Calendar of Events:

July 9    Deposit deadline for students registered for Degree/Exam Only
July 23   Last day to have an MS/PhD thesis/dissertation defense
July 25-27 AAEA annual meeting in Denver, Colorado
July 30   Last day to deposit thesis/dissertation for August graduation
August 19-20 Fall Graduate Student Orientation
August 23  Fall classes begin
October 11 October Break

Congratulations and Names in the News

Dr. Joan Fulton has been named Associate Head of Department.

Dr. Brent Gloy has joined the Department as of July 1.

Thought You Would Like to Know

Otto Doering will be participating in the meeting of the Power Systems Engineering Research Center as their National Science Foundation evaluator July 12th.

Graduate Student News:

Csilla Lakatos presented at the 13th Annual Conference on Global Economic Analysis, June 9-11, Penang, Malaysia the paper “Knowledge Capital, Product Differentiation and Market Structure: a Comparative Static CGE Analysis”


News from Center for Food and Agricultural Business

Sales Management, Coaching, and Leadership Techniques Shared at Annual Program
The center’s Sales Management and Leadership program, held June 3-4, drew 36 participants from across the United States. The program gave participants the opportunity to interact with one
another and industry experts to learn advanced sales management and coaching techniques. Instructors Dave and Scott Downey used case studies to demonstrate the application and use of ideas and strategies generated throughout the program.

**Agribusiness Professionals Improve Precision Selling Skills at Purdue Workshop**

Thirty-seven participants representing California, New York, Idaho, and states from across the Midwest came to Purdue on June 10-11 for Precision Selling: Building Relationships with Large Farmers. Because large farmers have needs in areas that extend beyond the basic products, services, and information provided to traditional customers, this program specifically addressed strategies for working with large producers in the evolving agricultural marketplace.

Led by instructors Dave and Scott Downey, participants explored the complexities of working with large growers and delved into the areas of strategic planning, resource allocation, information analysis, and the use of sophisticated selling tools. The program included a producer panel that enabled the group to get a real-world look into a commercial producer’s specific needs and expectations.

**Center Designs Virtual Brochure for MS-MBA Applicants**

The center has designed a dynamic new virtual brochure to be sent to potential applicants for the MS-MBA in Food and Agribusiness Management. The brochure gives potential applicants a deeper look into the distance education/residency experience offered by the MS-MBA program, while also helping the center go green and save on postage. You can see the brochure at: https://www.agecon.purdue.edu/agribusiness/2010%20MS-MBA%20virtual_brochure.pdf

**Center Hosts Retail Executive Summit in Indianapolis**

Thirty-six participants attended Purdue’s bi-annual Retail Executive Management Forum (REMF), which took place June 1-2 at Indiana University-Purdue University Indianapolis. The forum is an invitation-only opportunity for some of North America’s leading independent and cooperative ag retailers to discuss critical industry issues. Invitations are intentionally limited to executives of top retail agronomic businesses who the center believes to be aggressive, out-of-the-box thinkers and who are highly respected by their peers.

Purdue Professor Mike Boehlje explained why sustainability has become such a hot issue in agribusiness. Also, Dave Downey, professor emeritus and executive director of the center, moderated a discussion on economic and industry trends with three leading economists who shared their perspective on current and future market environment opportunities and risks. Economists on the panel included Jason Henderson, vice president and branch executive for the Federal Reserve Bank of Kansas City; Dave Asbridge, president of NPKFAS; and Ed Cooper, senior vice president of food and agribusiness at Wells Fargo Bank. Professor Allan Gray led an interactive discussion based on Gottfredson and Schaubert’s popular and practical book *The Breakthrough Imperative: How the Best Managers Get Outstanding Results*. The forum concluded with a session on leadership challenges in the ag retail industry led by Doug Austrom, professor at the Indiana University Kelley School of Business.

**Select Sires Execs Think Strategically at Purdue**

On June 22-23, 2010, 22 managers and high-level executives from Select Sires, Inc., and its cooperatives across the country came to Purdue’s Dauch Alumni Center to attend Thinking Strategically for the Future, a program developed specifically for the company. Faculty members Allan Gray and Nicole Olynk led sessions in the program, as well as Mike Schutz and Terry Stewart, professors from the Department of Animal Science. David Thorbahn, president and CEO of Select Sires, Inc., addressed the participants on the future of dairy cattle breeding. Executives took part in strategy analysis, discussed possible scenarios and their implications on the dairy industry, and developed a company action plan, with both short- and long-term objec

**News from Indiana Council for Economic Education (ICEE)**
News from the Indiana Council for Economic Education: Jeff Sanson, Program Director for ICEE, attended the national Stock Market Game Symposium on June 24-26 in New York City. Jeff coordinates ICEE’s Stock Market Game, played by 18,000 Indiana students each school year.

ICEE Executive Director, Harlan Day, will also travel to New York City on July 27-29 to conduct training programs on the popular Play Dough Economics curriculum and the Mini-Economy curriculum. The training programs are sponsored by the Council for Economic Education.

New from Center for Global Trade Analysis (GTAP)

The Thirteenth Annual Conference on Global Economic Analysis, organized by the Center for Global Economic Analysis, was hosted this year by the United Nations Economics and Social Commission for Asia and the Pacific in Penang, Malaysia from June 9-11. The conference centered on the general theme of “Trade for Sustainable and Inclusive Growth and Development” and was attended by 185 participants from 37 different countries. The Department of Agricultural Economics was well represented at the conference with staff members and graduate students presenting the following:

Effects of GHG Mitigation Policies on Livestock Sectors
by Golub, Alla, Benjamin Henderson, Thomas Hertel, Steven Rose and Misak Avetisyan

Are the Poverty Effects of Trade Policies Invisible?
by Verma, Monika, Ernesto Valenzuela and Thomas Hertel

Economic and Environmental Consequences of US Corn Ethanol Production: A Comprehensive Analysis
by Taheripour, Farzad, Wally Tyner, Thomas Hertel, Alla Golub, Dileep Birur, Uris Baldos and Qianlai Zhuang

Frequency and Duration Analysis of the Special Safeguard Mechanism
by Leister, Amanda and Thomas Hertel

A Dynamic General Equilibrium Model of International Migration
by Aguiar, Angel H. and Terrie Walmsley

Trade and Sectoral Impacts of the Financial Crisis: A Dynamic CGE Analysis
by Walmsley, Terrie and Anna Strutt

Knowledge Capital, Product Differentiation and Market Structure: a Comparative Static CGE Analysis by Lakatos, Csilla

The annual conference was also preceded by the Center's Annual Advisory Board Meeting, which was attended by 30 leading economists and policy advisors representing institutions in Asia, Africa, Europe, Latin America and the United States.
Travel, Speeches, Presented Papers:


Publications


Internship Opportunities

http://www.federalreserve.gov/careers/intern_research.htm
http://www.fsdinternational.org/intlopps/programs/internships1
http://www.fcnl.org/young/intern.htm
http://www.uschamber.com/careers/internships/default
http://www.unausa.org/site/pp.asp?c=fvKRI8MPJpF&b=317257

Job Announcements:
University of Wisconsin: Natural Resource Policy Education
http://www.uwsp.edu/cnr/landcenter/
Montana State University – assistant professor in commercial agriculture
Postdoctoral Fellow in Economics – energy – Union College
APHIS – economist position visit www.usajobs.opm.gov


Career and Job Sites on the Internet:
Purdue Extension Service: see website listed below
Career and Job Sites on the Internet
Purdue http://www.purdue.edu/jobs
AAEA Job Posting http://www.aaea.org/employment.html
Academic Employment Network http://www.academemploy.com/
Agriculture Career Connection http://www.ag-biz.com
Academic Position Network http://www.apnjobs.com/

Community Colleges, misc http://www.aacc.nche.edu/
Chronicle of Higher Education http://chronicle.merit.edu/jobs/
Congressional Budget Office http://www.cbo.gov
Education Jobs Page http://www.nationajob.com/education
Employment/Resume Posting http://galaxy.einet.net/GJ/employment.html
EPA http://jobs.quickhire.com/scripts/epa.exe
Foreign Ag Service http://www.fao.org/VA/vac_en.htm
Government Career http://www.jobsearch.usajobs.opm.gov/
National Job Bank http://www.jobs.joe.org
USDA, Ag Research Service http://ars.usda.gov

For further information, see the Job Posting File in Room 651
Contact Lou Ann Baugh concerning information to be included in future issues of KT