**Becatien Henri-Joel YAO**

<Updated: February 28, 2018>

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| Department of Agricultural Economics  Kansas State University  Manhattan, KS 66506 | Email: [byao@ksu.edu](mailto:byao@ksu.edu)  LinkedIn: www.linkedin.com/in/becatienhjyao  Cel: 347-737-4405 |

**EDUCATION**

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| **PhD, Agricultural Economics** | Expected 2019 |

Kansas State University, Manhattan, Kansas

Selected courses: Agribusiness Industry Structures, Agricultural Demand and Commodity Marketing, Quantitative Topics in Agricultural Economics

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| **Master of Science, Agricultural Economics**, GPA: 4.00 | 01/2014 – 12/2015 |

Kansas State University, Manhattan, Kansas

Title of Thesis: Adoption of new-media marketing in the green industry

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| **Diplôme d’Ingenieur (French engineer’s Degree) in Agricultural Economics** | 5/ 2001 |

National Polytechnic Institute, Yamoussoukro, Cote d’Ivoire

Ranked among the top 2 Universities in Cote d’Ivoire

Title of Thesis: Improving smallholder farmers’ access to markets in the North of Cote d’Ivoire

**ACADEMIC AND PROFESSIONAL EXPERIENCE**

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| **Graduate Research Assistant** | 7/2014 – Present |

**Department of Agricultural Economics**, Kansas State University

Dr. Aleksan Shanoyan: Agribusiness January 2016 – Present

* Analyzing the impact of digital payments on smallholder’s market participation and farm productivity in Cote d’Ivoire, Tanzania and Mozambique
* Conducting data analysis of the assessment survey, Feed the Future Innovation Lab for the Reduction of Post-Harvest Loss in Guatemala

Dr. Hikaru Peterson: Agricultural marketing January 2014 – December 2015

* Designed, implemented and analyzed an online survey of greenhouse industry firms in the United States using

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| **Graduate Teaching Assistant** | 1/2014 – 5/2016 |

**Department of Agricultural Economics**, Kansas State University

Selected courses:

* AGEC 770: International Agribusiness and Policy Analysis by Dr. Christine Wilson
* AGEC 712: Optimization Techniques for Agricultural Economics by Dr. Jason Bergtold
* AGEC 318: Food and Agribusiness Management, and Commodity Futures by Dr. Orlen Grunewald

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| **Agricultural Marketing Department Manager** | 6/2010 – 2/2012 |

**ADCVI** (Fund for Intensive Horticulture Development) Abidjan, Cote d’Ivoire

*Non-profit organization promoting irrigation in Cote d’Ivoire; Fund: $6 million; Selected founders: Centre Suisse de Recherches Scientifiques (CSRS), National Association of Agricultural professional organizations in Cote d’Ivoire (ANOPACI)*

* Monitored horticulture commodity markets in Cote d’Ivoire and conducted related studies
* Represented ADCVI during national meetings involving state institutions, private sector, and NGOs
* Completed loan and grant applications for smallholder farmers and cooperatives

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| **Consultant, (BIREC)** | 9/2009 – 10/2009 |

Bureau Ivoirien de Réalisations, d’ Etudes et de Commerce (BIREC), Abidjan

*Consulting firm*

* Provided support to the Principal consultant under the Program of technical and financial assistance of the Banana sector funded by the European Commission. The mission consisted of supporting the firms operating in the Banana sector and qualified for European Commission grants. to. We were in charge of reviewing and updating the firms’ tender documents to ensure compliance with the European commission standards.

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| **Agricultural Economist, Deputy Manager** | 7/2004 – 5/2010 |

**ARIES SA**, Abidjan, Cote d’Ivoire

*Consulting firm in Agricultural development and Agribusiness; Share capital: 12 employees*

* Conducted the feasibility study for a mushroom processing unit in Abengourou (Cote d’Ivoire) that resulted in a $200,000 business loan and supervised the implementation of the project
* Implemented a varied portfolio of micro-projects financed by the United Nation Development Program (UNDP), aiming to improve agricultural value chains and targeting smallholder farmers and women in cooperatives
* Prepared proposals, terms of reference for the selection of consultants and participated in contract negotiations

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| **Monitoring and Evaluation Analyst** | 3/2002 – 6/2004 |

**PACIL/IFAD** (Project to Support Local Initiatives), Bouake, Cote d’Ivoire

*Non-profit organization funded by the International Fund for Agriculture Development (IFAD) and the West African Development Bank (WADB), regional project with 15 000 beneficiaries*

* Created and managed a database to track agricultural activities of participants through market, household and regional microfinance institutions, ensuring visibility in the results
* Conducted field studies with rural farmers participating in regional economic stimulus projects
* Participated in the evaluation of the economic impact of the project on rural households according to IFAD Key Performance Indicators

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| **Consultant** | 6/2001 – 2/2002 |

**PACIL/IFAD**, Bouake, Cote d’Ivoire

* Contributed to the implementation of a regional sale office for the farmers’ cooperatives of the Northern region of Cote d’Ivoire
* Designed a software package that tracked and reported prices, demand, and supply for grains and horticultural products in the Northern region of Cote d’Ivoire
* Trained smallholder farmers on farm management and marketing practices

**SELECTED AWARDS AND DISTINCTIONS**

* Next Generation Delegate: Chicago Council on Global Affairs (2018)
* Robert Nunemacher Graduate Scholarship from Kansas State University’s College of Agriculture (2016)
* Finalist of the Case Study Team Competition at the 25th International Food and Agribusiness Management Association (IFAMA) conference (2015)
* Phi Kappa Phi Honor Society (2015)

**SELECTED PRESENTATIONS**

**Yao, B. H**., A. Shanoyan and H. H. Peterson. “The use of New-media marketing in the green industry: Analysis of social-media adoption and its impact on sales.” Selected Paper Presentation at the Agricultural and Applied Economics Association Annual Meeting, Chicago, IL, August 2017.

**PERSONAL ADVANCEMENT**

**edX, Inc. (Online course platform)**

**Designing and Running Randomized Evaluation -** Massachusetts Institute of Technology (2017)

Developed the skills needed to design and conduct randomized evaluations of social programs and policies

**PROFESSIONAL MEMBERSHIPS**

* American Agricultural Economics Association – since 2016
* African Association of Agricultural Economists
* Toastmasters Powercat Club - Kansas State University Vice President in charge of public relation (2016)

**ADDITIONAL SKILLS**

* Languages: French (Native), English (Fluent)
* Computer literacy
* STATA, GAMS, R, SAS
* Microsoft Office, LaTeX
* Survey software: Survey CTO, Qualtrics

**REFERENCES**

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| * Dr Aleksan Shanoyan, Assistant Professor   Department of Agricultural Economics, Kansas State University  [shanoyan@ksu.edu](mailto:shanoyan@ksu.edu) |
| * Dr Hikaru Peterson, Professor and Program Coordinator, Undergraduate Agricultural and Food Business Management Major   Department of Applied Economics, University of Minnesota  [hhp@umn.edu](mailto:hhp@umn.edu) |