

Aleksan Shanoyan

Department of Agricultural Economics
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EDUCATION

- 2011 Ph.D. Agricultural, Food and Resource Economics, Michigan State University
Fields of concentration: Agribusiness Strategy and Management, International Development, Applied Econometrics *Advisors:* Dr. Christopher Peterson, Dr. Hamish Gow
- 2007 M.S. Agricultural Economics, University of Illinois at Urbana-Champaign,
- 2003 B.S. Economics and Accounting, Armenian Agricultural Academy
Minor: Agribusiness Management, certificate from Texas A&M University

EXPERIENCE

- 2012 – present Assistant Professor, Department of Agricultural Economics, Kansas State University
- 2009 – 2011 Research Assistant, MSU Product Center for Agriculture and Natural Resources, Michigan State University
- 2007 – 2009 Research Assistant, Partnership for Food Industry Development – Fruits & Vegetables (PFID-FV), Michigan State University
- 2003 – 2007 Research Assistant, Department of Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign
- 2003 Research Assistant, USDA Marketing Assistance Program, Yerevan, Armenia
- 2003 Assistant of the President, Federation of Agricultural Associations, Yerevan, Armenia
- 2002 Intern, Batumi Sea Port and Adjarian Customs Department, Batumi, Georgia
- 1995 – 1997 Private Entrepreneur, Meat Retail Sector, Rostov-on-Don, Russian Federation

Military Experience

- 2000-2001 Managing Officer, Military Warehouse of Combustive-Lubricating Materials, Republic of Armenia Armed Forces, Armenia
- 1997-1999 Senior Radio-communication Specialist, Republic of Armenia Armed Forces, Armenia

HONORS

- Outstanding Undergraduate Teaching Award under ten years of experience, Western Agricultural Economics Association, 2016.
- Gold Quill Award for Outstanding Article of the 2016 Journal of the American Society of Farm Managers and Rural Appraisers.
- Graduate Fellow, Academy of Entrepreneurial Leadership, USA, 2006
- Selected Participant, International Business Immersion Program:
- Analysis of wool supply chain, New Zealand, 2006
 - Analysis of soybean, sugar, and coffee supply chains, Brazil, 2005
 - Analysis of expansion impact on EU agricultural policy, Belgium, 2004

JOURNAL ARTICLES

- Bergtold, J., A. Shanoyan, J. Fewell, and J. Williams. "Annual Bioenergy Crops for Biofuels Production: Farmers' Contractual Preferences for Producing Sweet Sorghum." *Energy*, In press.
- Sant Anna, A., Shanoyan, A., Bergtold, J., Caldas, M., and G. Granco. 2016. "Ethanol and Sugarcane Expansion in Brazil: What is Fueling the Ethanol Industry?" *International Food and Agribusiness Management Review*, 19(4): 163-182.
- Shanoyan, A., Ross, B., Gow, H., Peterson, C., and Black, R. 2016. "Third-Party Facilitation of Market Linkages in the Agri-Food Supply Chain: Evidence from the Armenian Vegetable Industry." *Journal on Chain and Network Sciences*, 16(2): 83-93.
- Protopop, I., and A. Shanoyan. 2016. "Big Data and Smallholder Farmers: Big Data Applications in the Agri-Food Supply Chain in Developing Countries." *International Food and Agribusiness Management Review*, 19(A): 173-190.
- Zereyesus, Y., Shanoyan, A., Ross, K., and V. Amanor-Boadu. 2016. "The Determinants of Household Level Well-Being: Insights from Northern Ghana." *Development Studies Research*, 3(1): 1-10.
- Zereyesus, Y., V. Amanor-Boadu, K. Ross, and A. Shanoyan. 2016. "Does Women's Empowerment in Agriculture Matter for Children's Health Status? Insights from Northern Ghana." *Social Indicators Research*, 16(1).
- Griffin, T.W., T.B. Mark, S. Ferrell, T. Janzen, G. Ibendahl, J.D. Bennett, J.L. Maurer, and A. Shanoyan. 2016. Big Data Considerations for Rural Property Professionals. *Journal of American Society of Farm Managers and Rural Appraisers*. pp 167-180.
- Ross, K.L., Y.A. Zereyesus, A. Shanoyan and V. Amanor-Boadu. 2015. "The Health Effects of Women Empowerment: Recent Evidence from Northern Ghana." *International Food and Agribusiness Management Review* 18(1):127-144.

- Shanoyan, A., R.B. Ross, H.R. Gow and H.C. Peterson. 2014. "Investment Responses to Third-party Market Facilitation in Armenia." *Journal of Agribusiness in Developing and Emerging Economies* 4(2):98-114.
- Shanoyan, A., R.B. Ross, H.R. Gow and H.C. Peterson. 2014. "Long-term Sustainability of Third-party Facilitated Market Linkages: Evidence from the USDA Marketing Assistance Program in the Armenian Dairy Industry." *Food Policy* 46:157-164.
- Shanoyan, A., B.C. Briggeman, B. Harmon, K. Harris, J. Haverkamp, R. Heier, J. Holder, C. Kniebel, K. Jackson, T. Lutz, T. Warta and A. Wendelburg. 2014. "Cooperative Innovation: The Case of Team Marketing Alliance, LLC." *International Food and Agribusiness Management Review* 17(1):187-197.
- Pandey, V., A. Shanoyan, H.C. Peterson and R.B. Ross. 2013. "Principal-Agent Governance Mechanism in an Emerging Biofuels Supply Chain in USA." *Asian Journal of Agriculture and Rural Development* 3(8):532-542.
- Gow, H.R., A. Shanoyan and J. Cocks. 2009. "Farmers' Choices Among Alternative Dairy Marketing Channels in Armenia: Can Appropriately Designed ODA Substitute for FDI?" *Journal of Rural Cooperation* 37(1):100-123.
- Gow, H.R., A. Shanoyan, L. Abrahamyan, and M. Aleksandryan. 2006. "Agricultural Production Credit Clubs in Armenia: Facilitating Investment Through Market Linkages, Social Capital, and Microcredit." *Agricultural Finance Review* 66(2):315-329.

Under Review

- Shanoyan, A., Bankuti, S., and L. Colares-Santos. "Contractual Arrangements and Incentive Structures in Transactions between Commodity Beef Producers and Processors in Brazil" (under review)
- Hovhannisyan, V. and A. Shanoyan. "Food Demand in China Revisited: An EASI Demand System Estimated with Unobserved Consumer and Province Heterogeneity" (under review)

GRANTS AND AWARDS

- 2015 USDA FAS Grant, Deep Dive Analysis of Armenia Water to Market Training Program (US\$107,552), with B. Schwab.
- 2014 College of Agriculture Mini-Grant on Innovation in Teaching, Learning and Assessment, Kansas State University (US\$ 7,980), with J.S. Bergtold.
- 2013 CoBank Research Fellowship, Arthur Capper Cooperative Center, Kansas State University (US\$5,000)
- 2013 Kansas State University Peer Review of Teaching Program (US\$ 1,000)
- 2009 Michigan State University Predissertation Travel Award, International Studies and Programs, Michigan State University (US\$ 5,000)
- 2008 and 2010 Student Travel Grant, International Food and Agribusiness Management Association (US\$ 2,000)

- 2008 Scholarship Award, Future Leaders Forum, Association for International Agriculture and Rural Development
- 2006 Graduate Scholarship Award, Academy of Entrepreneurial Leadership, USA (US\$5,000)

CONFERENCE PRESENTATIONS

- Embaye, W., Bergtold, J., Schwab, B., and A. Shanoyan. "Impact of Farm Training on Efficiency of Small Scale Farms in Armenia." Selected Poster. 2016 AAEA Annual Meeting. Boston, MA. July 31-Aug.2, 2016.
- Zereyesus, Y., Amanor-Boadu, V., Tsiboe, F., Ross, K., and A. Shanoyan. "Experimental Evidence of Nutrition Interventions in Northern Ghana." Selected Poster. 2016 AAEA Annual Meeting. Boston, MA. July 31-Aug.2, 2016.
- Shanoyan, A. and J.S. Bergtold. "Assessing Impact of Group Composition and Social Factors on Student Performance in Team-Based Learning Activities in Higher Education." Selected Paper. 2015 WERA-72 Annual Meeting. Las Vegas, NV. June 21-23, 2015.
- Bergtold, J.S., A. Shanoyan, J. Fewell, and J. Williams. "Farmer's Willingness to Grow Sweet Sorghum as an Annual Bioenergy Crop Under Contract: Assessing Willingness to Pay for Contract Attributes." Selected Paper. 2015 International Conference on Sustainable Energy and Environmental Protection. Paisley, Scotland. August 11-14, 2015.
- Hancock, A., A. Shanoyan, Y.A. Zereyesus, K.L. Ross, and V. Amanor-Boadu. "The Effect of Storage and Infrastructure on Post-Harvest Loss in Northern Ghana." Selected Paper. 2015 IFAMA Annual World Symposium. Saint Paul, MN. June 14-17, 2015.
- Mzyece, A., A. Shanoyan, Y.A. Zereyesus, K.L. Ross, and V. Amanor-Boadu. "Transaction Costs and Market Participation: Recent Evidence from Northern Ghana." Selected Paper. 2015 IFAMA Annual World Symposium. Saint Paul, MN. June 14-17, 2015.
- Salin-Maradeix, M., Y.A. Zereyesus, K.L. Ross, A. Shanoyan, and V. Amanor-Boadu. "Fertilizer Use and Agricultural Productivity in Northern Ghana: The Effect of Transaction Costs in Accessing Input Markets." Selected Paper. 2015 IFAMA Annual World Symposium. Saint Paul, MN. June 14-17, 2015.
- Gutierrez, E., Y.A. Zereyesus, K.L. Ross, A. Shanoyan, and V. Amanor-Boadu. "Unleashing Women's Productive Potential to Drive Economic Growth and Rural Development in Northern Ghana." Selected Paper. 2015 IFAMA Annual World Symposium. Saint Paul, MN. June 14-17, 2015.
- Bergtold, J.S., A. Shanoyan, I. Altman, J. Fewell and J. Williams. "Estimating the Supply of Corn Stover at the Farm Level for Biofuel Production: Taking Account of Farmers' Willingness to Harvest." Selected Paper. 2014 AAEA Annual Meeting. Minneapolis, MN. July 27-29, 2014.
- Zereyesus, Y.A., A. Shanoyan, K.L. Ross and V. Amanor-Boadu. "Children First: Understanding Children's Well-being in Northern Ghana." Selected Paper. 2014 AAEA Annual Meeting. Minneapolis, MN. July 27-29, 2014.

Ross, K.L., A. Shanoyan, Y.A. Zereyesus and V. Amanor-Boadu. "Longitudinal Analysis of Child Malnutrition Trends in Ghana." Selected Paper. 2014 AAEA Annual Meeting. Minneapolis, MN. July 27-29, 2014.

Zereyesus, Y.A., A. Shanoyan, K.L. Ross and V. Amanor-Boadu. "An Empirical Analysis of Household Well-being in Northern Ghana." Selected Poster. 2014 AAEA Annual Meeting. Minneapolis, MN. July 27-29, 2014.

Zereyesus, Y.A., K.L. Ross, A. Shanoyan and V. Amanor-Boadu. "Effect of Women's Empowerment on Children Well-being in Northern Ghana." Selected Poster. 2014 AAEA Annual Meeting. Minneapolis, MN. July 27-29, 2014.

Bergtold, J.S., G. Andrango, A. Shanoyan and D. Ancher. "Farmers' Willingness to Grow Oilseeds as a Biofuel Feedstock for Jet Fuel: A Latent Class Model Approach." Selected Poster. 2014 AAEA Annual Meeting. Minneapolis, MN. July 27-29, 2014.

Shanoyan, A., K.L. Ross, Y.A. Zereyesus and V. Amanor-Boadu. "An Apple a Day: Factors Affecting Fruits and Vegetable Expenditures and Consumption in Northern Ghana." Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.

Shanoyan, A., K.D. Harris and B.C. Briggeman. "Learning-by-Doing: Cost Experience Curves of Midwestern Cooperatives." Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.

Ross, K.L., A. Shanoyan, V. Amanor-Boadu and Y.A. Zereyesus. "From Subsistence to Commercial Production: Factors Affecting Smallholder Bean and Cowpea Producers' Market Participation in Zambia." Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.

Zereyesus, Y.A., A. Shanoyan, K.L. Ross and V. Amanor-Boadu. "Determinants of Children's Well-being in Northern Ghana." Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.

Ross, K.L., Y.A. Zereyesus, A. Shanoyan and V. Amanor-Boadu. "The Health Effects of Women Empowerment: Recent Evidence from Northern Ghana." Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.
Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.

Zereyesus, Y.A., K.L. Ross, A. Shanoyan and V. Amanor-Boadu. "Examining the Relationship between Women's Empowerment and Children Well-Being: The Case of Northern Ghana." Selected Paper. 2014 IFAMA Annual World Symposium. Cape Town, South Africa. June 16-17, 2014.

Shanoyan, A., B.C. Briggeman, B. Harmon, K.D. Harris, J. Haverkamp, R. Heier, J. Holder, C. Kniebel, K. Jackson, T. Lutz, T. Warta and A. Wendelburg. "Cooperative Innovation: The Case of Team Marketing Alliance, LLC." Selected Paper. 2013 AAEA Annual Meeting. Washington, D.C. August 4-6, 2013.

- Shanoyan, A., R.B. Ross, H.R. Gow, H.C. Peterson and R. Black. "Long-term Sustainability of Third-party Facilitated Market Linkages: Evidence from the USDA Marketing Assistance Program in the Armenian Dairy Industry." Selected Paper. 2012 AAEA Annual Meeting. Seattle, WA. August 12-14, 2012.
- Shanoyan, A., R.B. Ross, H.R. Gow, H.C. Peterson and R. Black. "Third-Party Facilitation of Market Linkages in the Agri-Food Supply Chain: Evidence from the Armenian Vegetable Industry." Selected Paper. 2012 AAEA Annual Meeting. Seattle, WA. August 12-14, 2012.
- Shanoyan, A., H.R. Gow, H.C. Peterson and R.B. Ross. "Third-Party Facilitation of Investments in Private Enforcement Capital: Evidence from Armenian Dairy Industry." Selected Paper. 2010 AAEA Annual Meeting. Denver, CO. July 25-27, 2010.
- Ross, R.B., A. Shanoyan, D. Conner, S. Smalley and K. Colasanti. "Distributing Entrepreneurial Agri-Food Products: A Double Hurdle Model of Participation and Expenditure at Michigan Farmers' Markets." Selected Paper. 2010 IFAMA Annual World Symposium. Boston, MA. June 19-20, 2010.
- Gow, H.C. and A. Shanoyan. "Is the Facilitation of Sustainable Market Access Achievable? Design and Implementation Lessons from Armenia." Selected Paper. 2010 IAMO Forum. Halle, Germany. June 16-18, 2010.
- Gow, H. and A. Shanoyan. "Is Sustainable Market Access Achievable for Small Farmers? A Dual Strategy to Overcoming the Intervention Design Challenge." Selected Paper. Joint FAO-IAMA Workshop. Budapest, Hungary. June 20-21, 2009.
- Gow, H. and A. Shanoyan. "Designing Appropriate Market Linkage Programs for Small Farmers: Are Cooperatives and Private Firms Complements or Substitutes?" Selected Poster. 2008 IFAMA Annual World Symposium. Monterey, CA. June 14-15, 2008.
- Gow, H. and A. Shanoyan. "Investment and Income Responses to Marketing Channel Choice." Selected Paper. 2006 AAEA Annual Meeting. Long Beach, CA. July 23-26.
- Gow, H., A. Shanoyan, and T. White. "Public Facilitation of Economically sustainable Business Linkages in Subsistence Markets: Lessons Learnt from the USDA Marketing Assistance Program in Armenia." Selected Paper. 2006 Conference on Product Market Development for Subsistence Marketplaces. Chicago, IL. August 2-4, 2006.

PROFESSIONAL SERVICE

University

Undergraduate Program Committee, Department of Agricultural Economics, KSU. 2012 – present.

Co-Advisor, Agricultural Economics/Agribusiness Club, Department of Agricultural Economics, KSU. 2012 – present.

Search Committee, Assistant Professor position. Fall 2014.

Advisor for the KSU Ag. Economics graduate student case competition team at the International Food and Agribusiness Management Association Annual World Symposium, Summer 2014, 2015.

Advisor for the KSU Ag. Economics graduate student case competition teams at the AAEA Annual Meeting. Summer 2014 (1st place), 2015 (1st place), and 2016 (2nd place).

Mentor, K-State Center for Risk Management Education & Research, Research Projects, Fall 2014, 2015, 2016.

Mentor, K-State Research and Extension Multicultural Fellows Program, College of Agriculture, KSU. Summer 2014, 2015.

Graduate Policy Committee, Department of Agricultural, Food and Resource Economics, Michigan State University, 2008-2009

Vice President, Graduate Student Organization in the Department of Agricultural, Food and Resource Economics, Michigan State University, 2008-2009

National and International Organizations

Managing Editor, International Food and Agribusiness Management Review. August 2015 – present.

Elected Director, Western Agricultural Economics Association, for 2017-2020 term.

Teaching Award Subcommittee of the Agricultural and Applied Economics Association. 2013 – 2016.

Board of Trustees, International Center for Agribusiness Research and Education. 2013 – present.

Marketing Consultant, Online Marketing Consultancy Project for Small and Medium Enterprises in Armenia, 2002

Journal referee for *International Food and Agribusiness Management Review*; *Energy Economics*.

GRADUATE STUDENT ADVISING

Ph.D. Agricultural Economics

Becatien Yao (major advisor)	-Exp. Grad: TBD
Michael Lindbloom (co-major advisor)	-Exp. Grad: TBD
Graciela Andrango	-Grad: Spring 2016
Ana Sant Anna	-Exp. Grad: Spring 2017

M.S. Agricultural Economics

Tianyu Chen (major advisor)	-Exp. Grad: TBD
Shuang Xu (major advisor)	-Exp. Grad: TBD
Becatien Yao (co-major advisor)	-Grad: Summer 2016
Lucas Holsapple	-Exp. Grad: TBD
Olabisi Ekong	-Exp. Grad: TBD
Michelle Estes (major advisor)	-Grad: Fall 2014
Alex Strevell	-Grad: Spring 2014
Becatien Yao (co-major advisor)	-Exp. Grad: Spring 2016
Maxime Salin	-Grad: Summer 2015
Adam Hancock	-Grad: Fall 2015
Agness Mzyece	-Grad: Summer 2016

Elizabeth Gutierrez -Grad: Spring 2016

Master of Agribusiness

Jamie Cooke (major advisor)	-Exp. Grad: TBD
Nicole Luna	-Grad: Spring 2016
Saejin Kim	-Exp. Grad: TBD
Kurt Anderson	-Grad: Spring 2014
Heather Luis	-Grad: Spring 2014
Brian Myers	-Grad: Spring 2015
Christopher Patterson	-Exp. Grad: TBD

PROFESSIONAL AFFILIATION

Agricultural and Applied Economics Association
Western Agricultural Economics Association
International Food and Agribusiness Management Association
Association for International Agriculture and Rural Development

LANGUAGE SKILLS

English (fluent), Russian (fluent), Armenian (native)

TEACHING EXPERIENCE

- Instructor in AGEC 599-Food and Agribusiness Management Strategies a senior level capstone course for Agribusiness majors, Department of Agricultural Economics, Kansas State University, Spring 2012, 2013, 2014, 2015 and 2016
- Instructor in AGEC 318-Food and Agribusiness Management, Department of Agricultural Economics, Kansas State University, Spring 2014, 2015, and 2016
- Instructor in AGEC 880-Agribusiness Industry Structures a graduate level course, Department of Agricultural Economics, Kansas State University, co-instructor in Spring 2012, 2013, 2014, 2015; main instructor in 2016
- Co-Instructor in FIM 439-Food Business Analysis and Strategic Planning a senior level capstone course for Food Industry Management majors, Department of Agricultural, Food, and Resource Economics, Michigan State University, Fall 2010 and 2011.
- Invited Guest Lecturer, Department of Food Science and Human Nutrition, Michigan State University. Designed and presented lecture “*Designing, Staging, and Marketing the Experience*” to senior undergraduates in Food Product Development course, September 2008 and September 2009.
- Invited Guest Lecturer, Department of Agricultural, Food, and Resource Economics, Michigan State University. Designed and presented lecture “*Moral Hazard and Adverse Selection Problems in Russian Meat Markets*” to doctoral students in Information Economics and Institutions in Agriculture and Natural Resources course, November 2009.

- Teaching Assistant, Department of Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign, senior/graduate level course in International Agribusiness Management. Fall 2005 and Fall 2006