

# The Exchange

THE NEWSLETTER OF THE AGRICULTURAL & APPLIED ECONOMICS ASSOCIATION



**AAEA**  
Agricultural & Applied  
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## From the President



### AAEA at ASSA in San Diego

I hope many members are planning to attend the Allied Social Sciences Association (ASSA) meetings in San Diego from January 4-6, 2013. As most know, San Diego is a wonderful city and will provide a great respite from the winter weather that will be hitting much of the rest of the U.S.

AAEA will have a very strong presence at the ASSA meetings again this year. We are sponsoring six sessions:

- Agricultural Mechanization in Developing Countries, organized by Xiaobo Zhang of IFPRI
- Agricultural R&D, Productivity, and Greenhouse Gas Emissions, organized by Carol Jones and Keith Fuglie of USDA-ERS
- Food Access, Availability, and Choice: Critical Research and Policy Issues, organized by Gayaneh Kyureghian, of the University of Nebraska
- Impact Evaluation Challenges of Agricultural Interventions: Uptake, Spillovers, Heterogeneity, and Dynamics, organized by Michael Carter of UC Davis
- Product Variety and Pricing Outcomes under Supermarket Oligopoly, organized by Steve Hamilton of Cal Poly SLO
- What is the Future for Biofuels, organized by David Zilberman of UC Berkeley

The highlight of AAEA's participation at ASSA will be the 8<sup>th</sup> annual T.W. Schultz Memorial Lecture and Reception on the evening of Friday, January 4, with the lecture beginning at 5:00 p.m., immediately followed by the reception. This year we are honored to have Robert Townsend,

the Elisabeth and James Killian Professor of Economics at MIT, deliver the Schultz lecture. Professor Townsend is the first two-time winner of the prestigious Frisch Medal awarded by the Econometric Society. He is a prolific author on a wide range of topics in macroeconomics and development economics, where his work focuses on the role and impact of economic organization and financial systems through analysis of applied general equilibrium models, contract theory, and micro data. Professor Townsend's working title for his talk is "Accounting for the Poor: Theory and Measurement."

The Schultz lecture has been a major success for AAEA. Previous speakers have included Nobel Laureates Gary Becker, James Heckman, Daniel McFadden, George Akerlof, Daniel Kahneman, and Roger Myerson.

I want to make a special point to encourage members to attend the AAEA reception following Professor Townsend's lecture even if you are unable to attend the lecture. ASSA has now become the focal point for both employers and job seekers across our entire profession. Many graduate students from our Ph.D. programs will be interviewing in San Diego. I strongly encourage job seekers to attend the reception for an opportunity to interact and exchange stories with peers on the market and also to meet prospective employers in a more relaxed setting than the stressful half hour interviews you will have been enduring earlier in the day. Department heads and major professors, please encourage your students to attend this important networking event.



The full AAEA program for San Diego can be found on our website here:

<http://www.aaea.org/meetings/aaea-at-2013-assa-annual-meeting>

The meeting registration form can be found here:

[http://www.aeaweb.org/Annual\\_Meeting/](http://www.aeaweb.org/Annual_Meeting/)

See you in San Diego!

*Richard Sexton*  
AAEA President

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## AAEA News

### 'Nudge' and the Impact of Behavioral Economics on Policy

Special Issue: *Applied Economic Perspectives and Policy*

<http://aapp.oxfordjournals.org/>

The editors of *Applied Economic Perspectives and Policy* are now accepting papers for the next Special Issue titled "'Nudge' and the Impact of Behavioral Economics on Policy."

#### Importance of Topic and Anticipated Contribution

Behavioral economics examines how the economic decisions of individuals, firms, and institutions are influenced by social, emotional, and cognitive factors. Behavioral economics recognizes that economic agents operate with bounded rationality. The agenda builds on insights from researchers across diverse disciplines (psychologists, behavioral researchers, marketing scientists, and financial economists to name a few) who have documented widespread examples of behaviors and problem-solving techniques that do not conform with assumptions of standard economic theory.

An emerging research issue is to investigate how behavioral economics influences economic policy in different fields and provides an expanded list of policy options to consider. The special issue will be devoted to research that examines the policy implications of behavioral economics. The editors welcome contributions from a wide range of applied economics fields including environ-

ment, health, agriculture, labor, and social policy examining how 'nudging' individuals can influence decision making. We encourage contributions of policies designed to illustrate the potential benefits and limitations of behavioral based policy design.

#### Coverage of topics

The special issue could include contributions in the following priority areas:

- Nudges to improve diet quality and food decisions
- International development policy
- Labor market policy including job search assistance and job training
- Applied behavioral finance and decision making in households
- Behavioral economic geography
- Implications of bounded rationality for environmental policy
- Marketing of food products and behavioral economics
- Behavioral economics and tax policy

#### Guest editors

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Manuscripts should be electronically submitted through the Editorial Express system at [https://editorialexpress.com/e-editor/aapp\\_login.html](https://editorialexpress.com/e-editor/aapp_login.html) no later than March 15, 2013.

All articles are subject to a double-blind review process. Articles should be written in a way that is informative to broad audiences of agricultural and applied economists, including those outside as well as inside academia and those not immediately conversant with the subject matter of the articles.

#### Time Frame for Papers

Deadline for paper submission is March 15, 2013. Final versions of accepted manuscripts due by November 1, 2013. Publication in January 2014.

#### Contact

Please contact *AEPP* Editor Joan Costa-i-Font at [j.costa-font@lse.ac.uk](mailto:j.costa-font@lse.ac.uk) if you have any questions.

### Dues Restructure and Reduction Approved by Membership

Thank you to all who voted in the recent dues structure and reduction ballot. Voting ended on October 17, and the membership has voted to approve the dues restructure and reduction proposal.

Beginning in 2013, Regular membership will be reduced to \$90, while Early Career Professional and Senior membership will be lowered to \$50. Students and members who are citizens of and residing in Lower Income-Lower Middle Income (LI-LMI) countries will pay \$25. All memberships will come with electronic access to the journals. Print versions of *AJAE* and *AEPP* can be added for \$15 and \$10 per year, respectively. The 2013 dues forms will be available on the AAEA website at <http://www.aaea.org/membership>.

Lifetime members who have opted for paper versions of the journals will continue to receive print copies at no charge as a benefit of their Lifetime membership.

If you have any questions about dues or about the voting process, please contact AAEA at [info@aaea.org](mailto:info@aaea.org).

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The Exchange is published bimonthly by the Agricultural & Applied Economics Association. Subscriptions are available. To see conference announcements, other employment ads and rates, visit the Exchange web page in the My Account section of the AAEA Website.

The deadline for submissions is the 10th of the month preceding the issue date (e.g., December 10, for the Jan./Feb. issue). Submit all items to: AAEA, 555 E. Wells Street, Suite 1100; Milwaukee, WI 53202; Phone: (414) 918-3190; Fax: (414) 276-3349; e-mail: [newsletter@aaea.org](mailto:newsletter@aaea.org); Internet: <http://www.aaea.org>

## AAEA News

### Your Role in the Profession's Outreach

The AAEA Outreach Committee's charge is to share the profession's research results with those who can make good use of them. This means that you, as an AAEA member, have a real opportunity to bring increasing attention to our profession's applied analyses. Leverage your research findings through *Choices* themed and individual articles, or *Policy Issues* articles focused on very timely policy topics. A theme set of articles can draw as many as 55,000 page views on the AAEA site alone over the 60 days following release of the particular *Choices* quarterly issue, and another 1/3 that many on partner websites. We also collaborate with C-FARE to present webinars around theme topics, sometimes reaching as many as 500 participants.

To increase the reach of *Choices* articles more widely and potentially increase media pick up, AAEA has embraced Twitter. For those of you on Twitter, you can now follow *Choices Magazine* under the handle @Choices\_AAEA. The *Choices* Twitter feed will feature timely tweets pertaining to each new theme and other information that may be of interest to *Choices Magazine* readers.

We ask your assistance in the outreach function by forwarding these tweets to your individual contacts or organizations which may have an interest in the topic. Your help in forwarding AAEA e-mail messages about *Choices* issues can also help AAEA make an impact with decision makers and policy leaders. These outreach efforts are critical to continued funding being available to support the research, extension and teaching programs so important to our profession.

Please submit ideas for themed sets of articles on important economic and policy topics. Organize and guest-edit a theme drawing in your colleagues from the AAEA Sections or other networks. Individual articles are also solicited. Submissions may be made as indicated on the *Choices* link of the AAEA home page, or contact *Choices* editors Walt Armbruster (walt@farmfoundation.org) or Jim Novak (novakjl@auburn.edu).

*Walt Armbruster*

Past Chair, AAEA Outreach Committee

*Trent Teeserstrom*

Chair, AAEA Outreach Committee

### Land, Water, and Environmental Economics Section Formed

AAEA is pleased to announce the formation of the new Land, Water, and Environmental Economics (ENV) Section. This Section welcomes AAEA members who are interested in issues related to land, water, and the environment. Land issues include topics such as land valuation and rental rates, transferable development rights, and farm succession. Other topics include water issues that consider both the quality and quantity dimensions of this resource as well as a broad array of other environmental issues. Membership in the new ENV Section will be Free in 2013 and can be added to your membership on the 2013 renewal forms. If you have already paid dues for 2013 and are interested in joining the ENV Section, please contact the AAEA Business Office or complete the Section dues form.

### Call for Nominations: 2013 AAEA Awards

The AAEA Awards Program recognizes excellence in the work of agricultural and applied economists. The Awards Committee, chaired by George Norton of Virginia Tech University, welcomes nominations for all award categories. Specific details on the criteria used to judge each award, as well as instructions on how to submit nominations for the award are available below.

The selection process for each award is administered by a subcommittee. The chairperson of each subcommittee receives all nominations and administers the review process. The chairperson will eliminate any conflicts of interest with members of the subcommittee during the evaluation process.

The deadline for nominations is **February 1, 2013**. All nomination materials shall be submitted via e-mail as a PDF file to the chairperson of the award's subcommittee.

#### Restrictions

Except for the Publication of Enduring Quality Award, only one AAEA award can be received for essentially the same work. It is the nominator's responsibility to assure that no AAEA award (other than Master's thesis or PhD dissertation award) has already been received for the nominated work. Should a nomination be selected for more than one award in the same year (e.g. Journal Article and Research Discovery), the awardee(s) will be permitted to choose which award is received.

No member of the executive board—elected, appointed, or ex-officio—is eligible to participate as a principal recipient in competition for awards. The exclusion does not preclude participation if (s)he is a junior participant with respect to other(s) for whom exclusion from participation clearly would be a handicap.

#### Individual Award Criteria

The criteria for each award can be found on the AAEA website at <http://www.aaea.org/about-aaea/awards-and-honors/aaea-annual-awards/submit-an-awards-nomination>

#### The award categories are:

Distinguished Extension/Outreach Program Award  
Distinguished Teaching Award  
Outstanding Master's Thesis  
Outstanding Doctoral Dissertation  
Quality of Research Discovery  
Quality of Communications  
Publication of Enduring Quality  
Bruce Gardner Memorial Prize for Applied Policy Analysis

## AAEA News

### C-FARE

The Council on Food, Agricultural and Resource Economics (C-FARE) is a non-profit, non-partisan organization which serves as a conduit between the academic research community and the policymaking community. In 2011, the AAEA Board provided C-FARE with five priorities, including:

- Continue to educate agencies and decision makers; increase resources to the profession.
- Connect AAEA with other associations that would be willing to work on interdisciplinary work with applied economists.
- Further develop students and young professionals.

C-FARE is pleased to report back to the AAEA Membership regarding recent activity in several of these areas.

#### **Educate agencies and decision makers; increase resources to the profession. Connecting AAEA with other associations that would be willing to work on interdisciplinary work with applied economists.**

The C-FARE Board of Directors met in Washington, DC October 15-17, focusing on how the organization can best serve as a catalyst to focus the expertise of the profession on critical issues and connect them with decision makers.

C-FARE partnered with the American Society of Agronomy, Crop Science Society of America, and Soil Science Society of America to sponsor a webinar for NIFA National Program Leaders in an effort to encourage them to learn more about successful integrated NIFA funded projects that included economists. Presentations provided an overview of "lessons learned" to help craft future RFA's and to provide insight into transdisciplinary and multi-disciplinary teams. C-FARE applauds our Blue Ribbon Panel on Natural Resources and the Environment for planning the webinar. Speakers included: Dr. Sieglinde Snapp (Professor, Soils and Cropping Systems Ecologist at Michigan State University, W.K. Kellogg Biological Station), Dr. Scott M. Swinton (Professor and Associate Chairperson in

the Department of Agricultural, Food, and Resource Economics at Michigan State University), Dr. Kevin J. Boyle (Professor in the Department of Agricultural and Applied Economics at Virginia Polytechnic Institute and State University), and Dr. John D. Lea-Cox (Associate Professor and State Nursery Research and Extension Specialist at the University of Maryland, College Park). C-FARE also met with a variety of Non-Government Organizations (NGO) to explore future partnering possibilities. In addition, we welcomed guest speakers from US Census Bureau and the Forest Service to learn more about the role of economics and data offered by their agencies.

#### **Further development of students and young professionals.**

C-FARE also continues to further the development of students and young professionals. On Thursday, October 25, 2012 C-FARE held a conference call for students to learn more about the USDA Diversity Program, opportunities for students, and information about the 2013 Agricultural Outlook Forum.

Speakers included Mr. Antonio McLaren (USDA's Office of Advocacy and Outreach/1890 Program Liaison Officer at Virginia State University), and Dr. Harry S. Baumes (Director, Office of Energy Policy and New Uses, Office of the Chief Economist). Additional information on the Diversity Program can be viewed here: <http://www.usda.gov/oce/forum/diversity/StudentAnnouncement.pdf>.

#### **C-FARE - Everyday Action and Education on Behalf of Applied Economics.**

C-FARE is accepting additional names from the profession to serve as members on Blue Ribbon Panels. We are seeking energetic, forward thinking economists from all stages of their professional career. Learn more about the Blue Ribbon Panels at <http://www.cfare.org/blueribbon/>. Blue Ribbon Expert Panels provide short- and long-run guidance about national and international matters of mutual interest to policy makers and food, agricultural and resource economists. Information based on the panels'

expertise will flow two ways. The panels will assist C-FARE with answers to questions from policy makers and will provide C-FARE with advice about policy needs and concerns from the profession.

Panel topics include:

1. Energy,
2. Global Competitiveness and Profitability of Agriculture,
3. Economic Opportunities in Rural Communities,
4. Natural Resources and Environmental Issues,
5. Consumer Concerns about Food, Health and Safety,
6. Climate Change, and
7. Development.

Members of the C-FARE Board of Directors regularly meet with decision makers. To be able to provide specific examples to policy makers, we continue to seek information on the importance of economic information and especially the need for data from sources such as USDA National Agricultural Statistics Service (NASS). Please send short, one paragraph stories about how you use data from NASS, and USDA Economic Research Service (ERS) reports. Likewise, success stories from peer reviewed grants you may have received are also needed. These summaries will be shared with Congressional offices and funding agencies, and have been requested by the private sector regarding the importance of data and the need for collection. To share a story, please send an email to [info@cfare.org](mailto:info@cfare.org) with the subject "success story." These stories regarding how the data is used for your state will help encourage continued support for data collection in the years ahead. Thank you to those who have already shared stories. Please contact C-FARE if you would like to see examples.

If you have questions for C-FARE regarding the call please contact us at 202-408-8522 or at [info@cfare.org](mailto:info@cfare.org).

[www.cfare.org](http://www.cfare.org)

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## AAEA News

### Call for Proposals

### Agriculture, Food, and Natural Resources Case Study Invited Paper Session

AAEA welcomes proposals for Case Studies for a special Invited Paper session competition that will be part of the 2013 AAEA & CAES Joint Annual Meeting in Washington, DC. Cases in this Invited Paper session may be published in the *American Journal of Agricultural Economics* in January 2014, subject to appropriate review. Regular page charges will apply. Proposals from individuals or groups should be submitted to Sarah Kenner at [skenner@aaea.org](mailto:skenner@aaea.org) by December 7, 2012.

Proposals are requested for case studies that show how the application of economic principles to decision making in the public and/or private sectors leads to better decisions. Any topic area that illustrates the application of economic principles is acceptable. Topic areas focusing on emerging issues such as: renewable ingredients, energy economics, food safety, and company environmental policies (e.g., green scorecard) are encouraged. Proposals will be evaluated using the following criteria:

- Deals with a problem that has a high level of importance/interest/relevancy to members of AAEA.
- Clear and concise teaching objective(s) and target audience(s) (e.g. undergraduate students, graduate students, extension audiences).
- Case summary that presents solutions and explanations of how the learning objectives are realized.
- Leads to a better understanding of how the application of economic principles improves decision making.
- A general description of the teaching plan for presenting the case to include expected student use of reference materials.

Proposals should include case title, names and contact information of the authors, and a case outline that covers the company or situation profiled, as well as a detailed outline for the case study. The outline should be 3–5 pages in length and a maximum of 2,000 words. The proposal must also contain an outline and ideas for a teaching note, although the teaching note will not be published with the case. Of the cases submitted, three winning case submissions will be accepted for presentation at the AAEA meetings by February 15, 2013. Some submissions, though not accepted for presentation at the AAEA, may also be encouraged to be submitted to appropriate journals for development into peer-reviewed publications.

Selected case studies (with teaching note when applicable) should be completed by May 15, 2013. These completed versions will be reviewed by the invited case study committee, and feedback to improve the cases will be provided to the author(s). Final versions of the cases will be submitted to the *AJAE* Proceedings Issue Editor by June 15, 2013.

More information on how to submit Case Studies for the special Invited Paper session will be available on the AAEA website, [www.aaea.org/2013am/agriculture-food-and-natural-resources-case-study-invited-paper-sessions](http://www.aaea.org/2013am/agriculture-food-and-natural-resources-case-study-invited-paper-sessions).

### Heading South Award Winner Announced

Congratulations to David Ortega from Purdue University! He was selected to receive the AARES-AAEA Young Professionals Exchange Heading South Award. David will receive funding from the AAEA Trust and from AARES to present his research at the 2013 Australian Agricultural and Resource Economics Society (AARES) conference in Sydney.

More information about this award and other award supported by the AAEA Trust are posted to [www.aaea.org/trust/trust-funded-programs](http://www.aaea.org/trust/trust-funded-programs).



### AgEcon Search: Current Research and Classic Works

You may think of AgEcon Search as a source of very recent working papers and conference papers. That is certainly true, but it is also a repository for journals – some dating back decades.

Over the past several years a number of journals have digitized and added older issues to AgEcon Search, recognizing the value this content offers researchers. Examples are:

- Australian Journal of Agricultural Economics (1957-1996)
- Journal of Food Distribution Research (1969-2009)
- Journal of Regional Analysis and Policy (1971-2011)
- Marine Resource Economics (1984-2011)
- Review of Marketing and Agricultural Economics (1946-1996)
- Southern Journal of Agricultural Economics (1969-1992)
- Western Journal of Agricultural Economics (1977-1991)

We are currently adding several more classic titles – watch for their completion in the year ahead. They include:

- Food Research Institute Studies (1960-1993)
- Journal of Agricultural Economics Research (1949-1994)
- Wheat Studies (1924-1944)

We welcome suggestions for additional journals and classic works that we might include.

*Linda Eells*

*Julie Kelly*

Coordinators, AgEcon Search  
<http://ageconsearch.umn.edu/>  
[aesearch@umn.edu](mailto:aesearch@umn.edu)

## AAEA News

### Jayson Lusk on Organizing an AAEA Symposia

When Tom Hertel, former AAEA President, first approached Helen Jensen and me, requesting that we co-chair the first AAEA symposium, I thought he was crazy. Who has the time or the money to attend yet another conference? Tom's selling pitch was that the European Association of Agricultural Economists (EAAE) has a long tradition of successful one- or two-day seminars focused on an important or emerging topic. Such focused seminars, he argued, were a nice complement to the large, unfocused annual meetings held by larger associations, and they allowed folks to specialize and focus on emerging trends and state-of-the-art methods with like-minded colleagues. Moreover, he was offering the services of the AAEA office to handle all the "non-academic" issues (from negotiating with hotels to handling registrations) that make putting on conferences such a hassle.

For the record, Tom was right and I was wrong. In late May 2012, we held the first U.S. symposium sponsored by the AAEA and the EAAE entitled "Food Environment

and the Context of Food Choice" in Boston at Tufts University, Friedman School of Nutrition Science and Policy. In my assessment, it was a smashing success. Over 150 abstracts were submitted for presentation at the symposium. Space constraints required rejecting many good submissions, and in total, 52 papers were accepted for verbal paper presentation and 33 abstracts were accepted as posters. In addition to the submitted papers, the conference revolved around the presentations of four excellent keynote speakers: Deputy Secretary of USDA, Kathleen Merrigan; Pierre Chandon, INSEAD Social Science Research Centre, Paris; Nathan Nunn, Dept. of Economics at Harvard University; and Joel Gittelsohn, Johns Hopkins Bloomberg School of Public Health. There were over 135 registered attendees, with good, diverse representation from the AAEA and EAAE members (we even picked up a few new members for the AAEA). Thanks in large part to the hard work of Helen Jensen, the conference ended on a firm financial foot-

ing, as we received financial support from the USDA-Economic Research Service, the Farm Foundation, the USDA-AFRI Markets and Trade program, and the AAEA Trust, with additional support from the Consumer and Market Demand Network (Canada) and the Network on Food Choice and Health (Germany).

Tom's ultimate vision was that the AAEA would sponsor one or more symposia a year. To realize that vision, new symposia proposals are being solicited. Details for how to submit a proposal are available on the AAEA web page (<http://www.aaea.org/symposia>), and I would personally be happy to share any experiences we learned during the organization of our symposium (jayson.lusk@okstate.edu). If you've got a good idea for a focused conference to bring together scholars around a common topic of interest but have been reluctant to pursue it because of organizational or logistical concerns, an AAEA symposium may just be the right opportunity for you.

## News

### Call for Papers: International Choice Modelling Conference 2013

The International Choice Modelling Conference brings together leading researchers and practitioners from across different areas of study, with presentations looking both at state of the art methodology as well as innovative real world applications of choice models.

Following on from the success of the 2nd Conference held in Leeds 2011, the third International Choice Modelling Conference will be organized jointly by the Centre for the Study of Choice (CenSoC) at the University of Technology Sydney (UTS) and the Institute of Transport and Logistics Studies (ITLS) at the University of Sydney.

Keynote speakers for the 2013 conference include:

George Lowenstein, Herbert A. Simon Professor of Economics and Psychology, Department of Social and Decision Making Sciences, College of Humanities and Social Science, Carnegie Mellon University; and

Trudy Ann Cameron, Raymond F. Mikesell Professor of Environmental and Resource Economics, Department of Economics, University of Oregon

Abstract submissions have now opened for the International Choice Modelling Conference 2013. Information on how to submit an abstract is available at <http://www.icmconference.org.uk>

DATE: July 3 – 5, 2013

VENUE: The Sebel Pier One, Sydney Australia

Cost: (registrations open January 2013)

Early bird registration: AUD \$595

Regular Registration: AUD \$695

1-day attendance: AUD \$300

Speaker registration: AUD \$400

Student Registration: AUD \$465

## News

### 16th Annual Conference on Global Economic Analysis “New Challenges for Global Trade in a Rapidly Changing World”

June 12-14, 2013 | Shanghai Institute of Foreign Trade | Shanghai, China

The 16th Annual Conference on Global Economic Analysis is being jointly organized and hosted by the Center for Global Trade Analysis, the Shanghai Institute of Foreign Trade, the Shanghai Academy of Social Sciences and the Shanghai WTO Affairs Consultation Center.

The goal of the annual conference is to promote the exchange of ideas among economists conducting quantitative analysis of global economic issues. Particular emphasis will be placed on applied general

equilibrium methods, data, and application. Related theoretical and applied work is also welcome.

The overall theme of the conference is “New Challenges for Global Trade in a Rapidly Changing World” with sub-themes on:

- Measurement and impact analysis of changing world monetary system on global trade
- Measurement and impact analysis of demographic transition and population aging on global trade and the world economy
- Trade, environment, natural resources and sustainable development

- The impact of internet and new innovation on global trade
- Interaction between global trade and poverty, income distribution, inequality and development

Abstracts and organized session proposals are currently being accepted on the GTAP website through **January 15**. Registrations will be accepted from early January through **April 30**.

For further information or to submit an abstract or session proposal, please visit the conference homepage on the GTAP website at: [www.gtap.agecon.purdue.edu/events/conferences/2013/](http://www.gtap.agecon.purdue.edu/events/conferences/2013/).

### 21st Annual Short Course in Global Trade Analysis “Introduction to Applied General Equilibrium Analysis in a Multi-Region Framework”

June 29 – July 5, 2013 | Bahçesehir University | Istanbul, Turkey

The 21st Annual Short Course in Global Trade Analysis is being jointly organized and hosted by the Center for Global Trade Analysis, the Republic of Turkey, Ministry of Economy and Bahçesehir University.

The objectives of this course are to introduce participants to a standardized framework for conducting global trade analysis in an applied general equilibrium setting, provide hands-on training with software that has been tailored to global trade analysis and give participants the opportunity to interact with economists working on global trade and resource use issues while becoming part of an international network.

**The course will consist of two parts:**

*Part I: Web-based Modules (April 15 – June 16, 2013)*

Part I is a series of modules delivered online. By working through this material in advance of the on-site course, participants will become familiar with the theory behind GTAP, the standard GTAP notation as well as the course software.

*Part II: On-site intensive training (June 29 – July 5, 2013)*

Part II is an intensive, onsite short course consisting of a mix of daily lectures, lab assignments, and informal discussions designed to introduce participants to the basic features of the model and data base. These activities culminate in a major application

based on one of the many extensions of the GTAP Model undertaken by small groups and presented on the final day of the course. Each group is assigned two instructors who are intimately familiar with their project to act as resource persons. Participants leave with the capability of designing, conducting, and analyzing their own simulations.

Applications for this course are currently being accepted on the GTAP website through February 10. Previous courses have been over-booked; therefore, we strongly encourage early application.

For further information or to submit an application, please visit the course homepage on the GTAP website at: [www.gtap.agecon.purdue.edu/events/Short\\_Courses/2013/](http://www.gtap.agecon.purdue.edu/events/Short_Courses/2013/).

## News

### Improving Statistics for Food Security, Sustainable Agriculture, and Rural Development. Linking statistics with decision making.

Rio de Janeiro, Brazil  
23-25 October 2013

This is a call for economists, statisticians, agronomists, researchers and analysts working on agricultural, forestry, fishery, and rural statistics, in their economic, social and environmental dimensions, to participate in the upcoming Sixth International Conference on Agriculture Statistics in Rio de Janeiro, Brazil, on 23-25 October 2013. The theme of the Conference is "Improving Statistics for Food Security, Sustainable Agriculture, and Rural Development. Linking statistics with decision making". The Conference will provide an opportunity to focus on issues raised by the implementation of the "Global Strategy to Improve Agricultural and Rural Statistics", unanimously endorsed by the UN Statistical Commission.

#### Background

The International Conference on Agricultural Statistics (ICAS) is organized every three years, starting from 1998, under the auspices of the International Statistical Institute (ISI) Committee on Agricultural Statistics. The Sixth ICAS (ICAS-VI) will take place on 23-25 October 2013 in Rio de Janeiro, Brazil. It will be preceded by two-day training sessions for young statisticians from developing countries, organized by the US Department of Agriculture (USDA). The Conference will be hosted by the Brazilian Institute of Geography and Statistics (IBGE) under the leadership of an international Scientific Programme Committee, which is co-chaired by IBGE and USDA's National Agricultural Statistics Service (NASS).

ICAS-VI will review the efforts derived from the Action Plan for the Implementation of the Global Strategy, sharing best practices and solutions on its implementation; report the first results of the diagnostic procedures of national statistical systems; and review initiatives aimed at capacity building and training. It will also be a favorable occasion to reflect on the recommendations of the strategy, based on practical experiences of its implementation; and to examine its reach and assess new methodological development needs.

The conference is open to the entire international agricultural statistical community. One of the objectives of the next Conference is to broaden the participation, involving more widely the academic and research community working on statistical issues related to agriculture. Given the location of the Conference, agricultural statisticians with experience in Latin America are particularly encouraged to participate.

#### Sessions format and organization

The Conference is organized in 5 plenary and 21 parallel sessions addressing topics on analytical and policy needs, institutional development, capacity building and statistical production process. The topics to be covered by the program can be checked at the List of Sessions menu.

Final papers should provide the basis for session organizers and chairs to work with their discussants to shape their session. Additional papers on the same topic will be made available in a Poster Session.

The Conference will be conducted in English, with simultaneous translation to Portuguese and Spanish. Papers may be presented in any of these three languages.

#### Papers and abstracts

Please submit abstracts for papers, not exceeding 500 words in English, by December 15, 2012, including the title, names of all authors, and full postal and e-mail addresses of the corresponding authors. Abstract acceptance will be communicated by January 31, 2013. Full papers must be sent by May 31 2013. Papers should focus on the topics covered by the Technical Sessions, which can be found here.

Abstracts and papers will be submitted centrally through this website and be automatically disseminated to session organizers.

Final paper, to be completed by 01 September 2013, will have to incorporate input and comments that may be provided by the Programme Committee.

#### Deadlines

- o December 15, 2012: Abstract
- o January 31, 2013: Communication of acceptance
- o May 31, 2013: Paper submission
- o September 01, 2013: Final version

#### Questions

For any question concerning the Conference Programme, you may contact Mr Michael Steiner ([michael.steiner@nass.usda.gov](mailto:michael.steiner@nass.usda.gov)) or Mr Flavio Bolliger ([flavio.bolliger@ibge.gov.br](mailto:flavio.bolliger@ibge.gov.br)). For any question concerning the content of your paper, you will be put in contact with your session organiser.



## News

### NAREA 2013 Annual Meeting Call for Papers and Symposia

The Northeast Agricultural and Resource Economics Association (NAREA) will hold its 2013 annual meeting at the Holiday Inn in Ithaca, NY, June 23-25, 2013. Detailed information about the annual meeting and the pre-conference workshop on Beverage Markets and Policy is available at <http://www.narea.org/2013>.

**Call for Selected Papers:** Selected paper submissions involve an extended abstract of no more than 500 words. For information about how to submit selected papers abstracts, please visit <http://www.narea.org/2013>.

**Call for Symposium Proposals:** Symposia are submitted in two stages: 1) the symposium coordinator submits a session proposal

and justification and 2) paper abstracts to be included within each symposium are submitted individually by each author(s). Submit a session proposal and justification of no more than 500 words, plus related abstracts at <http://www.narea.org/2013>.

**Submission Deadline:** February 1, 2013. Submission questions can be directed to the program chair and president-elect Josh Duke ([duke@udel.edu](mailto:duke@udel.edu)). Local arrangements questions can be directed to local arrangements chair Harry Kaiser ([hmk2@cornell.edu](mailto:hmk2@cornell.edu)).

#### 2013 NAREA Workshop on Beverage Markets and Policy

The Northeast Agricultural and Resource Economics Association (NAREA) Workshop

on Beverage Markets and Policy will be held at the Holiday Inn in Ithaca, NY, on June 22-23, 2013. This Workshop will bring together researchers examining economic issues in markets for fluid milk products, fruit juices, soda, beer, and wine, among other beverages as a way to broaden our understanding of the key concerns facing producers, manufacturers, and consumers of these products. Authors wishing to have a paper considered for the workshop should submit an extended abstract by February 15, 2013. Further information is available <http://www.narea.org/2013>.

### Journal of Natural Resources Policy Research Call for Papers 2012

Chief Editor:

Professor (Emeritus) Chennat Gopalakrishnan

University of Hawai'i at Mānoa, USA  
[jonrpr@gmail.com](mailto:jonrpr@gmail.com)

Supported by an International Editorial Board

#### Aims and Scope

The journal will address a broad range of natural resource fields including water, minerals, energy, fisheries, and forestry in a synthesizing fashion, rather than stand-alone specialty areas. It will also publish papers on the natural resource implications of climate change, natural disasters, and biodiversity loss, among others.

#### Suggested Topics

We are looking for papers based on original research focusing on policy implications and perspectives of natural resource allocation, planning, and management. A sampling of suggested topics follows:

1. Natural resource policy broadly defined - scope and dimensions 2. Holistic vs. sector-specific approach 3. Policy framework - components, sequencing,

linkages, integration, robustness 4. Conceptual/theoretical paradigms - rationale and evolutionary perspectives 5. Country studies, case studies, case histories, survey papers 6. Natural resource policy modeling 7. Natural resource institutions - design and implementation 8. Natural resource policy crafting - ownership, allocation, planning, development, markets and pricing, conservation 9. Natural resources and political externalities; public choice and rent-seeking 10. Natural resource use and environmental quality 11. Public-private partnership issues 12. Natural resources and institutional entropy 13. Transboundary, transnational, and transgenic resources 14. Natural resource policy - efficiency, equity, and sustainability 15. Trigger issues - climate change, natural disasters, human disasters, deforestation, endangered species, invasive species, and environmental pollution.

#### Special Issue Proposals

We are also looking for special issue proposals on topics in the natural resources policy field that are in the forefront of current discourse, such as integrated disaster risk management, alternative energy

sources with special focus on bio-energy, water privatization, climate change, and natural resource institutions. The proposal should be self-contained with a clear and concise discussion of the importance of the proposed topic, an overview of the authors and their papers, and how it will generate new knowledge and advance the frontiers of discourse in the policy field. Papers previously presented at major conferences as part of thematic sessions, but not previously published elsewhere, can be included, with the understanding that if the proposal is accepted, the papers will have to undergo peer review to be coordinated by the Guest Editor submitting the proposal. The proposal should be limited to a maximum of 1,000 words. You could expect to receive a decision in about two to three weeks.

#### Submit your papers online

Please prepare your papers in accordance with the guidelines posted at <http://www.tandfonline.com/jnrpr> under Instructions for authors.

## News

### 2014 Special Issue: The Past, Present and Future of Government Regulation of Agriculture and Food: Is There a New Economics of Food?

#### Call for Papers

**Editor-in-Chief:** Glenn Fox, University of Guelph

Motivation: Several governments have advocated evidence based policy making and have called for analysis to be conducted before regulations are implemented or changed. These initiatives are generally linked to efforts to reform policy making and to reduce the burdens imposed by existing policy measures that may have outlived their usefulness. Government regulation of agricultural markets was an important factor shaping the development of national agricultural economies during the second half of the 20th century. A long list of policy measures includes price and output controls, the creation of statutory monopolies and monopsonies, border measures, the establishment of product definitions and standards, input subsidies as well as subsidies and programs to reduce the cost of risk bearing for farmers. Policy debates among agricultural economists and between those economists and political and farm leaders represent a

rich intellectual and social tradition.

The purpose of this special issue is to assess the future of the role of government in regulating national food and agricultural systems. Recent changes to the Canadian Wheat Board, ongoing efforts to restructure the Common Agricultural Policy, the declining influence of state trading enterprises as agricultural trade liberalization has proceeded and the divergent policy directions of countries like New Zealand and Australia, compared to Canada and the United States, are indications of a dynamic relationship between governments and the agricultural industries that operate within their borders. Even the regulation of product standards through government commodity grading systems is being overtaken by the private standards set by retailers.

This special issue will provide a forum for rigorous innovative analysis of the role of government in the agriculture and food system. Possible topics would include examinations of the historical rationales for

government regulation of agricultural markets. Were those rationales valid at the time they were offered? Are they valid today? Public choice analysis of agricultural policies in the developed and the less developed agricultural economies could examine the incentives that exist in political institutions and the influence of those incentives on policy development. Theoretical, empirical and applied contributions to evaluating the performance of agricultural policies are encouraged. Critical examinations of the significance of both market and policy failures related to agricultural markets are needed.

**How to Participate:** Abstracts should be submitted to [cjae@uvic.ca](mailto:cjae@uvic.ca) before January 1, 2013. Manuscripts for selected abstracts will be due May 15, 2013. Final accepted papers will be published in the December 2014 issue of the *Canadian Journal of Agricultural Economics*. All manuscripts will be subject to double-blind peer review.

## People

#### University of Arizona

- **Return from leave:** Roger Dahlgran
- **Visitors:** Giuseppina Migliore, Università degli Studi di Palermo; Endre Stavang, Oslo University; Trine Ellekjaer, Oslo University

#### University of California - Davis

- **Awards:** Colin Carter, Professor, AAEA Quality of Communication Award 2012, "Genetically Modified Food and Global Welfare"
- **Visitors:** Jon Olaf Olaussen, Associate Professor, Trondheim Business School, Norway, Visiting Scholar, August 9, 2012 - February 28, 2013

#### California Polytechnic State University

- **Awards:** First Place, FDRS Student Food Marketing Challenge, Brittany Teixeira, Shelby Sisk, Alex Bassi, Sean Maxson, Advisor: Dr. Bill Amspacher.

#### Colorado State University

- **New Appointments:** Rebecca Goldbach, Coordinator, Colorado Community & Economic Assistance Center; James Pritchett; Associate Department Head, Agricultural and Resource Economics, Colorado State University
- **Awards:** John Loomis, Northeastern Agricultural & Resource Economics Association, ARER Fellows Award; Dawn Thilmany-McFadden, Food Distribution Research Society, Patrick Byrne Emerging Leadership Award
- **Positions Taken by Recent Graduates:** Dominique Songa, MS graduate, Market Analyst, Meijer Retail Food Stores

#### Cornell University

- **Positions Taken by Recent Graduates:** Xi Chen, PhD, Assistant Professor, Yale School of Public Health, Yale University;

Ying Cao, PhD, Assistant Professor, University of Guelph; Alberto J. Lamadrid, PhD, Assistant Professor, Lehigh University; Marc Rockmore, PhD, Assistant Professor, Clark University; John Taber, PhD, Economist, Federal Energy Regulatory Commission; Katie Ricketts, MS, Research Specialist, Cornell University; Xiaolan Xu, MS, Analyst/Investment Banking, Barclays PLC, Hong Kong; Alin Moncada-Brito, MPS, Energy Officer, WWF Mexico

#### IFPRI

- **New Staff:** Monica Jain, Postdoctoral Fellow, HarvestPlus; Hazel Malapit, Research Coordinator, Poverty, Health, and Nutrition Division

#### Michigan State University

- **Positions Taken by Recent Graduates:** Brenda Lazarus (MS 2012), Food Security Analyst, FEWS Net project at

## People

Chemonics International, Inc., Washington DC; **Feng Wu (PhD 2011)**, Post-Doc Researcher, University of Florida Gulf Coast/Edu Center/Agri Econ Dept, Wimauma, FL

### University of Minnesota

- **Awards:** **Fahima Aziz**, University of Minnesota Department of Applied Economics, Outstanding Alumni Award; **Victor Gauto**, International Association for Agricultural Economists (IAAE), Best Visual Poster; **Qiuqiong Huang**, University of Minnesota Institute on the Environment, Resident Fellow
- **Positions Taken by Recent Graduates:** **Gregorio Creamer**, PhD, Economist, Centro Internacional de Agricultura Tropical; **Dingming Liu**, Ph.D, WISE- Xiamen University; **Jin-Young Moon**, Ph.D, Lecturer, Korea Institute for International Economic Policy; **Matthew Bombyk**, MS, Project Coordinator, IPA Mongolia.

### Mississippi State University

- **New Appointments:** **James Barnes**, Assistant Extension Professor; **Larry Falconer**, Extension Professor; **Brian Williams**, Assistant Extension Professor
- **Appointment Changes:** **Ardian Harri**, promoted to Associate Professor with tenure; **Daniel Petrolia**, promoted to Associate Professor with tenure
- **Positions Taken by Recent Graduates:** **Francis Annan (MS, 2012)**, PhD Program, Columbia University; **Susan Head (MS, 2012)**, Mississippi Department of Agriculture; **Yang (Alice) Wang (MS, 2012)**, PhD Program, North Carolina State University
- **Honorary Positions:** **Steven Turner**, Trust Board, Agricultural and Applied Economics Association; **Keith Coble**, Board of Directors, Agricultural and Applied Economics Association

### University of Missouri

- **Award:** **Scott Brown**, University of Missouri, Chancellor's Award for Excellence 2012
- **Positions Taken by Recent Graduates:** **Lisa Rees**, PhD, South Dakota State University, Community Marketing Specialist, Assistant Professor

- **Honorary Position:** **William Meyers**, Board of Directors, 2012-2016, Association for International Agriculture and Rural Development (AIARD)
- **Visitors:** **Suk Ho Han**, PhD, Researcher, Korea Rural Economic Institute (KREI) in Seoul, Korea, August 3-17, 2012, Visiting Scholar; **Kyung Phil Kim**, PhD, Senior Research Fellow, Korea Rural Economic Institute (KREI), Korea, visiting research scholar, August 2012-July 2013; **Chen Mei**, Professor, China Research Center, Dongbei University of Finance and Economics, Visiting Researcher, September 2012-October 2013; **Junho Seung**, Researcher, Korea Rural Economic Institute (KREI) in Seoul, Korea, August 3-17, 2012, Visiting Scholar; **Kyung-Hwan Song**, PhD, Professor of Agriculture Economics, Suncheon National University, Korea, visiting professor, January 2012 – January 2013; **Bin Wu**, PhD Candidate, Department of Agricultural Economics and Management, Zhejiang University, Visiting Scholar, August – November 2012

### North Dakota State University

- **Return from Leave:** **Dr. Cheryl Wachenheim**

### Ohio State University

- **New Appointment:** **Dr. Neil Drobny**, appointed Program Director, Environment, Economy, Development and Sustainability (EEDS).
- **Awards:** **Dr. Ian Sheldon**, Quality of Communication Award, 2012 Agricultural & Applied Economics Association; **Dr. Tim Haab**, Chair AEDE, Co-Authored a Blog, Environmental Economics, named a Top 100 Site for Enlightened Economists
- **Positions Taken by Recent Graduates:** **Kyle Bohland**, MS, Source Water Protection Specialist, Ohio Rural Water Association

### Purdue University

- **New Position:** **Frank J. Dooley** has been appointed to a 3 year term as Associate Vice Provost for Undergraduate Academic Affairs.
- **Honorary Position:** The Purdue University Board of Trustees appointed **Dr. Allan Gray** to the Agriculture Chair of Excellence in Engagement.

**Awards:** **Stephanie Rosch Lowell Hardin** Agricultural Economics Award; **Celeste Sununtnasuk**, Gary Lynn Hoover Agricultural Economics Award; **Kevin Camp**, Gary Lynn Hoover Agricultural Economics Award

- **Visitors:** **Hailong Yu**, Visiting Scholar, China Agricultural University in Beijing, August 20, 2012 - July 2013; **Jessie Bakens**, PhD student, VU University in Amsterdam, The Netherlands, Fall semester

### Texas A&M University

- **Awards:** **Kerry Litzenberg**, 2012 AFS Distinguished Achievement Award-Teaching University, 2012 National Teaching Award (USDA sponsored); **John Park**, 2012 SAEA Outstanding Teaching Award; **Bruce McCarl**, 2012 SAEA Lifetime Achievement Recognition, 2012 Senior AgriLife Fellow-Texas AgriLife Research
- **Visitors:** **Zack Donohew**, Dan Searle Fellow, 1 year stay; **Jing Wang**, Instructor, School of Economics and Management, Northeast Agricultural University, Harbin, P.R. China, 1 year stay; **Wei SI**, Associate Professor, College of Economics and Management, China Agricultural University, Beijing, P. R. China, 1 year stay
- **Positions Taken by Recent Grads:** **Amanda Luann Cushman**, MAB 2012 Engineering Reservoir Analyst, Southwestern Energy; **Claudia Marcella Gonzales**, MAB 2011, Refined Oil Trader, Archer Daniels Midland; **Vinuthna Magutam**, MAB 2011, Quantitative Analyst, PayPal; **Tianyu Deng**, MAB 2011, China Vegetable Business Development, Monsanto; **Justin Hann**, MAB 2011, Management Trainee, Cargill Meat Solutions; **Sona Hayrapetyan**, MAB 2011, Business Analyst CLO, JBS; **Ligia Kawano-Williams**, MAB 2011, Financial Institution Specialist, FDIC; **Stephen Roquemore**, MAB 2011, Market Research Analyst, Insights, Austin, TX; **Fangfang "Jessie" Wang**, MAB 2011, Transfer Pricing, News Corporation; **Lipeng "Kevin" Yu**, MAB 2011, Engineering Admin, Nordic Cold Storage, Atlanta, GA

## Obituary

### Lester (Les) V. Manderscheid

October 9, 1930 - October 23, 2012

Les Manderscheid was born on a farm near Andrew, Iowa, October 9, 1930. He graduated from a one room rural school and Andrew High School, and he enrolled at age 16 at Iowa State University. After earning a Ph.D. at Stanford University in Agricultural Economics with a minor in statistics, he joined Michigan State University in 1956. He was recruited to work with faculty and graduate students to improve the statistical quality of the courses and research output.

Les was dedicated to teaching and learning. He taught graduate econometrics and agricultural economics and undergraduate statistical methods, public program evaluation, and agricultural marketing. Over his career at Michigan State University, he actively mentored many students. Among the undergraduates he mentored were a future governor, a lieutenant governor, and three university trustees. He also mentored many who became leaders in the agricultural and rural community. Among the graduate students he mentored were future officers and presidents of the American Agricultural Economics Association and the International Association of Agricultural Economists. He was honored by the AAEA with its Distinguished Teaching Award.

His research into curricular development supported his passion for education. Les

played a major role in several national studies of undergraduate curricula in colleges of agriculture. His AAEA presidential address in 1988 crystalized his analysis and vision for modernizing undergraduate education, culminating in these words (*AJAE* 70(5), p. 992; 1988):

“We have a unique opportunity because of our tradition of combining economics and agricultural sciences to work on practical problems. Our challenge is ... to become more professionally relevant to the changing, dynamic society in which we live. At the same time, we must educate each individual for a lifetime of learning, a series of career and job changes, a rewarding and fulfilling life, and a contributing role as a citizen. This is a major challenge and opportunity. Let us seize this opportunity. Let us take the leadership role. Let us start now!”

Under his leadership of AAEA as President in 1988-89 and Director (1982-85), Les in concert with President Elect Sandra Batie named the Adaptive Planning Committee, which called in 1990 for redefining the Association as a federation of more specialized sub-groups. That plan was implemented six years later with the creation of the AAEA Sections. Known for his organizational abilities, Les also helped re-establish the AAEA business office at Iowa State after a major staff turnover.

On campus at Michigan State University, Les served as Chair of the Department of Agricultural Economics during 1987-92, following 15 years as Associate Chair and Director of the Graduate Program. He served the university on the University Athletic Council, University Committee on Curriculum, University Faculty Tenure Committee, University Educational Policies Committee, and culminating in service as Chair of the University Steering Committee. One day after retirement in 1994, he returned to part-time work in the Department of Agricultural Economics and in the Graduate School. In recognition of his many contributions, he was honored with the University Distinguished Faculty Award.

Les is survived by Dorothy Manderscheid, his wife of 59 years, 4 children, and 2 grandchildren. He died on October 23, 2012 at the age of 82 from pancreatic cancer and his body has been donated to MSU. Memorial donations may be sent to St. Thomas Aquinas Church, 955 Alton Rd., East Lansing, MI 48823 or to MSU for the Dept. of Agricultural, Food, and Resource Economics (AFRE) at Michigan State University, University Advancement, 535 Chestnut Rd., Room 300, East Lansing, MI 48824-1005 (checks made out to MSU).

**AAEA Career Opportunities  
Position Report**

## **Business Development Executive/Agricultural Markets**

### **Employer Information**

AIR Worldwide

131 Dartmouth Street  
Boston, MA 02116  
United States

### **Position Contact Information**

Terri

Phone: 617-267-6645

Fax: 617-267-8284

E-Mail: [tschoenfeld@air-worldwide.com](mailto:tschoenfeld@air-worldwide.com)

### **Position Information**

Start Date:

Duration:

Location: Boston, United States

Tenure Track: No

U.S. Citizenship Required: Yes

Languages

### **Specialty Desired**

Primary Specialty: Agri-business Management

Other specialties: Agri-business Management  
Marketing

### **Educational Requirements**

### **More Information:**

### **Position Description**

Business Development Executive/Agricultural Markets

AIR Worldwide (AIR) is the scientific leader and most respected provider of risk modeling software and consulting services. AIR founded the catastrophe modeling industry in 1987 and today models the risk from natural catastrophes and terrorism in more than 90 countries. AIR's software and services use sophisticated analytics to inform insurers, reinsurers, brokers, hedge funds and other entities on how to manage their risk including where to expand and retract, how to optimize portfolios, and how to structure various risk strategies. AIR offers the opportunity to work with advanced technologies, global clients, and hundreds of the most innovative, talented minds in the industry.

As a member of a unique, interdisciplinary team within AIR, you will collaborate in agricultural model development projects and be responsible for advancing business in agricultural risk markets worldwide. Principal responsibilities will be split between agricultural model development support and business

development for new products and initiatives, as well as established products. New products and initiatives are oriented towards expanding our risk modeling services to crop insurance companies in the area of policy fund designation and portfolio risk optimization. The business development aspect of the position entails expanding AIR's leadership in agricultural risk modeling worldwide. You will work closely with our clients and prospects to understand their business needs, with a view to creating and expanding those relationships and ultimately growing AIR's market share.

#### Responsibilities:

- \* Work with senior management to identify and advance new business initiatives in agricultural risk modeling worldwide
- \* Work with an interdisciplinary team of professionals to understand sophisticated agricultural risk models and to identify new market opportunities and new marketing approaches
- \* Improve AIR market penetration among crop insurers, reinsurers and brokers in the expanding business of agricultural risk management
- \* Manage major client accounts to ensure retention and to identify new sales opportunities
- \* Work with qualified prospects to demonstrate how AIR's agricultural risk models and products will meet their needs
- \* Prepare weekly, monthly, and yearly goals and objectives and track the agriculture team's progress in achieving those
- \* Assist in developing marketing materials and presentations for clients and prospects
- \* Represent AIR at client meetings and industry conferences

#### Knowledge, Skills and Abilities:

- \* Demonstrated interest in agricultural risk modeling business
- \* Experience in selling complex software applications
- \* Superior written and oral communication skills
- \* Proactive problem-solving skills and ability to move forward on multiple projects in parallel
- \* Project management experience required
- \* Business development or sales experience preferred
- \* Consulting experience for NCIS, USDA, World Bank / IDB, is a plus
- \* Working knowledge of basic analytical tools, such as R, Matlab, and Excel, is a plus

#### Qualifications:

- \* 6+ years' experience in agricultural insurance or related quantitative field (advanced degree in relevant field may substitute for work experience)
- \* Ability to follow through the sales process from initiating to closing the sale
- \* Aptitude for working with complex software applications
- \* Excellent communication and demonstration skills
- \* Aggressive and self-motivated
- \* Knowledge of at least one of the following areas a plus: crop insurance industry/ Underwriting or actuarial experience
- \* Some travel required
- \* M.S. in a quantitative field such as agricultural economics, mathematics, actuarial science, statistics, engineering, meteorology, business or computer science

\* Advanced degree in relevant field a plus

\* Fluency in second and third language is a plus given the multi-national nature of the work

<https://aircareers-isofamily.icims.com/jobs/24611/job>

**AAEA Career Opportunities  
Position Report**

## **CAIP Chair in Food Security**

### **Employer Information**

University of Alberta  
  
2-14 Agriculture Forestry Centre  
Edmonton, AB T6C 2P5  
Canada

### **Position Contact Information**

John Kennelly  
Phone: 1 780 492-0102  
E-Mail: [john.kennelly@ualberta.ca](mailto:john.kennelly@ualberta.ca)

### **Position Information**

Start Date:  
Duration:  
Location: Edmonton, Alberta Canada  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages: English

### **Specialty Desired**

Primary Specialty: Agricultural Economics  
Other specialties: Agricultural Economics

### **Educational Requirements**

Doctorate

**More Information:** <http://www.ales.ualberta.ca/>

### **Position Description**

Campus Alberta Innovation Program (CAIP) Chair in Food Security  
Faculty of Agricultural, Life and Environmental Sciences  
Competition No. - A108418871  
Closing Date - Will remain open until filled.

In 2011, the Government of Alberta created the Campus Alberta Innovation Program Chairs as part of its Campus Alberta collaborative initiative. This prestigious program provides an initial sixteen research chairs at Alberta's four comprehensive academic and research intensive institutions: Athabasca University, University of Alberta (U of A), University of Calgary (U of C) and University of Lethbridge (U of L). The program is designed to recruit new research leaders to Alberta in specific areas. The Chairs are aligned with the four strategic priority areas of the Alberta Innovates Corporations and



Alberta Enterprise and Advanced Education: Energy and Environment, Food and Nutrition, Neuroscience/Prions and Water. At the end of the seven years as CAIP Chairs, appointees will assume regular faculty positions at their institution.

The CAIP Chair in Food Security will have a well-established record of world-class research and be expected to develop a strong collaborative research program in issues of food security with existing staff at the University of Alberta, and with relevant programs throughout Alberta, as well as nationally and internationally. The Chair should develop a program of scholarship in this area that recognizes that issues of food production and distribution cannot be separated from questions about food allocation, the right to access to food that is nutritious and safe, sustainability of food production systems, governance systems and land ownership patterns, food policy analysis, and environmental impact such as climate change. The Chair will be given considerable latitude to propose and develop a cohesive program of research that brings critical perspectives to issues of food security.

Given the inter-disciplinary nature of the field, the recruited candidate might be a food scientist, nutritionist, agricultural or resource economist, or sociologist. We expect the recruited candidate to have research interest in international dimensions of food security, but also to be engaged in discourse on those issues at the local, provincial or national levels.

The appointment into this CAIP Chair position, valued at \$300,000 per year for seven years, will be at either the senior Associate or Full Professor level. Candidates must hold a Ph.D. in a related field and will have a record of world-class research and a history of collaborative research activities. Candidates are also expected to have a strong track record in graduate training at the Master's and PhD levels and a record of high quality teaching at the undergraduate level. The candidate will also be expected to have experience in service to their academic institution and/or the profession at large.

The successful candidate will be appointed to a department within the Faculty of Agricultural, Life & Environmental Sciences, with the potential for cross or adjunct appointments in other relevant departments or faculties. He/she will be expected to combine research with instruction, graduate student supervision, and public service.

Applications will be accepted until 30 November, 2012 or until a suitable candidate is found. Applications, including a statement of research interest, curriculum vitae and the names of three referees should be submitted directly to

[john.kennelly@ualberta.ca](mailto:john.kennelly@ualberta.ca)

**AAEA Career Opportunities  
Position Report**

## **Assistant/Associate Professor (Applied Microeconomics and Health)**

### **Employer Information**

University of Connecticut  
Dept. of Agricultural & Resource Economics  
1376 Storrs Road, Unit 4021  
Storrs, CT 06269-4021  
United States

### **Position Contact Information**

Karen Nye  
Phone: 860-486-2836  
Fax: 860-486-1932  
E-Mail: karen.nye@uconn.edu

### **Position Information**

Start Date: August 23, 2013  
Duration: Permanent  
Location: Storrs, CT United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages

### **Specialty Desired**

Primary Specialty: Agricultural Economics  
Other specialties: Agricultural Economics  
Consumer Economics  
Marketing  
Public Policy  
Other

### **Educational Requirements**

**More Information:** [www.are.uconn.edu](http://www.are.uconn.edu)

### **Position Description**

This is a nine-month tenure track position with 50% teaching and 50% research responsibilities beginning August 23, 2012. Areas of specialization include applied microeconomics, experimental or behavioral economics. Responsibilities include developing strong research and teaching programs in applied microeconomics, experimental or behavioral economics with a focus on food, health, or related policy issues.

Minimum Qualifications: Ph.D. in Economics, Agricultural Economics or related field by time of appointment, excellent training in econometrics, microeconomics, quantitative methods, and superior written and oral communication skills.

Preferred Qualifications: Potential for or demonstrated teaching excellence, potential or demonstrated ability to attract extramural funding, potential for or record of publications in high quality refereed journals, and coursework or research experience in food, health, or related policy issues.

Please apply online through Husky Hire by clicking [here](#). Submission must include a letter of application, curriculum vita, graduate transcripts (not necessarily official copies), and publications samples and/or dissertation abstract. Arrange to have three letters of reference sent to [AREsearch@uconn.edu](mailto:AREsearch@uconn.edu); enter #2013175 in the subject line. To ensure full consideration, applications should be received no later than November 15, 2012. We will be interviewing at the ASSA meetings in San Diego. For more information visit <http://www.are.uconn.edu>.

This University of Connecticut us an EEO/AA employer. All applicants will be considered without regard to race, sex, religion, or national origin.

Online application URL: <http://www.jobs.uconn.edu>

Informational email: <http://www.are.uconn.edu>

For more information, email: [AREsearch@uconn.edu](mailto:AREsearch@uconn.edu)

**AAEA Career Opportunities  
Position Report**

## **Assistant/Associate Professor (Environmental and Resource Economics)**

**Employer Information**

University of Connecticut

Dept. of Agricultural & Resource Econo  
Storrs, CT 06269-4021  
United States

**Position Contact Information**

Karen Nye  
Phone: 860-486-2836  
Fax: 860-486-1932  
E-Mail: karen.nye@uconn.edu

**Position Information**

Start Date: August 23, 2013  
Duration: Permanent  
Location: Storrs, CT United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages

**Specialty Desired**

Primary Specialty: Resource and Environmental Economics  
Other specialties: Econometrics  
Public Policy  
Research Methodology  
Resource and Environmental Economics  
Other

**Educational Requirements**

**More Information:** [www.are.uconn.edu](http://www.are.uconn.edu)

**Position Description**

This is a nine-month tenure track position with 50% teaching and 50% research related to water resource use or development, within the context of one or more of the following areas: climate change or adaptation, coastal or marine resources, watershed management, urbanization, land use, and related economic and policy issues. This position begins on August 23, 2012

Minimum Qualifications: Ph.D. in Economics, Resource or Environmental Economics, or related field by time of appointment, excellent training in microeconomic theory and application, quantitative methods, and ENRE, superior written and oral; communication skills; and Coursework and research training in natural resource and environmental economics

Preferred Qualifications: Potential or demonstrated excellence in teaching, research and grantsmanship; potential to conduct multidisciplinary research and to work collegially within teams; ability to publish in high quality refereed journals, and advanced training in experimental methods, econometrics, or dynamic analysis.

Please apply online through Husky Hire by clicking [here](#). Submission must include a letter of application, curriculum vita, graduate transcripts (not necessarily official copies), and publications samples and/or dissertation abstract. Arrange to have three letters of reference sent to [AREsearch@uconn.edu](mailto:AREsearch@uconn.edu); enter #2013176 in the subject line. To ensure full consideration, applications should be received no later than November 15, 2012. We will be interviewing at the ASSA meetings in San Diego. For more information visit <http://www.are.uconn.edu>.

This University of Connecticut us an EEO/AA employer. All applicants will be considered without regard to race, sex, religion, or national origin.

Online application URL: <http://www.jobs.uconn.edu>

Informational email: <http://www.are.uconn.edu>

For more information, email: [AREsearch@uconn.edu](mailto:AREsearch@uconn.edu)

**AAEA Career Opportunities  
Position Report**

## **Assistant Professor**

### **Employer Information**

University of Illinois at Urbana-Champaign  
  
332 Mumford Hall  
Urbana, IL 61801  
United States

### **Position Contact Information**

Melissa Warmbier  
Phone: 217-333-8859  
Fax: 217-244-7088  
E-Mail: [mwarmbie@illinois.edu](mailto:mwarmbie@illinois.edu)

### **Position Information**

Start Date:  
Duration:  
Location: Urbana, Illinois United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages: English

### **Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties: Finance  
Farm Management/Production Economics  
Econometrics  
Development Economics  
Consumer Economics  
Agricultural Economics  
Human Resource Economics  
Marketing  
Public Policy

### **Educational Requirements**

Agricultural/Applied Economics, Economics, Finance      Doctorate

**More Information:**      <http://jobs.illinois.edu>

### **Position Description**

The Department of Agricultural and Consumer Economics (ACE) seeks to fill a tenure-track position in the applied micro-economics of development emphasizing food and agriculture. Applications are encouraged from specializations in areas of research such as: Agricultural and food markets in developing countries; Impacts of food and agricultural technologies on poverty and food security; Roles

of institutions, social norms and policies on food and agriculture; Agricultural development and nutritional health outcomes; Impact evaluation.

The person filling this position will be expected to: (1) develop a nationally-prominent research program with publications in leading peer-reviewed scientific journals, and (2) contribute to the Department's undergraduate and graduate teaching programs through teaching (generally two courses per year) and student advising. Ph.D. in agricultural/applied economics, economics, finance, public policy, or related field required.

All application materials must be submitted by December 1, 2012. To view the full description and submit an application, please visit: <http://jobs.illinois.edu>. The University is an AA-EOE [www.inclusiveillinois.illinois.edu](http://www.inclusiveillinois.illinois.edu).

**AAEA Career Opportunities**  
**Position Report**

## **Assistant or Associate Professor in Agribusiness**

### **Employer Information**

University of Illinois At Urbana-Champaign  
Agricultural and Consumer Economics  
332 Mumford Hall  
Urbana, IL 61801  
United States

### **Position Contact Information**

Melissa Warmbier  
Phone: 217-333-8859  
Fax: 217-244-7088  
E-Mail: [mwarmbie@illinois.edu](mailto:mwarmbie@illinois.edu)

### **Position Information**

Start Date: August 16, 2013  
Duration:  
Location: Urbana, IL United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages: English

### **Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties: Agri-business Management  
Agricultural Economics  
General Economics  
Industrial Organization  
Marketing

### **Educational Requirements**

Agricultural Economics, business administration, m      Doctorate

**More Information:**      <http://jobs.illinois.edu>

### **Position Description**

The Department of Agricultural and Consumer Economics (ACE) is searching for an outstanding candidate for a research and teaching position in agribusiness management applied to firm and industry issues in the agribusiness, food, and bio-fuels sectors.

The successful candidate will develop a nationally recognized, applied research program dealing with issues faced by managers in agribusiness, agri-food or bio-fuels firms. This could include emphasis on administration, financial management, marketing, operations management, industrial organization, trade, strategic management, or organizational behavior. Collaborative applied research with faculty in other



campus units is encouraged. Teaching will usually involve two courses per year at the undergraduate and/or graduate levels. Ph.D. in agricultural economics, business administration, management, marketing, economics, or closely related field required. All application materials must be submitted by December 1, 2012. To view the full description and submit an application, please visit: <http://jobs.illinois.edu>. The University is an AA-EOE [www.inclusiveillinois.illinois.edu](http://www.inclusiveillinois.illinois.edu).

**AAEA Career Opportunities**  
**Position Report**

## **Assistant or Associate Professor**

### **Employer Information**

University of Maryland  
Dept. of Agricultural and Resource Economics  
2200 Symons Hall  
College Park, MD 20742-5535  
United States

### **Position Contact Information**

Liesl Koch  
Phone: 301-405-1290  
Fax: 301-314-9091  
E-Mail: LKoch@arec.umd.edu

### **Position Information**

Start Date:  
Duration:  
Location: College Park, MD United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages: English

### **Specialty Desired**

Primary Specialty: Other  
Other specialties: Resource and Environmental Economics  
International Trade  
Econometrics  
Development Economics  
Agricultural Economics  
Agri-business Management

### **Educational Requirements**

Doctorate

**More Information:** <http://www.arec.umd.edu/Department/JobOpenings.cfm>

### **Position Description**

The Department of Agricultural and Resource Economics seeks faculty appointees who will develop distinguished research and teaching programs in one or more of the following areas: agricultural economics and policy; environmental and resource economics; energy economics; international trade and development; applied econometrics; or experimental and behavioral economics in relation to the above fields. The appointees are expected to develop creative and productive research programs that serve the public interest at the state, national or international level. The appointees are also expected to teach courses in the instructional programs of the Department at the undergraduate and graduate levels

and enhance the quality of education in these programs. The positions are nine month tenured or tenure-track positions, with rank and salary commensurate with the candidate's record. The Department has a preference for candidates at the assistant or associate professor level with a proven record of research and publication; however, the rank of professor will be considered for exceptional candidates. Candidates should possess a doctorate in agricultural economics, economics, or an equivalent field.

All candidates must apply online to both 1) <https://jobs.umd.edu/applicants/Central?quickFind=57780> and 2) <https://econjobmarket.org/>.

At <https://jobs.umd.edu/applicants/Central?quickFind=57780>, applicants should upload their CV (in PDF format), which should include a list of three references. Additional materials should be submitted through <https://econjobmarket.org/> including publications and/or research papers, a statement of research and teaching interests, and three letters of recommendation. Applications must be received by November 2, 2012, to be guaranteed full consideration but will be accepted until the position is filled. Women and minorities are strongly encouraged to apply.

The University System of Maryland is equal opportunity. The University's policies, programs, and activities are in conformance with pertinent Federal and State laws and regulations on nondiscrimination regarding race, color, religions, age, national origin, sex, and disability. Inquiries regarding compliance with Title VI of the Civil Rights Act of 1964, as amended; Title IX of the Educational Amendments; Section 504 of the Rehabilitation Act of 1973; and the Americans with Disabilities Act of 1990; or related legal requirements should be directed to the Director or Personnel/Human Relations. Office of the Dean, College of Agriculture and Natural Resources, Symons Hall, College Park, MD 20742.

**AAEA Career Opportunities  
Position Report**

## **Assistant/Associate Extension Professor**

### **Employer Information**

Mississippi State University

102 Lloyd Ricks Watson Building  
Mississippi State, MS 39762  
United States

### **Position Contact Information**

Steven C. Turner

Phone: 662-325-2049

E-Mail: [turner@agecon.msstate.edu](mailto:turner@agecon.msstate.edu)

### **Position Information**

Start Date: July 1, 2013

Duration:

Location: Mississippi State, MS United States

Tenure Track: No

U.S. Citizenship Required: No

Languages

### **Specialty Desired**

Primary Specialty: Agri-business Management

Other specialties: Resource and Environmental Economics

Finance

Farm Management/Production Economics

### **Educational Requirements**

### **More Information:**

### **Position Description**

This is a 12-month, 100% Extension appointment in the Department of Agricultural Economics.

Position Description: The faculty member in this position is expected to develop and implement a nationally recognized Extension program in production economics, agricultural finance and/or resource economics. Specific responsibilities will depend upon the individual hired, but include the following expectations:

\*Provide producers, agribusiness professionals and policy makers with objective, research based information

\*Develop statewide programs utilizing innovative teaching tools and decision support aids for decision makers

\*Utilize workshops, county/state/regional presentations and coordinate with Extension communication

specialists in the distribution of content for mass media programs where applicable

\*Generate significant scholarly output including articles in peer-reviewed journals, Extension and Experiment Station publications, departmental papers and popular press articles

\*Successfully seek external funding to support her/his program

Qualifications: A Ph.D. in agricultural economics or economics, preferably with specific training in production economics, agricultural finance or resource economics. The successful candidate will have a practical knowledge of U.S. and global agriculture, enabling her/him to work with public and private entities and agricultural producers in Mississippi. Excellent interpersonal skills and verbal and written communication skills are required for the position. Experience with Extension education is desirable but not required. Candidates who are ABD with a planned graduation date no later than December 2013 will be considered.

Salary and Benefits: Highly Competitive

Application Procedure: Applicants should submit a letter of interest, a curriculum vitae, official transcripts of all college and university work, and have three professional letters of reference sent to: Mrs. Debra Price, Department of Agricultural Economics, Box 5187, Mississippi State, MS 39762 (or by email to [Price@agecon.msstate.edu](mailto:Price@agecon.msstate.edu)). Applicants must complete the Personal Data Information form found at [www.jobs.msstate.edu](http://www.jobs.msstate.edu). (Search postings for PARF#6942 ). For more information about this position and the Department of Agricultural Economics contact Steve Turner ([turner@agecon.msstate.edu](mailto:turner@agecon.msstate.edu), 662-325-2750) or visit the departmental website ([agecon.msstate.edu](http://agecon.msstate.edu)).

Applications will be accepted until the position is filled with initial screening and interview arrangements to begin on December 1, 2012.

Mississippi State University is an affirmative action and equal opportunity employer

**AAEA Career Opportunities  
Position Report**

## **Director of Policy, Robert Daugherty Water for Food Institute**

### **Employer Information**

University of Nebraska - Lincoln  
  
IANR Vice Chancellor's Office  
Lincoln, NE 68583-0708  
United States

### **Position Contact Information**

Linda M. ARnold  
Phone: 402-472-3802  
Fax: 402-472-5854  
E-Mail: [larnold1@unl.edu](mailto:larnold1@unl.edu)

### **Position Information**

Start Date: February 1, 2013  
Duration:  
Location: Lincoln, NE United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages: English

### **Specialty Desired**

Primary Specialty: Resource and Environmental Economics  
Other specialties: Other

### **Educational Requirements**

**More Information:** <http://waterforfood.nebraska.edu>

### **Position Description**

The University of Nebraska (NU) is seeking a dynamic and creative leader with vision to be the Director of Policy in the Robert B. Daugherty Water for Food Institute (DWFI) at the University of Nebraska. The Director will be responsible for leading and coordinating the Institute's policy development and analysis activities and programs. The Director of Policy is a tenure-eligible, full-time appointment reporting to the Executive Director of the Water for Food Institute. Faculty rank and tenure will be available to candidates with a terminal degree and appropriate academic accomplishments. He/she will be part of the Institute's senior management team, which includes the Director of Research, the Associate Director, and the Director of the Nebraska Water Center. Additional information on the position and the University of Nebraska can be found at: <http://waterforfood.nebraska.edu>.

Individuals interested in making application should access the web site: <http://employment.unl.edu>, search for requisition number 120175, and complete the faculty academic administrative information form. Attach a letter of application, a curriculum vitae, contact information (mailing address, phone

number, and e-mail address, if available) for three professional references, and a vision statement for policy research and analysis for the Daugherty Water for Food Institute (Other). Review of applications will begin November 1, 2012, and will continue until the position is filled or the search is closed.

The University of Nebraska has an active National Science Foundation ADVANCE gender equity program, and is committed to a pluralistic campus community through affirmative action, equal opportunity, work-life balance, and dual careers.

**AAEA Career Opportunities  
Position Report**

## **Assistant Professor of Agribusiness Economics**

### **Employer Information**

Pennsylvania State University

Department of Agricultural Economics  
University Park, PA 16802-5601  
United States

### **Position Contact Information**

James Dunn  
Phone: 814-863-8625  
Fax: 814-863-3746  
E-Mail: [jwd6@psu.edu](mailto:jwd6@psu.edu)

### **Position Information**

Start Date: August 15, 2013  
Duration: tenure track  
Location: University Park, PA United States  
Tenure Track: Yes  
U.S. Citizenship Required: No  
Languages

### **Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties:

### **Educational Requirements**

Agricultural economics, agribusiness, economics, b      Doctorate

**More Information:**      <http://psu.jobs/Search/Opportunities.html>

### **Position Description**

This tenure-track, 36 week position has teaching and research responsibility in the economics of agribusiness. The successful applicant will be expected to develop a nationally and internationally recognized research program focusing on consumer economics, marketing, agribusiness management, industrial organization, or related topics. Applicants should possess excellent quantitative and communication skills, and the motivation to work in multi-disciplinary teams. The successful applicant will be expected to secure external funding to support her/his research program and graduate students. Teaching responsibilities will include such courses as Food Product Marketing, and Agricultural Markets and Prices. Teaching responsibilities include 3-4 courses per year at the undergraduate and graduate level, academic advising, and direction of student research. Faculty are expected to contribute as needed to all missions of the college.



**AAEA Career Opportunities  
Position Report**

## **Crops Business Management Extension Field Specialist I**

**Employer Information**

South Dakota State University  
Economics  
Box 504, Scobey Hall 108, SDSU  
Brookings,, SD 57007-0895  
United States

**Position Contact Information**

Burton Pflueger  
Phone: 605-688-4141  
E-Mail: [burton.pflueger@sdstate.edu](mailto:burton.pflueger@sdstate.edu)

**Position Information**

Start Date:  
Duration:  
Location: Aberdeen, SD United States  
Tenure Track: No  
U.S. Citizenship Required: No

Languages

**Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties: Farm Management/Production Economics  
Finance  
Marketing

**Educational Requirements**

Masters

**More Information:** <https://yourfuture.sdbor.edu>

**Position Description**

Crops Business Management Extension Field Specialist, Extension Service, South Dakota State University.

SDSU Extension is offering an exciting career opportunity as a Crops Business Management Extension Field Specialist. We are looking for an individual to join us in growing and building our new regional extension center located in Aberdeen, SD, by successfully engaging the public and bridging research to practice.

Minimum requirements: Master's Degree with one degree in economics, agricultural business, business administration, or closely related. Must have excellent communication and interpersonal skills. Willingness to travel. Must have a valid SD Driver's License or be able to obtain prior to beginning

employment. Salary commensurate with qualifications. Application deadline is October 30, 2012. Contact Burton Pflueger at [burton.pflueger@sdstate.edu](mailto:burton.pflueger@sdstate.edu) or 605-688-4863.

To apply, visit <https://YourFuture.sdbor.edu>, search for the position, and follow the electronic application process. For questions on the electronic employment process, contact SDSU Human Resources at (605) 688-4128. SDSU is an AA/EEO employer.

**AAEA Career Opportunities**  
**Position Report**

# **Crops Business Management Extension Field Specialist I**

**Employer Information**

South Dakota State University  
Economics  
Box 504, Scobey Hall 108, SDSU  
Brookings,, SD 57007-0895  
United States

**Position Contact Information**

Burton Pflueger  
Phone: 605-688-4141  
E-Mail: burton.pflueger@sdstate.edu

**Position Information**

Start Date:  
Duration:  
Location: Watertown, SD United States  
Tenure Track: No  
U.S. Citizenship Required: No  
Languages

**Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties: Farm Management/Production Economics  
Finance  
Marketing

**Educational Requirements**

Masters

**More Information:** <https://yourfuture.sdbor.edu>

**Position Description**

Crops Business Management Extension Field Specialist, Extension Service, South Dakota State University.

SDSU Extension is offering an exciting career opportunity as a Crops Business Management Extension Field Specialist. We are looking for an individual to join us in growing and building our new regional extension center located in Watertown, SD, by successfully engaging the public and bridging research to practice.

Minimum requirements: Master's Degree with one degree in economics, agricultural business, business administration, or closely related. Must have excellent communication and interpersonal skills. Willingness to travel. Must have a valid SD Driver's License or be able to obtain prior to beginning

employment. Salary commensurate with qualifications. Application deadline is October 30, 2012. Contact Burton Pflueger at [burton.pflueger@sdstate.edu](mailto:burton.pflueger@sdstate.edu) or 605-688-4863.

To apply, visit <https://YourFuture.sdbor.edu>, search for the position, and follow the electronic application process. For questions on the electronic employment process, contact SDSU Human Resources at (605) 688-4128. SDSU is an AA/EEO employer.

**AAEA Career Opportunities**  
**Position Report**

# **Livestock Business Management Extension Field Specialist I**

**Employer Information**

South Dakota State University  
Economics  
Box 504, Scobey Hall 108, SDSU  
Brookings,, SD 57007-0895  
United States

**Position Contact Information**

Gerald Warmann  
Phone: 605-688-4141  
E-Mail: gerald.warmann@sdstate.edu

**Position Information**

Start Date:  
Duration:  
Location: Rapid City, SD United States  
Tenure Track: No  
U.S. Citizenship Required: No  
Languages

**Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties: Farm Management/Production Economics  
Finance  
Marketing

**Educational Requirements**

Masters

**More Information:** <https://yourfuture.sdbor.edu/hr>

**Position Description**

Livestock Business Management Extension Field Specialist I, South Dakota State University  
SDSU Extension is offering an exciting career opportunity as a Livestock Business Management Extension Field Specialist. We are looking for an individual to join us in growing and building our new regional extension center located in Rapid City, SD, by successfully engaging the public and bridging research to practice.

Minimum requirements: Master's Degree in economics, agricultural business, business administration or other closely related field. Must have excellent verbal and written communication skills. Must have a valid South Dakota driver's license or ability to obtain one within 30 days of hire. Willingness to travel. Salary commensurate with qualifications. Application deadline is October 30, 2012. Contact Jerry Warmann at 605-688-4866 or Gerald.warmann@sdstate.edu.

To apply, visit <https://YourFuture.sdbor.edu>, search for the position, and follow the electronic application process. For questions on the electronic employment process, contact SDSU Human Resources at (605) 688-4128. SDSU is an AA/EEO employer.

**AAEA Career Opportunities  
Position Report**

# **Livestock Business Management Extension Field Specialist I**

**Employer Information**

South Dakota State University  
Economics  
Box 504, Scobey Hall 108, SDSU  
Brookings,, SD 57007-0895  
United States

**Position Contact Information**

Gerald Warmann  
Phone: 605-688-4141  
E-Mail: gerald.warmann@sdstate.edu

**Position Information**

Start Date:  
Duration:  
Location: Pierre, SD United States  
Tenure Track: No  
U.S. Citizenship Required: No  
Languages

**Specialty Desired**

Primary Specialty: Agri-business Management  
Other specialties: Farm Management/Production Economics  
Finance  
Marketing

**Educational Requirements**

Masters

**More Information:** [//https://YourFuture.sdbor.edu](https://YourFuture.sdbor.edu)

**Position Description**

Livestock Business Management Extension Field Specialist I, Extension Service, South Dakota State University.

SDSU Extension is offering an exciting career opportunity as a Livestock Business Management Extension Field Specialist. We are looking for an individual to join us in growing and building our new regional extension center located in Pierre, SD, by successfully engaging the public and bridging research to practice.

Minimum requirements: Master's Degree in economics, agricultural business, business administration or other closely related field. Must have excellent verbal and written communication skills. Must have a valid South Dakota driver's license or ability to obtain one within 30 days of hire. Willingness to travel.

Salary commensurate with qualifications. Application deadline is October 30, 2012. Contact Jerry Warmann at 605-688-4866 or [Gerald.warmann@sdstate.edu](mailto:Gerald.warmann@sdstate.edu).

To apply, visit <https://YourFuture.sdbor.edu>, search for the position, and follow the electronic application process. For questions on the electronic employment process, contact SDSU Human Resources at (605) 688-4128. SDSU is an AA/EEO employer.