

CURRICULUM VITAE

MARIO P. MONDELLI

December, 2012

PERSONAL AND CONTACT INFORMATION

Address: Uruguay 1242. CP 11100 Montevideo, Uruguay Citizenship: Uruguayan
Phone: +598-99 379247 Born: Oct 17, 1976
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EDUCATION

- 2007–2011 **Ph.D., Applied Economics**, University of Missouri.
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 Firms
- 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
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

RESEARCH EXPERIENCE

2007-present	CINVE (Uruguay)	Principal Investigator, Centre for Economic Research (CINVE) <u>Agricultural Economics and Natural Resources</u> <u>Economics of Innovation</u>
2010-present	ANII (Uruguay)	Researcher accredited to the National Researcher System (ANII-Uruguay) (See <u>CV ANII</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

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 Graduate Program on Animal Production and Agribusiness, School of Agronomy.
2011 (Fall)	U. of Missouri	Guest Lecturer. Topic: Transaction Cost Economics: Applications. Course: Economics of Agribusiness Firms (PhD Level). Dr. Fabio Chaddad
2010 (Fall)	U. of Missouri	Instructor. Course: Agricultural Price Analysis (Junior level, 43 students). Taught 50% of course. Student Evaluation of the Instructor: 4.1 over 5 (average of 13 items on teaching performance).
2010 (Fall)	U. of Missouri	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.
2010-present	U. Ort Uruguay	Advisor Professor – Master in Economics Program, Universidad ORT Uruguay.
2009 (Fall)	U. of Missouri	Teaching Assistant to Dr. Jan Dauve, Course: “Applied Microeconomics” (Freshmen level, 600 students). Main Tasks: Teaching one Lecture (<i>Monopoly</i>); Lecture review sessions; Office hours; Write exam and homework questions; Grading.
2009 (Fall)	U. of Missouri	Guest Lecturer. Topic: <i>Game Theory</i> Course: Economics of Managerial Decision Making (Junior level, 40 students), Dr. Peter G. Klein.
2006	U. of São	Teaching Assistant to Dr. Decio Zylbersztajn, Course: “Business Ethics

(Spring) Paulo (Brazil) and Organizations” (Junior level, 120 students).
 2005 U. of São
 (Fall) Paulo Course on Teaching Techniques (15 hours).

CONSULTING AND POLICY ANALYSIS EXPERIENCE

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 Commercialization Strategies for the Citrus Agrifood 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 (www.unibusiness.org/site/).
 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

ARTICLES IN REFEREED JOURNALS

P. Klein, J. Chapman, and Mario Mondelli. 2013. Private Equity and Entrepreneurial Governance: Time for a Balanced View. *Academy of Management Perspectives* ([Abstract](#))

Chaddad, F.R. and Mondelli, M.P. “Sources of Firm Performance Differences in the U.S. Food Economy,” *Journal of Agricultural Economics* 64(2), forthcoming June 2013. ([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 Getulio 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

Mondelli M and P. Klein “Private Equity and Asset Characteristics: The Case of Agricultural Production.” [submitted to journal].

Mondelli M. “An Empirical Taxonomy of Farm Businesses: Farm Assets and the Financing of Agricultural Production.” [in progress].

Mondelli, M. and D. Zylbersztajn. “Direct-Contracting and Brokers in the Producer-Processor Transaction: The Beef Industry Case.” [submitted to journal].

OTHER PUBLICATIONS

- 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

- Bervejillo, J, G. Giudice, and M. Mondelli. 2013. "Innovation in the Uruguayan Agrifood 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
- 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. Perelmuter. 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. Perelmuter. 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

- 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 12th 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), Londrinas, PR, Brazil.
- 2004
Nov 3-5 Presenter ("Commerce Fluxes of the Beef and Oilseeds Chains in the Southern Common Market Countries") at 1st South American Ag. Economic Congress (AAEA-IAAE). Mar del Plata, Argentina.
- 2001
Oct 24-26 Presenter ("Technological Heterogeneity on Uruguayan Livestock Producers") at 1st Uruguayan and Argentinean Agricultural Economics Society Conference (SUEA-AAEA). Montevideo, Uruguay.

SEMINARS PRESENTATIONS

- 2010
Apr 16 Presenter ("Sources of Firm Performance Differences in the U.S. Food Economy") at L&L Seminar of Department of Agricultural and Applied Economics at University of Missouri, USA.
- 2008
Sep 17 Presenter ("Direct-Contracting and Brokers in the Producer-Processor Transaction: The Uruguayan Beef Industry Case") at L&L Seminar of Department of Agricultural and Applied Economics at University of Missouri, USA.
- 2006
Sep 25-26 Paper Discussant ("A case study of participation and social control in the third party food quality certification" by P. Brito) at Thinking and Doing Conference in Boulder, CO, USA.
- 2005
Oct Presenter of Agribusiness Intelligence Center (PENSA-USP) Monthly Seminar ("Coordination of the Beef Agro-Industrial System in Brazil and Uruguay") at

University of São Paulo, SP, Brazil.

2004
Sep 27-28 Presenter (“The Cotton Chain in the Southern Common Market Countries”) at FAO Workshop on Policies and Projects for the Competitiveness Improvement of the Agro Industrial Chains within MERCOSUR Countries. Project FAO-UN TCP/RLA/2910. 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

2011 Frank Miller Fellowship, Department of Agricultural and Applied Economics, University of Missouri.

Apr 2010-
present National Researcher System (ANII-Uruguay) – *Investigador Asociado* (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

2005- 2007 Fellowship from Brazilian Education Bureau (CAPES) to Pursue Master Studies at University of São Paulo.

SERVICE ACTIVITY

Organizer at Seminars/Congresses

CINVE academic Seminars 2012

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

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) since 2012

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

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.