

# BENJAMIN P. GOCHMAN

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## EDUCATION

University of Denver, Josef Korbel School of International Studies – Ph.D. in International Relations, 1998  
Presidential Management Intern, 1987-1989

University of Denver, Josef Korbel School of International Studies – M.A. in International Relations, 1987  
Franklin & Marshall College – B.A. in Government/American Studies, 1984

Center for Hemispheric Defense Studies (CHDS), National Defense University

- Graduate, Interagency Coordination and Combating Terrorism Course, CHDS (June 2008)
- USNORTHCOM Representative, NationLab Mexico 2010 - Table Top Exercise at SEMAR Naval War College (CESNAV), Mexico City (February 2010)
- USNORTHCOM Representative, CENTAM Sub-Regional Conference, San Salvador, El Salvador (July 2010)
- USNORTHCOM Representative and Control Team, NationLab Mexico 2010 – Table Top Exercise at SEMAR Naval War College (CESNAV), Mexico City (November 2010)

## SECURITY CLEARANCES

Top Secret SSBI (completed 04/14/2006)

## WORK SUMMARY

Dr. Gochman has 19 years experience in the U.S. Government, International Business, and University education with a focus on Canada, Mexico, NAFTA, and North American Defense and Security. During the last six years, he has worked at NORAD and USNORTHCOM Headquarters on initiatives associated with increased security cooperation between Canada, Mexico, and the United States. During the last six years, Dr. Gochman has served as Mexico Desk Officer in N-NC/J39 Operations and N-NC/J59 Security Cooperation and Partnership Division at NORAD and U.S. Northern Command. Prior to joining NORAD and USNORTHCOM, Dr. Gochman worked as an international business consultant advising Fortune 1000 companies in Canada, Mexico, and the United States. He is a former Presidential Management Intern (PMI 1987) and U.S. Government employee with career status (GS-12/3). Advanced Spanish Language Skills. Top Secret Clearance. Ph.D. and M.A. from Josef Korbel School of International Studies, University of Denver.

## PROFESSIONAL EXPERIENCE

### **SEP 2011 to PRESENT: Chief, Engagements and Mexico Desk Officer, NC/J39 Information Operations Branch, U.S. Northern Command (U.S. Department of the Air Force).**

As Chief Engagement Branch, Dr. Gochman developed and executed Subject Matter Expert Exchanges (SMEEs) and Mobile Training Teams (MTTs) between the Mexican Military (SEDENA, SEMAR), USNORTHCOM, USSOUTHCOM, and SOCOM. He served as the Command's representative for academic outreach with the Center for Hemispheric Defense Studies (CHDS), Western Hemisphere Institute for Security Cooperation (WHINSEC) as well as academic institutions in Canada and Mexico.

Dr. Gochman researched and prepared talking points, strategy documents, point papers, executive summaries, and trip reports highlighting key political/military, historical perspectives, significant changes, current trends and key events related to Mexico for the senior military leadership at USNORTHCOM. Dr. Gochman attended conferences and working groups and table top exercises representing USNORTHCOM in the United States, Mexico, and Canada to foster increase military collaboration and cooperative defense in North America. Dr. Gochman regularly writes articles for AGORA (USNORTHCOM's Regional Magazine) on homeland security and the U.S. - Mexico Defense relationship.

**OCT 2006 to SEP 2011: Mexico Desk Officer, NC/J59 Security Cooperation and Partnership Division, U.S. Northern Command (Contractor, Consulting Group of the Americas, LLC).**

As Mexico Desk Officer, Dr. Gochman researched and prepared talking points, strategy documents, point papers, executive summaries, and trip reports highlighting key political/military, historical perspectives, significant changes, current trends and key events related to Mexico for the senior military leadership at USNORTHCOM. He coordinated, supported, and prepared strategy documents for visits of Senior Mexican dignitaries, Mexican Congressional Delegations, SEDENA and SEMAR Joint Staff Talks, Tri-National Pandemic Influenza exercises/seminars, MEX GTM BLZ Tri-Border Working Group, and Commander's annual El Grito Trip to Mexico. Dr. Gochman attended conferences and working groups and table top exercises in CONUS, Mexico, and Canada which fostered military collaboration and information sharing as well as supported USNORTHCOM Security Cooperation objectives.

**FEB 2006 to SEP 2006: Strategic Communications/Cultural Linguist – Mexico, N-NC/PA Directorate of Public Affairs, U.S. Northern Command (Contractor, Northrop Grumman Defense Mission Systems, Inc.).** As Mexico Cultural Linguist for the USNORTHCOM International Outreach (IOR) Program, Dr. Gochman advised the Director of Public Affairs on Mexico-related issues, provided Spanish language translations, responded to media inquiries, and initiated media opportunities. An important part of his job was to educate, inform, and establish relationships with leaders in the media, government, military, business, academia, and other influential groups in Mexico, Canada, and the U.S. Hispanic Community about the mission of USNORTHCOM.

**JUN 2005 to DEC 2005; JUL 2004 to OCT 2004: Senior Research Analyst, Bi-National Planning Group (Contractor, Northrop Grumman Defense Mission Systems, Inc.)** Advised the Bi-National Planning Group (BPG) on the development of plans, policies and procedures associated with the enhancement of Canadian and United States (CANUS) military cooperation. Prepared briefs for the Permanent Joint Board on Defence (PJBD), Military Coordinating Committee (MCC), Commander of USNORTHCOM on the Future of CANUS cooperation. As author and editor, prepared campaign plans, impact assessments, point papers, synopsis sheets, and Microsoft project spreadsheets for a variety of BPG projects, including the Bi-National Document Library, GRIFFIN IPR, and Full-time Canadian Presence in the CIFIC. Supported the development and execution of strategic planning in support of USNORTHCOM vision and objectives, CONOPS development and refinement, and preparation of ESSS-ROD for BPG In-Progress Reviews (IPRs).

**APR 2002 to JUL 2004: Managing Director, Consulting Group of the Americas, LLC.** Founder of international consulting firm that provides market-entry, financial placement (loans), cross-cultural training, and business translation services to companies in the United States and Mexico. Developed loan program to provide private equity placement and debt restructuring for Mexican companies in hospitality, telecommunications, construction (new/renovation), and manufacturing (purchase of new U.S. equipment) sectors from U.S. lenders. Negotiated strategic partnerships and fee agreements with U.S. commercial banks, boutique private investment banking firms, and Mexican clients. Deals ranged from \$10 – \$150 million dollars. Wrote bi-monthly *Negocios* (business) column for *Ella Magazine*, Colorado's only Hispanic women's magazine in Spanish. 16,000 circulation in Denver metro area and Colorado Springs. Organized June 2002 Seminar, *Leveraging Mexico's Market for Business Success* at the Antler's Adams Mark Hotel in Colorado Springs, CO. Co-Sponsors included the Consulate General of Mexico, the Greater Colorado Springs Chamber of Commerce, and Mayor's Global Advisory Council.

**FEB 2000 to APR 2002: Chief Operating Officer, Latin America Trade & Technology Group, LLC.** Founder of international consulting firm that helped U.S. and Canadian companies to bridge cross-cultural gaps and create strategic growth partnerships with firms in Mexico and Latin America. Served as business advisor to U.S. and Canadian companies in the engineering, high-technology, manufacturing, and security industries. Conducted due diligence/market intelligence, found reliable joint venture partners/corporate clients, outsourced manufacturing, accompanied client on in-country business

meetings, and found expert legal counsel in Mexico, Central, and South America. Organized June 2001 Conference, *Mexico's Business Revolution Under President Fox: Bringing U.S. and Mexican Companies Together* at the Westin Tabor Center- Denver featuring the Chairman and Vice-Chairman of CANACINTRA (Mexico's National Association of Manufacturers). Raised \$40,000 in corporate sponsorships. Planned and hosted November 2000 Conference, *High Technology Business Opportunities in Mexico under President Fox* at the Loews Giorgio Hotel –Denver featuring the Mexican Investment Board. Raised \$20,000 in corporate sponsorships.

## **TEACHING EXPERIENCE**

**SEP 2006 to PRESENT: Adjunct Professor, International and Homeland Security Master's Degree Program, Josef Korbel School of International Studies, University of Denver.**

Taught graduate courses on: *Introduction to Homeland Security* (INTS 4730); *Homeland Security: Prevention and Mitigation* (INTS 4731); *North American Defense and Security* (INTS 4989).

**SEP 1995 to PRESENT: Adjunct Professor, Global Affairs Master's Degree Program, University College, University of Denver (1995-Present).** Taught graduate courses on: *Global Players, Structures, and Trends* (GS 4010); *Global Trends and Forecasting* (MALS 4455); *The New Europe* (MALS 4520); *World without Borders* (MALS 4010); *Modern Latin America* (MALS 4540); *Free Trade Area of the Americas* (MALS 4545); *21<sup>st</sup> Century Triad* (MALS 4510); *Contemporary Mexican Cinema* (MALS 4790).

## **PRESENTATIONS**

**Distinguished Speaker and Guest Lecturer (1995 to Present)** for Colorado Association of Commerce and Industry (CACI), Colorado Springs Chamber of Commerce, Denver Metro Chamber of Commerce, U.S. - Mexico Chamber of Commerce, Western International Personnel Association, World Trade Center Denver, and Mexico Business Series sponsored by Mexican Consul General of Denver.

## **PUBLICATIONS**

*Instructor's Manual: Continuity and Change in World Politics.* Third Edition. Upper Saddle River, N.J.: Prentice Hall, 1997. Co-authored with Dr. Barry B. Hughes.

### ***Agora - USNORTHCOM Regional Magazine (English/Spanish)***

Dr. Benjamin P. Gochman, "Fifty-one SEDENA Senior College Fellows visit USNORTHCOM: Historic Excursion Fosters U.S – Mexico Military Cooperation." *Agora Magazine* (Volume 1, No. 2 2008): 18-19.

\_\_\_\_\_. and Marshall Smith, "Northern Command Hosts Mexican Senior Legislative Leaders: Seminar familiarizes Mexican Legislators with Bi-national Defense and Security Relationship." *Agora Magazine* (Volume 1, No. 3 2008): 50-51.

\_\_\_\_\_. and Prof. Martin Edwin Anderson, "Sharing Knowledge Key to Securing Western Hemisphere: Center for Hemispheric Defense studies Course Teaches Foreign Students Practical Approaches to Combating Terrorism." *Agora Magazine* (Volume 2, No. 1 2009): 44-45.

\_\_\_\_\_. and LTC Bryan N. Sparling, "U.S. Northern Command partners with U.S. Southern Command to focus on U.S. – Mexico border." *Agora Magazine* (Volume 2, No. 2 2009): 48-49.

\_\_\_\_\_. and CAPT Vern Maas, M.D., and Col Lane Wall, M.D., "Anticipating the Threat: Mexico – United States Pandemic and Avian Influenza Preparedness: A Historic Planning Effort Prior to H1N1 Outbreak." *Agora Magazine* (Volume 2, No. 4 2009): 52-53.

Dr. Benjamin P. Gochman, "New Era of Increase Collaboration: Mexico's Secretary of Defense Visits U.S. Northern Command." *Agora Magazine* (Volume 3, No. 1 2010): 22-23.

- Dr. Benjamin P. Gochman, "Vigilant Guard: Mexican Delegation Observes Earthquake Disaster Exercise." *Ágora Magazine* (Volume 3, No. 2 2010): 72.
- \_\_\_\_\_. and Colonel Jeffrey H. Fargo, "Workshop Spurs Call for New Partnerships: Mexico, Guatemala, Belize Seek Closer Collaboration." *Ágora Magazine* (Volume 3, No. 2 2010): 73.
- Dr. Benjamin P. Gochman, "Mexican Naval War College Visit Northern Command." *Ágora Magazine* (Volume 3, No. 3 2010): 74-75.
- \_\_\_\_\_. and Dr. Andrew Morozov, "Combating the Homegrown Terrorist Threat: The Rise of Islamic Extremism in the United States." *Ágora Magazine* (Volume 3, No. 4 2010): 48-53.
- \_\_\_\_\_. and Colonel Lane Wall, "After the Crisis: A Mexico - U.S. 'Whole of Government' Approach to Pandemic Influenza Preparedness." *Ágora Magazine* (Volume 3, No. 4 2010): 64-65.
- \_\_\_\_\_. and Colonel Lane Wall, "USNORTHCOM Hosts Top Mexican Medical Officers." *Ágora Magazine* (Volume 4, No. 2 2011):74.
- Dr. Benjamin P. Gochman, "Partners in Cooperative Defense." *Ágora Magazine* (Volume 4, No. 4 2011): 8-13.

### ***Newspapers***

- Benjamin P. Gochman and Rutilio Martinez, "Speakout: Mexicans in U.S. send billions home –and it all comes back." *Rocky Mountain News* (February 19, 2004): 13C.
- Dr. Benjamin P. Gochman, "Hipotecaria Su Casita celebrates first anniversary in Denver." *Business/Negocios. La Voz Nueva* (October 27, 2004): 28.

### ***Ella - Hispanic Women's Magazine (Spanish) - Columnist***

- Benjamin P. Gochman and Dr. Rutilio Martinez, "Elementos Básicos para una Buena Administración de la Empresa Familiar." *Ella Magazine* (Septiembre/Octubre 2002): 28-29.
- \_\_\_\_\_. and Dr. Rutilio Martinez, "10 Consejos para Negocios Exitosos en America Latina." *Ella Magazine* (Noviembre/Diciembre 2002): 58-59.
- \_\_\_\_\_. and Dr. Rutilio Martinez, "10 Consejos de Inversión para Mujeres Hispánicas." *Ella Magazine* (Noviembre/Diciembre 2002): 49.
- \_\_\_\_\_. and Dr. Rutilio Martinez, "La elección de una forma jurídica de negocios." *Ella Magazine* (Enero/Febrero 2003): 51-52.
- \_\_\_\_\_. and Dr. Rutilio Martinez, "Aprenda Inglés para su Éxito y Progreso." *Ella Magazine* (Mayo/Junio 2003): 51-52.
- \_\_\_\_\_. and Dr. Rutilio Martinez, "Calderón Hispanic Marketing: ¿Cómo Hacer Publicidad para su Empresa con Menos de \$100?" *Ella Magazine* (Julio/Agosto 2003): 50-51.
- \_\_\_\_\_. and Vic Tise, "Perfil de Gene Sánchez, Presidente de la Cámara de Comercio Hispana 'Hispanic Chamber of Commerce (HCC)' de Colorado Springs." *Ella Magazine* (Mayo/Junio 2003): 53.

### ***Emerging Markets Magazine (English) - Columnist***

- Dr. Benjamin P. Gochman and Dr. Rutilio Martinez, "Mexico's 2000 Presidential Election: Is Economic Crisis on the Horizon? Again." *Emerging Markets Magazine* (June 2000): 36.
- \_\_\_\_\_. and Fernando Barrutia Franco, "10 Tips for Business Success in Latin America." *Emerging Markets Magazine* (September 2000): 35.
- \_\_\_\_\_. and Fernando Barutia Franco, "Top 10 Hispanic/Latino Websites." *Emerging Markets Magazine* (November/December 2000): 8.
- \_\_\_\_\_. and Fernando Barrutia Franco, "High Technology Business Opportunities in Mexico under President Fox." *Emerging Markets Magazine* (January/February 2001): 12.

## **REFERENCES**

### **Lieutenant General Christopher D. Miller**

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