

SINY JOSEPH

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OFFICE ADDRESS:

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EDUCATION

Ph.D. in Resource Economics (Expected September 2009)

University of Massachusetts Amherst, MA

Dissertation: Country of Origin Labeling: A Theoretical and Empirical analysis of market effects in the U.S. Seafood Industry

Fields of specialization: Industrial Organization, Applied Econometrics

Advisors: Professor Julie Caswell and Professor Nathalie Lavoie

M.S. in Resource Economics (2008)

University of Massachusetts Amherst, MA

Advisor: Professor Nathalie Lavoie

Master of Business Administration (2003)

West Bengal University of Technology, India

Fields of specialization: Marketing and Operations Research

B.E. in Instrumentation and Control Engineering (2000)

Gujarat University, India

RESEARCH EXPERIENCE

Ph.D. Research (Fall 2005 to Present), *University of Massachusetts Amherst*

My dissertation research has three essays which focus on modeling and analyzing the economic effects of Country of Origin Labeling (COOL) in the U.S. Seafood Industry. The first essay surveys the literature on the impact of consumer demand for quality on agricultural and food system. The second essay models quality differentiation and employs an industrial organization framework to look at market effects of COOL for seafood in the United States, where part of the market (retail) is covered by labeling requirements and part (foodservice) is not. To test the hypothesis derived from the developed theory, the third essay estimates trade implications of COOL in the U.S. Shrimp industry.

Research Assistant (Summer 2005 to Present), *University of Massachusetts Amherst*

- The Food Marketing Policy Research Center, University of Connecticut and University of Massachusetts Amherst

Implemented a theoretical and empirical approach to analyze the effect of Country of Origin Labeling in the U.S. Seafood industry.

Provided research assistance in assessing market power in the U.S. Butter and Margarine Industry using a brand-level demand analysis.

- Cooperative State Research, Education, and Extension Service Special Grant
Analyzed the effect of consumer demand for quality as a major determinant for agricultural and food trade in the future.

TEACHING EXPERIENCE

Instructor: Introductory Microeconomics (Fall 2008)
Department of Resource Economics and Isenberg School of Management
University of Massachusetts Amherst

Teaching Assistant: Statistics (Fall 2004 and Spring 2005)
Department of Resource Economics
University of Massachusetts Amherst

INDUSTRY EXPERIENCE

Marketing Executive (2003) *CitiFinancial, India*

Responsibilities included management of sales channels, and recruitment, training, and motivation of personnel. Actively organized various promotional schemes to enhance sales of personal loans.

PUBLISHED ARTICLES/ WORKING PAPERS

Caswell, Julie A., and **Siny Joseph** (2007). "Consumer Demand for Quality: Major determinant for agricultural and food trade in the future?" *Journal of International Agricultural Trade and Development*. Vol. 4, Issue 1, pages 99-116.

Caswell, Julie A. and **Siny Joseph** (2007). "Consumer Demand for Quality: Major Determinant for Agricultural and Food Trade in the Future?" University of Massachusetts, Amherst, MA. Working paper 2007-4. March.

Namboodiri, N.V., and **Siny Joseph** (2007). "Participatory Natural Resource Management: Community based Rainwater Harvesting System in Gujarat." *International Conference on 21st Century Challenges to Sustainable Agri-Food Systems*, (Eds.) P.G. Chengappa, N. Nagaraj and R. Kanwar, I.K. International Publishing House Pvt. Ltd., New Delhi, pp. 285-292.

ARTICLES IN PROGRESS

Joseph, Siny (2009). "COOL Effects on U.S. Shrimp Trade: An Empirical Analysis." *In Progress*.

Joseph, Siny, and Nathalie Lavoie (2008). "Partial Implementation of COOL: Economic Effects in the U.S. Seafood Industry." *In Progress*.

CONFERENCE PAPER PRESENTATIONS

Joseph, Siny, Lavoie, Nathalie, and Julie A. Caswell (2009). "COOL Effects on U.S. Shrimp Trade: An Empirical Analysis." Selected paper for the *2009 Annual NAREA Conference*, Burlington, Vermont, June.

Joseph, Siny, Lavoie, Nathalie, and Julie A. Caswell (2009). "Implications of COOL on U.S. Shrimp Trade." Selected paper for the *NEC-63/FAMPS Spring 2009 Conference*, San Diego, California, February.

Joseph, Siny, and Nathalie Lavoie (2008). "Effectiveness of COOL in the U.S. Seafood Industry." Selected paper for the *AAEA Annual Meeting*, Orlando, Florida, July.

Joseph, Siny, and Nathalie Lavoie (2008). "Effectiveness of COOL in the U.S. Seafood Industry." Selected paper for the *CAES-NAREA Annual Meeting*, Quebec City, Canada, June.

Namboodiri, N.V., and **Siny Joseph** (2007). "Participatory Natural Resource Management: Community based Rainwater Harvesting System in Gujarat." Selected paper for the *International Conference on "21st Century challenges to sustainable Agri-food systems."* Bangalore, India, March.

Caswell, Julie A. and **Siny Joseph** (2006). "Consumers' Food Safety, Environmental, and Animal Welfare Concerns: Major Determinants for Agricultural and Food Trade in the Future?" Invited paper presented at the *International Agricultural Trade Research Consortium (IATRC) Summer Symposium on "Food Regulation and Trade: Institutional Framework, Concepts of Analysis and Empirical Evidence."* Bonn, Germany, May.

ACADEMIC HONORS & GRANTS

AAEA Graduate Travel Grant for Presentation of Research - July 2008

NAREA Travel Grant for Presentation of Research - June 2008 and June 2009

University of Massachusetts Graduate Travel Grant for Presentation of Research – 2008, 2009

Distinction in the Doctoral Microeconomics Comprehensive Exam - Spring 2007

Elected member of Marketing Club - 2002 to 2003

ESSA Education Scholarship - 1984 to 2000

OTHER SERVICES

Resource Economics Graduate Studies Committee Member - 2006 to 2008

Post Doctoral Research Associate Search Committee Member - Spring 2008

Industrial Organization Assistant Professor Search Committee Member - Fall 2008

Spanish Journal of Agricultural Research Reviewer- 2008

RELATED SKILLS

Statistical software: *SAS, STATA, EXCEL*

Economic Modeling: *Mathematica, GAMS, MATLAB*

Other: *Microsoft Office Applications*

PROFESSIONAL MEMBERSHIPS

Agricultural & Applied Economic Association (AAEA)
Northeastern Agricultural & Resource Economics Association (NAREA)
American Economic Association (AEA)
International Development Economics Associates (IDEA)

REFERENCES

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Dr. Nathalie Lavoie
GPD and Associate Professor
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Dr. Daniel A. Lass
Professor
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