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## Mary A. Marchant, Ph.D.

Virginia Tech

Department of Agricultural and Applied Economics

303A Hutcheson Hall (0401), Blacksburg, VA 24061

Phone: (540) 231-1674, FAX: (540) 231-7417

E-mail: [Mary.Marchant@vt.edu](mailto:Mary.Marchant@vt.edu)

Webpage: <http://www.aaec.vt.edu/people/faculty/marchant-mary.html>

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### I. EDUCATION

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Ph.D.	Agricultural Economics	University of California, Davis	1989
M.A.	Economics	University of California, Davis	1982
B.Sc.	Urban Planning	University of California, Davis	1979
A.A.	Chemistry	Modesto Junior College	1974

### Leadership Development:

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<i>Virginia Network of the American Council on Education Office of Women in Higher Education, Senior Leadership Series for Women Administrators</i>	2007-2008
<i>Leadership Fellow, Summer Institute for Women in Higher Education Administration, Bryn Mawr College</i>	2005
<i>Leadership Fellow, National Assoc. of State Universities &amp; Land Grant Colleges</i>	2001-2002

### II. EXPERIENCE

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<i>Professor, Dept. of Agricultural and Applied Economics, Virginia Tech</i>	2006-present
<i>Education Lead, CALS Center for Agricultural Trade</i>	2015-present
<i>Associate Dean and Director, Academic Programs, Virginia Tech (VT) College of Agriculture and Life Sciences (CALS)</i>	2006-2008
<i>Department of Agricultural Economics, University of Kentucky (UK-AEC)</i>	1989-2006
<i>Professor, International Trade/Agricultural Marketing</i>	2003-2006
<i>Director of Undergraduate Studies</i>	2005-2006
<i>Associate Professor, Agricultural Economics</i>	1995-2003
<i>Assistant Professor, Agricultural Economics</i>	1989-1995
<i>Faculty Affiliate, UK Women's Studies Program</i>	2002-2006
<i>Fulbright Distinguished Chair, Universita' degli Studi della Tuscia, Italy</i>	1998
<i>Research Analyst, State of California, Sacramento, CA</i>	1979-1984
<i>Laboratory Technician, Shell Biological Science Research Center, CA</i>	1974-1976

### III ADMINISTRATIVE EXPERIENCE

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Associate Dean and Director, Office of Academic Programs (AP), Virginia Tech, College of Agriculture and Life Sciences:

- Oversee all aspects of the Office of Academic Programs, which first and foremost provides services for students—current, prospective and alums. On a day-to-day basis, the Office provides advice and guidance to current students and faculty on matters relating to academic policies and procedures. Other functions include recruitment of prospective students into the College, alumni relations, career services, and the two-year Agricultural Technology degree program.
- Promote the scholarship of teaching and learning by sponsoring College teaching mini-grants (\$60,000), hosting innovative teaching workshops and providing additional financial support for faculty to develop national teaching grant proposals.
- Promote the use of innovative teaching methods--student engagement, active learning, critical thinking skills, undergraduate research and service learning, experiential activities, international experiences, and internships.
- Enhance College diversity efforts and STEM projects (e.g., ExxonMobil Bernard Harris Math/Science Summer Camp, SEED School, MANNRS).
- Working with departments, awarded a record amount of scholarships—over \$720,000 in 2008/2009.
- Provide resources to “Grow the College”—student enrollment increased 13%, from 2213 students in 2006 to over 2,500 students in 2008.
- Initiate programs to promote and celebrate student academic excellence and foster a “welcoming environment” for all students.

University of Kentucky:

- As *AEC Director of Undergraduate Studies*, served in leadership role coordinating undergraduate student recruitment, retention, advising, and Departmental scholarships, 2005-2006.
- Appointed *NCAA Division I Certification Self-Study-Fiscal Integrity* sub-committee Chair, 2003; appointed Steering Committee member, 2003-2005. Appointed *UK Athletic Association Board of Directors* member, 2005-2006.
- As Chair of the *President’s Commission on Women-Scientific and Professional Advancement* subcommittee, coordinated university-wide faculty promotion and tenure workshops, 2005-2006; member 2003-2006.
- Appointed Chair, College of Ag. Diversity Task Force, 2001-2003. Results included an 83 page report entitled *Diversity Issues in the College of Agriculture*, April 2003.
- Elected *University Faculty Senate* member, 2001-2004. Served on the General Education Subcommittee, 2000-2001.
- Elected Chair, *Agriculture Faculty Council*, 2005-2006; member 2000-2002 and appointed College Promotion and Tenure Committee member, 2004-2006.

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## IV. HONORS AND AWARDS

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### A. Research

- *Gamma Sigma Delta—The Honor Society of Agriculture*. Virginia Tech chapter, Research Award of Merit, April 17, 2017.
- **Lifetime Achievement Award, Southern Association of Agricultural Economists, 2014.**

- Best Paper. China section of the *Agricultural and Applied Economics Association (AAEA)*. Co-recipient with W.Chen & B.Lohmar. Presented at the 2012 AAEA annual meeting, Seattle, WA.
- **Co-editor, *Journal of Agricultural and Applied Economics*, 2010-2013.**
- VT Alumni Award for Excellence in International Research, 2010.
- Phi Beta Delta International Honor Society, honorary member, 2010.
- Associate Editor, *Agronomy Journal*, 2008-2010.
- *Wethington Award*, 2004, 2005. [This award recognizes faculty for prestigious grants.]
- Co-Editor, *AgBioForum: The Journal of Agrobiotechnology Management and Economics*. "Special Issue: Agricultural Biotechnology in China," 5:4 (2002), 178 pages.
- National Research Initiative Competitive Grants Program, appointed Panel Manager, U.S. Dept. of Ag.-Coop. State Research, Education & Extension Service (USDA-CSREES), 1999-00.
- **Fulbright Distinguished Chair in Agricultural Economics--International Trade.** The Fulbright Chairs program is the most prominent of Fulbright awards--22 Fulbright Distinguished Chairs were awarded in 1998--only one in agricultural economics.
- *Gamma Sigma Delta--The Honor Society of Agriculture*, member since 1992.

## B. Instruction

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- VT Center for Instructional Development and Educational Research (CIDER), Featured Teacher of the Week-October, 2015, Award Ceremony April 2016.
- *VT CIDER-Large Class Teaching Certificate Program*, 2014-15; Award Ceremony April 2015.
- *Association of Public and Land-grant Universities (APLU), Board on Agriculture Assembly, Academic Programs Section: Leadership and Service Award*, 2006-2008.
- *UK Agribusiness Club, Faculty Advisor Appreciation Award*, 2004.
- *Freedman Outstanding UK Advisor Award* 2003. [Award based on student nominations.]
- American Agricultural Economics Association, *Distinguished Teaching Award for Less than 10 Years' Experience*, 1999. [One national award presented in this category annually.]
- UK *Great Teacher Award*, 1998. [Award based on student nominations.]
- Gamma Sigma Delta, *Master Teacher Award*, UK chapter, 1994.

## C. Leadership

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- VT President's University Council, elected by CALS faculty to represent them, 2017-2020.
- International Association of Agricultural Economists, elected U.S. board member, 2006-2012.
- CALS Promotion and Tenure Committee, appointed member, 2008-2011.
- CALS Innovative Teaching Mini-Grants for Faculty (\$60,000) & subsequent poster session, Coordinator, 2008.
- *Leadership Excellence Certificate*, VT University Professional Development, 2007-08.
- **Gamma Sigma Delta--The Honor Society of Agriculture, International Historian, 2000-06.**
- **Fulbright Distinguished Chairs' peer review panel, Chair**, 2003-04; member, 2002-04.
- **American Agricultural Economics Association (AAEA): Leadership and Service Award, 1999-02.** Elected Foundation Board-Vice President for Programs, 2001-02; other leadership roles: appointed **Awards Chair**, 2004-06; Co-Chair, Teaching, Learning, and Communications Committee, 2000-01.
- **Southern Agricultural Economics Association (SAEA), elected 1999 President.**

#### D. Selected Academic Service Activities [Also see section IX below]

- VT Faculty Senate, member. Elected by AAEC faculty, 2012-2015.
- Reviewer of the “American Agricultural Economics Association Centennial Book,” 2009.
- USDA-CSREES Portfolio Review Committee, appointed member, 2004.
- VT University Council on International Affairs, appointed member, 2006-2011.
- VT Administrative Review Committee for Ron Daniel, appointed Chair, 2007.
- NCAA Division I Certification, UK Self-Study; Steering Committee member, 2003-05.

#### V. EXTRAMURAL FUNDING [Total funding exceeds \$4.2 million]

##### A. Internal Research Seed Grant (Subtotal = \$19,728)

- 2017, *Virginia Tech (VT)-Institute for Society, Culture & Environment (ISCE) Scholars Program*, “The Impact of Diversifying China’s Global Agri-Food Suppliers on U.S. Exports” seed grant. Project Director (PD) & co-PDs M. Hejazi, J. Zhu and W. Zhang. . . . .  
**\$19,728.**

##### B. Federally Funded Research Projects (Subtotal = \$1,536,927)

- 2018-20, ***Agriculture and Food Research Initiative (AFRI)***, U.S. Dept. of Agriculture, National Institute of Food & Agriculture (USDA-NIFA), “Effects of Contested Regulatory Measures on U.S. and Global Agricultural Trade,” co-PD with J. Grant (PD) & co-PDs Orden & Peterson.  
**\$337,611**
- 2014-18, ***AFRI***, USDA-NIFA “Expanding U.S. Market Access in China’s Evolving Agricultural and Trade Policy Environment,” PD with co-PDs J. Hansen & F Tuan. [**18% funding rate**].  
**\$492,316**
- 2005-10, ***National Research Initiative (NRI) Competitive Grants Program***, USDA, Cooperative State Research, Education & Extension Service (CSREES), “Agrobiotechnology in China: Competitiveness Impacts on U.S. Soybean Exports Markets.” PD [**7% funding rate**].  
**\$302,000**
- 2001-04, ***NRI***, USDA-CSREES, “Exporting U.S. Livestock Products to China,” NRI subcontract (Principal Investigator (PI)) with North Carolina A&T (\$150,000). . . . .  
**\$50,000**
- 2000-05, ***NRI***, USDA-CSREES, “Simplified Technology for Enzyme Production with Thermophilic Anaerobic Bacteria,” co-PI with S. Nokes & H. Strobel. . . . .  
**\$195,000**
- 2001-03, USDA, “Demand Determinants for U.S. Processed Food Exports by Middle Income Countries” co-PI with M. Reed. Additional funds obtained from the UK VP for Research.  
**\$24,000**
- 1998-01, ***NRI***, USDA-CSREES, “Assessment of Trade and Foreign Direct Investment on U.S. Competitiveness in Asian Food Markets,” PI. . . . .  
**\$88,000**
- 1998, ***Fulbright Distinguished Chair in Agricultural Economics-International Trade***. . . . .  
**\$12,000**
- 1996-97, USDA-Economic Research Service (USDA-ERS), Cooperative Agreement, “U.S. Processed Food Trade and Foreign Direct Investment,” co-PI. . . . .

**\$11,000**

- 1996, *NRI, USDA-CSREES, "Trade and the Environment"* conference, PI. Additional funds obtained from the American Ag. Econ. Assoc. (AAEA) and Farm Foundation. . . . .

**\$15,000**

- 1995, *Canadian Embassy, "Canadian-U.S. Trade Agreement Effects,"* PI. . . . .

**\$4,000**

- 1992, *USDA-Office of International Cooperation & Development, "Scientific Exchange,"* co-PI with S. Neff.

**\$6,000**

**B. Externally Funded Teaching/Leadership Projects (Subtotal = \$2,660,052)**

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- 2014-15, *Higher Education Programs, USDA-NIFA, "Food and Agricultural Education Information System (FAEIS)-FY 2014-15,"* PD. . . . .

**\$220,000**

- 2013-14, *Higher Education Programs, USDA-NIFA, "FAEIS- 2013-14,"* PD. . . . .

**\$220,000**

- 2012-14, *Higher Education Programs, USDA-NIFA, "FAEIS-2012-13,"* PD. . . . .

**\$210,000**

- 2011-13, *Higher Education Programs, USDA-NIFA, "FAEIS,"* PD. . . . .

**\$247,000**

- 2008-11, *Higher Education Programs, USDA-CSREES, "Improvement and Marketing of FAEIS,"* PD. . . . .

**\$785,000**

- 2007-11, *Higher Education Challenge Grant Program, USDA-CSREES, "The USDA Scholars Program-Innovations in Undergraduate Research,"* co-PD with D. Good & C. McIntyre.

**\$278,194**

- 2008, *ExxonMobil Bernard Harris "Math-Science Summer Camp,"* PD. . . . .

**\$80,000**

- 2006-08, *Higher Education Programs, USDA-CSREES, "Refinement and Improvement of FAEIS,"* PD (2007-08); co-PD with T. Mack & D. Sutphin (2006-07). . . . .

**\$506,258**

- 2006-08, *Virginia Tech-Provost Office--Parents Fund; additional funds from CALS Dean. "Litton-Reaves Student Lounge and Lobby Renovation,"* PD. . . . .

**\$57,500**

- 2005; 2001-02 *UK Provost Office and College of Agriculture, "Leadership Fellowship,"* PD.

**\$10,500**

- 2004-05, *UK Graduate School, Faculty sponsor for "Research & Dissertation Enhancement Awards,"* PD. . . . .

**\$6,000**

- 2003, *USDA, Economic Research Service, "Agbiotechnology Team Travel to China."*

**\$6,000**

- 1994-2005, *AAEA, Southern Agricultural Economics Association (SAEA) and UK Graduate School, Faculty sponsor for "Student Travel Grants,"* PD. . . . .

**\$4,600**

- 2003, 1998 and 1994, *UK "Teaching and Advising Awards."* . . . . .

- **\$2,500**  
2001; 1991-02, *UK VP for Research*, "Funds for Page Charges and Travel Grants," PD.
- **\$8,000**  
2001, *AAEA*, "Developing a Learning Environment Where All Students Seek to Excel" conference, PD.
- **\$7,000**  
1998-1999, *Gamma Sigma Delta International* "Distinguished Lecture Series" grant.
- **\$500**  
1996, *UK Chancellor, Grad. School, Ag. Dean, & Barnhart Fund for Excellence* "Successful Strategies for Recruitment & Retention" conference, co-PI with D. Witham & R. Dwyer.
- **\$6,000**  
1994, *Farm Foundation*, "Achieving Diversity," co-PI.
- **\$5,000**

## VI. SCHOLARLY PRODUCTIVITY

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### A. Journal Articles

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1. Hejazi, M.,\* M.A. Marchant, J. Zhu\* and X. Ning.\* "The Decline of U.S. Export Competitiveness in the Chinese Meat Import Market. *Agribusiness: An International Journal* special issue on China, in press.
2. Marchant, M.A., and H.H. Wang. 2018. "Theme Overview: **U.S.–China Trade Dispute and Potential Impacts on Agriculture.**" *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-china-trade-dispute-and-potential-impacts-to-agriculture/theme-overview-uschina-trade-dispute-and-potential-impacts-on-agriculture>
3. Hansen, J., M.A. Marchant, W. Zhang, and J. Grant. 2018. "Upheaval in China's Imports of U.S. Sorghum." *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-china-trade-dispute-and-potential-impacts-to-agriculture/upheaval-in-chinas-imports-of-us-sorghum>
4. Marchant, Mary A. "Theme Overview: **U.S. Commodity Markets Respond to Changes in China's Ag Policies.**" *Choices*. Quarter 2 (2017). Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-commodity-markets-respond-to-changes-in-chinas-ag-policies/theme-overview-us-commodity-markets-respond-to-changes-in-chinas-ag-policies>
5. Hejazi, M.\* and M.A. Marchant. "China's Evolving Agricultural Support Policies." *Choices*. Quarter 2 (2017). Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-commodity-markets-respond-to-changes-in-chinas-ag-policies/chinas-evolving-agricultural-support-policies>
6. Hanson, J., M.A. Marchant, F. Tuan, and A. Somwaru. "U.S. Agricultural Exports to China Increased Rapidly Making China the Number One Market." *Choices*. Quarter 2 (2017). Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us->

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\* Graduate Student.



- [commodity-markets-respond-to-changes-in-chinas-ag-policies/us-agricultural-exports-to-china-increased-rapidly-making-china-the-number-one-market](#)
7. Marchant, Mary A. and Kimberly L. Morgan. "Lessons Learned from Teaching Large Classes" *North American Colleges & Teachers of Agriculture (NACTA) Journal*, 60:4(Dec 2016)447-48. [https://www.nactateachers.org/images/TeachingTips/Lessons\\_Learned\\_from\\_Teaching\\_Large\\_Classes.pdf](https://www.nactateachers.org/images/TeachingTips/Lessons_Learned_from_Teaching_Large_Classes.pdf)
  8. Xie, Chaoping\* and Mary A. Marchant. "Supplying China's Growing Appetite for Poultry," *International Food and Agribusiness Management Review (IFAMR)*. Volume 18--Special Issue A(2015):115-136. On web: <http://www.ifama.org/resources/Documents/v18ia/Xie-Marchant.pdf>
  9. Marchant, Mary A. "Innovative Teaching Methods: Evolutions Spanning a 25 Year Career," *Journal of Agricultural and Applied Economics*. 46:3(Aug. 2014):327-337. On web: <http://ageconsearch.umn.edu/bitstream/183109/2/jaae463life2b.pdf>
  10. Sharma, Anupa\* and Mary A. Marchant "National Survey of Study Abroad Programs Using the Food and Agriculture Education Information System (FAEIS) Database." *North American Colleges and Teachers of Agriculture (NACTA) Journal*, 58:2(June 2014)140-147. On web: <https://www.nactateachers.org/index.php/volume-58-number-2-june-2014/2191-national-survey-of-study-abroad-programs-conducted-in-asia-using-the-food-and-agriculture-education-information-system-faeis-database>
  11. Good, Deborah J., Christina M. McIntyre, and Mary A. Marchant. "The USDA Scholars Program: Innovations in a Summer Undergraduate Research Program." *NACTA Journal*. 57:1 (March 2013):62-70. On web: <https://www.nactateachers.org/index.php/volume-57-num-1-march-2013/2037-the-usda-scholars-program-innovations-in-a-summer-undergraduate-research-program>
  12. Chen, Wei,\* Mary A. Marchant, Andrew Muhammad. "China's Soybean Product Imports: An Analysis of Price Effects using a Production Systems Approach." *China Agricultural Economic Review*. 4:4(November 2012):499-513. On web: <http://www.emeraldinsight.com/doi/abs/10.1108/17561371211284849>
  13. Marchant, Mary A., Jolene D. Hamm,\* Timothy P. Mack, Joseph R. Hunnings, William W. Richardson, H. Dean Sutphin. "The USDA's Food and Agricultural Education Information System: FAEIS." *NACTA Journal*. 54:4(December 2010):30-34. On web: [https://www.nactateachers.org/attachments/article/387/Marchant\\_December%202010%20NACTA%20Journal-7.pdf](https://www.nactateachers.org/attachments/article/387/Marchant_December%202010%20NACTA%20Journal-7.pdf)
  14. Tuan, Francis, James Hansen, Agapi Somwaru, Mary A. Marchant, Nicholas Kalaitzandonakes, Funing Zhong. "Hypothetical Commercialization of Biotech Soybeans in China: Impacts on Domestic Markets and International Trade Effects." *Journal of Life Sciences*. 4:3(April 2010):52-60. On web: <http://www.davidpublisher.org/Public/uploads/Contribute/557e8b3a75189.pdf>
  15. Watts Reaves, Dixie, Roger A. Hinson, and Mary A. Marchant. "Benefits & Costs of Faculty Participation in Extra & Co-curricular Activities." *NACTA Journal*. 54:1(March 2010). On web: <https://www.nactateachers.org/index.php/vol-54-num-1-march-2010-sp-1909931157/113-benefits-and-costs-of-faculty-participation-in-extra-and-co-curricular-activities>
  16. Song, Baohui,\* Mary A. Marchant, and Michael R. Reed. "Competitive Analysis and Market Power of China's Soybean Import Market." *International Food and Agribusiness Management Review*. 12:1(2009). On web: <http://purl.umn.edu/53744>

17. Marchant, Mary A. "Beginning Teaching at a University: The Ultimate On-The-Job Training Program." Editor's Selected Reprint. *NACTA Journal*. 51:4 (Dec. 2007):62-64. Originally printed in the *NACTA Journal*. 37:1(March 1993):16-18. On web: <https://www.nactateachers.org/index.php/vol-51-num-4-dec-2007-sp-1504700966/234-beginning-teaching-at-a-university-the-ultimate-on-the-job-training-program-reprint>
18. Zhuang, Jun,\* Mary A. Marchant, Sue E. Nokes, and Herbert J. Strobel. "Economic Analysis of Cellulase Production Methods for Bio-ethanol: Comparison of Liquid versus Solid State Cultivation Approaches." *Applied Engineering in Agriculture*. 23:5(Oct. 2007):679-87. Web: [http://www.eng.buffalo.edu/~jzhuang/Papers/Zhuang\\_AEA\\_2007.pdf](http://www.eng.buffalo.edu/~jzhuang/Papers/Zhuang_AEA_2007.pdf)
19. Peng, Xuehua,\* Mary A. Marchant, Xiang Dong Qin, and Jun Zhuang.\* "Chinese Consumers' Preferences for Livestock Products." *International Food and Agribusiness Management Review*. 8:4(October 2005):62-76. On web: <http://purl.umn.edu/8134>
20. Marchant, Mary A., and Baohui Song.\* "Assessment of Biotechnology Policies and International Trade in Key Markets for U.S. Agriculture." *Journal of Agricultural and Applied Economics*. 37:2(August 2005):379-391. On web: <http://purl.umn.edu/43513>
21. Marchant, Mary A., and Sanjeev Kumar.\* "An Overview of U.S. Foreign Direct Investment and Outsourcing." *Review of Agriculture Economics*. 27:3(2005):379-386. On web: <http://www.jstor.org/stable/3700863>
22. Zhuang, Jun,\* Mary A. Marchant, Christopher L. Schardl, and Courtney Murrell Butler.\* "Economic Analysis of Replacing Endophyte-Infected with Endophyte-Free Tall Fescue Pastures." *Agronomy Journal*. 97:3(May-June 2005):711-716. On web: <https://dl.sciencesocieties.org/publications/aj/abstracts/97/3/0711?access=0&view=article>
23. Zhang, Guilin, Michael Reed, Mary A. Marchant, and Baohui Song.\* "Chinese Agricultural Products Entering U.S. Markets After WTO Accession." *China and World Economy*. 12:4(2004):66-78.
24. Seale, James L., Mary A. Marchant, & Alberto Basso.\* "Imports versus Domestic Production: Demand System Analysis of the U.S. Red Wine Market." *Review of Agricultural Economics*. 25:1(2003):187-202. On web: <http://www.jstor.org/stable/1349871?seq=1>
25. Marchant, Mary A., Cheng Fang, and Baohui Song.\* "Issues on Adoption, Import Regulations, and Policies for Biotech Commodities in China with a Focus on Soybeans." *AgBioForum: The Journal of Agrobiotechnology Management and Economics* 5:4(2002): 167-174. On web: <http://www.agbioforum.org/v5n4/v5n4a05-marchant.htm>
26. Zhong, Funing, Mary A. Marchant, Yulian Ding,\* and Kaiyu Lu.\* "GM Foods: A Nanjing Case Study of Chinese Consumers' Awareness and Potential Attitudes." *AgBioForum: The Journal of Agrobiotechnology Management and Economics*. 5:4(2002):136-44. On web: <http://www.agbioforum.org/v5n4/v5n4a02-zhong.htm>
27. Marchant, Mary A., Dyana N. Cornell,\* and Won Koo. "International Trade and Foreign Direct Investment (FDI)." *Journal of Agricultural and Applied Economics*. 34:2(2002): 289-302. On web: <http://purl.umn.edu/15471>
28. Saghalian, Sayed H,\* Michael R. Reed, and Mary A. Marchant. "Monetary Impacts and Overshooting of Agricultural Prices in an Open Economy." *American Journal of Agricultural Economics*. 84:1(2002):90-103. On web: [http://www.jstor.org/stable/1245026?seq=1#page\\_scan\\_tab\\_contents](http://www.jstor.org/stable/1245026?seq=1#page_scan_tab_contents)
29. Marchant, Mary A. "Agricultural Economics and Agribusiness." *AgroWashington*. 2:1(Spring 2001):46-47 [Book Review].
30. Marchant, Mary A. "The Keys to Preparing Successful Research Grant Proposals." *Journal of*



- Agricultural and Applied Economics*. 33:3(December 2001):605-612. On web:  
<http://purl.umn.edu/15455>
31. Hasan, Mohamad F.,\* Michael R. Reed, and Mary A. Marchant. "Effects of An Export Tax on Competitiveness: The Case of the Indonesian Palm Oil Industry." *Journal of Economic Development*. 26:2(2001):77-90. On web: <http://www.jed.or.kr/full-text/26-2/hasan.PDF>
  32. Marchant, Mary A., Sayed H. Saghaian,\* Steven Vickner. "Trade and FDI Management Strategies for U.S. Processed Food Firms in China." *International Food and Agribusiness Management Review*. 2:2(1999):131-143. On web: <http://purl.umn.edu/34207>
  33. Marchant, Mary A. "Hopes and Fears: The New World Trade Negotiations and Southern Agriculture." *Journal of Agricultural and Applied Economics*. 31:2(Aug. 1999):185-200. On web: <http://purl.umn.edu/15367>
  34. Kennedy, P. Lynn, Won W. Koo, and Mary A. Marchant. "Key Issues & Challenges for the 1999 World Trade Organization Agriculture Round." *American Journal of Agricultural Economics*. 81:5(Dec. 1999):1134-41. On web: <http://www.jstor.org/stable/1244097>
  35. Zepeda, Lydia, and Mary A. Marchant. "Bigger, Smaller, Richer, Poorer: Trends in Agricultural Economics." *Review of Agricultural Economics*. 20:2(1998):406-21. On web: <http://www.jstor.org/stable/1349998>
  36. Munirathinam, Ravichandran,\* Michael R. Reed, and Mary A. Marchant. "Effects of the Canada-U.S. Trade Agreement on U.S. Agricultural Exports." *International Food and Agribusiness Management Review*. 1:3(1998):403-415. On web: <http://purl.umn.edu/34513>
  37. Marchant, Mary A. "Bargaining Models for Farm Household Decision Making: Discussion." *American Journal of Agricultural Economics*. 79(May 1997):602-04. On web: <http://www.jstor.org/stable/1244158>
  38. Munirathinam, Ravichandran,\* Mary A. Marchant, and Michael R. Reed. "The Canada U.S. Free Trade Agreement: Competitive Tradeoffs Between Foreign Direct Investment and Trade." *International Advances in Economic Research*. 3:3(August 1997):312-324. On web: <https://link.springer.com/article/10.1007/BF02294917>
  39. Ning, Yulin,\* and Mary A. Marchant. "Specification of a Timber Demand Function: A Case Study for Douglas Fir Roundwood." *Kentucky Journal of Economics and Business*. 15(1996):113-125.
  40. Marchant, Mary A., and Lydia Zepeda. "The Agricultural Economics Profession at the Crossroads: Survey Results of Faculty Salary, Employment, and Hiring Prospects." *American Journal of Agricultural Economics*. 77(1995):1322-28. On web: <http://www.jstor.org/stable/1243369>
  41. De la Barra, Victor,\* Mary A. Marchant, and Aida Isinika.\* "Stabilization Policies and Agricultural Impacts in Developing Countries: The Case of Bolivia." *Journal of Agricultural and Applied Economics*. 27:1(July 1995):184-96. On web: <http://purl.umn.edu/15336>
  42. Marchant, Mary A., Mwana N. Mawampanga,\* and Ravichandran Munirathinam.\* "The North American Free Trade Agreement: International Competitiveness for Vegetables." *International Advances in Economic Research*. 1:2(1995):110-18. On web: <https://link.springer.com/article/10.1007/BF02295965>
  43. Marchant, Mary A., and Steven A. Neff. "Interaction of U.S. and European Community Dairy Policies Through the International Market." *Journal of Dairy Science*. 78:5(1995):1191-98. [http://www.journalofdairyscience.org/article/S0022-0302\(95\)76737-6/abstract](http://www.journalofdairyscience.org/article/S0022-0302(95)76737-6/abstract)
  44. Luo, Haiping,\* Jerry R. Skees, and Mary A. Marchant. "Weather Information and the Potential for Intertemporal Adverse Selection in Crop Insurance." *Review of Agricultural*

*Economics*. 16:3(1994):441-451. On web:

<http://aepp.oxfordjournals.org/content/16/3/441.full.pdf+html>

45. Marchant, Mary A., and Nicole Ballenger. "The Trade and Environment Debate: Relevant for Southern Agriculture?" *Journal of Agricultural and Applied Economics*. 26:1(July 1994):108-128. On web: <http://purl.umn.edu/15428>
46. Marchant, Mary A., and Fred J. Ruppel. "The Impacts of Lesser Developed Countries on Southern Region Ag. Exports." *Agricultural and Resource Economics Review*. 22:1(1993):71-87. On web: <http://purl.umn.edu/31638>
47. Zepeda, Lydia, Mary A. Marchant, and Hui-Shung Chang. "The Status of Women Agricultural Economists in Academia." *Review of Agricultural Economics*. 15:3(September 1993):537-45. On web: <http://www.jstor.org/stable/1349487>
48. Reed, Michael R., and Mary A. Marchant. "The Global Competitiveness of the U.S. Food-Processing Industry." *Northeastern Journal of Agriculture and Resource Economics*. 21:1(1992):61-70. On web: <http://purl.umn.edu/28853>
49. Marchant, Mary A., and Clemen Gonzales.\* "Analysis of the Effects of Rising Transportation Costs on CA's Fresh Fruit and Vegetable Markets." *Journal of Transportation Research Forum*. 32:1(1991)17-32.

#### **B. Book, Edited Volume, Edited Conference Proceedings and USDA Refereed Publication**

50. Marchant, M.A., and H.H. Wang, guest editors, 2018. "Theme Overview: **U.S.–China Trade Dispute and Potential Impacts on Agriculture.**" *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-china-trade-dispute-and-potential-impacts-to-agriculture>
51. Marchant, Mary A., guest editor. 2017. "Theme Overview: **U.S. Commodity Markets Respond to Changes in China's Ag Policies.**" *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-commodity-markets-respond-to-changes-in-chinas-ag-policies>
52. Marchant, Mary A., and Francis Tuan, guest editors. *AgBioForum: The Journal of Agrobiotechnology Management and Economics*. "Special Issue: Agricultural Biotechnology in China," 5:4(2002). (178 pages). On web: <http://www.agbioforum.org/v5n4/index.htm>
53. Marchant, Mary A., editor. *Trade and the Environment* conference proceedings. San Antonio, TX.: American Agricultural Economics Association, 1996 (195 pages).
54. Marchant, Mary A. *Political Economic Analysis of U.S. Dairy Policies and European Community Dairy Policy Comparisons*. New York City (NY), NY: Garland Publishing Inc., Government and Economy series, 1993 (260 pages). **[Invited by Garland Publishing to publish this book.]**
55. Marchant, Mary A., and Handy Williamson, Jr., co-editors. *Achieving Diversity: The Status & Progress of Women & African Americans in the Ag. Economics Profession*. NYC, NY: Garland Pub., Industrial Productivity series, 1994 (218 pages). [Also, co-author of five chapters.]
56. Debertin, David L., Mary A. Marchant, and Stephan J. Goetz, editors. *New Technologies and Innovations in Agricultural Economics Instruction* conference proceedings. Lexington, KY: University of Kentucky, Department of Agricultural Economics, 1992 (149 pages). [Also, author of "Innovative Teaching Methods: Discoveries by an Assistant Professor," pgs 86-95.]
57. Young, Linda, Mary A. Marchant, and Alex McCalla. *The Political Economy of Ag. Trade: A Review of the Literature on Domestic Policy Behavior and International Price Formation*.

Washington, D.C.: USDA-ERS #AGES9103, 1991 (73 pages).

### C. Refereed Book Chapters and Conference Proceedings

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58. Song, Baohui, Mary A. Marchant and Mina Hejazi.\* "Student Experiential Learning Simulation Project for an International Ag. Trade Course" in the *2018 Proceedings of the 2018 Conf. on Higher Education Pedagogy (CHEP)*, pg. 273, sponsored by Virginia Tech's Center for Instructional Development & Educational Research (VT-CIDER), Feb. 14-16, 2018. [https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/CHEP\\_2018\\_Proceedings\\_Final.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/CHEP_2018_Proceedings_Final.pdf)
59. Hejazi, Mina\* and Mary A. Marchant. 2017. "Teaching Certificate - The VT Graduate School: How it Assists me to Become a Faculty Member" in the *2017 Proceedings of the CHEP*. VT CIDER. Blacksburg, VA. February 15-17, 2017.
60. Marchant, Mary A. and Kim Morgan. "Lessons Learned from Teaching Large Classes" in the *2016 Proceedings of the Conference on Teaching Large Classes*, pages. 57-58. VT CIDER. Blacksburg, VA. July 21, 2016. On web: <http://www.teachinglargeclasses.org/conference/proceedings/2016CTLC.pdf>
61. Marchant, M., K. Morgan, G. Ferreira, S. Asebedo & R. Jeter. "Lessons Learned from CIDER Certificate Programs: A Focus on Teaching Large Courses in Ag. & Applied Economics" in the *2016 Proceedings of the CHEP*, page 228. VT CIDER. Blacksburg, VA. February 10-12, 2016. [https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/CHEP\\_2016\\_Proceedings-1.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/CHEP_2016_Proceedings-1.pdf) [A similar presentation was made at *VT Teaching Large Classes Conference*, July 23, 2015.]
62. Sharma, A.,\* C. Xie,\* M. Marchant, E. Vance, E. Smith, W. Richardson and L. Hightower.\* "The Scholarship of Study Abroad Programs: Engaging Students through International Experiences" in *Deans' Forum on Global Engagement -Abstract Book*, page 36. Virginia Tech, Blacksburg, VA. March 25-27, 2014. Press release highlighted Dean Alan Grant and Dr. Marchant: <http://news.cals.vt.edu/insights/2014/04/deans-forum-on-global-engagement-developing-a-community-of-excellence/>
63. Sharma, A.,\* M. Marchant, W. Richardson, E. Smith, E. Vance, C. Xie,\* K. Izlar and L. Hightower.\* "Baccalaureate Enrollment for Minority Students in Agriculture & Life Sciences Programs using the Food & Agricultural Education Information System (FAEIS) Database" in the *2014 Proceedings of the CHEP*, page 214. VT CIDER. Blacksburg, VA. February 5-7, 2014. [https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/2014ConferenceProceedings.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/2014ConferenceProceedings.pdf)
64. Lisa Hightower,\* H. Lu,\* M. Marchant, E. Vance, W. Richardson & E. Smith. "Are American Public Higher Education Institutions Meeting the Needs of Minority Students? Exploring Educational Attainment of Undergraduate Minority Students in Land-Grant Institutions across the U.S." in *2013 Proceedings of the CHEP*, page 98. VT CIDER. Blacksburg, VA. Feb. 6-8, 2013. A similar abstract (#15) was published in the *NACTA Journal*, 57:1 (2013):23-24. [https://www.nactateachers.org/images/stories/NACTA\\_Abstracts\\_Vol\\_57\\_Supplement\\_1.pdf](https://www.nactateachers.org/images/stories/NACTA_Abstracts_Vol_57_Supplement_1.pdf)
65. Marchant, Mary A., Lisa Hightower,\* Katherine Griffin,\* Bill Richardson, Eric Smith, Eric Vance, and Anupa Sharma.\* "The Scholarship of Study Abroad Programs: Engaging Students through International Experiences" in the *2012 CHEP Proceedings of the CHEP*, page 269. VT CIDER, Blacksburg, VA. Feb. 8-10, 2012. [https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/2012ConferenceProceedings.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/2012ConferenceProceedings.pdf)
66. Marchant, Mary A., and Dixie Watts Dalton. "First Year Experience Departmental Seminar Course: Impact on Student Retention" in the *2011 Proceedings of the CHEP*, page 177. VT CIDER. Blacksburg, VA. Feb. 3-4, 2011. [https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/2011ConferenceProceedings.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/2011ConferenceProceedings.pdf)

67. Hightower, L.,\* J. Hamm,\* Y. Shen,\* A. Bell,\* M. Marchant, T. Mack. E. Smith & E. Vance. "Studying Agriculture Internationally: Tracking International Study Abroad Projects" in the *2011 Proceedings of the CHEP*, page 200. VT *CIDER*. Blacksburg, VA. Feb. 3-4, 2011.  
[https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/2011ConferenceProceedings.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/2011ConferenceProceedings.pdf)
68. Watts Dalton, Dixie, and Mary A. Marchant. "Student Retention: Impacts of an Agricultural Economics First Year Seminar Course" in the *2010 Proceedings of the CHEP*, pages 27-29. VT *CIDER*. Blacksburg, VA. Feb. 18-19, 2010.  
[https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/2010ConferenceProceedings.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/2010ConferenceProceedings.pdf)
69. Good, Deborah, Christina McIntyre, and Mary Marchant. "Reinventing Undergraduate Research: A Blueprint for Department-based Undergraduate Research Programs" in the *2009 Proceedings of the CHEP*, page 70. VT *CIDER*. Blacksburg, VA. Feb. 18, 2009.  
[https://chep.cider.vt.edu/content/dam/chep\\_cider\\_vt\\_edu/2009ConferenceProceedings.pdf](https://chep.cider.vt.edu/content/dam/chep_cider_vt_edu/2009ConferenceProceedings.pdf)
70. Song, Baohui,\* and Mary A. Marchant. "China's Biotech Policies and Their Impacts on U.S. Agricultural Exports to China" in *China's Agri-Food Value Chain*. Proceedings: WCC-101 China Research Project conference; Reno, NV. April, 2005.
71. Peng, Xuehua,\* Mary A. Marchant, and Yuewei Yu. "Price Linkages Across Agricultural Products in China" in *China's Agricultural Sector*. Proceedings of the WCC-101 China Research Project conference, eds. T. Wahl and B. Sternquist, pages 126-146; East Lansing, MI. April 19-20, 2004.
72. Zhong, Funing, Mary A. Marchant, Yulian Ding, and Kaiyu Lu. "GM Foods: A Nanjing Case Study of Chinese Consumers' Awareness and Potential Attitudes" in *Proceedings for the International Symposium on Food Safety*, pages 254-267. **Hangzhou, China**, October, 2003.
73. Marchant, Mary A., Tigran Manukyan,\* and Won Koo. "International Trade and Foreign Direct Investment (FDI)" in *Free Trade Area of the Americas, the WTO, and New Farm Legislation*. Proceedings of the S-287 International Trade Research Project, San Antonio, TX. 2002. Conference sponsor: Farm Foundation.
74. Marchant, Mary A., and Sayed Saghaian.\* "Assessment of Trade and FDI on U.S. Competitiveness in Asian Food Markets" in *Global Ag. Trade in the New Millennium*. Proceedings of the S-287 International Trade Project conference, New Orleans, 2000. Editors: Rosson, Kennedy, and Adcock. Research Center for No. American Studies pub. #CNAS 2000-6, Texas A&M, June 2000.
75. Marchant, Mary A., Sayed Saghaian,\* and Steven S. Vickner. "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 & Agribusiness Management Association (IAMA) World Food & Agribusiness Congress, Florence Italy**; June 13-16, 1999.
76. Munirathinam, Ravichandran,\* Mary A. Marchant, and Michael Reed. "The Canada-U.S. Free Trade Agreement" in *Trade, Policy, and Competition*. Proceedings of the S-256 International Trade Research Project conference, Washington D.C., 1996. Editors: Jolly, Fletcher, Kennedy, Amponsah, chpt 8. So. Assoc. of Ag. Experiment Station Directors Coop. Bulletin #390, 1998.
77. Marchant, Mary A., Steven A. Neff, and Mei Xiao.\* "Political Economy of U.S. and European Union Dairy Policy Choice" in *Issues in Agricultural Competitiveness*. **Proceedings of the International Association of Ag. Economists (IAAE) XXII triennial meeting, Zimbabwe, Africa**, eds. R. Rose, C. Tanner, and M. Bellamy, pages 46-56. Aldershot, England: Dartmouth Pub. Co. Ltd., 1997. **[45 of over 200 contributed paper submissions were accepted]**.
78. Reed, Michael R., and Mary A. Marchant. "The Behavior of U.S. Food Firms in International

- Markets" in *From Columbus to ConAgra: The Globalization of Ag. & Food*, eds. Bonanno, Busch, Friedland, Gouveia, and Mingione, chpt. 7. Lawrence, KS: Univ. Press of Kansas, 1994.
79. Marchant, Mary A., Steven A. Neff, & Mei Xiao.\* "Dairy Policy Choice in the U.S. & European Community" in *Ag. Trade Conflicts & GATT*, eds. G. Anania, C. Carter, & A. McCalla, chpt. 17. Boulder: Westview Press, 1994. [Contributed paper for the *New Dimensions* conference. Sponsor: **International Ag. Trade Research Consortium (IATRC), Italy**, 1993].
80. Marchant, Mary A., Steven A. Neff, & Alex F. McCalla. "Domestic Policy Interdependence: Analysis of Dairy Policies in the USA & EC" in *Issues in Ag. Develop. Proceedings of the IAAE XXI triennial meeting, Tokyo, Japan*, eds. M. Bellamy & B. Greenshields, 339-43. Brookfield, VT: Ashgate Pub. Co., 1992. **[45 of over 400 contributed paper submissions accepted]**.
81. Reed, Michael R., and Mary A. Marchant. "Globalization of the U.S. Food Processing Sector." *Organization & Performance of World Food Systems: Research Project NC-194 #27*, 1991.
82. Marchant, Mary A., and Alex F. McCalla. "Endogenizing Government Behavior" in *The Environment, Government Policies, and International Trade*, eds. M. Shane and H. Von Witzke, chapter 13. Washington, D.C.: USDA-Economic Research Service #AGES9314, 1993. [Selected paper presented at the 1990 **IATRC** annual meeting, San Diego, CA. 1990.]
83. Marchant, Mary A. "Impact of Rising Transportation Costs on California's Market Share of Fresh Fruits and Vegetables." *Proceedings of the Transportation Research Forum*. 5(1990):37. [Selected paper presented at the *TRF* 1990 meeting, Long Beach, CA.]

#### D. Additional Publications

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84. University of Kentucky, College of Agriculture. Diversity Task Force Report, Mary A. Marchant, Chair. ***Diversity Issues in the College of Agriculture***, April 2003 (83 pages). [https://administration.ca.uky.edu/files/archive-college-plans-reviews-reports\\_0/archive-college-plans-reviews-reports/report\\_archive\\_diversity\\_task\\_force\\_summary\\_2003.pdf](https://administration.ca.uky.edu/files/archive-college-plans-reviews-reports_0/archive-college-plans-reviews-reports/report_archive_diversity_task_force_summary_2003.pdf)

100 additional papers were published, including 41 research reports and 59 extension and outreach publications. Of these, 40 publications were co-authored by students.

#### E. Invited Addresses and Seminars

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1. "The Decline of U.S. Export Competitiveness in the Chinese Meat Import Market," invited presentation, **Nanjing Agricultural University, China**; co-authors M. Hejazi, J. Zhu & X. Ning, April 23, 2018.
2. "Expanding U.S. Market Access in China's Evolving Agricultural and Trade Policy Environment." Invited presentation at the *USDA-NIFA AFRI Project Directors Meeting-- Agricultural Economics and Rural Communities*, post-conference to the *2017 Agricultural and Applied Economics Association (AAEA) annual meeting*, Chicago, IL. August 2, 2017; also invited to present at the 2016 *AAEA post-conference*, Boston, MA. August 3, 2016. <https://aese.psu.edu/nercrd/food-systems/2017-afri-project-directors-meeting-presentation-files/marchant>
3. "Innovative Teaching Methods: Then vs. Now." Presentation at the **Lifetime Achievement Award Winners' Symposium**, *Southern Agricultural Economics Association/Southern Association of Agricultural Scientists (SAEA/SAAS)* meeting, Dallas, TX, February 2-4, 2014.
4. "Powerful Circumstances for Successful Career Moves," invited symposium presentation at



- the 2014 AAEA annual meeting, Minneapolis, MN. July 27-29, 2014.
5. "The Food and Agricultural Education and Information System (FAEIS)," invited presentation, *Association of Public Land-Grant Universities-Academic Programs Section (APLU- APS)/Non-land-grant Agricultural and Renewable Resources (NARRU) annual meeting*, Alexandria, VA. February 29-March 2, 2013; also presented at Nov. 2013 meeting.
  6. "International Trade: New Methods to Engage Students," invited presentation, S-1043 Regional Research Committee, New Orleans, LA. March 29-30, 2012.
  7. "Fulbright Friday's Series," invited presentation, *VT Honors Program*, fall, 2010.
  8. Keynote speaker, *VT Phi Beta Delta International Honor Society*, Induction ceremony, September 27, 2010.
  9. "The Food and Agricultural Education Information System (FAEIS)," invited presentation, *North American Colleges and Teachers of Ag. (NACTA) annual meeting Making Assessment Work for You*, Oklahoma State University, June 17-20, 2009. Similar presentations: *Southern/North Central Regions' Joint Academic Programs' Staff Workshop*, North Carolina State University, May 20-21, 2008; Board on Agriculture, *National Association of State Universities and Land Grant Colleges (NASULGC)*, New York City, Nov. 10, 2007; and the *American Association of State Colleges of Agriculture and Renewable Resources (AASCARR)* annual conference, Hays, KS. October 1-3, 2007.
  10. "Integrating Economics into Multidisciplinary Proposals," invited presentation, *Grantsmanship Workshop*, pre-conference to the Agricultural and Applied Economics Association (AAEA—formerly known as the American Agricultural Economics Association) annual meetings, Milwaukee, WI. July 25, 2009.
  11. "Advising Perspectives from the Dean's Office," invited presentation, *A Sharing of Advising Approaches* symposium, AAEA annual meeting-AAEA Teaching, Learning & Communication section, Portland, OR. July 2007.
  12. Invited presentation, *Exploring Advancement to Administration and Management* symposium, AAEA annual meeting *AAEA Committee on Women in Agricultural Economics*, Portland, OR. July 2007.
  13. Efferson Lecture, "Writing Grants for the National Research Initiative," invited seminar, *Department of Agricultural Economics & Agribusiness, Louisiana State Univ.*, Feb. 12, 2007.
  14. "Implementing Best Practices for Learning Outcomes in Agribusiness Education," invited symposium presentation, AAEA annual meeting, Long Beach, CA. July 2006.
  15. "100 Years of Recognizing Excellence in Agriculture: Gamma Sigma Delta's 100<sup>th</sup> Anniversary," *The Ohio State University*, June 24, 2006.
  16. "Agrobiotechnology in China," *USDA-CSREES Project Directors' meeting*, New Orleans, November 4, 2007; Washington DC, June 15-16, 2006.
  17. "Summer Institute for Women's Leadership in Higher Education Administration," invited speaker, *Bryn Mawr College*, July 22, 2005.
  18. "Bridging the Gap between 1890 and 1862 Land Grant Ag. Economics Programs" invited workshop presentation, *USDA*, Washington, DC; June, 2005.
  19. Co-Keynote Speaker, *Western Kentucky University, College of Agriculture, Gamma Sigma Delta (GSD) Initiation Ceremony*, April 28, 2005.
  20. Keynote Speaker, *University of Florida, Institute of Food and Agricultural Sciences, GSD 50th Anniversary Awards Banquet*, March 17, 2005.
  21. *Southern Agricultural Economics Association (SAEA) annual meeting*, Little Rock, AR. Feb. 5-



- 9, 2005: invited paper presentation.
22. *Allied Social Science Association annual meeting*, Philadelphia, PA. January 2005: principal paper presentation.
  23. Keynote Speaker, *Louisiana State Univ., GSD Spring Awards Banquet*, April 20, 2004.
  24. "Are Professional Associations Subject to the Tragedy of the Commons?" invited symposium presentation, *AAEA annual meeting*, Denver, CO. Aug. 2004.
  25. *Shanghai Jiao Tong University, Department of Marketing*, Agrobiotechnology team invited presentation, **Shanghai, China**, October 22, 2003.
  26. *Council on Food, Ag. & Resource Economics pre-conferences to the AAEA annual meetings*, **Montreal, Canada**, July 26, 2003; Long Beach, July 27, 2002: invited presentations.
  27. "The Influence of Multinational Firms and FDI in the Ag. Sector," invited presentation, *The Role of Multinational Firms in Agriculture* symposium, *AAEA annual meeting, AAEA International Committee*, **Montreal, Canada**, 2003.
  28. "The Roles of FDI and Trade in Globalization of the Food Processing Industry," invited presentation, *Global Food Industry* symposium, *AAEA meeting*, Long Beach, CA. 2002.
  29. *SAEA annual meeting*, Orlando, FL. Feb. 5, 2002: invited paper presentation.
  30. "Agricultural Economics Young Professionals" conference, invited presentation. Keystone, CO. June 12-14, 2001.
  31. "Competitive Tradeoffs between FDI and Trade," invited presentation, *U.S. FDI in Processed Foods* symposium, *AAEA annual meeting*, Chicago, 2001.
  32. Distinguished Undergraduate Teaching," invited presentation, *AAEA Models for Teaching Excellence symposium What Works in the Classroom: Lessons from the 1999 AAEA Teaching Award Recipients*, *AAEA annual meeting*, Tampa, FL. 2000.
  33. *USDA "Competitive Grants Workshop"*, Denver, CO. Oct. 6, 2000: invited presentation.
  34. *North Dakota State University, Agricultural Economics*; July 21, 2000: invited seminar.
  35. "Issues and Views from Appalachia," invited presentation, *Free Trade Area of the Americas* symposium, *AAEA annual meeting*, Nashville, TN. 1999.
  36. *Mississippi State University, Agricultural Economics*, March 18, 1999: invited seminar.
  37. *AAEA annual meeting*, Nashville, Aug. 1999: principal paper presentation.
  38. *University of Georgia, Agriculture & Applied Economics*, Jan. 23, 1998: invited seminar.
  39. *Allied Social Science Association annual meeting*, New Orleans, LA. January 1997: principal paper presentation.
  40. *AAEA annual meeting*, Indianapolis, IN. Aug. 1995: principal paper presentation.
  41. *Univ. of Wisconsin-Madison, Agricultural Economics*, March 31, 1995: invited seminar.
  42. *AAEA annual meeting pre-conference*, San Diego, CA. Aug. 1994: invited presentation.
  43. *SAEA annual meeting*, Nashville, TN. Feb. 1994: invited presentation.
  44. "Using & Abusing International Trade Data," invited presentation, *U.S. and International Agricultural Trade Data* symposium, *AAEA annual meeting*, Orlando, FL. 1993.
  45. *S-224 International Trade Research Project*, FL. Nov. 1990: invited presentation.
  46. *University of Minnesota, Agriculture and Applied Economics*, 1988: invited seminar.
  47. *USDA-Economic Research Service*, Washington, D.C., 1988: invited seminar.
  48. "Teaching Graduate Level Econometrics," invited presentation, *AAEA Models for Teaching Excellence symposium*, *AAEA annual meeting*. **Toronto, Canada**, July, 1997.
  49. "The Facts on Women Faculty & Graduate Students in Ag. Economics," invited presentation, *Recruiting and Retaining Women in Ag. Econ.* Symposium, San Antonio, TX. July 1996.

## F. Scientific Papers Presented at Conferences [abstracts included]

### F.1. International Conferences [Also see section VI-C]

50. Hansen, James, Mary A. Marchant, Mina Hejazi, Francis Tuan and Agapi Somwaru. "Challenges and Successes by U.S. Agricultural Exporters to China" in *The Trade Impacts of China's Agricultural Policies* symposium organized by Marchant and Jing Zhu; presented at the 2018 **XXX triennial meeting of the International Association of Agricultural Economists (IAAE), Vancouver, Canada**, July 28-Aug. 2, 2018.
51. Hansen, James, Mary A. Marchant, Francis Tuan and Agapi Somwaru. Invited presentation at the **China Agricultural Outlook Conference, Beijing, China**, April 20-21, 2018; presentation made by our China research team (see USDA-AFRI grant above).
52. Hejazi, Mina,\* Jue Zhu\* and Mary A. Marchant. 2017. "China's Meat Import Demand-The Impact of Supplier Diversification on U.S. Exports." Invited paper presented at the Organized Session: *Drift in the U.S. Agricultural Export Market, 2017 International Agricultural Trade Research Consortium (IATRC) annual meeting*. Washington, D.C. December 3-5, 2017.  
<https://ageconsearch.umn.edu/record/266831>
53. David Orden, Lars Brink and Mary A. Marchant. 2017. Organizers of the *Agricultural Trade Disputes between the U.S. and China: Broiler Duties, Domestic Support and TRQ Administration* session, presented at the 2017 IATRC annual meeting. Washington, D.C. December 3-5, 2017. Note: Marchant also served as moderator.  
<http://iatrc.umn.edu/2017-annual-meeting/>
54. Marchant, Mary A. and Jim Hansen, Organizers. "China's Evolving Agricultural Policies— Food Security vs. Market Access." Symposium presented at the 2015 **IXXX triennial meeting of the International Assoc. of Ag. Economists (IAAE), Milan Italy**, August 9-14, 2015.
55. Chen, Wei,\* Bryan Lohmar and Mary A. Marchant. "Ethanol and the Price Transmission from Global Crude Oil to Vegetable Oils: Evidence from China." Selected paper at the CAER-IFPRI annual conference, **Wuhan, China**, Oct. 17-18, 2013.
56. Chen, Wei,\* Bryan Lohmar, and Mary A. Marchant. "Impacts of Global Crude Oil Prices on China's Vegetable Oil Prices." Selected paper presented at the *International Food and Agribusiness Management Association (IFAMA) Forum and Symposium, Shanghai, China*, June 12, 2012. Also presented at the *Agricultural and Applied Economics Association (AAEA) meetings*, Seattle, WA, Aug. 2012 [won best paper competition, AAEA China section].
57. Chen, Wei,\* Andrew Muhammad, and Mary A. Marchant. "Export Taxes and Commodity Trade: A Focus on Market Reforms in Argentina and Soybean Demand in China." Selected paper presented at the *IFAMA Forum and Symposium, Shanghai, China*, June 12, 2012.
58. Hightower, Lisa,\* Katie Griffin,\* Albert Y. Shen,\* Mary A. Marchant, Eric Smith, Eric Vance, William W. Richardson, Ashley Bell,\* Jolene D. Hamm,\* and Timothy P. Mack. "Engaging Students through International Experiences to Expand Diverse Perspectives." Selected paper presented at the *North American Colleges and Teachers of Agriculture (NACTA) Annual Conference, Edmonton, Canada*, June 15, 2011. This poster was also presented at the *2011 APLU-National Academic Programs Summit: Creating Change – Curricula Reform for a 21st Century Education, Indianapolis, IN.*, August 3-5, 2011.
59. Song Baohui,\* Mary A. Marchant, Michael R. Reed, & Shuang Xu. "Market Power & Competitive Analysis of China's Soybean Import Market" contributed paper presented at the *International Ag. Trade Research Consortium (IATRC) meeting, Beijing, China*, Jul 2007.

60. Hansen, James, William Lin, Francis Tuan, Mary A. Marchant, Nicholas Kalaitzandonakes, Funing Zhong, and Baohui Song.\* "Trade Effects of Commercializing Genetically Modified Soybeans in China." Contributed paper presented at the **IATRC** meeting, **Beijing**, July 2007. [A similar paper was selected for presentation at AAEA annual meeting, Portland, OR. July 2007; <http://ageconsearch.umn.edu/handle/9906>]
61. Lin, William, Funing Zhong, Shenxian Xu, Francis Tuan, Mary A. Marchant, Nicholas Kailanzandonakes and Baohui Song.\* "Adoption of Herbicide-Tolerant, Biotech Soybeans in China." Contributed paper, *WERA-101 China Research Project*, **Shanghai, China**, July 2007.
62. Marchant, Mary A. and Baohui Song.\* "The Development of Agrobiotechnology and Future Biotech Policies in China: An Overview." **Invited presentation** at the *Agrobiotechnology in China* symposium. Organizers: W. Lin and F. Tuan (USDA-ERS). Symposium presented at the **XXVI triennial meeting of the International Assoc. of Ag. Economists (IAAE), Australia**. 2006. Paper distributed to conference delegates on CD. [A similar presentation was presented at the 2005 AAEA annual meeting, Providence. Abstract: <http://www.aaea.org>]
63. Song, Baohui\* and Mary A. Marchant. "China's Biotech Policies and their Impacts on U.S. Agricultural Exports to China" poster paper presented at the at the **XXVI triennial meeting of the IAAE, Australia**. Aug. 2006. Paper distributed to IAAE participants on CD; abstract: <http://ageconsearch.umn.edu/handle/25661>.
64. Song, Baohui,\* Mary A. Marchant, and Shuang Xu.\* "Does China Play a Key Role in Formulating World Soybean Prices?" Selected paper presented at the *East-West Center International Graduate Student Conference*, Honolulu, HI. 2005. [A similar paper presented at the *Southeast Conference of the Association for Asian Studies*, Lexington, KY. Jan. 2005.]
65. Peng, Xueha,\* Mary Marchant, Leigh Maynard & Yuewei Yu. "Price Liberalization or Control: A Test of Assumptions Influencing Chinese Grain Policy." Selected paper presented at the *East-West Center International Graduate Student Conference*, Honolulu, HI. Feb. 2005.
66. Marchant, Mary A. "International Trade & FDI by the U.S. Food Processing Industry." Selected paper presented at the 45th annual *Australian Agricultural and Resource Economics Assoc. Conference*, **Adelaide, Australia**, 2001. Abstract in conference program.
67. Marchant, Mary A., Ravichandran Munirathinam,\* and Michael R. Reed. "International Trade and FDI: A Canada-U.S. Trade Agreement Case Study." **Invited presentation** at the *Trade and FDI* symposium. **XXIII triennial meeting of the International Association of Agricultural Economists**, Sacramento, CA. 1997. Abstract in IAAE conference program.
68. Marchant, Mary A., Ravichandran Munirathinam,\* and Michael R. Reed. "The U.S.-Canada Free Trade Agreement." Selected paper presented at the 42nd *International Atlantic Economic Society Conference*, Washington, D.C. Oct. 1996. Abstract in conference program.
69. Marchant, Mary A., and Mwana Mawampanga.\* "A Quadratic Programming Analysis of NAFTA." Selected paper presented at the 38th *IAES "Reducing Barriers" Conference*, **Montreal, Canada**. Oct. 1994. Abstract in conference program.

## F.2. National Conferences (See also VI-C Conference Proceedings)

70. Hejazi, Mina,\* Mary A. Marchant, Jue Zhu\* and Xin Ning.\* "The Decline of U.S. Export Competitiveness in the Chinese Meat Import Market." Selected paper in the China Section's Track Session at the 2018 *Agricultural and Applied Economics Association (AAEA)* annual meeting, Washington, DC. August 5-7, 2018.
71. Hejazi, Mina,\* Jue Zhu\* and Mary Marchant. "The Impact of Diversifying China's Global Agri-Food Suppliers on U.S. Exports: A Case Study of China's Meat Import Demand." Selected

- paper presentation at the 2017 AAEA annual meeting, Chicago, IL. July 30-August 1, 2017. On web: <http://ageconsearch.umn.edu/record/259197?ln=en>
72. Marchant, Mary A. and Wei Zhang.\* 2016. "A Case Study - Supplying China's Growing Appetite for Poultry." Paper presented at the *U.S. Agribusiness Exporters to China: Challenges and Success Stories* Track Session #2103 (session organized by Marchant & J. Hansen) sponsored by both the AAEA China section & the AAEA Agribusiness Economics Management section, presented at the 2016 *Agricultural and Applied Economics Association* annual meeting, Boston, MA. July 31- August 2, 2016. On web: <http://www.aaea.org/UserFiles/file/Post-MeetingFinalDraft.pdf>
  73. Grant, Jason and Mary A. Marchant. 2016. "Regionalism without Regions: Evaluating the Economic Impacts of Cross-Regional Trade Agreements." Paper presented at the 2016 AAEA annual meeting, Boston, MA. July 31- August 2, 2016. <http://purl.umn.edu/236134>
  74. Jim Hansen, Fred Gale, Mary Marchant, Francis Tuan, Funing Zhong, Wei Chen,\* and Agapi Somwaru. "Difficulties in Determining the Future of China's Commodity Trade: Policy Issues and Grain Production." Poster presented at the 2015 *Agricultural and Applied Economics Association (AAEA)* annual meeting, San Francisco, CA. July 26-28, 2015. On web: <http://ageconsearch.umn.edu/record/205436>
  75. Mary A. Marchant, Chaoping Xie,\* and Hongjun Tao. "Shuanghui International's Strategic Acquisition of Smithfield Foods," Agribusiness Economics and Management section poster presented at the 2014 AAEA annual meeting, Minneapolis, MN. July 27-29, 2014.
  76. Marchant, Mary A. "Powerful Circumstances for Successful Career Moves," invited symposium presentation at the AAEA annual meeting, Minneapolis, MN. July 27-29, 2014.
  77. Lisa Hightower,\* Hao Lu,\* Mary A. Marchant, Eric Vance, William Richardson, and Eric Smith. "Attainment of Undergraduate Minority Students in Land-Grant Institutions." Selected paper presented at the *North American Colleges and Teachers of Agriculture (NACTA) Annual Conference*. Blacksburg, VA. June 25-28, 2013. [A similar paper was presented at the 2013 *VT Conference on Higher Education Pedagogy*.]
  78. Chen, Wei,\* and Mary A. Marchant. Advisor. "Price Impacts on China's Soybean Imports: A Production System Approach." Berkeley, CA. Dec. 12-14, 2010. [One of two dissertation reports selected for presentation at the *International Agricultural Trade Research Consortium (IATRC)* 30th Anniversary Meeting.]
  79. Chen, Wei,\* Andrew Muhammad, and Mary A. Marchant. "Impacts of Argentina's Export Tax Reform on China's Soybean and Soybean Oil Imports." Selected paper presented at the *IATRC annual meeting*. Berkeley, CA. Dec. 12-14, 2010.
  80. Chen, Wei,\* Mary A. Marchant, and Andrew Muhammad. "China's Soybean Imports--Price and Export Tax Impacts Using a Production System Approach." Selected paper presented at the annual meeting of the *Agricultural and Applied Economics Association (AAEA; formerly the American Ag. Economics Assoc.)*. Denver, CO. Jul 24-27, 2010.
  81. Watts, Dalton D., and Mary A. Marchant. "Enhancing Student Retention: Impacts of a First Year Seminar Course." Selected paper presented at the *2010 NACTA/SERD Conference*. Penn State, June 22-25, 2010. A similar paper was presented at the 2010 *VT Conference on Higher Education Pedagogy*.
  82. Hunnings, R. Joseph, William W. Richardson, and Mary A. Marchant. "FAEIS: A Resource for Natural Resource Faculty and Institutions." Selected paper presented at the *Conference on University Education in Natural Resources*. Blacksburg, VA. March 25-27, 2010.
  83. Hamm, Jolene D.,\* Joseph R. Hunnings, Mary A. Marchant, William W. Richardson and

- Dean Sutphin. "Student and Faculty Gender Comparisons for Animal Sciences and Family and Consumer Sciences." Selected paper presented at the *NACTA* annual meeting *Making Assessment Work for You*. Oklahoma State University, June 17-20, 2009.
84. Good, Deborah J., Christina M. McIntyre, and Mary A. Marchant. "USDA Scholars Program—Innovations in Undergraduate Research." Selected paper presented as a poster at the *NACTA* annual meeting *Making Assessment Work for You*. Oklahoma State, June, 2009. A similar poster was presented at the *VT 2009 Conference on Higher Education Pedagogy*.
85. Reaves, Dixie Watts and Mary A. Marchant. "Assessing Communication Skills." Selected paper presented as a poster at the *NACTA* annual meeting *Making Assessment Work for You*. Oklahoma State University, June 17-20, 2009.
86. Clark, Susan, Mary A. Marchant, C. Green, A. Bridges, \* M. O'Bryan, \*\* Stephanie Riviere, \*\* William W. Richardson, T. Tubia, \*\* K. Honaker, \*\* J. Martin, \*\* and M. Hendricks. \*\* "Discovery and Engagement through a Multidisciplinary Student Service-Learning Experience." Selected paper presented at the *NACTA* annual meeting *Retaining the Best*. Utah State, June, 2008. Abstract: *NACTA J.*, 52:2(2008):73.
87. Marchant, Mary A., William W. Richardson and Joseph R. Hunnings. "The Food and Agricultural Education Information System (FAEIS)—Essential Information for Retaining Students and Faculty." Selected paper presented at the *NACTA* annual meeting *Retaining the Best*. Utah State, Logan, June 11-13, 2008. Abstract: *NACTA Journal*, 52:2(2008):87-88.
88. Watts Reaves, Dixie, and Mary A. Marchant. "First Year Seminars: An Innovative Teaching Approach to Enhance Student Retention." Selected paper presented at the *NACTA* annual meeting *Advancing the Scholarship of Teaching and Learning*. University of Illinois at Urbana-Champaign, June 20-22, 2007. Abstract: *NACTA Journal*, 51:2(2007):89.
89. White, S.W. and M.A. Marchant. "Academic Program Improvement." Selected paper presented at the *NACTA* annual meeting *Advancing the Scholarship of Teaching & Learning*. University of Illinois at Urbana-Champaign, June 20-22, 2007. *NACTA J.*, 51:2(2007):95.
90. Marchant, Mary A., and Dixie Watts Reaves. "Problem-based Learning Through Group Projects: Rewards and Pitfalls." Selected paper presented as a poster at the *NACTA* annual meeting *Advancing the Scholarship of Teaching and Learning*. University of Illinois at Urbana-Champaign, June 20-22, 2007. Abstract: *NACTA Journal*, 51:2(2007):89.
91. Freshwater, David, and Marchant, Mary A. "Graduate Student Recruitment: Issues and Strategies in Agriculture and Applied Economics and Agribusiness." Invited symposium presentation, *AAEA* annual meeting, Providence, RI. July 2005.
92. Song, Baohui, \* Mary A. Marchant and Shuang Xu. \* "Competitive Analysis of Chinese Soybean Import Suppliers—U.S., Brazil and Argentina." Selected paper presented at the *AAEA* annual meeting. Long Beach, CA. 2006. On web at <http://purl.umn.edu/21109> [Similar paper presented at the *AAEA* annual meeting, Denver, CO. 2004.]
93. Marchant, Mary A., and Sanjeev Kumar, \* "Demand Determinants for U.S. Processed Food Exports by Emerging/Low and Middle-Income Countries." Selected paper presented at the *AAEA* annual meeting. Denver, CO. Aug. 2004. Paper available on AgEcon Search at <http://purl.umn.edu/20276>
94. Song, Baohui, \* Mary A. Marchant, and Shuang Xu. \* "Who Dominates the U.S. Soybean Industry: Producers, Taxpayers, or Consumers?" Selected paper presented at the *AAEA* annual meeting. Denver, CO. Aug. 2004. Paper available on AgEcon Search at

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\*\* Undergraduate Student.



- <http://purl.umn.edu/20117>
95. Peng, Xueha,\* Mary A. Marchant, and Michael R. Reed. "Identifying Monetary Impacts on Food Prices in China: A VEC Model Approach." Selected paper presented at the AAEA annual meeting. Denver, CO. Aug. 2004. Paper available on AgEcon Search at <http://purl.umn.edu/20315>
96. Zhuang, Jun,\* Mary A. Marchant, Sue Nokes, and Herbert Strobel. "Economic Analysis of Cellulase Production by *Clostridium thermocellum* in Solid State and Submerged Fermentation." Selected paper presented at the AAEA annual meeting. Denver, CO. Aug. 2004. Paper available on AgEcon Search at <http://ageconsearch.umn.edu/bitstream/31982/1/sp040450.pdf>
97. Peng, Xuehua,\* Mary A. Marchant, Xiang Dong Qin and Jun Zhuang.\* "Chinese Consumers' Preferences for Livestock Products." Selected paper, AAEA annual meeting. **Montreal, Canada**. July, 2003. Paper available on AgEcon Search: <http://purl.umn.edu/22253>
98. Qin, Don Xiang, Xuehua Peng,\* and Mary A. Marchant. "New Insights of Chinese Livestock Consumers." Selected paper, AAEA annual meeting. Long Beach, CA. July, 2002.
99. Marchant, Mary A., and Rick Weldon (U. of Florida), organizers. "What Works in the Classroom: Lessons from the 2000 AAEA Teaching Award Recipients." AAEA Models for Teaching Excellence symposium. Selected paper, AAEA annual meeting. Chicago, IL. 2001.
100. Marchant, Mary A. & Sayed Saghaian.\* "Competitive Tradeoffs between Exports & FDI for U.S. Processed Food Firms." Selected paper, AAEA annual meeting. Tampa, FL. July, 2000.
101. Marchant, Mary A., and Mark Bailey, organizers. "Keys to Preparing Successful Research Grant Proposals." Selected symposium, AAEA annual meeting. Tampa, FL. July, 2000.
102. Marchant, Mary A., Ravichandran Munirathinam,\* and Michael R. Reed. "Trade and FDI in the U.S. Food Processing Industry." Selected paper presented at the *Frontiers in Food Marketing* conference. Monterey, CA. 1998. [Research Update published in the *Journal of Food Distribution Research*. 30:1(1999):172-73. On web: <http://purl.umn.edu/26796>]
103. Marchant, Mary A. "Recruiting and Retaining Women in Agricultural Economics." *National Association of Agricultural Economics Administrators*. Organized session and paper presented at the NAAEA meeting. Nashville, TN, Nov. 1995.
104. Fairchild, Gary, James Seale, and Mary A. Marchant, symposium organizers. "NAFTA and the Caribbean Basin." Selected symposium presented at the AAEA annual meeting. Orlando, Aug. 1993. Abstract: *AJAE*, 75:5(1993):1293.
105. Gonzales, Clemen,\* Michael R. Reed, and Mary A. Marchant. "International Trade Liberalization Effects on Less Developed Countries." Selected paper presented at the AAEA annual meeting. Orlando, FL. Aug. 1993. Abstract: *AJAE*, 75:5(Dec. 1993):1305.
106. Marchant, Mary A., symposium organizer. "Cultural Diversity." Selected symposium presented at the AAEA annual meeting. Baltimore, MD. Aug. 1992. Abstract: *AJAE*, 74:5(Dec. 1992):1264.

#### **F. Additional Papers Presented at Scientific Conferences**

Thirty two additional papers were presented at professional meetings, e.g., ***Southern Agricultural Economics Association*** annual meetings; of these, 23 students were listed as co-authors.



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## VII. ADDITIONAL EVIDENCE OF NATIONAL AND INTERNATIONAL RECOGNITION

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### A. LEADERSHIP AND PEER REVIEW

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#### A.1. Expert Panels and Consultancies

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- Coordinated and presented at the 2011 **Food and Agriculture Education Information System (FAEIS) Statistics Expert Panel Program Review Meeting**, Washington, D.C. Panel members included Dr. Ali Mohamed, Panel Chair (USDA-NIFA), Jim Alessio Director, (SCHEV); Dr. Ken Esbenshade (NC State), Dr. Nagaraj Neerchal, (U. of Maryland, Baltimore Co.); Sabrina Ratchford, (Dept. of Education); Dr. Nicole Smith, (Georgetown Univ.).
- Coordinated and presented at the **2010 FAEIS Annual Peer Panel meeting**. Dallas, TX. As Principal Investigator of FAEIS, chaired the FAEIS national advisory panel meeting. [Similar peer panels were conducted annually from 2007 to 2009.]
- Appointed member, **NASULGC/USDA Teaching Awards peer review panel**, 2008.
- Appointed member, **USDA-CSREES Multicultural Scholars peer review panel**, 2007.
- Appointed member of the **USDA-CSREES Portfolio Review Committee**, 2004.
- Appointed **Chair, Fulbright Distinguished Chairs peer review panel**, 2003-2004.
- Appointed member, Farm Foundation's Global Priorities Advisory Committee, 2000-2001.
- Appointed 1999-2000 **Panel Manager, USDA-CSREES National Research Initiative (NRI) Competitive Grants Program**-Markets and Trade panel; member: 1992, 1995, 1997.
- Consultant, Food and Agricultural Organization of the United Nations, Rome, Italy, 1998.

#### A.2. National and Regional Conferences Organized

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- *"Developing a Learning Environment Where All Students Seek to Excel"* pre-conference to the 2001 American Agricultural Economics Association (AAEA) annual meeting, Chicago, IL. August, 2001. Conference sponsored and funded by the AAEA. Organizers: M. Marchant and J. Beierlein (Penn State).
- *"Trade and the Environment"* post-conference to the 1996 AAEA annual meeting, San Antonio, TX. July 31, 1996. Conference sponsored by the AAEA; funded by the AAEA, Farm Foundation, and the USDA-CSREES National Research Initiative Competitive Grants Program. Organizer: M. Marchant.
- *"New Technologies and Innovations in Agricultural Economics Instruction."* Conference endorsed by the AAEA and co-sponsored by the Southern Agricultural Economics Association. Organizers: D. Debertin, S. Goetz and M. Marchant. Lexington, KY. 1992.

#### A.3. External Peer Review for Promotion and Professorships

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- Invited to review faculty dossiers for promotion and/or tenure at Colorado State University (2017), Texas Tech (2013), Univ. of Florida (2010, 2006 and 2003), Washington State (2007, 2006 & 2002), Montana State (2007), Purdue (2006), Michigan State (2006), Texas Tech (2006), Kansas State (2005), Auburn (2003), Vermont (2001 and 1999), Clemson (2001), and Mississippi State (1999).
- Invited to write external letter of support for the Southern Agricultural Economics Association Lifetime Achievement Award nomination package (2010).
- Invited to review faculty dossiers for university professorships and/or research awards

at the USDA-ERS (2005), Auburn (2005 and 2001), Univ. of Idaho (2004), Louisiana State Univ. (2003), and Texas Tech (2002).

#### A.4. Research and Teaching Peer Review

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- USDA-NIFA-AFRI grant proposals, ad-hoc reviewer, numerous years from 2001-present.
- ***Journal of Agricultural and Applied Economics*. Co-editor, 2010-13 (with D. Bosch).**
- CALS Promotion and Tenure Committee. AAEC representative, 2009-2011.
- *Agronomy Journal*. Associate Editor, 2008-2010.
- Reviewer of the “American Agricultural Economics Association Centennial Book,” 2009.
- Associate Editor, *Agronomy Journal*, 2008-2010.
- ***American Agricultural Economics Association (AAEA) Awards Committee, appointed General Chair, 2004-2006.***
- Reviewer for the agricultural economics chapter in the *Microeconomics* textbook by Krugman/Wells, 2005.
- USDA-CSREES Tropical & Subtropical Ag. (T-STAR) Grant Program, ad-hoc reviewer 2005.
- Editorial Council, *Journal of Agribusiness*, appointed member, 2002-2004.
- Chair, AAEA Distinguished Teaching Awards Selection Committee, 2003; member 2001-02.
- **Co-editor for “China and Biotechnology” special issue of *AgBioForum* (see section VI).**
- Review Coordinator of “International Trade” selected papers submitted for presentation at the 2001 AAEA meeting (62 submissions); 1995 SAEA meeting (15 submissions).
- Review Coordinator of “Teaching” selected papers, posters and symposia submitted for presentation at the 2000 AAEA meeting (32 submissions), 1999-2000.
- Reviewer of 15 symposia and 15 invited paper proposals submitted annually for presentation at the SAEA meetings, 1996-2000.
- Reviewer of 30 symposia submitted for presentation at the 1998 AAEA annual meeting.
- Review Coordinator of over 130 selected papers and symposia submitted for presentation at the 1997 SAEA meeting, 1996-1997.
- Chair, Master Teacher Selection Committee for the *Gamma Sigma Delta-UK chapter*, 1995; selection committee member, 1996.
- Reviewer of over 40 manuscripts submitted to 13 different journals for publication.

#### B. LEADERSHIP OF PROFESSIONAL SOCIETIES

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##### B.1. International and National

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- International Assoc. of Agricultural Economists, Elected U.S. board member, 2006-2012.
- **AAEA--Foundation Board; elected VP, 2001-2002;** elected Board Member, 1999-02.
- AAEA Foundation Board-Dr. McCalla’s Appreciation Club. Chair, Organizing Committee, 2001-02; raised \$25,000 for scholarships. (Dr. McCalla was my major professor).
- Appointed **Co-Chair of the AAEA Teaching, Learning, and Communications (TLC) Committee, 2000-2001;** member, 1998-2000.
- AAEA Committee on Women in Agricultural Economics, **elected Chair, 1996-1997;** elected Board Member, 1992-1999.
- AAEA Employment Services Committee, **appointed Chair, 1992-94;** member, 1990-97.

## B.2. Regional

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- **Southern Agricultural Economics Association (SAEA), elected 1999-2000 President**, elected 1997-1998 First VP, and 1996-1997 Second VP; also served as 2000-2001 Past-President and 1998-1999 President-Elect.
- **S-1016 International Trade Multi-State Research Project: Impacts of Trade and Domestic Policies on the Competitiveness and Performance of Southern Agriculture**, elected **Board Member**, 2004-2006.
- **S-256 International Trade Regional Research Project**, elected **Chair**, 1994.

## C. MEDIA COVERAGE

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In response to the escalating U.S.-China trade dispute in 2018, Marchant was featured in

- 2 press releases distributed nationwide by Virginia Tech culminating in
- 2 TV interviews—including a **FOXNews Special Report with Bret Baier—“American farmers wary of Trump trade policies,”** April 17, 2018.
- 4 radio interviews/podcasts and
- 3 citations in agricultural press and media fact checking (See below for details).

### VT Press Releases:

- “Escalating trade war with China will hurt farmers and consumers, expert says,” nationwide press release distributed by Virginia Tech media on Marchant’s China research. July 6, 2018. <https://vtnews.vt.edu/articles/2018/07/unirel-marchanttradejuly.html>
- “‘Cool heads’ needed to deescalate trade standoff says U.S.-China expert,” nationwide press release distributed by Virginia Tech media. April 2, 2018. <https://vtnews.vt.edu/articles/2018/04/-cool-heads--needed-to-deescalate-trade-standoff--says-u-s--chin.html>

### TV Interviews:

- FOXNews video interview with Mary Marchant—Special Report with Bret Baier—“American farmers wary of Trump trade policies,” April 17, 2018. Starting at 1 minute 25 seconds into <http://video.foxnews.com/v/5772214382001/?#sp=show-clips>
- WDBJ TV interview with Mary Marchant. “Kaine says trade war with China could ‘hit Virginia hard.’” April 10, 2018. Press release and TV video. <http://www.wdbj7.com/content/news/Kaine-says-trade-war-with-China-could-hit-Virginia-hard-479334823.html>

### Radio Interviews & Podcast:

- “China Tariffs will Hurt Virginia” live interview & podcast with WINA NewsRadio Host Les Sinclair 1070AM-98.9FM, Charlottesville, VA. July 6, 2018. <http://wina.com/podcasts/china-tariffs-will-hurt-virginia-mary-marchant/>
- “Deescalating the Trade Standoff” interview & brief report Red River Farm Network, Radio stations in North Dakota, South Dakota & Minnesota, April 3, 2018. <https://www.rrfn.com/2018/04/03/deescalating-the-trade-standoff/>

Also interviewed on the impact of China's tariffs on U.S. agriculture on April 3, 2018 by

- Reuters, Chicago—PJ Huffstutter
- WFIR AM 960/FM 107.3—Roanoke, Evan Jones, News Director

#### **Agricultural Press and Media Citations:**

- “Trump Distorts Facts on Agricultural Trade” by Eugene Kiely in *FactCheck.org* July 3, 2018. On web: <https://www.factcheck.org/2018/07/trump-distorts-facts-on-agricultural-trade/>
- “Ag groups urge reasoned trade approach from Trump administration” by Ron Brown in *Delta Farm Press*, April 4, 2018. On web: <http://www.deltafarmpress.com/soybeans/ag-groups-urge-reasoned-trade-approach-trump-administration>
- “How do agricultural economists view possible trade war?” by Ron Brown in *Delta Farm Press*, April 5, 2018. On web: <http://www.deltafarmpress.com/marketing/how-do-agricultural-economists-view-possible-trade-war>

## **VIII. INSTRUCTIONAL ACTIVITIES**

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### **A. TEACHING AWARDS [See section IV-B above]**

### **B. STUDENT HONORS AND AWARDS**

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- *Faculty Sponsor*, SongYi (Sophia) Paik, VT Graduate School's *Award for Outstanding Teaching Assistant (TA)—Departmental Nominee*, 2018. (Ms. Paik was my AAEC 3504 TA).
- *Faculty Host*, Jue Zhu—Visiting PhD Student Scholar from **Nanjing Agricultural University, China** and recipient of Chinese Scholarship—One year fellowship at VT; 2016-2017.
- *Major Professor*, Wei Chen, **Best Paper, China section, Agricultural and Applied Economics Association (AAEA)**, presented at the 2012 AAEA annual meeting, Seattle, WA. August 2012.
- *Major Professor*, Wei, Chen, one of two dissertations selected for presentation at the *International Ag. Trade Research Consortium (IATRC)*, Berkeley, CA. Dec. 12-14, 2010.
- *Major Professor*, Jun Zhuang, *Intelligen's International Process Design Contest*, second place award, based on his Masters' thesis, 2006.
- *Major Professor*, Xuehua Peng, UK Graduate School's *Dissertation Enhancement Award* recipient, 2005.
- *Major Professor*, Baohui Song, UK Graduate School's *Dissertation Enhancement Award* recipient, 2004.
- *Faculty Sponsor*, Meagan Ferguson, UK's *Chancellor's Award for Outstanding Teaching Assistant (TA)--Finalist*, 2001. (Ms. Ferguson was my AEC 101 TA)
- *Faculty Advisor*, UK Agribusiness Club Academic Team, **winners of the 1996 and 1997 National Academic Quiz Bowl, AAEA-Student Section.**
- *Faculty Advisor*, Beth Henderson, Undergraduate Speaker at UK 1995 commencement.

### **C. TEACHING, RECRUITMENT AND RETENTION CONFERENCES AND GRANT PROGRAM ORGANIZED [See sections VII-A.2 and IX-B.2]**

### **D. TEACHING PUBLICATIONS AND PRESENTATIONS [See section VI above]**

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## E. ACADEMIC COURSES

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Virginia Tech: -- Current courses taught:

1. **AAEC 3024 "Monetary and Global Issues"** (3 credit). Spring 2018, 80 students; spring 2017, 84 students; spring 2016, 83 students.
2. **AAEC 3504 "Agricultural Marketing"** (3 credits). Fall 2017, 80 students; fall 2016, 75 students; fall 2015, 83 students; fall 2014, 88 students; fall 2013, 80 students.
3. **AAEC 5004 "Professional Ethics and Expectations"** (1 credit). Fall 2017, 13 students; fall 2016, 9 students; fall 2015, 15 students; fall 2014, 24 students.
4. **AAEC 6004 "Professional Communication and Engagement"** (1 credit). Spring 2018, 8 students; spring 2017, 7 students; spring 2016, 19 students; spring 2015, 16 students.

Previous VT courses taught:

5. **AAEC 1006 "Economics of the Food & Fiber System: Macroeconomic Principles"** (3 credits). Spring 2010, 220 students. [AAEC 1006 meets VT's general education requirements.]
6. **AAEC 3015/3016 "Internship –Job Success"** (2 credits). Fall 2013, 70 students; fall 2011, 50 students; fall 2010, 50 students; fall 2009, 12 students.
7. **HNFE 4984 "USDA Scholars-Undergraduate Summer Research Program"** Summer I and II, 2008, 7 students; 2009, 10 students; 2010, 10 students.
8. **AAEC 6004 "Seminar course"** (1 credit). Spring 2013, 3 students.

Guest Lectures

9. **AAEC 2984 "Seminar in AAEC"**-Department's first year experience course for new undergraduate students. Fall 2011 and fall 2010; 1 lecture each year.
10. **AAEC 1006 "Economics of the Food and Fiber System: Microeconomic Principles"**- Fall 2009, 1 lecture.

University of Kentucky:

11. **AEC 101 "Economics of Food and Agriculture"** (3 credits); over 700 students taught. [AEC 101 is used to meet UK's general education requirements.] **Distance Learning**--Videotaped two of 16 modules for "*Introduction to Ag. Economics*" distance learning course, used for advance placement credit in Kentucky high schools.
12. **UK 101 "Academic Orientation"** (1 credit) Invited by the Undergraduate Dean to teach this first year experience course.
13. **AEC 305 "Principles of Agricultural Marketing"** (3 credits); over 200 students taught.
14. **AEC 399 "Experiential Learning in Agricultural Economics"** (3 credits). This course provided students with field or community-based experience, including service learning.
15. **AEC 410 "International Trade and Agricultural Marketing"** (3 credits).
16. **AEC 624 "Advanced Quantitative Methods in Agricultural Economics"** (3 credits); over 65 students taught in this required, graduate-level econometrics course.
17. **AEC 796 "Agricultural Marketing and International Trade"** (3 credits).

## F. ADVISING

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- Major Advisor for 21 (8 at VT) graduate student degree programs.
- Committee Member for 22 Ph.D students (2 at VT) and 15 M.S. students (5 at VT). Hired and supervised 2 post-doctoral scholars on USDA grants: 2017-18 (Hejazi); 1998-00 (Saghayan).

- Undergraduate Advisor for an average of 50 UK students per semester.
- Faculty Mentor to nine UK *Senior Seminar* students.
- Faculty Advisor, UK Agribusiness Club, (elected by students), 2004-2006; 1994-1997.

## IX. ACADEMIC SERVICE

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### A. PROFESSIONAL AFFILIATIONS

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- International Agricultural Trade Research Consortium, (IATRC)
- International Association of Agricultural Economists (IAAE)
- Agricultural and Applied Economics Association (AAEA)
- Southern Agricultural Economics Association (SAEA)
- National Association of Colleges and Teachers of Agriculture (NACTA)

### B. PROFESSIONAL ACTIVITIES

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#### B.1. *National* [See sections IV; VI-E, F and VII]

#### B.2. *University and College Workshops Organized*

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- “*Poster Session on Innovative Teaching—in Honor of David Ford*” sponsored by the Virginia Tech-College of Agriculture and Life Sciences (VT-CALS). College faculty, awarded over \$60,000 in College teaching mini-grants, presented their teaching innovations. Organizer: M. Marchant. September 5, 2008.
- “*Transformative Learning: A Summit to Effect Change in Teaching and Learning.*” Workshop sponsored by VT-CALS. This workshop sought to bring home the concepts presented at the 2006 National Academies of Sciences’ Teaching Summit, stimulate discussion & initiate strategies on transformative learning. Organizers: M. Marchant, S. Sumner & O. Abaye. Blacksburg, VA. Aug. 16, 2007. [All 60 participants received McKinney’s *Enhancing Learning through the Scholarship of Teaching and Learning* book.]
- “*New Faculty Orientation*” workshop sponsored by VT-CALS; organizers: S. Salem, M. Marchant. Aug. 15, 2007. [Thirty new faculty received McKeachie’s *Teaching Tips: Strategies, Research, and Theory for College and University Teachers* book.]
- “*Promotion and Tenure at the University of Kentucky.*” Workshops sponsored by (1) the President’s Commission on Women, Sept. 9, 2005 [120 faculty attended] and (2) the College of Ag. Faculty Council, Sept., 6, 2002 [45 faculty & administrators attended]. Organizer: M. Marchant.
- “*Successful Strategies for Recruitment and Retention: Building an Inclusive University.*” Workshop endorsed and funded by the University of Kentucky Chancellor, VP for Research, and Deans of the College of Agriculture and Graduate School. Organizers: M. Marchant and M. Witt. Lexington, KY. May 2, 1996.

#### B.3. *University*

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- **VT President’s University Council.** Elected by College faculty, 2017-2020.
- VT Faculty Senate. Elected by AAEC faculty, 2012-2014.
- VT University Council on International Affairs, appointed member, 2006-2011.
- **Fulbright Selection Panel for Virginia Tech Student Applicants**, Oct. 2010; Oct. 7, 2008.
- *University Council*—representing CALS Dean, 2007-2008.



- *Academic Success Coordinators (VTASC)*, 2006-2008.
- *Academic Support Roundtable*, 2006-2008.
- *Commission on Undergraduate Studies and Policies (CUSP)*, 2006-2008.
- *Academic Appeals' Committee*, 2006-2008.
- *VT-STEM --Science Technology Engineering & Mathematics--K-12 Outreach Initiatives*, 2008.
- *University Advising Website Committee*, 2006-2007.
- *Virginia Tech Outreach Council*, 2006-2008.

#### B.4. Selected University and College Presentations

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- *VT Honors. "Fulbright Friday's Series"*-Presenter to students interested in applying for a Fulbright, fall 2010. Presentation covered experiences as a Senior Fulbright Scholar, Fulbright Panel chair and member of VT selection committee.
- *Achieving Inclusive Excellence in Grant Proposals* workshop; invited speaker. Sponsor: *Center for Academic Excellence and Enrichment*, April 23, 2009.
- College Scholarship Banquet, Master of Ceremonies, Oct. 10, 2008 & Sept. 7, 2007. Invited guest lecturer/invited speaker at numerous CALS courses/student club meetings, 2006-08. Blue Ridge Mountain Counselor Tour, student recruitment presentation to 50 out-of-state high school counselors, fall 2007 and 2009.
- CALS Department Heads' meeting, invited speaker, Sept. 5, 2008.
- *ExxonMobil Bernard Harris Math Science Summer Camp*, invited speaker: opening day, June 17, 2007 and June 15, 2008; media day, June 20, 2008.
- *Virginia Governor's School for Agriculture*; presented Directors' Award at banquet and certificates at graduation, July 25-26, 2008.
- "The Food & Ag. Education Info. System" VT workshop, speaker, April 15, 2008.
- "Writing Winning Grants for the NRI" Ag. & Applied Econ. Seminar, Dec. 7, 2007.
- Dairy Science Faculty Meeting. Presented *NACTA Teaching Award*, Nov 2, 2007.
- Outreach NOW Conference; presented College outreach award, Sept. 24, 2007.
- *CALS Student Leadership Recognition event*, May 2, 2007.
- *College Remembrance Gathering*, A college gathering of faculty, staff and students to honor those individuals we lost due to the April 16<sup>th</sup> tragedy, April 25, 2007.

#### B.5. College Leadership and Service

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- Dean Alan Grant's *CALS Governance Council*, appointed member, 2015-2016.
- ***CALS International Committee, elected Chair, 2015-2016.***
- *CALS Promotion and Tenure Committee*, appointed member, 2008-2011.
- *CALS Innovative Teaching Mini-Grants for Faculty* (\$60,000) and subsequent poster session, coordinator, 2008
- *Andy Swiger Land Grant Award Committee*, member, 2007.
- *CALS Committee on Academic Programs/Policies*, ex-officio member, 2006-08.
- *CALS Diversity Council*, ex-officio member, 2006-2008.
- *CALS Student Leadership Council*, ex-officio member, 2006-2008.