



PURDUE
UNIVERSITY

AGRICULTURAL ECONOMICS

Keeping Track

September 2011

Calendar of Events:

September 5	Labor Day
October 4	Ag Career Fair – Purdue Memorial Union
October 21	Homecoming
October 31	John Purdue Birthday Celebration – free cupcakes
November 24-25	Thanksgiving break

Congratulations and Names

Please join us in congratulating the following first-year Ph.D. students. After many hours of hard work, wringing of hands and gnashing of teeth, this summer they successfully completed the microeconomic theory prelim, an important milestone in their graduate careers. The students are:

Zeynep Akgul
Patrick Hatzenbuehler
Xiaofei Li
Tia McDonald
Jeff Michler
Azza Mohamed
Anita Yadavalli

We are all very proud of their accomplishment.

Dr. Foster is pleased to announce that **Jeff Sanson** has accepted our offer to become the next Executive Director of the Indiana Council on Economic Education. While we are sorry to see **Harlan Day** depart, Jeff brings a wealth of experience and enthusiasm to the organization. Jeff's tenure will begin on December 1, 2011. Congrats Jeff and welcome!

Thought you would like to know:

Lee Stanish has joined the Center for Food and Agricultural Business at Purdue University as a project manager. In this position, Stanish will focus on establishing new custom education program opportunities and selling the center's public programs. He will assess client needs, design program content and align appropriate faculty resources, evaluate program effectiveness and execute marketing campaigns.

Stanish joined the center after spending five years in Purdue's International Programs in Agriculture office. There he designed and coordinated international Extension education programs and research. Prior to academia, Stanish worked in the agriculture industry for the Pennsylvania Department of Agriculture, Perdue Poultry and Farm Credit Services. He received his bachelor's degree in agricultural economics and his master's degree in agricultural education, both from Purdue University. He is a farm kid at heart, and takes pride in his agricultural upbringing. He has been fortunate to participate in agriculture around the globe — living, studying and traveling overseas. As a Farmhouse fraternity alumnus, he currently serves as president of the Purdue Farmhouse Association Board.

“Cherry” **Honghua Chen** from China Agricultural University will be a visiting scholar in AgEcon from September 2011 to July 2012 working with Prof. Holly Wang on food traceability systems.

In mid-August, **Otto Doering** represented the Purdue Climate Change Research Center in meetings at the University of Queensland and also worked with staff at Australia's Commonwealth Scientific and Industrial Organization on adaptation of agriculture to climate change.

During the 2011/12 year, Dr. **Thomas Hertel** will be on sabbatical at Stanford University in Palo Alto, California. He will be working on several projects related to climate impacts on agriculture, as well as the effects of climate mitigation policies. Dr. Hertel will also be co-teaching a seminar for graduate students and faculty on long run determinants of global land use.

News from the AGECE Graduate Students:

Patrick Ward will be attending the Belpasso International Summer School in Environmental and Resource Economics, held September 4-10 in Belpasso, Sicily, Italy. The theme of this year's summer school is “Extremes: Natural Disasters in Changing Climate”, and I will be presenting my paper “Disaster risk, social vulnerability and economic development.” In addition to 25 student presentations, there will also be contributions from a group of selected faculty, representing a recognized group of global leaders in the study of the economic impacts of climate change and extreme climate events.

David Ortega has been selected as a USDA National Institute of Food and Agriculture Doctoral Fellow to develop an integrated teaching and education program focusing on U.S. food safety issues from imported food products.

Welcome to the new graduate students in the MS/PhD programs:

Master of Science
Megan Broughton – Purdue 3+2 Megan is from Otterbein where she rides and shows 4 horses. Megan is a quilter so has much in common with Dr. Joan Fulton.
Sheng Chen - Central University, China Sheng plays the guitar, likes music, and belly dancing. Her first days at Purdue were challenging with no water or electricity for 3 days.
Aaron Cook , University of Wisconsin Aaron comes from Madison and spent a study abroad experience in Thailand. Big fan of jazz and jazz clubs in Chicago.
Renee Foltz , Purdue 3+2
Juan Giraldo – University of Florida Another jazz fan who likes to cycle. Would like to learn beekeeping.

<p>Julie Fiegel – Depaul University Worked in Chicago before coming to grad school. A Jayhawk fan . . . and lives with Violet her standard poodle.</p>
<p>Jing Hao - China Ag/Purdue</p>
<p>Zhihua Hu goes by Lucy, Nanjing Ag University Loves to travel, has studied in England and UC-Riverside. Has taken acting and piano classes.</p>
<p>Xuan Jiang goes by Gabby Beihung University Engr background. Plans the piano and accordion. Lucky girl, Dr. Shively just happens to have one.</p>
<p>Anna Josephson– Rensselaer University Grew up in Massachusetts and enjoys her cat and canning.</p>
<p>Didjo Kadjo – Cote D'Ivoire, Institute National Polytechnique</p>
<p>Michelle Pratt – Elmira College Likes backpacking, running and will be entering the Chicago Marathon</p>
<p>Jiangyi Qian goes by Johnny - China Ag/Purdue Big fan of eating and loves Purdue – just completed his Purdue BS degree</p>
<p>Yunsi Shang – University of Cincinnati</p>
<p>Melissa Short Mckendree – University of Florida Grew up in Gainesville. Family business is landscaping. Small town girl but loves to travel and has visited Egypt</p>
<p>Jingyu Song – China – International Relations BS degree in international relations. She loves music.</p>
<p>Celeste Sununtnasuk – University of Florida Another musician who plays the oboe. Her father is from Thailand</p>
<p>Haley Wendler, Texas A&M Comes from a ranch/farm in Texas. Showed commercial steers and won a pick-up truck which she still owns and drove it to Indiana.</p>
<p>Lin Yang – Nankai University First time in US and EVERYTHING is new. Excited to be here!</p>
<p>Tong Zhang – China Ag/Purdue Purdue undergrad now in MS program</p>
<p>Hao Zou – Univ International Business At one time he was addicted to video games. Now he concentrates on his studies.</p>

Doctor of Philosophy

<p>Akuffo Amankwah – University of Ghana He dreamed of studying for the PhD in the US and now he is here! Working with Dr. Quagrainie.</p>
<p>Jaspreet Aulakh – Auburn University She is a jack of all trades – enjoys dancing and cooking.</p>
<p>Benjamin Allen – Wheaton College/Purdue Ben grew up in Indianapolis, went to high school in a boarding school in India.</p>
<p>Jiang Chang – China Ag Univ Goes by Charles and likes to eat.</p>
<p>Francis Darko, Univ of Ghana/Purdue Has lived in Japan, found Purdue on line and applied. Likes soccer</p>
<p>Elizabeth Dobis – Minnesota/Purdue Spent the summer as an intern at ERS in Washington. Part of a trio with Dr. Florax, Stephanie Rosch, - not ready for gigs as yet.</p>
<p>Guillermo Marcillo, / New Mexico State Univ An outdoorsman who likes to cycle and run</p>
<p>Shanxia Sun – Shanghai Jiao Tong Univ/Lanzhou University</p>

Has been in the US for two years, working with preschoolers.

Seong do Yun – Korea/Univ of Buffalo
Mathematics and Econometrics – into tennis

Danielle Urick – MS at Purdue, returning from Montana to start her PhD program.

News from the AGECE Undergraduates:

Did you know? During the Fall semester, the Department is offering 27 different undergraduate classes. Total enrollment in AGECE classes is 2,672. About 1,530 of these contacts are non-agricultural economic majors. We have another first for the Department – Dr. **Larry DeBoer** is providing the Department's first on-line undergraduate class, AGECE 21700 - Economics.

News from the Indiana Council for Economic Education:

ICEE's Annual Awards for Excellence Program: This year the program will be held on Friday, September 23 at the beautiful Indianapolis offices of Indiana Farm Bureau and Indiana Farm Bureau Insurance. IFB and FBI are annual sponsors of the Olin Davis Teaching Awards, which honor excellence in K-12 teaching of economics. This year's statewide winners are Kim Cox and Sharon Dillman, who teach at the Elmwood Primary Learning Center, Peru Community Schools. Kim and Sharon will make a presentation about their classroom economics/entrepreneurship activities when they receive their awards. To register see <http://www.econed-in.org/pdf/Invite.pdf>

Stock Market Game: ICEE will again sponsor the Indiana Stock Market Game this fall, thanks to a grant from the Indiana Secretary of State's Securities Division. Last year approximately 15,000 Indiana students, grades 3-12 took part. To register, go to <http://www.econed-in.org/stockmarket.asp>.

Econ Camp: AGECON will again support ICEE's annual Econ Camp for teachers of high school economics. This popular event draws teachers from all over the state. Larry DeBoer and Craig Dobbins will take part in this year's agenda. For more information see http://www.econed-in.org/workshop_details.asp?ID=484.

We're Moving! On August 31 ICEE is moving to **Stewart Center, Room 66**. Come visit us sometime!

News from Center for Global Trade Analysis:

News from Center for Food and Agricultural Business:

NOV Managers Graduate from Center Program

Thirty-three hand-selected managers from National Oilwell Varco (NOV) came to Purdue August 15-19, 2011, to attend the final module of the NOV-Purdue Sales Management Program. The highlights of the week included sessions with Purdue crew coaches and team members at the Purdue boathouse, in-depth analysis of Chinese case studies, an intense Harvard marketing simulation, some fun at the Purdue Kampen Golf Course, final presentations of the capstone Global Account Projects, and an exciting celebration and graduation of this fourth class.

Core faculty leading the program included **Scott Downey**, assistant professor of agricultural economics; Sugato Chakravarty, head of the Department of Consumer Sciences and Retailing;

Paul Wang of Northwestern University; and Stacey Schetzle, an assistant professor from Ball State. Additional instructors during the final module were Charlene Sullivan, assistant professor from the Krannert School of Management; head and assistant crew coaches, David Kucik and Sandy Calfo; and NOV executives including Bob Moore, Steve Thompson, McKenna Lossman, Tom Bowden, Jed Niederer and David Reid.

Students gave presentations on their Global Account Projects, the program's capstone project. During the first residency, teams of students received the charge to create something innovative to sell to new or existing clients that would earn revenue of \$1 million by the program's end, an eight-month time period. Five out of eight teams were able to meet this challenge – the most of any classes to date – amid the challenges of working with team members across the globe in different business units and time zones. Every team made some revenue, helping the class as a whole to meet their goal of more than \$8 million, with still more orders to be shipped.

On the program's final day, participants attended a graduation reception and dinner at the Purdue Memorial Union. Jeremy Thigpen, president of NOV's downhole tools and pumping solutions division, attended the ceremony and addressed the class. He recognized the group's hard work and commended them for doing so well despite all the challenges they faced. He also thanked them for sacrificing so much time away from their families to attend this program and complete all the homework required.

National Oilwell Varco (NOV) is a worldwide leader in the design, manufacture and sale of comprehensive systems, components and services to the upstream oil and gas industry. The center collaborates with the Department of Consumer Sciences and Retailing to develop and deliver the program, in which instructors help participants prepare for the future challenges of a sales management role.

Center Delivers Channel Precision Selling at Purdue and in Nebraska

The center has teamed with Channel Bio to deliver Channel Precision Selling, a specialized sales program. The center delivered the program twice during the month of August — first at Purdue, and then in Omaha, Neb.

Twenty-seven Channel sales representatives came to Purdue's Stewart Center August 10-11 to attend the program, which was delivered by **Dave Downey**, executive director of the center, and **Scott Downey**, an associate director at the center and assistant professor of agricultural economics.

Two weeks later, **Dave Downey** delivered the program again, traveling to Omaha, Neb., August 23-24, 2011. Aaron Johnson, an assistant professor of agribusiness management at the University of Idaho, teamed with Downey to deliver the program, which took place in Omaha's Embassy Suites. Thirty-nine sales representatives from Channel were in attendance.

Both sessions included presentations on hard targets and discovery planning, prioritizing prospects, creating an action plan, positioning, call strategy planning and common objections. They also included an interview with a grower.

Channel Bio Corp. is an independent operating company wholly owned by Monsanto. The company markets corn, soybean, sorghum and alfalfa seed through full-time sales representatives and a reseller network that works directly with growers throughout most of the United States.

MS-MBA Students Pursue Career and Education Simultaneously

The MS-MBA class of 2009-2011 earned their master's degree in agricultural economics from Purdue. The program culminated on August 6 with a graduation ceremony. Eighty-four people attended, including 14 students and their families, who traveled from across the country.

On the same day as the commencement, 25 individuals from across the United States, the class of 2011-2013, began the MS-MBA program during a residency session at Indiana University.

Upon completion of the program, students will hold both an MS in agricultural economics from Purdue and an MBA from Indiana University. This dual-degree, distance-delivered program allows professionals to maintain their full-time careers while earning graduate degrees. Except for five one-week residencies, the students complete all of their coursework via the Internet. To learn more, visit www.agecon.purdue.edu/agribusiness.

The following new students started the program on August 6:

MS-MBA in Food and Agribusiness Management, Class of 2011-2013

- Garrett Baldwin, Executive Editor, The Oxford Club
- Alan Ballantyne, Distributor Accounts Manager (Canada), MacDon Industries Ltd.
- David Baynes, Global Vice President — Brewing Quality, Anheuser-Busch
- Josh Cawley, Consultant/Technical Services, Agricultural Consulting Services Inc.
- Rekha Chawla, Scientist – Plant Molecular Biology, JR Simplot
- Erik Eastman, Credit Processing Specialist III, John Deere Financial
- Mike Falter, Relationship Analyst, Rabobank
- Jeff Garlich, Senior Product Manager, John Deere
- JoDee George, Vice President, Weber Shandwick
- Alex Hayes, Plant Engineer, Archer Daniels Midland Company
- Andy Herr, Director of Business Development, Rembrandt Enterprises Inc.
- Christine Hong, Global Marketing Research Analyst, Pfizer
- Preston Ingram, Agricultural Operations Manager, Mercy Ships
- Sara Kinsell, Display Specialist/Marketing Services, John Deere
- Robert LaGrange, Seed Logistics Coordinator, Co-Alliance LLP
- Callie McArthur, Office Manager, Tyndall Mound Warehouse
- Andrew McDonald, Head of Emerging Markets Sales, Greenline Financial Technologies Inc.
- Robbie Montgomery, Business Development Analyst, Murphy-Brown LLC
- Vanessa Renwick, Loan Officer/MIS Coordinator, Federal Land Bank Association of Kingsburg
- Chad Robinson, Marketing Analyst, Pioneer Hi-Bred International Inc.
- Adam Shiflett, Commercial Loan Officer, Farm Credit Country Mortgages
- Will Smart, Technical Product Manager, Pioneer Hi-Bred International Inc.
- Adam Theis, Account Manager, Pioneer Hi-Bred International Inc.
- Tracy Thomas, Retired
- Joshua Zars, Business Support, DSM Food Specialties

Patrick Smith Wins Inaugural Capstone Project Award

Patrick Smith, vice president of BT Loftus Ranches, won the inaugural Capstone Project Founder's Cup award, which was announced at the MS-MBA graduation on August 6.

Smith's capstone project was chosen because it demonstrated a comprehensive, clearly defined and focused problem, along with the application of multi-faceted business decision making tools. Smith's project assessed the potential success of a microbrewery in Yakima Valley, Wash. His research captured both micro-level data, as well as macro trends. He provided detailed financial analysis to support the overall business plan, as well as information on the necessary capital investment, appropriate technology, marketing plan, source of investment funds, scale-up process, and management and technical skills of the proposed management team.

The Founder's Cup is intended for the student who develops the best capstone project. A former MS-MBA student suggested the Founder's Cup as a way of fostering friendly competition amongst the students in the cohort.

Upcoming Center Programs

September 13-15, 2011

[Structuring Decisions: Innovating Through Turbulence](#)

October 10-14, 2011

[Strategic AgriMarketing](#)

Travel, Speeches, Presented Papers:

David Ortega gave a departmental seminar entitled "The Economics of Food Safety in China," at Shanghai Jiao Tong University (Antai College of Economics and Management) on June 27th; Shanghai, P.R. China.

Farzad Taheripour, *The Role of Irrigation in Determining the Global Land Use Impacts of Biofuels*, Forestry and Agriculture Greenhouse Gas Modeling Forum, September 26-29, 2011, National Conservation Training Center Shepherdstown, West Virginia.

Publications

Bokar Moussa, J. Lowenberg-DeBoer, J. Fulton and Kathryn Boys, "The Economic Impact of Cowpea Research in West and Central Africa: A Regional Impact Assessment of Improved Cowpea Storage Technologies," *Journal of Stored Products Research* 47 (2011), p. 147-156

Bokar Moussa, Miriam Otoo, Joan Fulton & James Lowenberg-DeBoer (2011): Effectiveness of Alternative Extension Methods through Radio Broadcasting in West Africa, *The Journal of Agricultural Education and Extension*, 17:4, 355-369
<http://dx.doi.org/10.1080/1389224X.2011.576826>

Ortega, D.L., H. Holly Wang, and Laping Wu, "Food Safety and Demand" in China Economic Growth and the Environment, eds by Wang, Huang and Kwan, pp. 119-132. Shanghai People Press, 2011.

Özden, Caglar, Christopher Parsons, Maurice Schiff, and **Terrie Walmsley** (2011), "[Where on Earth is Everybody? The Evolution of Global Bilateral Migration 1960-2000](#)", *The World Bank Economic Review*, No. 5709.

Internship Opportunities

http://www.federalreserve.gov/careers/intern_research.htm

<http://www.fsdinternational.org/intlopps/programs/internships1>

<http://www.fcni.org/young/intern.htm>

<http://www.uschamber.com/careers/internships/default>

<http://www.unausa.org/site/pp.asp?c=fvKRI8MPJpF&b=317257>

<http://web.worldbank.org/WBSITE/EXTERNAL/EXTHRJOBS/0,,contentMDK:20515785~menuPK:1477648~pagePK:64262408~piPK:64262191~theSitePK:1058433,00.html>

Job Announcements:

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.academploy.com/
Agriculture Career Connection	http://www.ag-biz.com
Academic Position Network	http://www.apnjobs.com/
Academic Keys	http://www.academickeys.com
Community Colleges, misc	http://www.aacc.nche.edu/
ConAgra	(http://jobs.conagrafoods.com/
Chronicle of Higher Education	http://chronicle.merit.edu/jobs/
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
	http://www.ams.usda.gov/lsg/hr/lsgjobs.htm
U.S. International Trade Commission	http://usitc.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