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Sanjaya Lall

INTECH loses a friend with death of Sanjaya Lall¹

Current and former staff members at UNU [Institute of New Technologies](#) are mourning the death of Sanjaya Lall, the eminent academic who cast a giant shadow in the field of trade and competitiveness, globalization and its economic consequences, industrial policy and industrialization, and innovation and technological capabilities.

Born in Patna, India, Lall graduated from Oxford and was based there from 1968. At the time of his sudden death on June 18, he was professor of development economics.

"Sanjaya was a long-time associate of UNU-INTECH," said Lyn Mytelka, former director of the institute. "The breadth of his expertise and the rootedness of his intellectual strengths in long term research in Africa and Asia will be sorely missed. So, too, will his soft manner and keen interest in helping others. It is hard to believe that he has gone."



Sanjaya Lall

Rajah Rasiah, professor of technology and innovation policy at the University of Malaya and a distinguished senior research fellow with INTECH, described Professor Lall's death as "the passing of an academic legend."

"The world has lost one of its most potent appropriators of knowledge," he said. "Fortunately for us, although he is no longer with us, Sanjaya Lall's inspiring works and the hundreds of prodigies he mentored unselfishly will now carry the torch of development economics for many decades to come."

¹ The newsletter of United Nations University and its international network of research and training centres/programmes; Issue 38: July–August 2005: http://update.unu.edu/archive/issue38_18.htm

Professor Sanjaya Lall²

DECEMBER 13, 1940 - JUNE 18, 2005

Development economist who was much in demand as a consultant to Third World governments

SANJAYA LALL was one of the world's pre-eminent development economists. As a prolific researcher and writer, a seasoned, well-travelled consultant to Third World governments and a gifted and sensitive teacher, he was held in the highest esteem by the academic community, national governments and international agencies alike.

In a distinguished and varied academic career spanning 40 years, Lall accumulated an unrivalled store of knowledge and experience about the economic needs and aspirations of developing and transition economies. He was much sought after for his counsel and guidance on the implications of globalisation, technological change and foreign direct investment for their industrial strategies, competitiveness and economic prosperity.

Lall worked with more than 40 governments, mostly in sub-Saharan Africa and Asia, and, more latterly, in Central and Eastern Europe. In doing so, he displayed a rare gift of being able to offer pragmatic advice on how best to deal with real-life problems and challenges, without sacrificing any of the intellectual rigour underpinning his diagnoses or prescriptions.

Whether such advice was directed to the appropriate export strategy of Mauritius or Zambia, or the upgrading of industrial competitiveness in Sri Lanka or Indonesia, or the most suitable technological policies for India or Kenya, Lall's unique expertise, his commonsense approach, and his eagerness to share his views with, rather than impose them on, governments was both greatly appreciated and most effective in its results.

Sanjaya Lall was born in Patna, India, in 1940 and took first-class honours degrees at Patna, in 1960, and Oxford, in 1963. After a short spell as an economist at the World Bank, he was appointed research officer at the Institute of Economics and Statistics in 1968, and later, lecturer in development economics at Queen Elizabeth House, Oxford. His many scholarly achievements and services to the university were recognised with his promotion to a university professorship in 1999.

Lall wrote or edited 35 books, and contributed more than 100 papers to the leading scholarly journals on development-related topics. His writings on transfer pricing, the pharmaceutical industry, technological upgrading, export competitiveness and Third World multinational companies successfully applied the principles of economic theory to detailed empirical investigations.

He was a regular and valued consultant to the World Bank and a variety of UN agencies, including UNCTAD, where over the last decade he played a major role in the preparation of the respected annual *World Investment Report*.

For almost all of his professional life, Lall dedicated himself to advancing the economic welfare of developing countries. In his early writings, often jointly with his mentor, Paul Streeten, he was somewhat critical of the role of multinational enterprises (MNEs) in promoting this objective.

However, in later years — and particularly as globalisation evolved — he increasingly

² *The Times*, July 07, 2005.

directed his attention to the ways in which host developing governments might upgrade their institutions and reconfigure their economic policies, so as best to benefit not only from inward foreign investment but also from the overseas activities of their own MNEs. In particular, his writings on the role of inward investment in enhancing indigenous technological capacity and industrial competitiveness were acknowledged to be of the highest quality and of direct relevance to policy formation.

Lall's most important contribution to development economics lay in improving the understanding of industrialisation in developing countries. Through painstaking industrial research he concluded that technological learning and the development of technological capabilities were essential for successful industrial restructuring. These would not occur automatically as a result of market forces, but might require deliberate policies, of national governments, including institutional upgrading, better education and training, and industrial promotion or protection. He argued that neglect of such policies was an important contributor to the failure of industrialisation after trade liberalisation in many African economies.

He was highly critical of simplistic market solutions to the development problems of poor countries, arguing that they were likely to fail because they did not recognise the need for active intervention by governments to promote industrial learning, and thereby promote competitiveness in the global economy.

Lall was an exemplar of the intelligent, creative, generous yet self-effacing scholar. He was an enthusiastic and exciting lecturer, an earnest yet generous debater, a sympathetic listener and a cultured and courteous individual.

He adored his family and fully embraced the pleasures of collegiate life. His home in Oxford provided boundless hospitality to his students and to scholars and friends in Oxford and from all over the world.

He is survived by his wife, Rani, and their three children.

Curriculum Vitae³

Professor Lall died suddenly on 18th June 2005. A graduate of Oxford and based here from 1968, he played an important role as a brilliant and respected teacher. He will be greatly missed by his colleagues and students.

He was a prolific researcher and writer who made pioneering contributions to our knowledge of FDI and corporate development, industrialisation, technological capabilities and learning and trade. As a global authority he was in constant demand from national governments and international finance and development agencies, particularly those of the UN and EU. Sanjaya also served as the Editor of Oxford Development Studies.

Professional Career

- 1965-68: Economist, World Bank, Washington, DC, USA.
- 1968-1999: Junior Research Officer, Research Officer and Senior Research Officer at the Institute of Economics and Statistics, then University Lecturer in Development Economics, Queen Elizabeth House, Oxford.
- 1985-87: Senior Economist, World Bank, Washington, DC (on leave from Oxford).

³ <http://www.economics.ox.ac.uk/members/sanjaya.lall/CV.htm>

1982-2005: Fellow, Green College, Oxford.
1999-2005: Professor of Development Economics, University of Oxford

Honours and Awards

Gold Medal for standing first in University Economics Honours, Patna, India, 1960.
Prize from St. John's College, Oxford, for obtaining First Class BA honours, 1963.
Honorary Director of Studies, Indian Council for Research on International Economic Relations (ICRIER), New Delhi, 1981-82.

PUBLICATIONS

A. Books and Monographs

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2. *Foreign Investment, Transnationals and Developing Countries* (with P. P. Streeten), London: Macmillan, 1977. Reprinted 1978 and 1980 and in paperback, 1980, English Language Book Society edition, 1986.
3. *The Growth of the Pharmaceutical Industry in Developing Countries*, Vienna: United Nations Industrial Development Organisation, 1979. French edition, 1980.
4. *The Multinational Corporation: Nine Essays*, London: Macmillan, and New York: Holmes and Meier, 1980. Paperback edition, 1983.
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10. *Learning to Industrialize: The Acquisition of Technological Capability by India*, London: Macmillan and New York: St. Martin's Press, 1987.
11. *Building Industrial Competitiveness in Developing Countries*, and (in French) *Promouvoir la Competitivite Industriels dans les Pays en Developpement*, Paris: OECD, 1990.
12. *Current Issues in Development Economics* (editor), with V. N. Balasubramanyam, London: Macmillan, 1991.
13. *Alternative Development Strategies in Sub-Saharan Africa* (editor), with Frances Stewart and S. Wangwe, London: Macmillan, 1992, paperback edition, 1994.
14. *Transnational Corporations and Economic Development* (editor), London: Routledge, 1993 (Volume 3 of UN Centre on TNCs, Library on Transnational Corporations).
15. *Third World Transnationals and Their Impact on Home Countries*, United Nations Centre on Transnational Corporations, New York, 1993.
16. *World Bank Support for Industrialization in Korea, India and Indonesia* (with F. Najmabadi and S. Banerji), Washington, DC: World Bank, Operations Evaluation Department, 1993.

17. *Technology and Enterprise Development: Ghana Under Structural Adjustment*, with G. B. Navaretti, S. Teitel and G. Wignaraja, London: Macmillan and New York: St. Martin's Press, 1994, paperback edition, 1995.
18. *Developing Industrial Technology: Lessons for Policy and Practice* (with F. Najmabadi), World Bank, Operations Evaluation Department Study, 1995.
19. *Science and Technology in the New Global Environment: Implications for Developing Countries*, Geneva: UNCTAD, 1995.
20. *Learning from the Asian Tigers: Studies in Technology and Industrial Policy*, London: Macmillan, 1996.
21. *Attracting Foreign Investment: New Trends, Sources and Policies*, London: Commonwealth Secretariat, Economic Paper 31, 1997.
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23. *Selective Policies for Export Promotion: Lessons from the Asian Tigers*, Helsinki: UN University, World Institute for Development Economics Research, 1998.
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26. *Promoting Industrial Competitiveness in Developing Countries: Lessons from Asia*, London: Commonwealth Secretariat, Economic Paper No. 39, 1999.
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B. Articles in Refereed Journals

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53. "'The East Asian Miracle' Study: Does The Bell Toll for Industrial Strategy?", *World Development*, April, 1994.
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56. 'Industrial Policy in the New NIEs: Introduction', *Journal of International Development*, September 1995.
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14. 'India's Technological Capacity: Effects of Trade, Industrial and Science and Technology Policies', in M. Fransman and K. King (eds.), *Technological Capability in the Third World*, London: Macmillan, 1984.
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27. 'Multinationals and the Industrialization of the Least Developed Countries', in S. Plasschaert (ed.), *Multinational Enterprises and National Policies*, Rome: Herder, 1989.
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26. 'Maximising Employment Gains from FDI', *Development Insights*, No. 15, 1995.
27. 'Trade and Industrial Policy in Africa' with Frances Stewart, *Development: Journal of the Society for International Development*, 1996:2.

Selection of Recent Research and Advisory Activities

Advisor to Ministry of Industry, Syria, on industrial upgrading and competitiveness, 2002.

- Lead consultant to UNCTAD for its *Investment Policy Review* of Lesotho, 2002.
- Consultant to the International Labour Office on employment implications of globalization, 2002.
- Advisor to Ministry of Science and Technology, Government of Thailand, on international technology indices.
- Consultant to World Bank, assessing progress and impact of its Industrial Technology Development project in Turkey, 2002.
- Consultant to FIAS, ADB and DFID on workshop on FDI promotion in South Asia, held in Dhaka, April 2002. Acting as keynote speaker as well as presenter on export competitiveness.

Guest lecturer for the Bank of Austria, Vienna, on technological implications of globalisation, 2001.

Consultant to EU on technology policies in East Asia, for STRATA project on building science and technology in the European Union, 2002.

Consultant to UNCTAD on *World Investment Report 2002* on TNCs and export competitiveness, 2001-2002.

Consultant to World Bank and UNCTAD on FDI for *Integrated Framework* analysis of Lesotho, 2002.

Consultant to UNCTAD and ICSTD on measuring the relevance of IPRs in developing countries, background paper for DFID project, 2002.

Speaker at DFID course on globalisation, London, 2001.

Consultant to World Bank on competitiveness and technology upgrading in Ethiopia, 2001.

Consultant to UNDP on *Human Development Report 2001*, prepared background paper on technology development and policies.

Consultant to UNCTAD on *World Investment Report 2001* on backward linkages of TNCs in developing countries, 2001.

Special adviser to the Director General of UNIDO on the future role of UNIDO, its research programme and publications, 2000.

Lead consultant to UNIDO on the *Industrial Development Report 2002*. 2000-2002.

Member of Board of Advisors to Asian Development Bank on study of industrial competitiveness in East Asia, 2000-2001.

Consultant to UNCTAD on *World Investment Report 2000* on cross-border mergers and acquisitions and development.

Co-director of World Bank Institute research project on technology, foreign direct investment and competitiveness in East Asia, 2000-2001.

Consultant to World Bank on design of structural adjustment loan related to competitiveness in Thailand, 1999.

Lead consultant to UNCTAD on Science and Technology Policies in Sub-Saharan Africa, with case studies of Tanzania, Kenya, Uganda and Ghana, 1999-2000.

Consultant to World Bank on foreign direct investment in Africa: prepared issues paper and review of FDI determinants and incentives in Africa, for the World Bank's Africa department, 2000.

Consultant to UNCTAD on the *World Investment Report 1999* on transnational corporations and economic development. Wrote chapters on technology, export performance and overall assessment, and edited analytical sections of the report.

Consultant to World Bank on export competitiveness in the Philippines, contributed chapter to *Philippines: The Challenge of Economic Recovery*, 1999.

ILO: Advisor on skills and competitiveness. Prepared paper on *Competing with Labour*, published as Issues in Development Working Paper No. 31, 1999.

Consultant to World Institute for Development Economics Research (WIDER), for paper on International Governance of Technology and Investment Flows, 1999.

Joint chief editor of 27 UNCTAD Technical Papers on Transnational Corporations, 1998-99.

Consultant to World Bank on technology development project in Turkey: assessed achievements of first project and advised on structure of second project, 1998.

Invited speaker by Government of Tanzania and Confederation of Tanzanian Industry on industrial competitiveness, November 1998.

Member of Project Steering Committee, 'Economic policy making and implementation in Africa', for the IDRC, Regional Office in Eastern and Southern Africa, Nairobi, 1998-99.

Consultant to World Bank, while on sabbatical leave from Oxford (1997-98): Worked on industrial clusters, national competitiveness and technology development. Contributed two background papers to the *World Development Report 1998* on technology and patterns of export competitiveness. Chaired session on 'Technology' in the World Bank's 'Private Sector

Development' Forum, and represented the World Bank at the 'Second International Forum on Sustainable Production', Venice, November 1998.

Consultant to the Ministry of Trade and Industry, Indonesia, on export facilitation and procedures, for the Asian Development Bank, 1998.

Director of EU-financed study at Queen Elizabeth House, Oxford, on 'Small and Medium Sized Enterprises in Europe and East Asia', to analyse and benchmark SME technical performance in five countries in Europe and three in East Asia. Two research officers employed in Oxford. Part of a larger project involving the universities of Edinburgh (co-ordinator), Rome, Athens and Jerusalem. (Oxford funding app. £ 180,000). Two years (1998-2000)

Consultant to World Bank on export structure and prospects in the Philippines, for the *Country Economic Memorandum*, 1997.

Director of study of *Export Competitiveness in Pakistan* for the Ministry of Commerce, Government of Pakistan, financed by the Commonwealth Secretariat, 1997-2000.

Co-ordinator and director of study financed by the European Union, Directorate General XII, Science, Research and Development. On *Science and Technology Policies* in Greece, Turkey, Mexico and Hungary. Involved two universities in Italy (Venice and Rome) as well as the Centro Studi Luca d'Agliano in Turin and the University of Athens in Greece. The Oxford part of the project, directed by myself, was based at Queen Elizabeth House and involved two research officer posts (Oxford component around £185,000, total project around £350,000). The two-year study, 1996-1998.

UN University World Institute for Development Economics Research (WIDER) paper on export strategies in East Asia, for study directed by G. K. Helleiner on *Non-Traditional Exports in Sub-Saharan Africa*, 1997.

Director of study of *Manufactured Export Strategy in Zimbabwe*, with special emphasis on small and medium enterprises, for the Ministry of Industry, financed by the Commonwealth Secretariat, London, 1997.

Invited contributor on 'New Technologies and Asia', for the study of *Emerging Asia*, to mark the 30th anniversary of the Asian Development Bank, co-ordinated by the HIID, 1996.

Consultant to World Bank to evaluate the impact of its Industrial Technology Development Project on institutions and firms in India, 1996.

Director of study of *The Technological Response to Import Liberalization in Sub-Saharan Africa*, with case studies of Kenya, Tanzania and Zimbabwe financed by the United Nations University Institute for New Technologies (INTECH) and based at Queen Elizabeth House, Oxford. This study involved three researchers in Oxford and three in Africa. Published by Macmillan Press, London, 1999 (Total funding £100,000).

Director of study of *Manufacturing Export Strategy* for Ministry of Finance, Mauritius, 1996. Funded by Commonwealth Secretariat and the Government of Mauritius.

Director of study of *Technology Development in Ghanaian Enterprises*, financed by the ODA and Italian Government, as part of the Regional Programme on Enterprise Development (RPED) administered by the World Bank. The research project at the IES and involved collaboration with a team in Ghana, as well as researchers in Italy and the USA. Macmillan published the results in 1994 (paperback version in 1995).

Director of study, financed by the World Bank, on the *Upgrading of Export Competitiveness in Sri Lanka*, for the National Planning Department, Government of Sri Lanka, 1995-6.

Consultant to World Bank and UNDP to evaluate Malaysia's 'Action Plan for Technology Development' for the Ministry of Science, Technology and the Environment (MOSTE) of the Government of Malaysia, 1995.

Commissioned by the Operations Evaluation Department of the World Bank (which reports directly to its Board of Governors) to analyse the *World Bank's Lending for Industrial Technology Development* in India, Indonesia, Korea, Mexico, Hungary and Spain (1993). Published in 1995, this is the Bank's benchmark for assessing technology lending.

International expert on Industry and Energy, part of team funded by the Asian Development Bank to advise the governments of Malaysia, Indonesia and Thailand on the formation of a 'Growth Triangle' in North Malaysia, South Thailand and North Sumatra, 1994.

Commissioned by Economic Development Institute of the World Bank, to contribute two chapters to 1996 publication entitled *Trade, Technology and International Competitiveness*. To be used as teaching material on World Bank courses.

Commissioned by the Operations Evaluation Department of the World Bank to assess its approach to industrial policy, with case studies of India, Indonesia and Korea (1989-91). This report was published in 1993, at the express wish of the Board.

Member of UNCTAD Panel of Experts on Science and Technology, 1994. Wrote monograph on *Science And Technology Policy For The Developing World In The New International Environment*, published by the United Nations, Geneva, in December 1995.

Invited by the economic research department of the African Development Bank to contribute studies on African industry for the *African Development Report*, 1996.

Consultant on *Technology Policy and Institutions* in Egypt for World Bank study of private sector development, 1994.

Leader of team studying *Export Competitiveness And Upgrading* in Indonesia, for the Asian Development Bank, 1994-5. Study published by the Government of Indonesia, 1996.

Member of World Bank team preparing export development strategy for Jordan, 1995.

Leader of team preparing report for the Government of Malaysia on *Sustaining Export Growth*, funded by the Asian Development Bank, 1994-5.

Co-ordinator and research leader for study on *Transnationals and Industrial Restructuring* for UNCTAD, division on TNCs and Management, Geneva, 1995-96. The study covers six developing countries in Latin America, Africa and Asia. Published by UNCTAD in 2000.

Invited by the UN Centre on Transnational Corporations to edit *Transnational Corporations and Economic Development*, Volume 3 of the Library on Transnational Corporations, published by Routledge, 1993.

Invited to contribute background paper on technology development for World Bank's *World Development Report 1991*.

Editorial

Managing Editor, *Oxford Development Studies*.

Editorial Advisory Board, *World Development*, from inception.

Advisory Board, *Transnational Corporations*, UNCTAD, from inception.

Editorial Board, *Business and the Contemporary World*, John Wiley and Sons, New York, from 1997.

Editorial Board, *Journal of the Korean Economy*, from 2001.

Editorial Board, *Business and Society*, from 2001.

International lecturing invitations in 2002 (January-September)

Speaker at 50th anniversary conference of BNDES (Brazilian National Bank for Economic and Social Development) on 'New Paths of Development', Rio de Janeiro, Brazil, September 2002.

- Guest lecturer on globalization, technology and development at the economics department, Federal University of Rio de Janeiro, Brazil, September 2002.
- Speaker at Economic and Social Commission for West Asia, 'Forum on technology, employment and poverty alleviation', Beirut, July 2002.
- Lecturer at University of Cambridge, Advanced Programme on Rethinking Development Economics, August 2002.
- Keynote speaker at the Inter-American Development Bank conference on 'Regional integration and foreign direct investment', Washington DC, July 2002.
- Speaker at Institute of Policy Studies conference on 'Sustaining Singapore's competitiveness in the new global economy', Singapore, August 2002.
- Keynote speaker on 'Globalization and industrial development', Bangkok, Thailand, August 2002.
- Speaker at conference on innovation at the European Union, Brussels, March 2002.
- Guest lecturer at the UN Institute for New Technologies on competitiveness and its measurement, March 2002.
- Speaker at conference on 'The development state model and the Lebanese experience', Beirut, May 2002.
- Speaker at conference on 'Innovation for global competition', organised by TUBITAK, TTGV and TUSAID, Istanbul, Turkey, July 2002.
- Speaker at joint UNCTAD/ECLAC symposium on foreign direct investment in Latin America, Santiago de Chile, January, 2002.
- Lecturer at course on measuring industrial performance, UN Industrial Development Organization, Vienna, Austria, January, 2002.

Other relevant information

Citations Selected for inclusion in M. Blaug (ed.), *Who's Who in Economics: A Biographical Dictionary of Major Economists 1700-1986*, London, Wheatsheaf Press, a selection of the world's leading 1000 economists, past and present, compiled on the basis of citations in the Social Sciences Citation Index (SSCI). Second edition 1986 and third edition, 1998.

Background

Date of birth: 13 December 1940

Place of birth: Patna, India

Nationality: British

Marital status: Married, with three children

University Education

1958-60: BA Honours in Economics, Patna University, India. First Class Honours, standing first in University.

1960-63: BA in Politics, Philosophy and Economics at St. John's College, Oxford. First Class Honours.

1963-65: M.Phil. in Economics, St. John's College, Oxford.