

## ***CURRICULUM VITAE***

**Sayed H. Saghaian, Associate Professor**

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### **I. Academic Training**

Ph.D. Agricultural Economics, December 1992 - University of Kentucky  
M.S. Operations Research, May 1986 - University of Kentucky  
B.Sc. Mechanical Engineering, May 1983 - University of Kentucky

### **II. Positions Held**

|  |                |
|--|----------------|
| Department of Agricultural Economics, University of Kentucky (UK)            | 1998 - present |
| <i>Associate Professor, Food and Agribusiness Management</i>                 | 2008 - present |
| <i>Assistant Professor, Food and Agribusiness Management</i>                 | 2005 - 2008    |
| <i>Research Scientist II, Agricultural Economics, UK</i>                     | 2004 - 2005    |
| <i>Assistant Research Professor, Agricultural Economics, UK</i>              | 2001 - 2004    |
| <i>Postdoctoral Research, Agricultural Economics, UK</i>                     | 1998 - 2001    |
| <i>Postdoctoral Associate, Agricultural Economics, UK</i>                    | 1992 - 1993    |
| <i>Research Assistantship, Agricultural Economics, UK</i>                    | 1988 - 1992    |
| Department of Agricultural and Resource Economics, University of Sydney,     |                |
| <i>Lecturer, January 14 to February 21</i>                                   | 2004 - 2004    |
| Lexington Community College (LCC), <i>Adjunct Instructor</i>                 | 1999 - 2004    |
| Department of Industrial Engineering, Isfahan University of Technology (IUT) | 1993 -         |
| 1998   |                |
| <i>Assistant Professor, Industrial Engineering department, IUT</i>           | 1993 - 1998    |
| <i>Chairman, Industrial Engineering Department, IUT</i>                      | 1997 - 1998    |
| <i>Director of Graduate Studies, Industrial Engineering, IUT</i>             | 1994 - 1997    |
| Department of Mathematics, <i>Teaching Assistantship, UK</i>                 | 1983 - 1984    |

### **III. Honors and Awards**

1. **2007 Distinguished Professional Contribution Award**, Southern Agricultural Economics Association, February 5, Mobile AL.
2. **2006-present, Vice-President for Education**, Food Distribution Research Society, in charge of the process by which outstanding food industry research at the M.S. and Ph.D. levels are recognized by awarding annually the **Applebaum Scholastic Achievement Award** for meritorious agribusiness research in North America.
3. **2002 Outstanding Journal Article Award**, *Journal of Agricultural and Applied Economics (JAAE)*, Southern Agricultural Economics Association, February 3, 2003, Mobile AL.

### **IV. Research and Other Creative Activities**

**A. Research Publications:** (This list includes refereed scientific articles as well as refereed conference proceedings. Author listed first is the senior author unless otherwise noted.)

#### **2008**

1. Akben<sup>1</sup>, E., G. Özertan, A. Spaulding, and **S. Saghaian**, (2008) "Consumer Responses to the H5N1 Avian Influenza: The Case of Turkey," *Economics Bulletin*, 4(15): 1-9.
2. **Saghaian, S.**, G. Ozertan, and A. Spaulding. (2008) "The Dynamics of Price Transmission in the Presence of a Major Food Safety Shock: The Impact of N5N1 Avian Influenza on the Turkish Poultry Sector." *Journal of Agricultural and Applied Economics*, 40(3): forthcoming.
3. Bamba<sup>1</sup>, I., M. Reed, and **S. Saghaian**. (2008) "Monetary Policy Impacts on Coffee and Cocoa Prices." The *Journal of International Agricultural Trade and Development*. 4(2) summer/fall, forthcoming.
4. Maynard, L., **S. Saghaian**, and M. Nickoloff<sup>1</sup>. (2008). "Buyer and Seller Responses to an Adverse Food Safety Event: The Case of Frozen Salmon in Alberta." The *International Food and Agribusiness Management Review*. 11(1): 77-96.

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<sup>1</sup> Denotes a graduate student with whom I serve as major advisor, committee member or another graduate student.

5. **Saghaian, S.** and M. Reed. (2008). "Food Quality and Safety Standards: Impacts on World Food Trade." *Trade Policy Research*. Nova Science Publishers, Inc., Hauppauge, NY, forthcoming.
6. **Saghaian, S.** L. Maynard, and M. Reed. (2008). "The Importance of Context in Determining Consumer response to Food Safety Events: The Case of Mad Cow Disease Discovery in Japan, the United States, and Canada." *Business Management Research*. Nova Science Publishers, Inc., Hauppauge, NY, forthcoming.
7. Nickoloff, M., L. Maynard, **S. Saghaian**, and M. Reed. (2008). "The Effect of Conflicting Health Information on Frozen Salmon Consumption in Alberta, Canada." *Journal of Food Distribution Research*, 39 (1): 97-102.
8. Gupta, K., and **S. Saghaian**. (2008). "Institutional Framework for Meeting International Food Safety Market Standards for Agricultural Products from a Developing Country Perspective." *Journal of Food Distribution Research*, 39 (1): 78-83.
9. Shepherd <sup>1</sup>, J. and **S. Saghaian**. (2008). "Consumer Response and Trust of Information to Food Safety Events in the Chicken and Beef Markets in Kentucky." *Journal of Food Distribution Research*, 39 (1): 123-129.

## 2007

10. Maynard, L, **S. Saghaian**, and M. Nickoloff. (2007). "Consumer Reaction to Health Messages about Fish Consumption." Consumer and Market Demand – Agricultural Research Policy Network working paper CMD 07-05, Edmonton, Alberta, November.
11. **Saghaian, S.** (2007). "Beef Safety Shocks and Dynamics of Vertical Price Adjustment: The Case of BSE Discovery in the U.S. Beef Sector." *Agribusiness: An International Journal*, 23(3): 333-348.
12. **Saghaian, S.** and M. Reed. (2007). "Consumer Reaction to Beef Safety Scares." *International Food and Agribusiness Management Review*, 10(1): 18-35.
13. **Saghaian, S.**, L. Maynard, and M. Reed. (2007). "The Effect of *E. Coli* 0157:H7, FMD and BSE on Japanese Retail Beef Prices: A Historical Decomposition." *Agribusiness: An International Journal*, 23(1): 131-147.
14. Shockley <sup>1</sup>, J., C. Dillon, and **S. Saghaian**. (2007). "Precision Agriculture Adoption and the Optimal Location of Technology Providers in Kentucky." *Precision Agriculture'07*. J.V. Safford, editor. Wageningen Academic Publishers, the Netherlands, 769-774. (Refereed conference proceedings)
15. **Saghaian, S.**, G. Ozertan, and A. Spaulding. (2007). "The Dynamic Impact of H5N1 Avian Influenza on the Turkish Poultry Sector." in *A Food Culture: Tradition, Innovation*

*and Trust – A Positive Force for Modern Agribusiness*. Proceedings of the *International Food and Agribusiness Management Association (IAMA) 17<sup>th</sup> Annual World Food and Agribusiness Congress*, Parma, Italy; June 23-26. (Refereed conference proceedings) [Available on IAMA website.]

16. **Saghaian, S.** (2007). “Consumer Reaction to Food Safety Concerns: The Role of Supplier Behavior.” *Journal of Food Distribution Research*, 38(1): 128-133.

#### 2006

17. **Saghaian, S.**, L. Meyer, and A. Spaulding. (2006). “Beef safety Shocks and Dynamics of Vertical Price Adjustment: The Case of BSE Discovery in the U.S. Beef Sector,” in *Agribusiness, Food, Health, and Nutrition*. Proceedings of the *International Food and Agribusiness Management Association (IAMA) 16<sup>th</sup> World Food and Agribusiness Congress*, Buenos Aires, Argentina; June 10-13. (Refereed conference proceedings) [Available on IAMA website.]

18. **Saghaian, S.** and M. Reed. (2006). "Monetary Policy Impacts on U.S. Livestock-Oriented Agricultural Prices." *Progress in Economic Research*, Volume 9. Nova Science Publishers, Inc., Hauppauge, NY. 45-62.

#### 2005

19. Dillon, C., **S. Saghaian**, J. Salim, and M. Kanakasabai. (2005). “Optimal Water Storage Location and Management Zone Delineation under Variable Subsurface Drip Irrigation.” *Precision Agriculture’05*. J.V. Safford, editor. JTI—Swedish Institute of Agricultural and Environmental Engineering. Wageningen Academic Publishers, the Netherlands, 959-965. (Refereed conference proceedings)

20. Salim, J., C. Dillon, **S. Saghaian**, and D. Hancock <sup>1</sup>. (2005). “Economic Response of Site-Specific Management Practices on Alfalfa Production Quantity and Quality. *Precision Livestock Agriculture’05*. S. Cox, editor. JTI—Swedish Institute of Agricultural and Environmental Engineering. Wageningen Academic Publishers, the Netherlands, 241-247. (Refereed conference proceedings)

#### 2004

21. Reed, M. and **S. Saghaian** (joint senior authorship). (2004). “Measuring the Intensity of Competition in the Japanese Beef Market.” *Journal of Agricultural and Applied Economics*. 36, (1): 113-22.

22. **Saghaian, S.** and M. Reed. (2004). “Integrating Marginal Cost into Pricing to Market Models for U.S. Agricultural Products.” *The Canadian journal of Current Agriculture, Food, and Resource Issues*. 5, (June):187-203.

23. **Saghaian, S.** and M. Reed. (2004). "Demand for Quality-Differentiated Beef in Japan." *Agrarwirtschaft: German Journal of Agricultural Economics* 53:221-29.

**2002**

24. **Saghaian, S.**, M. Reed, and M. Marchant. (2002). "Monetary Impacts and Overshooting of Agricultural Prices in an Open Economy." *American Journal of Agricultural Economic*, 84(1):90-103.

25. **Saghaian, S.** (joint senior authorship), M. Reed, and F. Hasan. (2002). "Overshooting of Agricultural Prices in Four Asian Economies." *Journal of Agricultural and Applied Economics*, 34, (1):95-109. [*Outstanding JAAE Article for 2002*]

**2000**

26. Marchant, M., and **S. Saghaian**. (2000). "Assessment of Trade and Foreign Direct Investment on U.S. Competitiveness in Asian Food Markets" in *Global Agricultural Trade in the New Millennium*, eds. C.P. Rosson, P.L. Kennedy, and F.J. Adcock. Research Center for North American Studies, publication #CNAS 2000-6, Texas A&M University, June.

27. Heidarian<sup>1</sup>, H. and **S. Saghaian**. (2000) "Determinants of a Causal Relationship between Exports and Economic Growth Using the Vector Auto regression Model (VAR)." *Social Sciences and Humanities Journal*, 16, 1(Fall):60-86, Shiraz University, Iran.

**1999**

28. Marchant, M., **S. Saghaian**, and S. Vickner. (1999). "Trade and Foreign Direct Investment Management Strategies for U.S. Processed Food Firms in China." *International Food and Agribusiness Management Review*, 2(2):131-143.

29. Marchant, M., **S. Saghaian**, and S. Vickner. (1999). "Assessment of Trade and Foreign Direct Investment Management Strategies on Competitiveness of U.S. Agro-Food Firms in China" in *Building Trust in the Agro-Food System: Trade, Technology, and Competitiveness*. Proceedings of the *International Food and Agribusiness Management Association (IAMA) World Food and Agribusiness Congress*, Florence Italy; June 13-16. (Refereed conference proceedings)

**1998**

30. **Saghaian, S.** and A. Fanaie<sup>1</sup>. (1998). "The Impact of Currency Devaluation on Trade Balance and on the Pattern of Consumption and Production." *Social Sciences and Humanities Journal*, 14(1):63-80, Shiraz University, Iran.

31. **Saghaian, S.** and M. Borhany<sup>1</sup>. (1998) "Estimation of Translog Cost Function for the Cement Industry in Iran." *Journal of Humanities*, 2(1):51-86, Ferdosi University, Mashhad, Iran.

32. **Saghaian, S.** and H. Heidarian <sup>1</sup>. (1998). “Determinants of Causal Relationships between Agricultural and Industrial Prices Using the Vector Autoregression Model (VAR).” *Journal of Planning and Development*, Advanced School of Research and Planning, Iran.
33. **Saghaian, S.** (1998). “Price Changes and Overshooting in the Iranian Economy.” *Quarterly Journal of Humanities*, 2, 6(Spring):60-73, Tarbiat Modarres University, Iran.
34. **Saghaian, S.** and M. Alipoor <sup>1</sup>. (1998). “A Two-Stage Model of Energy Consumption in Iranian Industries Using the Logit Model.” *Journal of Economic Research*, (Spring & Summer):43-92, Tehran University, Iran.

### 1997

35. **Saghaian, S.** and A. Fanaie <sup>1</sup>. (1997). “An Analysis of the Effects of Currency Devaluation on Net Exports.” *Administrative Sciences and Economics Journal*, 11, 2(Fall & Winter):1-26, Isfahan University, Iran.
36. **Saghaian, S.** (1997). “Estimation of Production Functions Incorporating Bio-Technology.” *Iran Agricultural Research*, 12:42-54, Shiraz University, Iran.
37. **Saghaian, S.** and M. Ahraby <sup>1</sup>. (1997). “An Analysis of the Existence of Feedback between Inflation and Budget Deficit Using Systems of Simultaneous Equations.” *Journal of Humanities*, 3:16-27, Tabriz University, Iran.

### 1996

38. **Saghaian, S.** and H. Heidarian <sup>1</sup>. (1996). “Money Supply and Relative Price Changes: A Vector Autoregression Approach.” *Administrative Sciences and Economics Journal*, 9, 1&2(Annual Edition 1995-96):1-18, Isfahan University, Iran,

## **B. Research Articles under Review:**

1. **Saghaian, S.**, T. Woods, and F. Tondel <sup>1</sup>. “Integration, Contracts, and Risk: Strategic Issues for Small Wineries in the Mid-South and the Eastern U.S.” Under Review by the *Journal of Wine Economics*.
2. Shockley <sup>1</sup>, J., **S. Saghaian**, C. Dillon, and L. Maynard. “Managing Precision Agriculture Resources in Kentucky.” Under review by the *International Food and Agribusiness Management Review*.
3. Ozertan G., A. Spaulding, and **S. Saghaian**. “Consumer Responses to the H5N1 Avian Influenza: The Case of Turkey.” Under review by the journal of *Agricultural Economics*.

### C. Published Books:

1. Gupta, K. and **S. Saghaian**, editors. (2007). *International Trade in Agricultural Products*, Indian Institute of Management, Lucknow, PGP-II, TERM-IV-Agribusiness Management (07-08).
2. **Saghaian, S.** *Econometrics*. (1996). IUT University Press, Isfahan, Iran, October.
3. **Saghaian, S.** *International Economics*. (1996). IUT University Press, Isfahan, Iran, August.
4. **Saghaian, S.** *Microeconomics*. (1995). IUT University Press, Isfahan, Iran, July.

### D. Published Abstracts:

1. **Saghaian, S.**, G. Özertan, and A. Spaulding. (2008). “The Impact of Atlantic Bonito Rush and the Avian Influenza on Meat Products in Turkey.” *Journal of Agricultural and Applied Economics*. 40, 2 (August), forthcoming.
2. Shepherd, J. and **S. Saghaian**. (2008). “Consumer Response to Food Safety Events: An Interaction between Risk Perception and Trust of Information in the Chicken and Beef Markets.” *Journal of Agricultural and Applied Economics*. 40, 2 (August), forthcoming.
3. Shockley<sup>1</sup>, J., **S. Saghaian**, and C. Dillon. (2007). “Cost Sensitivity Analysis on the Optimal Location of Technology Providers in Kentucky.” *Journal of Agricultural and Applied Economics*. 39, 2 (August), 425.
4. Babool<sup>1</sup>, A., M. Reed, M. Mikic, and **S. Saghaian**. (2007). “The Impact of Competition Policy on Productivity Growth and International Trade: A Perspective from Agri-food Processing.” *Journal of Agricultural and Applied Economics*. 39, 2 (August), 417.
5. Zhang<sup>1</sup>, Q., M. Reed, and **S. Saghaian**. (2007). “Export Pricing Decisions and Market Power in World Grain Markets: A Duopoly Model for Soybeans.” *Journal of Agricultural and Applied Economics*. 39, 2 (August), 426.
6. **Saghaian, S.**, M. Reed, and K. Burdine<sup>1</sup>. (2006). “Consumer Demand and Vertical Product Differentiation and Substitutability: The Case of USDA Beef “Choice” and “Select.”” *Journal of Agricultural and Applied Economics*. 38, 2 (August), 470.
7. **Saghaian, S.** (2006) “Price and Quality Differentiation: Implications for the U.S. Beef Market.” *Journal of Agricultural and Applied Economics*. 38, 2 (August), 469.
8. Dillon, C., **S. Saghaian**, J. Salim, and M. Kanakasabai. (2005). “Management Zones and Application Error.” *Journal of Agricultural and Applied Economics*. 37, 2 (August), 508.

9. **Saghaian, S.** (2005). "Issues in Precision Agriculture and Risk management." *Journal of Agricultural and Applied Economics*. 37, 2 (August), 515.
10. **Saghaian, S.**, C. Dillon, J. Salim, and M. Kanakasabai. (2005). "Comparison of Decision Rules for Subsurface Drip Irrigation Practices Using a Non-Linear Mathematical Programming Model." *Journal of Agricultural and Applied Economics*. 37, 2 (August), 505.
11. Salim, J., C. Dillon, **S. Saghaian**, J. McAllister, and D. Amaral-Phillips. (2005). "Profitability of Dairy Cattle through Precision Livestock Farming Management Practices." *Journal of Agricultural and Applied Economics*. 37, 2 (August), 508.
12. **Saghaian, S.** and M. Reed. (2004). "Measuring the Degree of Market Power among Beef Exporters to Japan." *Journal of Agricultural and Applied Economics*. 36, 2 (August), 513.
13. **Saghaian, S.**, M. Reed, and F. Hasan. (2002). "Impulse-Response and Variance-Decomposition Analysis Based on Directed Graphs: The Case of Overshooting of U.S. Livestock Prices." *Journal of Agricultural and Applied Economics*. 34, 2 (August), 371.
14. Marchant, M., **S. Saghaian**, and S. Vickner. (2000). "U.S. Processed Food Exports and Foreign Direct Investments into China: Substitutes or Complements?" *Journal of Agricultural and Applied Economics*. 32, 2 (August), 403.

**E. Published Staff Papers:** (articles listed under other sections are marked with an asterisk)

1. **Saghaian, S.**, T. Woods, and F. Tondel. (2007)\*. "Integration, Contracts, and Risk: Strategic Issues for Small Wineries in the Mid-South and the Eastern U.S." Staff Paper #470, Department of Agricultural Economics, University of Kentucky, September.
2. Shockley <sup>1</sup>, J., **S. Saghaian**, C. Dillon, and L. Maynard. (2007)\*. "Managing Precision Agriculture Resources in Kentucky." Staff Paper #469, Department of Agricultural Economics, University of Kentucky, August.
3. Maynard, L., **S. Saghaian**, and M. Nickoloff <sup>1</sup>. (2007)\*. "Buyer and Seller Responses to an Adverse Food Safety Event: The Case of Frozen Salmon in Alberta." Staff Paper #464, Department of Agricultural Economics, University of Kentucky, June.
4. **Saghaian, S.**, L. Meyer, and K. Burdine <sup>1</sup>. (2006)\*. "The Dynamic Impacts of the Bovine Spongiform Encephalopathy (BSE) Discovery on the U.S. Beef Prices." Staff Paper #462, Department of Agricultural Economics, University of Kentucky, September.
5. **Saghaian, S.**, M. Reed, and K. Burdine <sup>1</sup>. (2006). "Vertical Product Differentiation and Substitutability: The Case of USDA Beef 'Choice' and 'Select'." Staff Paper #461, Department of Agricultural Economics, University of Kentucky, July.

6. **Saghaian, S.** and M. Reed. (2001)\*. “Exchange Rate Changes and Pricing-to-Market Behavior of U.S. Meat Exporters.” Staff Paper #413, Department of Agricultural Economics, University of Kentucky, March.

7. Marchant, M., **S. Saghaian**, and S. Vickner. (1999)\*. “Assessment of Trade and Foreign Direct Investments Management Strategies on Competitiveness of U.S. Agro-Food Firms in China.” Staff Paper #397, Department of Agricultural Economics, University of Kentucky, July.

**F. National and International Conference Presentations:** (presentations listed under other sections are marked with an asterisk)

**2008**

1. Spaulding, A., O. Tulum<sup>1</sup> (presenter), **S. Saghaian**, and G. Özertan. (2008). “Impact of a New Price Support Policy on Turkish Hazelnut Industry.” The 7<sup>th</sup> International Conference on Hazelnuts, Viterbo, Italy, June 23-27.

2. Woods, T., **S. Saghaian**, and L. Ono. (2008). “Do Rising Fuel Costs Translate to Sinking Competitive Advantage for Traditional Production Areas? An Examination of Selected U.S. Produce Markets.” The annual meetings of Western Extension & Research Activities on Agribusiness, Project 72 (WERA-72), Santa Clara, California, June 18-20.

3. Shepherd, J. (presenter) and **S. Saghaian**. (2008). “An Interaction between Risk Perception and Trust in Response to Food Safety Events across Products and Regions, and their Implications for Agribusiness Firms.” The annual meetings of Western Extension & Research Activities on Agribusiness, Project 72 (WERA-72), Santa Clara, California, June 18-20.

4. **Saghaian, S.** (presenter), S. Kumar and E. Bayar. (2008). “Nutrition Information on Packaged Food in the Context of Increasing Obesity in the U.S.” The 18th Annual World Forum & Symposium, International Food & Agribusiness Management Association (IAMA), Monterey, California, June 14-17.

5. Shepherd, J. and **S. Saghaian** (presenter). (2008). “Consumers’ Trust, Attitudes, and Actions Following a Food Safety Event.” The 18th Annual World Forum & Symposium, International Food & Agribusiness Management Association (IAMA), Monterey, California, June 14-17.

6. **Saghaian, S.** (presenter), G. Özertan, and A. Spaulding. (2008). “The Impact of Atlantic Bonito Rush and the Avian Influenza on Meat Products in Turkey.” The Southern Association of Agricultural Scientists Annual Meetings, Dallas, Texas, February 2-5.

7. Shepherd, J. (presenter) and **S. Saghaian**. (2008). “Consumer Response to Food Safety Events: An Interaction between Risk Perception and Trust of Information in the Chicken and Beef Markets.” The Southern Association of Agricultural Scientists Annual Meetings, Dallas, Texas, February 2-5.

8. Ozertan G. (presenter), **S. Saghaian**, and A. Spaulding. (2008).”Consumer Responses to Food Scares: The Case of the 2005-2006 Avian Influenza in Turkey”Annual Meeting of Allied Social Science Associations, New Orleans, LA, January 4-6.

## 2007

9. Maynard, L. (presenter), **S. Saghaian**, and M. Nickoloff. (2007) “Buyer and Seller Responses to an Adverse Food Safety Event: The Case of Frozen Salmon in Alberta.” Agricultural Institute of Canada, Edmonton, Alberta, November 5-6.

10. Gupta, K., and **S. Saghaian** (presenter). (2007)\*. “Institutional Framework for Meeting International Food Safety Market Standards for Agricultural Products from a Developing Country Perspective.” The Annual Conference of the Food Distribution Research Society (FDRS), New Orleans, LA, November 3-7.

11. Nickoloff <sup>1</sup>, M., L. Maynard, **S. Saghaian** (presenter), and M. Reed. (2007)\*. “The Effect of Conflicting Health Information on Frozen Salmon Consumption in Alberta, Canada.” The Annual Conference of the Food Distribution Research Society (FDRS), New Orleans, LA, November 3-7.

12. Shepherd <sup>1</sup>, J. (presenter) and **S. Saghaian**. (2007)\*. “Consumer Response and Trust of Information to Food Safety Incidents in the Chicken and Beef Markets in Kentucky.” The Annual Conference of the Food Distribution Research Society (FDRS), New Orleans, LA, November 3-7.

13. Shepherd <sup>1</sup>, J. (presenter) and **S. Saghaian**. (2007). “Food Safety Incidents in the Fresh Produce Markets and Consumer Response: A Theory of Planned Behavior Approach.” Selected Poster Session, American Agricultural Economics Association Annual Meetings. Portland, Oregon, July 29-August 1.

14. Spaulding, A., O. Tulum <sup>1</sup>, **S. Saghaian** (presenter), and G. Özertan. (2007). “Impact of a New Price Support Policy on Turkish Hazelnut Industry.” Selected Poster Session, American Agricultural Economics Association Annual Meetings. Portland, Oregon, July 29-August 1.

15. **Saghaian, S.** (presenter), G. Özertan, and A. Spaulding. (2007)\*. “The Dynamic Impact of H5N1 Avian Influenza on the Turkish Chicken Prices.” The 17th Annual World Forum & Symposium, International Food & Agribusiness Management Association (IAMA), Parma, Italy, June 23-26.

16. Xu<sup>1</sup>, S. (presenter), **S. Saghaian**, L. Maynard, and B. Song. (2007) “Spatial Price Transmission and Asymmetry in China's Pork Market.” Selected Poster Session, American Agricultural Economics Association Annual Meetings. Portland, Oregon, July 29-August 1.
17. Woods, T., **S. Saghaian** (presenter), and F. Tondel<sup>1</sup>. (2007)\*. “Integration, Contracts, and Risk: Strategic Issues for Small Wineries in the Eastern U.S.” The annual meetings of Western Extension & Research Activities on Agribusiness, Project 72 (WERA-72), Las Vegas, June 17-19.
18. Shockley<sup>1</sup>, J. (presenter), C. Dillon, and **S. Saghaian**. (2007). “Precision Agriculture Adoption and the Optimal Location of Technology Providers in Kentucky.” The Sixth European Conference on Precision Agriculture, Skiathos, Greece, June 3-6.
19. Ozertan G. (presenter), **S. Saghaian**, and A. Spaulding. (2007). “The Impact of the 2005-2006 Avian Influenza Crisis on the Turkish Chicken Sector.” The Sixth International Conference of the MEEA, Dubai, UAE, March 14-16.
20. Babool<sup>1</sup>, A. (presenter), M. Reed, M. Mikic, and **S. Saghaian**. (2007). “The Impact of Competition Policy on Productivity Growth and International Trade: A Perspective from Agri-food Processing.” The Southern Association of Agricultural Scientists Annual Meetings, Mobile, Alabama, February 3-6.
21. Shockley<sup>1</sup>, J. (presenter), **S. Saghaian**, and C. Dillon. (2007). “Cost Sensitivity Analysis on the Optimal Location of Technology Providers in Kentucky.” The Southern Association of Agricultural Scientists Annual Meetings, Mobile, Alabama, February 3-6.
22. Zhang<sup>1</sup>, Q. (presenter), M. Reed, and **S. Saghaian**. (2007). “Export Pricing Decisions and Market Power in World Grain Markets: A Duopoly Model for Soybeans.” The Southern Association of Agricultural Scientists Annual Meetings, Mobile, Alabama, February 3-6.

## 2006

23. **Saghaian, S.** (presenter). (2006). “Consumer Response to Beef Safety Concerns.” The Annual Conference of the Food Distribution Research Society (FDRS), Quebec City, Quebec, Canada, October 14-18.
24. Routt<sup>1</sup>, N. (presenter), L. Meyer, L. Maynard, and **S. Saghaian**. (2006). “Basis Variability and Its Effects on Hedging Efficiency for Kentucky Feeder cattle.” The Annual Conference of the Food Distribution Research Society (FDRS), Quebec City, Quebec, Canada, October 14-18.
25. **Saghaian, S.** (presenter), L. Meyer, and A. Spaulding. (2006). “Beef Safety Shocks and Dynamics of Vertical Price Adjustment: The Case of BSE Discovery in the U.S. Beef Sector.” The 16th Annual World Forum & Symposium, International Food & Agribusiness Management Association (IAMA), Buenos Aires, Argentina, June.

26. Shockley <sup>1</sup>, J. (presenter), **S. Saghaian**, C. Dillon, and L. Maynard. (2006). “A Logit Analysis of Precision Agriculture Adoption in Kentucky.” The 8th International Conference on Precision Agriculture, Minneapolis, Minnesota, July.

27. **Saghaian, S.**, L. Maynard, and M. Reed (presenter). (2006). “The Effects of *E. Coli* 0157:H7, FMD and BSE on Japanese Retail Beef Prices: A Historical Decomposition.” The 26<sup>th</sup> International Association of Agricultural Economics Conference (IAAE), Brisbane, Australia, August.

28. **Saghaian, S.**, M. Reed, (presenter), and K. Burdine <sup>1</sup>. (2006). “Consumer Demand and Vertical Product Differentiation and Substitutability: The Case of USDA Beef “Choice” and “Select.” The Southern Association of Agricultural Scientists Annual Meetings, Orlando, Florida, February 4-8.

### 2005

29. Dillon, C. (presenter), **S. Saghaian**, J. Salim, and M. Kanakasabai. (2005). “Management Zones and Application Error.” The Southern Association of Agricultural Scientists Annual Meetings, Little Rock, Arkansas, February 5-9.

30. **Saghaian, S.** (presenter), C. Dillon, J. Salim, and M. Kanakasabai. (2005). “Comparison of Decision Rules for Subsurface Drip Irrigation Practices Using a Non-Linear Mathematical Programming Model.” The Southern Association of Agricultural Scientists Annual Meetings, Little Rock, Arkansas, February 5-9.

31. Salim, J. (presenter), C. Dillon, **S. Saghaian**, J. McAllister, and D. Amaral-Phillips. (2005). “Profitability of Dairy Cattle Through Precision Livestock Farming Management Practices.” The Southern Association of Agricultural Scientists Annual Meetings, Little Rock, Arkansas, February 5-9.

32. Dillon, C. (presenter), **S. Saghaian**, J. Salim, and M. Kanakasabai. (2005). “Optimal Water Storage Location and Management Zone Delineation under Variable Subsurface Drip Irrigation.” The Fifth European Conference on Precision Agriculture, Uppsala, Sweden, June.

33. Salim, J. (presenter), C. Dillon, **S. Saghaian**, and D. Hancock. (2005). “Economic Response of Site-Specific Management Practices on Alfalfa Production Quantity and Quality. The Fifth European Conference on Precision Agriculture, Uppsala, Sweden, June.

### 2004

34. **Saghaian, S.** and M. Reed (presenter). (2004). “Measuring the Degree of Market Power among Beef Exporters to Japan.” The Southern Association of Agricultural Scientists Annual Meetings, Tulsa, Oklahoma, February 14-18.

35. Spaulding, A., **S. Saghaian** (presenter), C. Dillon, T. Mueller, and S. Shearer. (2004). “The Value of Soil Electrical Conductivity and Topographical Information for Variable Rate Nitrogen.” The 7th International Conference on Precision Agriculture and Other Precision Resources Management, Minneapolis, Minnesota, July 25-28.

36. Powers<sup>1</sup>, L. (presenter), C. Dillon, S. Isaacs, and **S. Saghaian**. (2004). “Development and Use of Risk Maps in Precision Agriculture.” The 7th International Conference on Precision Agriculture and Other Precision Resources Management, Minneapolis, Minnesota, July 25-28.

### 2003

37. **Saghaian, S.** (presenter) and M. Reed. (2003). “Integrating Marginal Cost into Pricing-to-Market Models for U.S. Agricultural Products.” *AAEA – CAES Joint Paper Proposal*, AAEA- CAES Annual Meetings in Montreal, Canada, July 26-31.

38. Bamba<sup>1</sup>, I., M. Reed (presenter) and **S. Saghaian**. (2003). “Monetary Policy Impacts on Cash Crops, Coffee and Cocoa.” Selected Poster Session, *XXV IAAE Conference* in Durban, South Africa, August.

### 2002

39. **Saghaian, S.** (presenter), M. Reed, and F. Hasan. (2002). “Impulse-Response and Variance-Decomposition Analysis Based on Directed Graphs: The Case of Overshooting of U.S. Livestock Prices.” Selected Paper Session, Southern Association of Agricultural Scientists Annual Meetings, Orlando, Florida, February 2-6.

### 2001

40. **Saghaian, S.** (presenter) and M. Reed. (2001). “Exchange Rate Changes and Pricing-to-Market Behavior of U.S. Meat Exporters.” Selected Paper Session, American Agricultural Economics Association Annual Meetings. Chicago, Illinois, August 5–8.

### 2000

41. Marchant, M. (presenter) and **S. Saghaian**. (2000). “Competitive Tradeoffs between Exports and Foreign Direct Investment for U.S. Processed Food Firms.” Selected Paper Session, American Agricultural Economics Association Annual Meetings. Tampa, Florida, July 30–August 2.

42. Marchant, M. (presenter) and **S. Saghaian**. (2000). “Assessment of Trade and Foreign Direct Investment on U.S. Competitiveness in Asian Food Markets.” Global Agricultural Trade in the New Millennium Conference. New Orleans, Louisiana. May 25-26.

43. Marchant, M., **S. Saghaian** (presenter), and S. Vickner. (2000). “U.S. Processed Food Exports and Foreign Direct Investments into China: Substitutes or Complements?” Selected Paper Session, *Southern Association of Agricultural Scientists Annual Meetings*, Lexington, Kentucky, January 29-February.

### **1999**

44. Marchant, M. (presenter), **S. Saghaian**, and S. Vickner. (1999). “Assessment of Trade and Foreign Direct Investments Management Strategies on Competitiveness of U.S. Agro-Food Firms in China.” Building Trust in the Agro-Food System: Trade, Technology & Competitiveness Conference sponsored by the International Food and Agribusiness Management Association, Florence, Italy, June.

## **G. Organized Workshop:**

**Saghaian, S** (organizer). (2006). “Market Integration and Vertical and Spatial Price Transmission in Agricultural Markets.” Department of Agricultural Economics, University of Kentucky, April 21.

***Explanation and Recognition:*** A group of prominent scholars in the country with extensive national and international name recognition were invited to the University of Kentucky to participate in a one-day workshop. These individuals included:

1. IAN SHELDON, Professor in the Department of Agricultural and Environmental Economics at the Ohio State University and the editor of *American Journal of Agricultural Economics*.

***Topic:*** “Market Structure, Industrial Concentration and Price Asymmetry”

2. BARRY K. GOODWIN, William Neal Reynolds Professor in the Departments of Economics and Agricultural and Resource Economics at North Carolina State University. In addition to NCSU, he held faculty positions at Kansas State University and the Ohio State University.

***Topic:*** “Farm-Retail Price Transmission in Meat Markets”

3. BRIAN W. GOULD, Professor in the Department of Agricultural and Applied Economics at the University of Connecticut, and Senior Research Scientist at the Wisconsin Center for Dairy Research and Department of Agricultural and Applied Economics, University of Wisconsin-Madison.

***Topic:*** “Farm-Retail Price Asymmetry in Fluid Milk Market”

4. JOHN J. VANSICKLE, Professor & Director, International Agricultural Trade and Policy Center in Food and Resource Economics Department at the University of Florida.

***Topic:*** “Farm-Retail Prices Transmission in Fresh Produce Markets”

5. ***Discussant:*** Stephen R. Koontz, Associate Professor, Department of Agricultural and Resource Economics at the Colorado State University.

## **H. Organized Symposia:**

1. Wang, H. (organizer), R. Shumway, X. Zhang, **S. Saghaian**, M. Khanna, A. Levi, and K. Agard. (2007). “Challenges and Successful Tactics for Foreign Born Agricultural Economists.” The American Agricultural Economics Association Annual meetings, Portland, Oregon, July 29- August 1.
2. **Saghaian, S.** (organizer), D. Thilmany, W. Umberger, A. Ziehl, W. Hahn, K. Mathews Jr., M. Reed, and K. Burdine. (2006). “Price and Quality Differentiation: Implications for the U.S. Beef Market.” The Southern Association of Agricultural Scientists Annual Meetings, Orlando, Florida, February 4-8. Abstract published in the *Journal of Agricultural and Applied Economics*, 38, 2 (August), 469.
3. **Saghaian, S.** (organizer), J. Lowenberg-DeBoer, D. Lambert, T. Griffin, G. Malzer, C. Dillon, J. Salim, J. Larson, R. Roberts, B. English, and T. Sharp. (2005). “Issues in Precision Agriculture and Risk Management.” The Southern Association of Agricultural Scientists Annual Meetings, Little Rock, Arkansas, February 14-18. Abstract published in the *Journal of Agricultural and Applied Economics*, 37, 2 (August), 515.

## I. Research Grant Activities:

### Funded

1. Singh, S. (PI), F. Tegegne, E. Ekanem, S. Comer, L. Lighari, S. Muhammad, and **S. Saghaian** (Co-PI). “Internationalizing Agricultural Programs at Tennessee State University and Promoting Trade in Value-added Products: Collaboration with an Indian Institution.” United States Department of Agriculture/CSREES under the 1890 Capacity Building Grants Program. Duration--Three Years—September 2007 to August 2010. Collaborating Institutions: Tennessee State University (TSU), G.B. Pant University of Agriculture & Technology, India; University of Kentucky; Tennessee Department of Agriculture; Foreign Agriculture Service; International Trade Center, State of Tennessee. \$300,000.00.  
*Note:* I will be collaborating with Dr. Singh and his colleagues at TSU on this grant.
2. Maynard, L. (PI), M. Nickoloff, and **S. Saghaian**. “Consumer Reaction to Health Messages about Fish Consumptions.” University of Alberta Consumer & Market Demand Research Policy Network, 2007, \$6,000.00.
3. **Saghaian, S.** (PI). “Food Safety Incidents in the Fresh Produce Markets and Consumer Response: A Theory of Planned Behavior Approach” UK College of Agriculture 2006-2007 Research Activity Award, \$5,000.00.
4. Özertan, G. (PI), **S. Saghaian**, and A. Spalding. “Investigating the Impact of Avian Influenza on Turkish Broiler Industry: A Study of Poultry Producers and Consumers.” The Middle East Research Competition (MERC), Centre D’Etudes et de Recherches Economiques et Sociales, Tunis-Tunisie, 2007, \$12,000.00.
5. **Saghaian, S.** (PI). “Market Integration and Vertical and Spatial Price Transmission in

Agricultural Markets.” UK College of Agriculture 2005-2006 Research Activity Award, \$6,330.00.

**Not funded**

1. **Saghaian, S.** (PI). “Consumer Response to Food Safety Scares Survey.” 2006-2007 Barnhart Fund for Excellence Proposal, UK College of Agriculture, \$2,000.00.
2. **Saghaian, S.** (PI). “Assessment of the Agribusiness Program at UK.” 2005-2006 Barnhart Fund for Excellence Proposal, UK College of Agriculture, \$2,000.
3. **Saghaian, S.** (PI). “Beef safety Shocks and Dynamics of Vertical Price Adjustment.” 2005 Ralph E. Powe Junior Faculty Award, \$8,000.00.
4. **Saghaian, S.** (PI) and C. Dillon. “Price Instability of Petroleum Based Products: Breakeven Analysis for Interrelated Input Prices.” 2005 Small Grants for Exploratory Research (SGER) to Study the Human Aspects of Hurricane Katrina, CSREES, USDA.
5. **Saghaian, S.** (PI) and C. Dillon. “A Survey of Precision Farming Service Providers and the Impact of Precision Agriculture Adoption on Agribusiness Value Chains in Kentucky” 2005 Precision Resource Management grant, UK College of Agriculture.
6. **Saghaian, S.** (PI), C. Dillon, and R. Fleming. “Environment and Information in Precision Agriculture.” 2004 Precision Agriculture grant, UK College of Agriculture.
7. Dillon, C. (PI), **S. Saghaian**, and D. Heisterberg. “Actual Farmer Precision Agriculture Results.” 2004 Precision Agriculture grant, UK College of Agriculture.
8. Dillon, C. (PI), T. Mueller, S. Shearer, and **S. Saghaian**. “Land Acquisition and Variable Rate Inputs.” 2004 Precision Agriculture grant, UK College of Agriculture.
9. Reed, M. (PI), **S. Saghaian**, and L. Maynard. “Demand for Quality in Differentiated Food Markets.” United States Department of Agriculture, Cooperative State Research, Education, and Extension Service, 2004 National Research Initiative (NRI) Competitive Grants Program, \$120, 442.00.

## **J. Hatch Project**

**Saghaian, S.** (PI). “The Impact of Food Safety Scares on the Food Supply Chain in an Environment of Highly Integrated Monopolistically Competitive Agriculture and Food Industries.” This is Hatch project KY004028 and has been approved and entered in CRIS in Washington. The termination date is March 31, 2012.

## **V. Teaching, Advising, and Other Instructional Activities**

### **A. Teaching and Instructional Activities:**

1. June/July 07: A Short Course in International Agribusiness Management, Indian Institute of Management, Lucknow, ***Overall Quality of Teaching: 4.8/5.***
2. Spring 07: AEC 422, “Agribusiness Management” with ***Overall Quality of Teaching: 3.6/4.0. Student Comments: Dr. Mehdi was one of the best professors I have had during my college career. Excellent at teaching as well as keeping the info learned up to date and interesting. / Good instructor. / Dr. Mehdi was awesome. / Really enjoyed your class! / Great teacher! Great class!***
3. Spring 07: AEC 780, “Economic Foundations of Strategy and Agribusiness Management,” new course developed in advanced Agribusiness Management. 3 students.
4. Spring 06: AEC 422 “Agribusiness Management” with ***Overall Quality of Teaching: 3.7/4.0. Student Comments: Overall the course work was good. Maybe a little too much reading at first. / Would be better if offered on Tuesday and Thursday. / Great idea to split semester in 2 parts. Make groups smaller next semester. / This course was valuable, but could be a little more integrated with students. / Great instruction. Very understanding instructor and took time to help students succeed.***
5. Fall 06: One day teaching in a workshop for Training for Thai Ministry Officials: Food Safety and Certification Teaching: “Food Scares and Consumer Response.” Wednesday, August 23, 2006.
6. Fall 06: One week teaching of AEC 422, Agribusiness Management, and 4th week of October, 2006.
7. Fall 05: Four sessions of AEC 510 “International Trade in Agricultural Marketing.”
8. Fall 05: One session of AEC 309 “International Agriculture and World Food Needs & US Trade in Agricultural Products.”

**Note:** Before 2005, I taught many courses in Microeconomics, Macroeconomics, Econometrics, International Economics, Mathematics, and Mathematical Methods at the graduate and undergraduate levels at UK, IUT, and LCC, and consistently received excellent student evaluations, copies of which are in my ***Teaching Portfolio.***

## **B. Advising:**

### ***i. M.S. Thesis Director:***

1. Shockley, Jordan. (2006). “Precision Technology Adoption in Kentucky.” Under my supervision, he designed and conducted a survey of farmers, county agents and agribusinesses in Kentucky to generate data. The results were presented in the 8th

International Conference on Precision Agriculture in 2006. He joined our Ph.D. program after finishing his M.S. and presented two more articles, one at the SAEA meetings and another at the Sixth European Conference on Precision Agriculture in 2007. An article based on his thesis is also under review for journal publication.

2. Bayar, Emine. She is a new graduate student in our department and has just started her M.S. work. She is interested in food safety issues.

### **ii. M.S. Advisory Committees:**

1. Mutombo Kumwimba. (2006). “Foreign Direct Investment and Corruption in Africa: The Case of SADC Countries.”

2. Routt, Nathan. (2006). “Basis Variability and Its Effects on Hedging Efficiency for Kentucky Feeder Cattle.” Routt has his thesis under review for the Applebaum Award.

*Note:* While at IUT, I was the Director of Graduate Studies for four years, and also directed six MS theses; overall, I was an advisory committee member for 11 M.S. students. All of this research was in economics, from cost and production function estimation, to supply and demand simultaneous system estimating, to Vector Auto-Regression and Vector Error Correction modeling, to trade and currency evaluation.

### **iii. Ph.D. Dissertation Director:**

1. Shepherd, Jonathan. “Consumer Behavior toward Food Safety.” Under my supervision, he has designed and conducted two surveys of random samples of population in Kentucky regarding consumer response to food safety events. Recently, the preliminary results were presented at the AAEEA meetings in Portland, and another article has been accepted for presentation at the FDRS meetings in November 2007. This article will also be published in the proceedings of *Journal of Food Distribution Research* next year. Jonathan is expected to finish and get his degree in 2010.

2. Wang, Xin (Joy). Joy is from China. She is my new Ph.D. student and has just started her work. She is interested to work in ethanol production and its policy implications. She is expected to finish in 2010.

### **iv. Ph.D. Dissertation Co-Director:**

Xu, Shuang (Clara). “Vertical and Spatial Price Transmission in China.” She presented part of her results at the AAEEA meetings in Portland. She is expected to finish her work in late 2008 or early 2009.

### **v. Ph.D. Advisory Committees:**

1. Zhang, Qiang (Mark). Three Essays on U.S. Grain Exports. Mark presented parts of his results at the AAEA and SAEA meetings this year. He also has one of his essays under review for journal publication.
2. Arief Iswariyadi. Arief 's research topic is "A Game Theory Analysis: An Application to the Oligopolistic Japanese Beef Market." He is expected to finish in Fall 2007.
3. Subramanian, Vijay. Vijay is expected to get his degree in 2008.
4. Babool, Ashfaqul. (2006). Three Essays on Competitiveness in International Markets. Babool presented part of his dissertation at the SAEA meetings this year, and he also has an article under review for journal publication.
5. Xuehua, Peng. (2006). "Trade Liberalization and Division of Labor: Implications for Poverty in China."

**vi. Undergraduate Advising:**

I have advised 15 undergraduate students.

**VI. Professional Leadership, Service Activities, and Personal Development**

**A. Professional Leadership and Service Activities:**

1. *Vice-President for Education*, Food Distribution Research Society, Since 2006.
2. *Co-Chair, Selected Paper Sessions*, Southern Agricultural Economics Association, 2006-2007.
3. *Search Committee Member*, AEC Marketing and Food Systems Position, 2006.
4. *Search Committee Member*, AEC Industrial Organization of Agriculture Position, 2006-2007.
5. *Associate Member*, Graduate Faculty in Agricultural Economics, since 2005.
6. *Committee Member*, AEC Graduate Program Committee, 2005-2008.
7. *Committee Member*, AEC Undergraduate Program Committee, 2006-2009.
8. *Committee Member*, College of Agriculture Food Systems Coordinating Committee, since 2006.

**B. Professional Membership:**

1. American Agricultural Economics Association (AAEA)
2. Southern Agricultural Economics Association (SAEA)
3. Food Distribution Research Society (FDRS)
4. AAEA Agribusiness Economics & Management Section (AEM)

5. Western Extension & Research Activities on Agribusiness, Project 72 (WERA-72)
6. North American Colleges and Teachers of Agriculture (NACTA)
7. International Food and Agribusiness Management Association (IAMA)

### **C. Journal Reviews:**

Reviewed articles for the following scientific journals:

1. *Journal of Agricultural and Resource Economics (JARE)*
2. *Agricultural and Resource Economic Review (ARER)*
3. *Journal of Forecasting (JF)*
4. *Canadian Journal of Agricultural Economics (CJAE)*
5. *Journal of Food Distribution Research (JFDR)*

### **D. Personal Development:**

1. *Teaching and Academic Support Workshop*, September 29, 2005, University of Kentucky.
2. *Promotion and Tenure at UK: A Workshop for Faculty Approaching Promotion and Tenure*, September 9, 2005, University of Kentucky.
3. *USDA/CSREES Grantsmanship Workshop*, September 7-8 2005, Washington, DC.
4. *2005 New Faculty Orientation*, August 21-22, University of Kentucky.
5. *2005 Southern Region Teaching Workshop*, August 8-10 2005, University of Kentucky.
6. *AAEA Pre-Conference Workshop*, "Michael Porter and the Economics of Industry Clusters." July 23, 2005, Providence, RI.
7. *Service Learning Workshop*, October 7, 2005, Education Development Teaching and Academic Support Center (Co-Sponsored by the Experimental Learning Program), University of Kentucky.
8. *Diversity in the Classroom*, October 10, 2005, Education Development Teaching and Academic Support Center, University of Kentucky.
9. *Workshop on Cheating*, November 9, 2005, Education Development Teaching and Academic Support Center, University of Kentucky.
10. *Crunch Time in the Classroom*, November 15, 2005, Education Development Teaching and Academic Support Center, University of Kentucky.
11. *Interactive Syllabus*, November 21, 2005, Education Development Teaching and Academic Support Center, University of Kentucky.
12. *Post Semester Teaching Discussion*, May 9, 2006, Dr. Mike Mullen, Associate Dean, University of Kentucky.
13. *AAEA Pre-Conference Workshop*, "New Food safety Incentives and Regulatory, Technological, and Organizational Innovations." July 22, 2006, Long Beach, CA.
14. *USDA/CSREES Grantsmanship Workshop*, October 9-10 2007 Washington, DC.