

Andrés Silva

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EDUCATION

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|---|------|
| Kent Business School , Canterbury, United Kingdom PhD in Management (Applied Economics) | 2012 |
| Texas A&M University , College Station, Texas, United States Master in the Department of Agricultural Economics | 2007 |
| Pontificia Universidad Catolica , Santiago, Chile B.S. in Agronomy: Minor Economics | 1998 |

RELEVANT EXPERIENCE

Research Experience

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| French National Institute for Agricultural Research (INRA) , Ivry sur Seine Research Engineer Post Doctorate Researcher Agreenskills Program <u>Project</u> : Measuring the impact of nutritional policies targeting changes in consumers' behaviors' and quality of foods <ul style="list-style-type: none">○ Measure the impact of the 5-a-day campaign using the Kantar database○ Evaluate the impact of voluntary agreements between food producers and the French Ministries of Health and Agriculture to improve the nutritional quality of the food products the OQALI database | Sept-Dec 2012 2013- |
| Kent Business School, University of Kent <i>Graduate Research Assistant</i> <u>Project</u> : "Traceback" Integrated project of the European Union Sixth Framework Program of Scientific and Technological Research. Project involved 28 partners from 11 countries. <ul style="list-style-type: none">○ Conduct cost-benefit analysis of a new food traceability system○ Help in the coordination of pilot testing activities in Italy and Spain○ Work in a multicultural and multidisciplinary research project | 2008 – 2010 |
| Department of Agricultural Economics, Texas A&M University <i>Graduate Research Assistant, Department of Agricultural Economics</i> <u>Project</u> : "Improving Income of Small-scale Producers in Peru through Production, Processing, and Marketing Andean Root and Tuber Crops". <ul style="list-style-type: none">○ Analyze data to measure willingness to pay for new attributes <u>Project</u> : "Fresh Cut Citrus Product Marketing Study" for Texas Citrus Mutual <ul style="list-style-type: none">○ Research approaches to measure consumer preferences and willingness to pay○ Work with software packages to model economic data○ Design experimental studies using conjoint analysis and auctions○ Conduct experimental retail and lab studies | 2004 – 2007 |

Teaching Experience

- Department of Agricultural Economics, Texas A&M University** 2004 – 2005
School of Economics, University of Kent 2009 – 2010
Graduate Teaching Assistant
- Conduct review sessions, grade exams, and work with students
 - Assist in the classes: Marketing Agriculture and Food Products
Economics for Business

Work Experience

- BBVA Bank** – Santiago, Chile 1999 – 2002
Corporate Credit Analyst
- Write and present financial reports for large agricultural clients; including fruit, wine and salmon exporting companies
- The Food and Environment Research Agency** – York, United Kingdom 2011
Consulting Analyst
- Project “Understanding Quality Determinants in Pea Seeds” An Econometric Market Analysis.

SKILLS

- Languages* Spanish (native language), English (advanced level), French (intermediate level)
Software Proficient with Stata, SAS, Eviews, SPSS and Simetar (stochastic simulation)
Familiar with MathLab, R and GAMS (linear programming)

AWARDS

- First Place in the Case Study Competition at the International Food and Agribusiness Management Association Conference. Parma, Italy. 23rd-26th June 2007 (3-person team)
- 3 year Scholarship European Union Traceback Project (Framework 6)
- 2012 Agreenskills Recipient to work at INRA-ALISS unit.

REVIEWER

European Review of Agricultural Economics, the Journal of Advertising, International Food and Agribusiness Management Review and the African Journal of Agricultural Research

OTHER ACTIVITIES

- Running*
- Half Marathons: Austin (2008 and 2013), Brighton (2010), Paris (2011 and 2013)
 - Full Marathon: Paris (2010)

REVIEWED PUBLICATIONS

- 1) A. Silva, R.M. Nayga, Jr., B.L. Campbell, and J.L. Park “Can Perceived Task Complexity Influence Cheap Talk’s Effectiveness in Reducing Hypothetical Bias in Stated Choice Studies?” 2012. *Applied Economics Letters* 19(17): 1711–1714
- 2) A. Silva, R.M. Nayga, Jr., B.L. Campbell, and J.L. Park “Revisiting Cheap Talk with New Evidence from a Field Experiment” 2011. *Journal of Agricultural and Resource Economics* 36(2):280–291
- 3) B.L. Campbell, R.M. Nayga, Jr., J.L. Park and A. Silva “Does the National School Lunch Program Improve Children’s Dietary Outcomes?” 2011. *American Journal of Agricultural Economics* 94(4): 1099–1130
- 4) M. Garcia, A. Silva and J. R. O’Hanley “Using Stochastic Simulation to Evaluate the Cost-Effectiveness of Traceability Systems: The Case of Quality Control in a Fresh Produce Supply Chain” in *Food Chain Integrity: A Holistic Approach to Food Traceability, Safety, Quality and Authenticity* 2011. Woodhead Publishing Series in Food Science, Technology and Nutrition
- 5) A. Silva, R.M. Nayga, Jr., B.L. Campbell, and J.L. Park “On the Use of Valuation Mechanisms to Measure Consumers’ Willingness to Pay for Novel Products: A Comparison of Hypothetical and Non-Hypothetical Values” 2007. *International Food and Agribusiness Management Review* 10(2):165-80
- 6) J.L. Park, B.L. Campbell, A. Silva and R.M. Nayga, Jr. “Fruit and Vegetables Go Back to School” 2007. *Choices* 22(2):129-32
- 7) D.W. Shaw, R.M. Nayga, Jr. and A. Silva “Health Benefits and Uncertainty: An Experimental Analysis of the Effects of Risk Presentation on Auction Bids for a Healthful Product” 2006. *Economics Bulletin* 4(20):1-8

WORKING PAPERS

- 8) A. Silva, M. Garcia and A. Bailey. “Impact of Child Obesity News on Household Expenditure in the UK¹”
- 9) A. Silva, F. Etile and G. Jamet. “Consequences Of The 5-A-Day Campaign: Evidence From French Panel Data” *Article selected for presentation at the American Agricultural and Applied Economics Association, Washington D.C., August, 2013*
- 10) A. Silva, F. Etile, C. Boizot-Szantai and S. Dharmasena. “The Impact Of Beverage Taxes On Quantity And Quality Of Consumption In France” *Article selected for presentation at the American Agricultural and Applied Economics Association, Washington D.C., August, 2013*
- 11) A. Silva and S. Dharmasena. “Modeling Seasonal Unit Roots as a Simple Empirical Method to Handle Autocorrelation in Demand Systems: Evidence from UK Expenditure Data¹” *Article selected for presentation at the American Agricultural and Applied Economics Association, Washington D.C., August, 2013*

WORK IN PROGRESS

- 12) A. Silva, M. Garcia and A. Bailey. “Effects of Regulating TV Food Advertisements toward Children in the UK¹”
- 13) A. Silva, I. Fraiser and M. Hussein “On the Use of Quality Aggregation on a Demand System: The Case of Pea Products in the UK” *Article selected for presentation at the Annual Agricultural Economics Society conference, Warwick, April 2012*

¹ Articles linked to PhD dissertation (a working paper and a work in progress)