

Ana Cláudia Sant'Anna

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EDUCATION

PhD Student in Agricultural Economics (Expected Completion: May 2017)

Kansas State University, Manhattan, KS

Title: Ethanol and Sugar Cane Expansion in the Brazilian Cerrado: Farm, Industry and Market Analysis.

Advisor: Jason Scott Bergtold. Co-chair: Tian Xia

Master of Science in Applied Economics (2011)

University of Sao Paulo - ESALQ, Piracicaba, SP – Brazil

Title: The Economic Sustainable use of the Legal Reserve in the Cerrado: a simulation of the sustainable harvest of pequi

Advisor: Ricardo Shirota

Bachelor in Economics (2008)

University of Brasilia, Brasilia - DF, Brazil

Title: The valuing of environmental services of National Forests: An anti-deforestation instrument?

Advisor: Jorge Madeira Nogueira

TEACHING EXPERIENCE

- 2016 **Math Review Class.** (Fall, 28 hours). Instructor. Class size: 25 Students. Two week course given to incoming Kansas State University Masters and PhD students to review the mathematics required to follow the graduate classes. Overall effectiveness as a teacher 4.1. Increased desire to learn about the subject 3.8. Amount learned in the course 3.8.
- 2016 **GTA Recognition of Achievement in Professional Development Certificate**
To receive the certificate students must attend 10 teaching seminars and events, as well as, in pairs observe and evaluate each other's teaching.
- 2016 **AGEC 701 – Computer Decision Tools for Agribusiness.** (15 hours). Graduate Teaching Assistant (GTA). Master of Agribusiness course. Kansas State University. Assistant. Class size: 25 Students. Responsibilities: Helping students with the laboratory assignments.
- 2015 **AGEC 115 - Decision Tools for Agribusiness and Agricultural Economics.** (Fall)
Kansas State University. Instructor. Class size: 34 Students. Responsibilities: Class planning, conducting and designing the classes, grading and tutoring. Overall effectiveness as a teacher 3.8. Increased desire to learn about the subject 3.7. Amount learned in the course 4.0.
- 2015 **AGEC 115 - Decision Tools for Agribusiness and Agricultural Economics.** (Spring)
Kansas State University. GTA. Class size: 34 Students. Responsibilities: Grading, guest lecturing and helping students during the class with excel.

- 2012 **Planning of Environmental Investments.** University of Brasilia - UNB. Distrito Federal. Brazil. Co-Instructor with Professor Jorge M. Nogueira. Undergraduate course for Bachelor in Environmental Sciences students. Class size: 34 Students. No teacher evaluations are conducted in Brazil. Responsibilities: Lecturing on environmental valuation and cost benefit-analyses.
- 2010 **LES-687 Natural Resources and Environmental Economics.** University of São Paulo - ESALQ. Piracicaba. Sao Paulo. Brazil.
Intern in Teaching Improvement Program (PAE). Responsibilities: Designing, administering and grading exams and assignments; organizing lecture and reading lists; tutoring students; and giving two lectures during the semester on user cost.
- 2007 **Introduction to Econometrics.** University of Brasilia - UNB. Brazil.
Volunteer Teaching Assistant. Responsibilities: Grading, coaching students, giving short classes to a small size (20-30 students) group of undergraduates on how to use the software E-views and solving the assignments.
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PROFESSIONAL EXPERIENCE

May 2013 - Present. **Graduate Research Assistant.** Department of Agricultural Economics, Kansas State University; Manhattan, Kansas, USA.
Responsibilities: Conducting research for the National Science Foundation Grant: *Collaborative Research: Land Change in Brazil's Cerrado: Ethanol and Sugar Cane Expansion at the Farm and Industry Scale (NSF#1227451)*. Designing and application of field surveys; survey data analysis; econometric modeling; stated choice experiment; writing academic papers.

October 2011 - April 2013. **Research Assistant.** Research Institute for Applied Economics (IPEA). Brasilia, Distrito Federal, Brazil.
Responsibilities: Conducted research in health economics, extracted microdata from Brazilian Family Budget Surveys (POF) using STATA, wrote technical reports on the evolution of family expenditures on healthcare and developing econometric models.

June-October 2011 **Research Assistant.** Department of Economics, University of Brasilia (UnB), Brasilia, Distrito Federal, Brazil.
Responsibilities: Researched for Professor Novais on his book about the first Brazilian Census.

August- December 2008. **Initiation into Scientific Research Program (PIC) – Scholarship.** The National Council for Scientific and Technological Development (CNPq) - Brazilian Ministry of Education. Brasilia, Distrito Federal, Brazil.
Responsibilities: conducted literature review and wrote a paper with Dr Jorge Madeira Nogueira.

August 2008 - January 2009. **Research Assistant.** Euvaldo Lodi Institute (IEL) - Brasilia, Distrito Federal, Brazil.

Responsibilities: Research, data organization and impact analysis for the research project entitled: "External Evaluation of the Income and Employment Generation Program - PROGER".

*August 2007 - July 2008. **Initiation into Scientific Research Program (PIC) – Scholarship.***

The National Council for Scientific and Technological Development (CNPq) - Brazilian Ministry of Education. Brasilia, Distrito Federal, Brazil.

Responsibilities: Researched on economic valuation of environmental services under the mentoring of Dr. Jorge Madeira Nogueira.

*November 2006 - August 2007 **Internship.*** Budget and Financial Auditing Office, House of Representatives, Brasilia, Distrito Federal, Brazil.

Responsibilities: Updated statistical tables on the Brazilian Federal Budget; organized data; prepared tables for publication in the technical notes available on the House of Representatives website and attended public hearings and seminars.

*December 2005 - June 2006 **Internship.*** The Central Bank of Brazil. Economic Department, Division of Balance of Payment of the Economic Department. Brasilia, Distrito Federal, Brazil. Responsibilities: Updated information on Brazilian foreign trade using the MDIC database to inform the Monetary Policy Committee (COPOM).

HONORS AND DISTINCTIONS

- 2016 **University Distinguished Professor Award** (\$2500). Kansas State University award for PhD candidates with exceptional achievement in graduate studies and excellence in scholarship.
- 2016 **William L. Richter International Scholarship** (\$500). Kansas State University scholarship awarded to international students with academic potential.
- 2015 **1st Place** with Emrah Er and Sandra Contreras. American Agricultural Economics Association - Graduate Student Section (AAEA - GSS) Case Study Competition.
- 2015 Selected to the "**2015 Borlaug Summer Institute**" at The Purdue Center for Global Food Security at Purdue University, West Lafayette, IN.
- 2011 **Selected** by the University of Münster - Germany to the Research Transfer Leadership-Program, Year of International Cooperation between Brazil and Germany.
- 2009 **XVI Award for the best Monograph in Economics** 2009 - Honorable Mention CORECON - DF - Regional Economists' Council, Brasilia, DF
- 2008 **3rd Place** National Award for Outstanding Performance in Initiation into Scientific Research (PIC). The National Council for Scientific and Technological Development - CNPq, Brazilian Ministry of Science and Technology.
- 2003 **1st Place** Novum Agencies Inside (NAI) Award/Munich - Germany. Collective Award.
- 1999 **Gold Medal: School Merit Award. Awards of Excellence:** 2 Unit Mathematics and 3 Units Food Technology for the outstanding marks on the Higher School Certificate, making top 10 percentile in the State of New South Wales, in Mathematics. Chatswood High School - Sydney, Australia.
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PROFESSIONAL MEMBERSHIP

Western Agricultural Economics Association
Agricultural and Applied Economics Association
Southern Agricultural Economics Association
Women of Kansas State University

ADMINISTRATIVE AND SERVICE

- 2016 Served on the search committee for an Assistant Professor position in Agricultural Economics, Department of Agricultural Economics, Kansas State University
- 2016 Abstract Referee and Moderator for the 2016 AAEA Annual Meeting
- 2010 Evaluator of Scientific Initiation Posters at the 18th SIICUSP -International Symposium of Scientific Initiation at University of São Paulo, ESALQ/USP.
- 2008 Representative of the University of Brasilia at the 6th Brazilian Economic Competition promoted by the Regional Council of Economics - São Paulo - Brazil
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LEADERSHIP AND VOLUNTEER ACTIVITIES

- 2016-present President of the Graduate Students in Agricultural Economics - GSAE. Kansas State University - Manhattan, KS
- 2015-present Volunteer Usher at Mc Cain Theater – Kansas State University – Manhattan, KS
- 2015 Volunteer Work visiting Nursing Homes as part of the Nursing Home Ministry of St. Isidore's Catholic Student Center of Kansas State University - Manhattan, KS
- 2014 Vice President of GSAE and GSAE Representative at the Graduate Student Council. Kansas State University, Manhattan, KS
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PUBLICATIONS

Peer-reviewed journals

SANT'ANNA, A.C.; SHANOYAN, A.; BERGTOLD, J. S.; CALDAS, M. M.; GRANCO, G. Ethanol and Sugarcane Expansion in Brazil: What is Fueling the Ethanol Industry? *International Food and Agribusiness Management Review*. (Accepted)

GRANCO, G.; CALDAS, M. M.; BERGTOLD, J.; SANT'ANNA, A.C.; Exploring the Policy and Social Factors Fueling the Expansion and Shift of Sugarcane Production in the Brazilian Cerrado. *GeoJournal*. v. 1:1-18pp. 2015

GARCIA, L. P.; SANT'ANNA, A. C.; FREITAS, L. R. S.; MAGALHÃES, L. C. G. Tabaco control policy and variation in Brazilian family spending on cigarettes: results of the Brazilian Household Budget Surveys in 2002/2003 and 2008/2009. *Cadernos de Saúde Pública*. v. 31 (9):1894-1906, 2015.

SANT'ANNA, A. C.; GRANCO, G.; BERGTOLD, J.; CALDAS, M. M. The challenges of the sugarcane expansion: how do landowners and producers think and act. Brasília: IPEA, 2015 (Radar Bulletin - Technology, Production and Foreign Trade, Special Edition - Renewable Energy, # 39)

GARCIA, L. P.; OCKÉ-REIS, C. O.; MAGALHÃES, L. C. G.; SANT'ANNA, A. C.; FREITAS, L. R. S.; Brazilian family spending on health insurance plans: a descriptive study with data from the Family Budget Surveys, 2002-2003 and 2008-2009. *Ciência & Saúde Coletiva*, 20(5):1425-1434, 2015.

GARCIA, L. P.; SANT'ANNA, A. C.; FREITAS, L. R. S.; MAGALHÃES, L. C. G.; AUREA, A. P. Brazilian family spending on medicines: an analysis of data from the Family Budget Surveys, 2002-2003 and 2008-2009. *Cadernos de Saúde Pública* (ENSP. Printed version), v. 29, p. 1605-1616, 2013.

GARCIA, L. P.; SANT'ANNA, A. C.; MAGALHÃES, L. C. G.; AUREA, A. P. Healthcare expenses of Brazilian families living in metropolitan areas: composition and trends during the period from 1995 to 2009. *Ciência e Saúde Coletiva* (Printed version), v. 18, p. 115-128, 2012.

Peer-reviewed book chapters

SANT'ANNA, A. C.; GRANCO, G.; BERGTOLD, J.; CALDAS, M. M.; XIA, T.; MASI, P.; LINK, T.; LORENZANI, W. Chapter 13: The challenges of the sugarcane expansion: The perception of producers and landowners in Goiás and Mato Grosso do Sul. In: *Forty years of ethanol in Brazil: Hide or confront the crises?* Santos, G. (Org.) Brasília: IPEA. 2016.

GARCIA, L. P.; SANT'ANNA, A. C.; FREITAS, L. R. S.; MAGALHÃES, L. C. G. Healthcare expenses of Brazilian families living in metropolitan areas: a regional cut from the Family Budget Surveys, 2002-2003 and 2008-2009. In: Rogério Boueri; Marco Aurélio Costa. (Org.). *Brasil em desenvolvimento 2013: Estado, planejamento e políticas públicas*. 1ed. Brasília: IPEA, 2013, v. 3, p. 859-876.

Manuscripts under review

GRANCO, G.; SANT'ANNA, A.C.; BERGTOLD, J.; CALDAS, M. M.; “Ethanol plant location decision in the Brazilian Cerrado.” *Biomass & Bioenergy*. (Submitted)

Other published articles and book chapters

BERGTOLD, J.S.; SANT'ANNA, A.C.; MILLER, N; RAMSEY, S.; FEWELL, J.E. “Water Scarcity and Conservation along the Biofuel Supply Chain in the United States: From Farm to Refinery”. In: *Competition for Water Resources*. J. Ziolkowska and J. Peterson eds. Elsevier: Forthcoming.

GARCIA, L. P.; MAGALHÃES, L. C. G.; SANT'ANNA, A. C.; FREITAS, L. R. S.; AUREA, A. P. Dimensions of the access to medication in Brazil: profile and inequalities of the spending of the families according to the Family Budget Survey 2002-2003 and 2008-2009. Brasília: IPEA, 2013 (Working Paper of the Instituto de Pesquisa Econômica Aplicada- TD1839).

SANT'ANNA, A. C.; Nogueira, J. M. Economic Valuation of Environmental Services: Increasing the Effectiveness of PES Schemes in Developing Countries? Journal of Agricultural Science and Technology (USA. Print), v. 2, p. 1048-1057, 2012.

SANT'ANNA, A. C.; Nogueira, J. M. Economic Valuation of Environmental Services of the National Forests. Revista de Administração e Negócios da Amazônia (Online), v. 2, p. 83-108, 2010.

SANT'ANNA, A. C.; MADEIRA, J. M. The valuing of environmental services of National Forests: An anti-deforestation instrument? In: XVI Prize of the Regional Council of Economists of Distrito Federal (CORECON-DF) 2009, Monographs. CORECON-DF.

Research in popular media

SANTOS, G.; SANT'ANNA, A. C. Dependency on fertilizers and the effects from its ill use. Valor Econômico, 04 Jan. 2013.

INVITED PRESENTATIONS

Rio +20 - United Nations Conference on Sustainable Development. IPEA in Rio+20. The economic use of the Legal Reserve in the Cerrado: The case of the Pequi in Goiás and Minas Gerais. 2012.

CONFERENCE PROCEEDINGS, ABSTRACTS AND POSTERS

Proceedings

SANT'ANNA, A. C.; BERGTOLD, J.; CALDAS, M. M.; GRANCO, G. 2016. Analyzing sugarcane production contracts in Brazil: What do the farmers really want? AAEA 2016 Annual Meeting. Boston, MA. Available at: <http://purl.umn.edu/235655>.

SANT'ANNA, A. C.; BACHA, C. J. C. An analysis of the evolution of the extraction of non-wood forest products. In: 48th Congress of the Brazilian Society of Economics, Administration and Rural Sociology, Campo Grande. 2010. Available at: www.sober.org.br/palestra/15/131.pdf

NOGUEIRA, J. M.; SANT'ANNA, A. C. The economic value of environmental goods and services: an application in the Brazilian Cerrado. In: 48th Congress of the Brazilian Society of Economics, Administration and Rural Sociology, Campo Grande. 2010. Available at: www.sober.org.br/palestra/15/591.pdf

SANT'ANNA, A. C.; NOGUEIRA, J. M. Economic valuation of environmental services of National Forests. In: 47th Congress of the Brazilian Society of Economics, Administration and Rural Sociology, Porto Alegre, Brazil. 2009. ISBN: 978-85-7785-052-5.

Abstracts

SANT'ANNA, A. C.; BERGTOLD, J.; FEATHERSTONE, A.; CALDAS, M. M. 2016. Foreign Versus National: The Efficiency of Ethanol Plants in Brazil. Kansas Research Forum, May 2016. Manhattan, KS.

GRANCO, G., CALDAS, M., SANT'ANNA, A. C., BERGTOLD, J. 2016. Ethanol and farmers' land use decision-making in the Brazilian Savanna. Annual Meeting of the Association of American Geographers (AAG), San Francisco - CA.

GRANCO, G.; SANT'ANNA, A. C.; BERGTOLD, J.; CALDAS, M. M., 2015. Ethanol Plant Location Decision in the Brazilian Cerrado, In: Abdul Ghani Olabi and Abed Alaswad (eds.), State of the Art on Energy Developments Proceedings of the 8th International Conference on Sustainable Energy & Environmental Protection (SEEP) - Part 1, University of the West of Scotland, School of Engineering and Computing, Paisley. 464 p.

GRANCO, G.; SANT'ANNA, A. C.; CALDAS, M. M.; BERGTOLD, J.; 2015. Spatial explicit model of ethanol plant location in the Brazilian Cerrado. Annual Meeting of the Association of American Geographers (AAG). Chicago, IL.

SANT'ANNA, A. C.; XIA, T.; BERGTOLD, J.; CALDAS, M. M. 2015. Ethanol expansion in the Brazil: Analyses of the economic drivers. Kansas Research Forum, May 2015. Manhattan, KS.

SANT'ANNA, A. C.; SHIROTA, R.; DIAS, C. T. dos S. 2014. The Economic use of the Cerrado Legal Reserve: A Simulation of the Sustainable Harvest of Pequi. Tampa, FL: AAG Annual Meeting, 2014.

FREITAS, L. R. S.; GARCIA, L.; SANTANNA, A. C.; MAGALHÃES, L. C. G. Regional differences on Brazilian family spending on healthcare in 2002/2003 e 2008/2009. In: Congresso Iberoamericano de Epidemiologia, 2013, Granada. Gaceta Sanitaria, 2013. v. 27. p. 309-309.

GARCIA, L. P.; SANTANNA, A. C.; FREITAS, L. R. S.; MAGALHÃES, L. C. G. Evolution of Brazilian family spending on cigarettes, 2002/2003 e 2008/2009. In: Congresso Iberoamericano de Epidemiologia, 2013, Granada. Gaceta Sanitaria, 2013. v. 27. p. 28-29.

PACHECO, A.; GARCIA, L.; MAGALHÃES, L. C. G.; SANT'ANNA, A. C.; FREITAS, L. R. S. Evolution of the spending of the Brazilian Health Department with Pharmaceutical Assistance in the period of 2005-2010. In: 10^o Congresso Brasileiro de Saúde Coletiva, 2012, Porto Alegre. Anais do 10^o Congresso Brasileiro de Saúde Coletiva, 2012.

SANT'ANNA, A. C.; GARCIA, L.; FREITAS, L. R. S.; MAGALHÃES, L. C. G.; PACHECO, A. Healthcare expenses of Brazilian families living in rural and urban areas: a study of the Family Budget Surveys, 2002-2003 e 2008-2009. In: VI Jornada Nacional de Economia da Saúde, 2012, Brasília. Anais da VI Jornada Nacional de Economia da Saúde, 2012.

SANT'ANNA, A. C.; NOGUEIRA, J. M. Valuing environmental goods and services: is it a tool for increasing the effectiveness of PES schemes in developing countries? Rio de Janeiro: International Society for Environmental Economics Conference, 2012.

SANT'ANNA, A. C.; SHIROTA, R.; Dias, C. T. dos S. The economic use of the legal reserve in the Cerrado: a simulation of the sustainable extraction of pequi in Ipora. In: IX Encontro da Sociedade de Economia Ecológica, 2011, Brasília. IX Encontro da Sociedade Brasileira de Economia Ecológica. Brasília: Sociedade Brasileira de Economia Ecológica - ECOECO, 2011. p. 33-33.

SANT'ANNA, A. C.; CAIXETA FILHO, J. V. Maximizing the profits of the *pequi* collectors cooperative of Japonvar-MG: What is the ideal product mix? In: Young Researchers' Seminar. XI Seminar for Industrial Economics, 2010, Araraquara. Available at: <http://geein.fclar.unesp.br/decimooprimeiro.pdf>

SANT'ANNA, A. C.; CASTRO, M. C.; MACIEL, G. G. The economic regulation in Brazil. In: IX Seminar for Industrial Economics, XI Seminar for Industrial Economics, 2008, Araraquara. Available at: http://geein.fclar.unesp.br/arquivos/anais/Anais_Preliminar.pdf

SANT'ANNA, A. C.; NOGUEIRA, J. M. National forests and environmental services: an economic valuation. In: XIV Congress for Scientific Initiation at the University of Brasilia and the 5th Congress of Scientific Initiation of DF, 2008, Brasília. XIV Congresso de Iniciação Científica da Universidade de Brasília e 5º Congresso de Iniciação Científica do DF. Brasília: UnB, 2008.

Posters

BLAIR, G.; SANT'ANNA, A.C.; BERGTOLD, J.S. 2016. Technical Efficiency of Sugarcane Plants in the State of Sao Paulo. Gamma Sigma Delta Undergraduate Research Showcase for the College of Agriculture. 2016. Manhattan, KS.

SANT'ANNA, A. C.; GRANCO, G.; BERGTOLD, J.; CALDAS, M. M. 2015. It is all about location?: An analysis of the factors that affect the location decision of sugarcane processing mills in Goiás and Mato Grosso do Sul, Brazil. AAEA 2015. San Francisco

SANT'ANNA, A. C.; BERGTOLD, J.; GRANCO, G.; CALDAS, M. M.; XIA, T.; 2015. "Ethanol expansion in Brazil: The linkages between sugarcane producers and mills in the Cerrado region." Manhattan, KS: The Energy Symposium 2015. Kansas State University

SANT'ANNA, A. C.; ORTEZ, M. A.; HENDRICKS, N. P. 2014. A welfare analysis of preferential fuel taxes for ethanol in Brazil. Manhattan, KS: The 2014 Energy Symposium. Kansas State University - Center for Sustainable Energy. 2014

SANT'ANNA, A. C.; GARCIA, L.; FREITAS, L. R. S.; MAGALHÃES, L. C. G.; PACHECO, A. Composition of the private health spending of families living in rural and urban areas of the great regions of Brazil in 2008-2009. V Congreso de Economía de la Salud de América Latina y el Caribe. 2012. Montevideo, Uruguay.

SANT'ANNA, A. C.; SHIROTA, R. Economic use of the Legal Reserve in the Cerrado: a case study of the sustainable extraction of pequi. In: 63^a Reunião Anual da Sociedade Brasileira para o Progresso, 2011, Goiânia. Anais/Resumos da 62^a Reunião Anual da SBPC. Goiânia: Sociedade Brasileira para o Progresso Científico, 2011.

SANT'ANNA, A. C.; NOGUEIRA, J. M. The importance of economic valuation for forest concessions. In: 47th Congress of the Brazilian Society of Economics, Administration and Rural Sociology, Porto Alegre, Brazil. 2009. ISBN: 978-85-7785-052-5.

SANT'ANNA, A. C.; Nogueira, J. M. National Forests and environmental services: An economic valuation. In: 61st Annual reunion of the SBPC (Brazilian Society for the Progress of Science), 2009, Manaus. 2009.

GRANTS AND TRAVEL AWARDS

2016 South Central Sun Grant 2016 USDA-NIFA Competitive Grants Program.

Title: Targeted Bio-based Product Labeling and Consumer Demand for Bio-Based Products. Investigators: J. S. Bergtold (PI), A. Shanoyan (Co-PI), A. C. Sant'Anna (Co-PI) and I. Altman (Co-PI). Amount: US\$138,000. Status: Not Selected

2016 WAEA Travel Award (\$500)

2016 Graduate Student Council Travel Grant (\$750)

2015 Graduate Student Council Travel Grant (\$500)

2014 Graduate Student Council Travel Grant (\$500)

2012 Travel Grant to the XVI Latin-American Summer School in Operative Research (XVI ELAVIO) (\$200).

2010 Travel Grant to the Second Brazilian Workshop of the Game Theory Society in honor of John Nash, on the occasion of the 60th anniversary of Nash Equilibrium.

Presentations by Nobel Laureates: John Nash, Robert Aumann, Roger Myerson and Eric Maskin.

2003 FINATEC – Foundation of Scientific and Technological Enterprises

Title: National Forests and Environmental Services: An Economic Valuation. Investigator: J. M. Nogueira. (I wrote the grant.) Amount: US\$ 600. Status: Completed.

ADDITIONAL TRAINING

- 2012 Pesticides and their impacts on human health. (Duration: 20 hours)
Escola Nacional de Saúde Pública/FIOCRUZ. Rio de Janeiro, Brazil
- 2012 Environmental chemical contaminants in water supply. (Duration: 20 hours)
Escola Nacional de Saúde Pública/FIOCRUZ. Rio de Janeiro, Brazil
- 2005 Teacher's Training Course - TTC (Duration: 28 hours).
Cultura Inglesa (British Council) – Brazil
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LANGUAGE CERTIFICATES

- 2008 French. Certificate: DELF B1 - Diplôme d'études en langue française.
Ministry of Education of France.
- 2002 Spanish. Certificate: Diploma de exelencia en la lengua española - Advanced.
International Institute Alhambra, Spain
- 2000 German. Certificate: ZOP (Superior German Certificate)
Goethe Institute, Munich, Germany
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