern Cape, South Africa (Austrian Development Cooperation)
- Testing of the enterprise culture development guide in the context of **youth employment** development in Azerbaijan (ILO/SEED)
- **Assessment** of the **progress** of six income generation and civil society development projects ("Projektfortschrittsanalyse") of the Austrian Development Co-operation in Zimbabwe
- Review of the **strategy** of the Austrian Development Co-operation in **Zimbabwe** and recommendations for a future strategy
- Evaluation of a project for the promotion of **trade and investment** in the SADC region (eVAL-gtz)
- Evaluation of a SADC programme for ensuring access to **basic energy** for poor households, social organisations and small businesses (eVAL-gtz)

## 2008

- Interpretation of the eVal results and writing of the **evaluation** report for a project developing mountainous regions in **Laos**
- Carrying out a FAMOS check (organisational diagnosis) in a **Kenyan bank** (former microfinance institution) and suggesting improvements in product development and marketing
- Designing and carrying out a viability analysis of a **South African municipality**
- Elaboration of a project proposal to the German Ministry of Environment in the field of **renewable basic energy**
- Study on **microfinance in Nicaragua** focusing on evaluating Nicaraguan financial institutions and options for introducing new microfinance products into the Nicaraguan market as well as translation from Spanish into German of the contribution of Nicaraguan team members
- Adapting training and training material for **Women Entrepreneurship Development** – Capacity Building to application in the financial sector of Kenya and training the one week course
- Currently: **Strategy** building with and for an **European Development Bank**

## 2009

- Currently: e-VAL **evaluation** of a rural decentralisation programme in **Lesotho**

### 13. Countries of professional experience:

**AFRICA:** Tanzania, Kenya, Uganda, Ethiopia, Senegal, Burkina Faso, Cape Verde, South Africa, Zimbabwe, Namibia, Mozambique, Malawi, Lesotho

**EASTERN EUROPE:** Romania, Bulgaria, Albania, Bosnia, Serbia, Montenegro, Croatia, Slovakia

**LATIN AMERICA:** Bolivia, Dominican Republic, Nicaragua, El Salvador, Guatemala

**MIDDLE EAST:** Jordan, Syria

**ASIA:** China, Sri Lanka, Azerbaijan, Laos

### 14. Publications and Lectures

- A viable structure for the Alfred Nzo District Municipality, together with Hans Stoisser: to be published in 2009 by SWISSCONTACT and ECOTEC
- Resource Kit for Promoting an Enabling Enterprise Culture, ILO Tool to be published in 2008 (presentation of Resource Kit at BDS conference in Thailand)
- An enabling culture for economic and business development: Are policy interventions possible?, paper for the Donor Conference on Enabling Business Environment in Cairo, Dec. 2005
- Taking into account culture in BDS interventions, Small Enterprise Journal, second quarter 2005
- FAMOS Check: Guiding Questions and FAMOS Check Methods: or how to carry out a FAMOS Check, as an ILO organisation development tool for BDS providers, 2004 (published in 2007)
- Developing rural service markets, taking into account cultural and social contexts and systems, paper and presentation for the international BDS seminar in Chiang Mai, Thailand, September 2004
- Economic Development and Cultural Anthropology, Lecture (plus script) at the University of Vienna, 2004

- Better access to finance for SME by linking the goals to interventions via benchmarking (published on [www.alternativ-finance.org.uk](http://www.alternativ-finance.org.uk)), 2004
- Recommendations on the Application of Instruments for the Development of Micro-, Small- and Medium Enterprises (Tools-Checklists for SME finance, microfinance, BDS, enabling environment instruments), Austrian Development Cooperation 2002
- Perspectives and Experiences in the field of Marketing of Processed Agricultural Products from Nicaragua and Tanzania, ILO BDS Training, Turin 2002
- Success Factors for Business Women, WIDE Austria, 2000
- Forecast Austria, Economic Intelligence Unit, London 1999
- Manual for the Installation of Microfinance Programs, Austrian Development Cooperation, 1995
- Non-verbal Communication in Zanzibar (Thesis), University of Vienna, 1987