

Becatien Henri-Joel YAO
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EDUCATION

PhD, Agricultural Economics Expected 2018
Kansas State University, Manhattan, Kansas
Selected courses: Public economics, Agribusiness Industry Structures,
Advanced Microeconomic Theory

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

Diplôme d'Ingenieur (French engineer's Degree) in Agricultural Economics 5/ 2001
National Polytechnic Institute, Yamoussoukro, Cote d'Ivoire
Ranked among the top 3 Universities in Cote d'Ivoire
Title of Thesis: Improving smallholder farmers' access to markets in the North of Cote d'Ivoire

INTERESTS

- Agriculture and rural development
- Agribusiness and value chain analysis

ACADEMIC AND PROFESSIONAL EXPERIENCE

Graduate Research Assistant 7/2014 – Present
Department of Agricultural Economics, Kansas State University

- Analyzing the impact of digital payments on smallholder's market participation and farm productivity in Cote d'Ivoire, Tanzania and Mozambique
- Conducting the economic analysis of the Baseline survey as Evaluation Team Member of the Feed the Future Innovation Lab for the Reduction of Post-Harvest Loss in Guatemala
- Designed, implemented and analyzed an online survey of greenhouse industry firms in the United States using Qualtrics survey software

Graduate Teaching Assistant 1/2014 – 5/2016
Department of Agricultural Economics, Kansas State University

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

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)

- Conducted the successful federation of 6 farmer cooperatives, reducing their input procurement and marketing costs by 5% and performed on the field training
- Represented ADCVI during national meetings involving state institutions, private sector, and NGOs
- Completed loan and grant applications for smallholder farmers and cooperatives
- Monitored horticulture commodity markets in Cote d'Ivoire and conducted related studies

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.

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

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

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

- 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)
- INPHB Merit-based scholarship from the State of Cote d'Ivoire (1995-2000)

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, SPSS
 - Microsoft Project, Microsoft Office, LaTeX
 - Survey software: Survey CTO, Qualtrics

REFERENCES

- Dr Aleksan Shanoyan, Assistant Professor
Department of Agricultural Economics, Kansas State University
shanoyan@ksu.edu
- Dr Hikaru Peterson, Professor and Program Coordinator, Undergraduate Agricultural and Food Business Management Major
Department of Applied Economics, University of Minnesota
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