

## CURRICULUM VITAE

### MARIO P. MONDELLI

May, 2014

#### BIO

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Mario is a researcher and associate at CINVE and Director of the Economic and Policy Unit at Department of Agriculture in Uruguay (OPYPA-MGAP). His fields of study focus on contracts, organizations and institutions in agrifood chains and the identifications of opportunities for sustainable intensification of agrifood systems. He performed research at the Agribusiness Intelligent Center (PENSA-USP) and at the Contracts and Organizations Research Institute (CORI-U. of Missouri).

Mario received a PhD in Applied Economics from University of Missouri in U.S., a Master in Economics from University of Sao Paulo in Brazil, and a Sc.B. in Agronomy from UDELAR in Uruguay. He has published in several regional and international journals such as *Managerial and Decisions Economics*, *Journal of Agricultural Economics*, *Academy of Management Perspectives*, *Revista de Economia e Sociologia Rural (RESR-Brazil)*, and *Revista de Economia e Administração (Brazil)*.

#### PERSONAL AND CONTACT INFORMATION

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Address:	Uruguay 1242. CP 11100 Montevideo, Uruguay	Citizenship:	Uruguayan
Phone:	+598-99 379247	Born:	Oct 17, 1976
E-mail:	mmondelli@gmail.com	Marital Status:	Married, two daughters
Web:	<a href="http://cinve.org.uy/mondelli">http://cinve.org.uy/mondelli</a>		

#### EDUCATION

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- 2007–2011 **Ph.D., Applied Economics**, University of Missouri. GPA: 3.91 (on a 4.0 scale)  
Dissertation Committee: Drs. Peter G. Klein (chair), Michael L. Cook, Randall Westgren, Fabio R. Chaddad, David Obrien, Decio Zylbersztajn.  
Dissertation Title: Essays on External Equity Financing of Agrifood Firm.
- 2005–2007 **M.Sc., Economics**, University of São Paulo (USP), Brazil.  
Thesis Committee: Drs. Decio Zylbersztajn (chair), Elizabeth Farina and Carlos Paolino.  
Thesis title: Contractual arrangement in the beef producers-processors transactions of Uruguay
- 1995–2001 **Agronomist**, Agronomy School, University of Uruguay (UDELAR).  
Five year courses degree in Agronomy and Social Sciences.  
Advisor: Dr. Carlos Paolino  
Thesis title: Technological Paths on Uruguayan Livestock Chain: An Evolutionary Approach

#### ADDITIONAL TRAINING

- |                 |   |
|-----------------|---|
| 2009 y 2011     | Participant of the Graduate Institute of Cooperative Leadership, Dr. Michael L. Cook. Columbia, MO, USA. 32 HS  |
| 2009<br>Aug 7-8 | Participant of the "2009 Academy of Management Entrepreneurship Division Doctoral Consortium" (25 doctorate students selected upon application and research paper |

proposal). Organized by Drs. Ted Baker and Sharon Alvarez. Chicago, IL. 20 HS

2008  
Jul 27-Aug 2 Participant of Mises University 2008 on Austrian School of Economics at Mises Institute in Auburn, AL, USA. 35 HS

2006  
Sep 16-21 Participant of the Ronald Coase Institute Research Workshop on Institutional Analysis, Boulder, CO, USA. 35 HS

## PROFESSIONAL EXPERIENCE

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### RESEARCH EXPERIENCE

2010-present	ANII (Uruguay)	Researcher "Level I" in the National Researchers System (ANII-Uruguay) in Economics and Business Economics (See <a href="#">CV ANII</a> )
2013 - present	MGAP/INIA (Uruguay)	Coordinator of alliance to promote studies in agricultural economics between Uruguayan Agricultural Research Institute and the Economic and Policy Office at the Department of Agriculture of Uruguay (OPYPA-MGAP)
2007-present	CINVE (Uruguay)	Principal Investigator, Centre for Economic Research (CINVE) <u>Agricultural Economics and Natural Resources</u> <u>Economics of Innovation</u>
2010-2011	Univ. of Missouri	Graduate Researcher for the McQuinn Center for Entrepreneurial Leadership.
2007-2011	Univ. of Missouri	Graduate Researcher, University of Missouri. Worked in several research projects with Drs. Peter G. Klein, Michael L. Cook, and Fabio R. Chaddad.
2009-10	Univ. of Missouri	Graduate Researcher to Dr. F.R. Chaddad.
2007-09	Univ. of Missouri	Graduate Researcher to Dr. P.G. Klein.
2005-07	Univ. of São Paulo (Brazil)	Graduate Researcher, Knowledge Center of Agribusiness-PENSA-USP.
2003-05	CINVE (Uruguay)	Research Assistant, Centre for Economic Research (CINVE).

### TEACHING EXPERIENCE

2013	Economics and Finance Ministry (PY)	Instructor at Graduate Program for the Paraguayan government. ORT University. Courses of Microeconomics II and Mathematical Economics
2012-present	UDELAR (UY)	Professor (G.4) at School of Economics, Business and Accounting, University of Uruguay (UDELAR). Instructor of Managerial Economics.
2012-present	ORT (UY)	Instructor of Microeconomics at the MBA program.
2012	UDELAR (UY)	Instructor of Economics of Agribusiness Firms at the Master Program on Animal Production and Agribusiness, School of Agronomy.
2011	U. of	Guest Lecturer. Topic: Transaction Cost Economics: Applications. Course:

(Fall)	Missouri	Economics of Agribusiness Firms (PhD Level). Dr. Fabio Chaddad
2010	U. of	Instructor. Course: Agricultural Price Analysis (Junior level, 43 students).
(Fall)	Missouri	Taught 50% of course. Student Evaluation of the Instructor: 4.1 over 5 (average of 13 items on teaching performance).
2010	U. of	Guest Lecturer. Topic: <i>Markets, Organizations, and the Role Of Knowledge</i> . Course: Economics of Managerial Decision Making (Junior level, 35 students), Dr. Peter G. Klein.
(Fall)	Missouri	
2010-present	U. Ort Uruguay	Advisor Professor – Master in Economics Program, Universidad ORT Uruguay.
2009	U. of	Teaching Assistant to Dr. Jan Dauve, Course: “Applied Microeconomics” (Freshmen level, 600 students).
(Fall)	Missouri	Main Tasks: Teaching one Lecture ( <i>Monopoly</i> ); Lecture review sessions; Office hours; Write exam and homework questions; Grading.
2009	U. of	Guest Lecturer. Topic: <i>Game Theory</i> Course: Economics of Managerial Decision Making (Junior level, 40 students), Dr. Peter G. Klein.
(Fall)	Missouri	
2006	U. of São Paulo (Brazil)	Teaching Assistant to Dr. Decio Zylbersztajn, Course: “Business Ethics and Organizations” (Junior level, 120 students).
(Spring)		
2005	U. of São Paulo	Course on Teaching Techniques (15 hours).
(Fall)		

## CONSULTING AND POLICY ANALYSIS EXPERIENCE

2013-present	MGAP (UY)	Director of the Economic and Policy Office at the Department of Agriculture of Uruguay (OPYPA-MGAP)
2012-present	MGAP (UY)	Advisor to the Secretary of the Department of Agriculture of Uruguay on Policy Design.
2009-present	CINVE (Uruguay)	Consultant in several projects on economic and policy analysis in the Agrifood sector.
2010-2012	FAO	Consultant for the Food and Agriculture Organization Project 2011: Consultant for the Department of Agriculture of Uruguay Comercialization Strategies for the Citrus Agroindustrial System Project 2010: Study on Smallholder Farmers Participation in Agrifood Value Chains
2007	Uni.Business (Brazil)	Consultant in economical and organizational analysis at ‘Uni.Business Estratégia’—consulting group in strategy and organizational change ( <a href="http://www.unibusiness.org/site/">www.unibusiness.org/site/</a> ). Project 1: coordination between BUNGE and cooperatives in Parana. Project 2: coordination between BUNGE and manufacturers of mineral supplements in São Paulo and Mato Grosso do Sul.
2003	Agri 21 (Uruguay)	Consultant in economical and agronomical analysis for the implementation of a private equity partnership for irrigated agriculture in Soriano, Uruguay.
2000	MGAP (Uruguay)	Census-taker in the Uruguayan National Agricultural Census “2000”. Ministry of Agriculture (MGAP).

## RESEARCH RECORD

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### ARTICLES IN REFEREED JOURNALS

Mondelli, M and P. Klein. 2014. “Private Equity and Asset Characteristics: The Case of Agricultural

- Production.” *Managerial and Decision Economics*, 35(2) ([abstract](#))
- Mondelli, M. and P. Klein. 2013. The role of asset specificity in financing choice in the agrifood sector. *Revista de Economia e Administração* – vol. 12 – n° 2 ([Abstract](#))
- P. Klein, J. Chapman, and M. Mondelli. 2013. Private Equity and Entrepreneurial Governance: Time for a Balanced View. *Academy of Management Perspectives* ([Abstract](#))
- Chaddad, F. and M. Mondelli. 2013. “Sources of Firm Performance Differences in the U.S. Food Economy,” *Journal of Agricultural Economics* 64(2) ([Abstract](#))
- Chaddad, F. and M. Mondelli. 2010. “Transgênicos e Agricultura Familiar: Resultados Iniciais do Projeto de Retomada do Algodão no Norte de Minas Gerais.” *Agroanalysis (Fundação Getúlio Vargas)*, Vol. 30, Ed.05 (Mayo) [in Portuguese].
- Mondelli, M. and D. Zylbersztajn. 2008. “Coordination of the Beef Agro-Industrial System: Determinants of Contractual Arrangement in Producer-Processor Transaction in Uruguay.” *Revista de Economia e Sociologia Rural (RESR)*, Piracicaba, SP, Brazil. Vol. 46, No. 03, pp. 831-868 [in Portuguese].

## **WORKING PAPERS**

- Aboal, D., M. Mondelli, and M. Vairo. “Innovation and Productivity in Agricultural Firms: Evidence from a Farm-Level Innovation Survey”
- Mondelli M. “An Empirical Taxonomy of Farm Businesses: Farm Assets and the Financing of Agricultural Production.”
- Mondelli, M. and D. Zylbersztajn. “Direct-Contracting and Brokers in the Producer-Processor Transaction: The Beef Industry Case.”

## **OTHER ARTICLES**

- Klein, Peter G., and Mario P. Mondelli, "Transaction Cost Theory," in Eric Kessler, ed., *Encyclopedia of Management Theory* (New York: Sage, forthcoming).
- Mondelli, M. P. 2011. External Equity Financing of Agrifood Firms. Ph.D., University of Missouri, Columbia, MO, EUA, 160pp.
- Bylund, P. and M. Mondelli. 2009. “Review of Muhammad Yunus, *Creating a World Without Poverty: Social Business and the Future of Capitalism*,” reviewed in *Electronic Journal of Sustainable Development*, Vol. I, Issue 3.
- Mondelli, M. 2007. Contractual arrangement in the beef producers-processors transactions of Uruguay. Master Thesis, 119p., Department of Economics, University of São Paulo, Brazil [in progress].
- Mondelli, M. and V. Picasso. 2001. “Technological Paths on Uruguayan Livestock Chain: An Evolutionary Approach”. Agronomist thesis, 121p, University of Uruguay, Montevideo, Uruguay. [in Spanish]

## **POLICY AND TECHNICAL PUBLICATIONS**

- Paolino, C., M. Mondelli, and L. Pittaluga. Structural Change in the Agribusiness in Uruguay and the role of Public Policies. CEPAL. Montevideo
- Mondelli, M., C. Paolino, and F. Rosas 2014. Strategies of sustainable intensification of agricultural production and adaptation to climate change. Forthcoming in Book by Red-Mercosur and Fundacion Astur. [in Spanish]
- Mondelli, M. B. Lanzilotta, V. Picasso, G. Ferreira, M. Vairo y P. Cazulo. 2012. Uruguayan Survey of Agricultural Innovation (2007-2009): Main Results. Study performed by CINVE for Uruguayan

- Research and Innovation Agency (ANII). Studies Serie No. 8. ANII: Montevideo. [in Spanish]
- Paolino, C. and M. Mondelli. 2012. Especialización agrícola y agroindustrial en Uruguay: ¿maldición o bendición? Annual Publication of the Economic Policy Office (Anuario OPYPA), Ministry of Agriculture, Uruguay. [in Spanish]
- M. Mondelli y F. Montes. 2012. Estrategias y obstáculos para la diversificación de las exportaciones cítricas uruguayas. Annual Publication of the Economic Policy Office (Anuario OPYPA), Ministry of Agriculture, Uruguay. [in Spanish]
- Bervejillo, J, G. Giudice, and M. Mondelli. 2013. "Innovation in the Uruguayan Agroindustrial Cooperatives." Uruguayan Federation of the Agricultural Cooperatives CAF. Publication of research project funded by ESFIM Program (Holland) and coordinated by U. of Wageningen. [in Spanish].
- Mondelli, M. and J. Bervejillo. 2013. Agrifood Cooperatives and Smallholder Farmers. Uruguayan Federation of the Agricultural Cooperatives CAF. Project funded by International Fund for Agricultural Development of United Nations IFAD-MERCOSUR. [in Spanish].
- Pittaluga, L., (Cord.), C. Narbono, M. Sierra, J. Bervejillo, G. Giudice, and M. Mondelli. 2012. "Innovation constraints in the Uruguayan agroindustrial cooperative system" Uruguayan Federation of the Agricultural Cooperatives CAF. Research Report. Project funded by ESFIM Program (Holland) and coordinated by U. of Wageningen. [in Spanish].
- A. Failde; M. Mondelli; C. Peixoto. 2010. "Smallholder Farmers Participation in Agrifood Value Chains: Cases in Uruguay and Paraguay". Book Published by FAO-UN [in Spanish]. [www.rlc.fao.org/es/pubs/pdf/cinve.pdf](http://www.rlc.fao.org/es/pubs/pdf/cinve.pdf)
- Laens, S., M. Mondelli, C. Paolino and R. Osimani. 2004. "Competitiveness Analysis of the Uruguayan Agro-Industrial Chains: Forestry, Dairy and Beef." Centre for Economic Research (study funded by Inter-American Development Bank) [in Spanish].
- Paolino, C., M. Mondelli and N. Perelmutter. 2003. "Competitiveness of the Agro-Industrial Chains in the MERCOSUR countries." Annual Publication of the Economic Policy Office (*Anuario OPYPA*), Ministry of Agriculture, Uruguay. [in Spanish]
- Paolino, C., M. Mondelli and N. Perelmutter. 2004. "Competitiveness Analysis of the Southern Common Market (MERCOSUR) Agro-Industrial Chains: Beef, Cotton And Oilseeds." FAO-UN Studies (Project TCP/RLA/2910) [in Spanish].

## CONFERENCE PAPERS AND WORKSHOPS

### REFEREED CONFERENCE PAPERS

2013 Jun	"Private Equity and Asset Characteristics: The Case of Agricultural Production" at ISNIE Conference, Florence, Italy.
2012 Oct	"Asset Specificity and Firms' Financial Structure" at 7 <sup>th</sup> Research Workshop on Institutions and Organizations, Center for Organization Research-CORS, Sao Carlos, Brazil.
2012 Aug	"The Determinants of External Private Equity Financing in Agricultural Production Businesses" at 28th Triennial Conference of the International Association of Agricultural Economists (IAAE) in Brazil
2011 Nov 30-2	"An Empirical Taxonomy Of Farm Businesses: Farm Assets And The Financing Of Agricultural Production." at the VIII International Agribusiness Conference (PAA-PENSA), Buenos Aires.
	"Firm, Industry, Corporate And Time Effects On Firm Performance In The U.S. Food

Economy.” at the VIII International Agribusiness Conference (PAA-PENSA), Buenos Aires.

- 2011  
Nov 16-17 “Family Farmer Participation in Agrifood Value Chains.” Meeting of Experts from South Cone Countries: "Family farmers and access to commercialization: new evidence." FAO-UN HQ for Latin America, Santiago, Chile.
- 2010  
Jul 25-27 Presenter ("Sources of Firm Performance Differences in the U.S. Food Economy: Exploring Specific Industry, Corporate and Business Segment Effects On Agribusiness Firm Profitability") at the Poster Session of the 2010 Meeting of the Agricultural & Applied Economics Association (AAEA), Denver, CO, USA.
- 2009  
Jul 26-28 (“Entrepreneurial and Organizational Responses to Biotechnology Innovation”), presented by Dr. P. Klein (co-author) at the Track Session (AEM & IBES) of the Annual Meeting of the Agricultural and Applied Economics Association (AAEA), Milwaukee, WI, USA.
- 2008  
Jun 20-21 Presenter (“Direct-Contracting and Brokers in the Producer-Processor Transaction: The Uruguayan Beef Industry Case”) at the 12<sup>th</sup> Conference of the International Society for New Institutional Economics (ISNIE), Toronto, Canada.
- 2007  
Jul 22-25 Presenter (“On Determinants of Contractual Arrangements: The Beef Producer-Processor Transaction in Uruguay”) at the Annual Conference of the Brazilian Economic and Rural Sociology Society (SOBER), Londrina, PR, Brazil.
- 2004  
Nov 3-5 Presenter (“Commerce Fluxes of the Beef and Oilseeds Chains in the Southern Common Market Countries”) at 1<sup>st</sup> South American Ag. Economic Congress (AAEA-IAAE). Mar del Plata, Argentina.
- 2001  
Oct 24-26 Presenter (“Technological Heterogeneity on Uruguayan Livestock Producers”) at 1<sup>st</sup> Uruguayan and Argentinean Agricultural Economics Society Conference (SUEA-AAEA). Montevideo, Uruguay.

#### **OTHER CONFERENCES**

- 2010  
Nov 4-6 Attendee of The Legacy and Work of Douglass C. North “Understanding Institutions and Development Economics” at Washington University, St. Louis, USA.
- 2009  
Mar 5-7 Attendee of 20th Gateway Conference “Made as Well as Found: Researching Entrepreneurship as a Science of the Artificial” (Keynote: Saras Sarasvathy) at Saint Louis University, St. Louis, MO, USA.
- 2008  
Nov 6-7 Attendee of McCEL Entrepreneurship Conference "Entrepreneurship: Where Practice and Theory Meet" in St. Louis, MO, USA.
- 2008  
Apr 11-12 Attendee of 19th Gateway Conference “Researching Angel Investing” (Keynote: Colin Mason) at Saint Louis University, St. Louis, MO, USA.
- 2006  
Sep 21-24 Attendee of 10th Conference of the International Society for New Institutional Economics Conference “Institutions: Economic, Political and Social Behavior” in Boulder, CO, USA.
- 2006  
Jul 17-18 Participant of Research Workshop on “Institutions And Organizations” organized by Universities IBMEC, FGV and FEA-USP. São Paulo, Brazil.
- 2005  
Jul 24-27 Attendee of XLIII Conference of the Brazilian Economic and Sociology Society (SOBER) “Institutions, Efficiency, Management and Contracts in Agro Industrial Systems” in Ribeirão Preto, Brazil.

## HONORS AND AWARDS

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2011	Frank Miller Fellowship, Department of Agricultural and Applied Economics, University of Missouri.
Apr 2010-present	National Researcher System (ANII-Uruguay) – <i>Investigador Asociado</i> (ver CV ANII).
Aug 2007-present	Research Assistantship to Dr. Peter G. Klein, Division of Applied Social Sciences, University of Missouri.
Mar 2007	Awarded Fellowship from Brazilian Education Bureau (CAPES) to pursue PhD Studies at University of São Paulo. (declined to pursue PhD Studies at University of Missouri).
Sep 2006	Fellowship from Ronald Coase Institute to Participate at the Workshop on Institutional Analysis, The Ronald Coase Institute, in Boulder, CO, USA (\$ 2000).
2005- 2007	Fellowship from Brazilian Education Bureau (CAPES) to Pursue Master Studies at University of São Paulo (\$ 13,000).

## SERVICE ACTIVITY

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### Organizer at Seminars/Congresses

CINVE academic Seminars 2012

Reviewer for Academic Journals: Journal of Agricultural Economics; Rausp - Revista de Administração, U. of São Paulo; Agrociencia.

Reviewer for Conference Paper: Academy of Management 2012 Meeting; VII Research Workshop on Institutions and Organizations (CORS) Brazil; VIII and IX International Agribusiness Conference organized by the Agribusiness Intelligence Center (PENSA)

### Representative in University Boards

Member of CINVE Council (4 members) 2012-2014

Graduate Student Representative to the Graduate Studies Committee at Department of Agricultural Economics, University of Missouri, 2008-2009.

Alumni Representative to Claustro (College Board) at Agronomy School, U. of Uruguay, 2003–2004.

Student Representative to College Council (Consejo) and Various Committees at Agronomy School, Univ. of Uruguay, 1999–2001.

Student Representative at Latin American Agricultural Student Meeting in Saltillo-México, Curitiba-Brazil and Cochabamba-Bolivia, 1997-1999.

## OTHERS ABILITIES

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### Languages Proficiency

Spanish: native

English: complete fluency (speaking and writing)

Portuguese: complete fluency (speaking and writing)

Italian: Sufficient (speaking)

### Statistical Packages:

STATA (9/10), SAS (8/10), SPSS (9/10), AMOS (7/10), HLM 8/10.