

JAMES A. STERNS

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Research Interest:

Agribusiness economics and management; agricultural and food marketing; food systems and market coordination; agribusiness entrepreneurship in developing economies; institutional economics.

A. Education and Employment Information

Professional Experience:

Associate Professor (2013 – present), Department of Applied Economics, Oregon State University, Corvallis, OR

Visiting Instructor (2008 – 2018), *Maestría en Administración de Empresas* (MBA) Program, *Universidad Internacional del Ecuador*, Quito, Ecuador

Assistant Professor (2001 – 2007), **Associate Professor with tenure** (2007 – 2013), Department of Food and Resource Economics, University of Florida, Gainesville, FL

Visiting Scholar (2009 – 2010), *Escuela Superior Politécnica del Litoral* (ESPOL), Guayaquil, Ecuador (12-month professional development leave from UF)

Adjunct Assistant Professor (2004 – 2007), **Adjunct Associate Professor** (2007 – 2011), Graduate Entrepreneurship Program, Warrington College of Business, University of Florida, Gainesville, FL

Visiting Researcher (2000 – 2001), *Institut National de la Recherche Agronomique – Centre de Montpellier*, Montpellier, France

Graduate Assistant (1989 – 1996), **Visiting Assistant Professor** (1997 – 2000), Department of Agricultural Economics, Michigan State University, East Lansing, MI

Peace Corps Volunteer and Instructor (1986 – 1988), Regional College of Agriculture - Maroua, Ministry of Agriculture and Rural Development, Republic of Cameroon

Education:

PhD – Michigan State University (1997)

Agricultural Economics

Dissertation Title: *Decisions about Exporting: The Case of Michigan's Smaller Agribusiness and Food Industry Firms*

MSc – Michigan State University (1993)

Agricultural Economics

Thesis Title: *Ex Post Assessment of Investments in Cameroon's Cowpea and Sorghum Research-Extension Systems*

MA – Michigan State University (1993)

Economics
Non-thesis option

BSc – Kansas State University (1986)

College of Agriculture

Two BSc Degrees: Agricultural Economics; Feed Science and Management

B. Teaching, Advising and Other Assignments:

1. Instructional summary – credit courses:

Oregon State University (2013 – present) – quarter system; 4 to 6 courses per year

Term/Year	Course #	Course Title	Enrollment
Fall 2013	AREC 465/565	Agricultural Financial Reporting and Analysis	24
Winter 2014	AREC 442	Agricultural Business Management	31
Spring 2014	AREC 211	Management in Agriculture	77
Fall 2014	AREC 465	Agricultural Financial Reporting and Analysis	24
Winter 2015	AREC 442	Agricultural Business Management	39
Winter 2015	HC 407	Commodities to Cafes, an Honors College Colloquium	6
Spring 2015	AREC 211	Management in Agriculture	76
Fall 2015	AEC 299	Introduction to Agricultural and Food Economics	34
Fall 2015	AEC 465	Agricultural Financial Reporting and Analysis	29
Winter 2016	AEC 211	Management in Agriculture	75
Winter 2016	AEC 442	Agricultural Business Management	38
Winter 2016	HC 407	Commodities to Cafes, an Honors College Colloquium	11
Summer 2016	AGRE 399	Study Abroad - French Food, Feed and Farm Fauna	14
Fall 2016	AEC 121	Discovering Agricultural and Resource Economics	57
Fall 2016	AEC 251	Introduction to Agricultural and Food Economics	29
Fall 2016	AEC 465	Agricultural and Food Financial Management	38
Winter 2017	AEC 211	Agricultural and Food Management	50
Winter 2017	AEC 442	Agricultural & Food Business Management	30
Winter 2017	HC 407	Commodities to Cafes, an Honors College Colloquium	6
Summer 2017	HC 407	Food Culture in France, an Honors College Colloquium & faculty-led study abroad program	17
Fall 2017	AEC 121	Discovering Agricultural and Resource Economics	50
Fall 2017	AEC 251	Introduction to Agricultural and Food Economics	48
Fall 2017	AEC 465	Agricultural and Food Financial Management	33
Winter 2018	AEC 211	Agricultural and Food Management	60
Winter 2018	AEC 442	Agricultural & Food Business Management	31
Winter 2018	HC 407	Commodities to Cafes, an Honors College Colloquium	11
Summer 2018	HC 407	Food Culture in France, an Honors College Colloquium & faculty-led study abroad program	8
Fall 2018	AEC 121	Discovering Agricultural and Resource Economics	39

Fall 2018	AEC 251	Introduction to Agricultural and Food Economics	48
Fall 2018	AEC 251, ecampus	Introduction to Agricultural and Food Economics	14
Winter 2019	AEC 211	Agricultural and Food Management	59
Winter 2019	AEC 442	Agricultural & Food Business Management	32

University of Florida (2001 – 2013) – semester system; 4 to 6 courses per year

Term/Year	Course #	Course Title	Enrollment
Fall 2001	AEB3300	Principles of Agricultural and Food Marketing	87
Fall 2001	AEB 6933	Special Topics Seminar Theories on the Nature of the Firm	4
Spring 2002	AEB3300	Principles of Agricultural and Food Marketing	54
Spring 2002	AEB6815	Science and Research Methodology	7
Fall 2002	AEB3300	Principles of Agricultural and Food Marketing	87
Fall 2002	AEB6385	Management Strategies for Agribusiness Firms	20
Spring 2003	AEB3300	Principles of Agricultural and Food Marketing	67
Spring 2003	AEB4951	Survey of Agricultural Economics – Quiz Bowl	5
Spring 2003	AEB6815	Science and Research Methodology	9
Summer 2003	ALS4404	Study Abroad Tour French Agriculture and Food Systems	7
Fall 2003	AEB6385	Management Strategies for Agribusiness Firms	11
Spring 2004	AEB3300	Principles of Agricultural and Food Marketing	90
Spring 2004	AEB6815	Science and Research Methodology	16
Spring 2004	AEB6933	Special Topics Seminar History of Economic Thought	21
Fall 2004	AEB3300	Principles of Agricultural and Food Marketing	113
Spring 2005	AEB3300	Principles of Agricultural and Food Marketing	108
Spring 2005	AEB4931	Special Topics Business Plan Writing for Agribusinesses	5
Spring 2005	AEB4951	Survey of Agricultural Economics – Quiz Bowl	11
Spring 2005	AEB6815	Science and Research Methodology	6
Summer 2005	MAN6724	Strategic Management for Entrepreneurs	41
Fall 2005	AEB3300	Principles of Agricultural and Food Marketing	132
Fall 2005	AEB6385	Management Strategies for Agribusiness Firms	10
Spring 2006	AEB3300	Principles of Agricultural and Food Marketing	125
Spring 2006	AEB4951	Survey of Agricultural Economics – Quiz Bowl	15
Spring 2006	AEB5387	Advanced Agribusiness Marketing Management	11
Spring 2006	AEB6815	Science and Research Methodology	12
Summer 2006	MAN6724	Strategic Management for Entrepreneurs	18
Fall 2006	AEB3300	Principles of Agricultural and Food Marketing	126
Fall 2006	AEB6385	Management Strategies for Agribusiness Firms	11
Spring 2007	MAN6724	Strategic Management for Entrepreneurs	31
May 2007 Intersession	AEB4931	Study Abroad - French Agricultural & Food Markets	25
Summer 2007	AEB3300	Principles of Agricultural and Food Marketing	13

Summer 2007	AEB5387	Advanced Agribusiness Marketing Management	7
Summer 2007	AEB6815	Science and Research Methodology	12
Fall 2007	AEB3300	Principles of Agricultural and Food Marketing	116
Fall 2007	AEB6385	Management Strategies for Agribusiness Firms	10
Spring 2008	AEB3300	Principles of Agricultural and Food Marketing	103
Spring 2008	AEB4342	Advanced Agribusiness Marketing Management	61
Spring 2008	MAN6724	Strategic Management for Entrepreneurs	22
May 2008 Intersession	AEB4931	Study Abroad - French Agricultural & Food Markets	22
Fall 2008	AEB3300	Principles of Agricultural and Food Marketing	95
Fall 2008	AEB6385	Management Strategies for Agribusiness Firms	17
Fall 2008	AEB6933	Econ. Coordination & Org. Behavior of Agribusinesses	10
Spring 2009	AEB3300	Principles of Agricultural and Food Marketing	143
Spring 2009	AEB4343	International Agribusiness Marketing	38
Spring 2009	AEB6675	International Agribusiness Marketing	20
Spring 2009	MAN6724	Strategic Management for Entrepreneurs	30
May 2009 Intersession	AEB4931	Study Abroad - French Agricultural & Food Markets	18
Fall 2010	AEB3300	Principles of Agricultural and Food Marketing	115
Fall 2010	AEB4325	Contemporary Issues in Agribusiness Management	35
Fall 2010	AEB6933	Econ. Coordination & Org. Behavior of Agribusinesses	4
Spring 2011	AEB4325	Contemporary Issues in Agribusiness Management	85
Spring 2011	AEB4343	International Agribusiness Marketing	51
Spring 2011	AEB6675	International Agribusiness Marketing	17
May 2011 Intersession	AEB4931	Study Abroad - French Agricultural & Food Markets	17
Summer 2011	MAN6724	Strategic Management for Entrepreneurs	16
Fall 2011	AEB4325	Contemporary Issues in Agribusiness Management	35
Spring 2012	AEB4325	Contemporary Issues in Agribusiness Management	66
Spring 2012	AEB4342	Advanced Agribusiness Marketing Management	96
Spring 2012	AEB4343	International Agribusiness Marketing	35
May 2012 Intersession	AEB4931	Study Abroad - French Agricultural & Food Markets	17
Fall 2012	AEB4325	Contemporary Issues in Agribusiness Management	26
Fall 2012	AEB6174	Econ. Coordination & Org. Behavior of Agribusinesses	16
Fall 2012	AEB6385	Management Strategies for Agribusiness Firms	22
Spring 2013	AEB4325	Contemporary Issues in Agribusiness Management	44
Spring 2013	AEB4343	International Agribusiness Marketing	23
Spring 2013	AEB6675	International Agribusiness Marketing	17
May 2013 Intersession	AEB4931	Study Abroad - French Agricultural & Food Markets	13

Non-Credit Courses and Workshops:

Writing Intensive Curriculum Seminar, Oregon State University, Fall term 2017. Participant in a five-week long seminar of weekly meetings designed to investigate various ways to revise existing courses or develop new courses in order to create and use writing activities to help students learn.

Center for Teaching and Learning symposia and workshops, Oregon State University, 2013 to present. Participant in thirteen CTL-organized events since arriving on campus, attending sessions on such topics as student-centered learning, internationalizing and integrating sustainability in academic programs, student motivation in learning, and designing experiential learning-based coursework.

The AAEA Teaching, Learning and Communications Section's webinar, "Teaching Excellence", January 7, 2014; Participant in a three-hour in-service online workshop that included extended discussions on "teaching millennial students" and "do's and don'ts of effective graduate teaching".

College of Agricultural and Life Sciences Annual Teaching Enhancement Symposium, University Conference Center, University of Florida, Gainesville, August 16, 2011. Invited Speaker. Topic - "Teaching Capstone Courses."

AAEA pre-conference workshop on "Food and Agribusiness Management Education: Preparing Students for an Evolving Industry," July 31, 2004. Participant in one-workshop.

College of Agricultural and Life Sciences Annual Teaching Enhancement Symposium, University Conference Center, University of Florida, Gainesville, August 19, 2003. Invited Speaker. Topic - "Putting together a short-term study abroad program."

Curriculum Development:

Oregon State University (2013 – present)

Co-Chair, Undergraduate Committee, Department of Applied Economics (2013 to present). Started with a multi-year effort to revise the Agricultural Business Management degree, transforming the major from a very traditional "farm management" focus to an "agribusiness and food systems" focus. Subsequent tasks include on-going efforts to document, track and report Student Learning Outcomes (SLOs), and work on the once-per-ten-years External Review of the undergraduate program in Spring 2019.

Agricultural Financial Reporting and Analysis, AREC 465 (Fall 2013). Completely revised course content and assigned readings; developed a set of Excel spreadsheet-based graded assignments.

Agricultural Business Management, AREC 442 (Winter 2014). Completely revised course content and assigned readings; course is now based on case study analysis integrated with professional development exercises (e.g., effective communications with memos and other technical writing skills, oral presentations, interviewing and career planning skills).

Management in Agriculture, AREC 211 (Spring 2014). Completely revised course content and assigned readings; added a 3-week long project using simulation software in which student teams "manage" an agricultural supply store, making pricing, inventory, promotion and other decisions in a dynamic market.

Commodities to Cafes, an Honors College Colloquium, HC 407 (Winter 2015). Created this two-credit course to be an experiential learning opportunity for Honors College students; weekly fieldtrips to

businesses and agencies involved in the region's food system. Visits include local farms, food processors, input suppliers, and food retailers.

Introduction to Agricultural and Food Economics, AEC 299/AEC 251 (Fall 2015). Created this course to be an applied principles of economics course; class examples, supplemental readings, and assignments introduce economic concepts as they relate to agricultural and food issues; designed to be a service course for both departmental ABM majors and to all other CAS majors with a BACC core economics requirement. An E-campus section is being developed in Fall 2016.

Faculty-led Study Abroad program in France - French Food, Feed and Farm Fauna, AGRE 399 (Fall 2015 – September 2016). Proposed, designed and taught this two-credit study abroad course that examined agricultural and food systems in France in support of the CAS Exploring World Agriculture course series.

Faculty-led Study Abroad program in France – Food Culture in France, HC 407 (Summer 2017). Proposed, designed and taught this two-credit study abroad Honors College colloquium that examined and compared US and French food cultures and food systems.

Agricultural and Food Marketing Management, AEC 466 (to be taught for the first time Fall 2019). Created this course, which has been approved by the OSU Curriculum Committee, in order to fill a significant gap in our ABM curriculum. Adding an advanced course in marketing management strengthens our overall academic program, and reflects standard practice for agribusiness programs at leading Land Grant Universities.

University of Florida (2001 – 2013)

Created and taught new courses (Strategic Management for Entrepreneurs, MAN6724; Special Topics Graduate Seminar History of Economic Thought, AEB6933; Study Abroad - French Ag & Food Markets, AEB 4931; Special Topics Business Plan Writing for Agribusinesses, AEB4931; and a PhD field course in Agribusiness - Economic Coordination & Organizational Behavior of Agribusinesses, AEB6174).

Completely revised two courses: the department's required graduate course, Science and Research Methodology, AEB6815, and the department's capstone course for the undergraduate agribusiness program, Contemporary Issues in Agribusiness Management, AEB4325.

Served on departmental committees (the Masters of Agribusiness Curriculum Committee, 2002, 2004, 2007-09; the Undergraduate Policy and Curriculum Committee, 2004-07; the Academic Programs Committee, 2010-13). Served on the College's International Education Committee (2002-05), and the University's Common Reading Program Committee (2011-12).

Graduate Students:

Oregon State University (2013 – present)

Graduate Committee Chair – Department of Applied Economics
Elaine Jordan (M.S. June 2018)

Graduate Committee Member – Department of Applied Economics
Tyler West (M.S. 2014)

Joel Ainsworth (M.S. 2014)
Jenna Way (M.S. 2015)
Thomas Palley (M.S. 2016)

Graduate Committee Member – Other Departments

Andrew Miles (MSc, 2017, Department of Agricultural Education and Agricultural Sciences)
Madison Hynes (MSc, 2018, Department of Agricultural Education and Agricultural Sciences)
Callahan Anderes ((MSc, 2019, Department of Agricultural Education and Agricultural Sciences)

University of Florida (2001-2013)

Major Professor – Food and Resource Economics

Andreas Christou (M.S. 2002)
Placement: Pittas Dairy Industries Ltd, Nicosia, Cyprus
Kevin Athearn (PhD 2004)
Placement: University of Maine at Machias, Asst. Professor; now at University of Florida
Leigh Ann Love (M.S. 2005)
Placement: USDA Marketing Specialist; now at The MITRE Corporation
Athur Mabiso (M.S. 2005)
Placement: PhD program, Michigan State University; now at IFPRI
Roy Justin Taylor (M.S. 2008)
Placement: USDA FAS; now at Arysta LifeScience
Lucy Nyirenda (M.S. 2010)
Placement: Ministry of Agriculture and Food Security, Malawi; now at African Risk Capacity,
Johannesburg, S.A.
Alex Hettinger (M.S. 2012)
Placement: Office of Management and Budget, Executive Office of the President
Samuel Mora (M.S. 2012)
Placement: *Escuela Superior Politécnica del Litoral* (ESPOL), Guayaquil, Ecuador
Veronique Theriault (PhD 2011)
Placement: Michigan State University, Asst. Professor
Diana-Isis Nyob (M.S. 2012)
Placement: AgroParisTech & Reims Management School, France; now at ALCIMED
Engelmann, Jens (M.S. 2012)
Placement: PhD program, University of Wisconsin

Graduate Committee Member –Food and Resource Economics (unless noted otherwise)

Waldir Fernandes (PhD, 2003)
Feleke Shiferau (PhD, 2006)
Fiskani Esther Nkana (M.S. 2010)
Brian Readout (M.S. 2011)
Jorge Avila (M.S. 2012)
Jennifer Twyman (PhD 2012)
John Paul Baldwin (PhD 2013)
Nathan Connor (PhD. 2013, Dept. of Agricultural Education and Communication)
Gabriella Ferro (PhD 2014)

Non-thesis Graduate Committees

John Hall, 2002. Masters of Agribusiness, committee co-chair
Justin Tueton, 2002. Masters of Agribusiness committee member
Paul Davis, 2003. Masters of Agribusiness committee member

Brad Allen, 2004. Masters of Agribusiness committee member
Kathryn Thornhill, 2005. Masters of Agriculture committee member
David Hanson, 2007. Masters of Agribusiness, committee chair
Sarabeth Barthle, 2009. Masters of Agribusiness, committee chair
Daniel Bryan, 2009. Masters of Agribusiness, committee chair
Timothy Horn, 2009. Masters of Agribusiness, committee chair
DeVaughn Jackson, 2009. Masters of Agribusiness, committee chair
Justin Lamb, 2009. Masters of Agribusiness, committee chair
Jonathon Palmquist, 2009. Masters of Agribusiness, committee chair
Aiesha Samir Rashdan, 2009. Masters of Agribusiness, committee chair
Andrew Thompson, 2010. Masters of Agribusiness, committee chair
Justin Durance, 2013. Masters of Agribusiness, committee chair
Joshua Foster, 2013. Masters of Agribusiness, committee chair
Adam Knox, 2013. Masters of Agribusiness, committee chair
Richard “Dan” Knuth, 2013. Masters of Agribusiness, committee chair
Nicholas Vasconcellos, 2013. Masters of Development Practice, committee chair

Undergraduate Students:

Oregon State University (2013 – present)

Martin Sanchez (2014/15). Supervisor for independent summer research project; also served as his Faculty Mentor in the CAS Agricultural Leadership Academy
Adan Avila (2017/18). Served as his Faculty Mentor in the CAS Agricultural Leadership Academy
Benjamin Rietmann (2018). Committee member, OSU Honors College Undergraduate Thesis Committee (Jeff Reimer, Committee Chair).

University of Florida (2001-2013)

Michael Jones (2008/09), Supervisor for UF University Scholars Program’s Undergraduate Independent Research Project (involve two months of field research in Peru)
Kate Mullan (2007/08), Supervisor for UF University Scholars Program’s Undergraduate Independent Research Project (involve two months of field research in Uganda)
Brandon Saltmarsh (2006), Faculty Advisor for UF Undergraduate Honors Thesis

International Teaching and Curriculum Development:

State University of Haiti - Faculté d’Agronomie et de Médecine Vétérinaire (FAMV), 2008 to 2012.
I was a Co-PI on an USAID-Higher Education Development grant, entitled “Delivering High Quality Academic Programming in Agribusiness.” I was one of five faculty members from the University of Florida that partnered with FAMV colleagues in Haiti to revise and refocus an existing undergraduate program, design and deliver teaching workshops and build links to private sector agribusinesses in Haiti.

Universidad Internacional del Ecuador (2008 – 2018) – Executive MBA Program

Over an eleven-year period, I taught a strategic management course to each MBA cohort (i.e., the III to XII promotions) that graduated from UIDE’s Executive MBA program during this time. Students were working professionals, typically with 5 to 10 years of work experience. Classes were taught in evenings and on weekends over a one- to two-week period. I also developed and taught one course in the MS in Entrepreneurship program. Specifically,

Strategy Implementation and Evaluation. Summer 2008, Enrollment: 20

Strategy Implementation and Evaluation. Summer 2009, Enrollment: 20
 International Entrepreneurship. Winter 2010, Enrollment: 21
 Strategy Implementation and Evaluation. Summer 2011, Enrollment: 20
 Strategy Implementation and Evaluation. Summer 2012, Enrollment: 19
 Strategy Implementation and Evaluation. Summer 2013, Enrollment: 24
 Strategy Implementation and Evaluation. Summer 2014, Enrollment: 26
 Strategy Implementation and Evaluation. Summer 2015, Enrollment: 20
 Strategy Implementation and Evaluation. Summer 2016, Enrollment: 23
 Strategic Thinking. Summer 2017, Enrollment: 22
 Strategic Thinking. Summer 2018, Enrollment: 18

2. Student and Participant/Client Evaluation:

Oregon State University (2013 – present)

Summary Table of Student Evaluation of Teaching Quality for courses taught at OSU

Course	Term Taught	Credit Hours	# Enrolled	Response Rate	“Instructor’s contribution” Rating, Scale: 1 = very poor; 6 = excellent			Overall Course “As a Whole” Rating, Scale: 1 = very poor; 6 = excellent		
					Sterns (median)	Department (mean)	University (median)	Sterns (median)	Department (mean)	University (median)
AEC 211	W19	4	59	32%	5.9	5.1	5.4	5.4	4.7	5.1
AEC 442	W19	4	32	40%	5.7	5.1	5.4	5.7	4.7	5.1
AEC 121	F18	1	39	30%	4.8	5.0	5.4	5.0	4.8	5.1
AEC 251	F18	3	49	24%	5.3	5.0	5.4	4.5	4.8	5.1
AEC 251e	F18	3	14	42%	3.8	5.0	5.4	3.5	4.8	5.1
HC 407	Su18	2	8	62%	6.0	5.9	5.5	6.0	5.9	5.4
AEC 211	W18	4	60	60%	5.7	5.1	5.3	5.5	4.9	5.0
AEC 442	W18	4	31	77%	5.7	5.1	5.3	5.4	4.9	5.0
HC 407	W18	2	11	72%	5.8	5.3	5.3	5.8	5.2	5.0
AEC 121	F17	1	50	56%	5.3	5.2	5.3	5.3	4.9	5.1
AEC 251	F17	3	48	64%	5.6	5.2	5.3	5.2	4.9	5.1
AEC 465	F17	3	33	51%	5.1	5.2	5.3	5.0	4.9	5.1
HC 407	Su17	2	17	53%	5.9	n.a.	5.5	5.8	n.a.	5.3
AEC 211	W17	4	50	86%	5.7	5.2	5.2	5.4	4.7	5.0
AEC 442	W17	4	30	70%	5.6	5.2	5.2	5.5	4.7	5.0
HC 407	W17	2	6	83%	5.7	5.6	5.2	4.8	5.3	5.0
AEC 121	F16	1	56	67%	5.6	5.6	5.3	5.1	5.3	5.0
AEC 251	F16	3	29	75%	5.8	5.6	5.3	5.5	5.3	5.0
AEC 465	F16	3	38	60%	5.1	5.6	5.3	4.7	5.3	5.0
AGRI 399	Su16	2	14	71%	5.5	5.6	5.3	5.9	5.4	5.6
AEC 211	W16	4	75	73%	4.8	4.9	5.2	4.5	4.6	5.0
AEC 442	W16	4	38	84%	5.3	4.9	5.2	5.0	4.6	5.0
HC 407	W16	2	11	81%	5.6	5.4	5.2	5.4	5.2	5.0
AEC 251	F15	3	34	68%	5.3	4.9	5.2	4.9	4.7	5.0
AEC 465	F15	3	29	79%	5.6	4.9	5.2	5.7	4.7	5.0
AREC211	Sp15	4	76	70%	5.40	4.76	5.20	5.10	4.67	5.00
AREC442	W15	4	39	82%	5.60	4.64	5.10	5.30	4.49	4.90
HC 407	W15	2	6	100%	5.80	5.28	5.10	5.80	5.22	4.90
AREC465	F14	3	24	87%	5.70	4.73	5.10	5.20	4.56	4.90
AREC211	Sp14	4	77	76%	5.30	4.89	4.91	4.90	4.68	4.78
AREC442	W14	4	31	87%	5.80	4.86	4.84	5.20	4.72	4.69

AREC465	F13	3	24	67%	5.80	4.61	4.86	5.70	4.49	4.70
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University of Florida (2001-2013)

Summary Table of Student Evaluations for courses taught at UF

Scale used: High = 5, Low = 1, Reported as Means

Course	Sec.	Semester and Year	# of Enrolled Students	Required yes/no?	Sterns overall		Department Overall		College Overall	
					Instructor	Course	Instructor	Course	Instructor	Course
AEB4931	033G	Sp-extended 2013	13	no	4.80	n.a.	n.a.	n.a.	n.a.	n.a.
AEB4325	2154	Spring 2013	23	yes	4.50	4.33	4.06	3.94	4.3	4.19
AEB4325	0105	Spring 2013	21	yes	4.82	4.71	4.06	3.94	4.3	4.19
AEB4343	9755	Spring 2013	23	yes	4.65	4.60	4.06	3.94	4.3	4.19
AEB6675	0289	Spring 2013	17	yes	4.67	4.60	4.06	3.94	4.3	4.19
AEB4325	4662	Fall 2012	26	yes	4.91	4.87	4.01	3.90	4.3	4.18
AEB6385	9018	Fall 2012	22	yes	4.60	4.15	4.01	3.90	4.3	4.18
AEB6174	0600	Fall 2012	16	yes	4.19	4.0	4.01	3.90	4.3	4.18
AEB4931	033G	Sp-extended 2012	17	no	4.63	4.38	4.23	4.07	4.31	4.19
AEB4325	2154	Spring 2012	32	yes	4.38	4.38	4.23	4.07	4.31	4.19
AEB4325	0105	Spring 2012	34	yes	4.65	4.38	4.23	4.07	4.31	4.19
AEB4342	0370	Spring 2012	96	yes	4.43	4.19	4.23	4.07	4.31	4.19
AEB4343	9755	Spring 2012	35	yes	4.80	4.53	4.23	4.07	4.31	4.19
AEB4325	4662	Fall 2011	35	yes	4.79	n.a.	4.14	n.a.	4.29	n.a.
MAN6724	7B19	Summer 2011	16*	yes	4.00	n.a.	4.03	n.a.	4.12	n.a.
AEB4931	8725	May Intersession 11	17	no	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
AEB4325	2154	Sp 2011	38	yes	4.88	4.79	4.30	4.09	4.45	4.27
AEB4325	0105	Sp 2011	47	yes	4.71	4.49	4.30	4.09	4.45	4.27
AEB4343	9755	Sp 2011	51	no	4.63	4.50	4.30	4.09	4.45	4.27
AEB6675	0289	Sp 2011	17	yes	4.60	4.44	4.30	4.09	4.45	4.27
AEB3300	2204	Fall 2010	115	Yes	4.66	4.55	4.25	4.03	4.38	4.16
AEB4325	4662	Fall 2010	35	Yes	4.83	4.72	4.25	4.03	4.38	4.16
AEB6933	8990	Fall 2010	4	No	5.00	5.00	4.25	4.03	4.38	4.16
AEB4931	0118	May Intersession 09	18	No	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
AEB3300	4336	Sp. 2009	143	Yes	4.71	4.32	4.35	4.10	4.42	4.23
AEB4343	4946	Sp. 2009	38	No	4.73	4.56	4.35	4.10	4.42	4.23
AEB6675	0289	Sp. 2009	20	No	4.39	4.22	4.35	4.10	4.42	4.23
MAN6724	3872	Sp. 2009	30	Yes	4.67	4.80	4.32	4.17	4.24	4.21
AEB3300	2204	Fall 2008	95	Yes	4.61	4.33	4.30	4.11	4.35	4.16
AEB6385	9018	Fall 2008	17	Yes	4.92	4.46	4.30	4.11	4.35	4.16
AEB6933	0198	Fall 2008	10	Yes	4.60	4.40	4.30	4.11	4.35	4.16
AEB4931	0188	May Intersession 08	22	No	5.00	n.a.	n.a.	n.a.	n.a.	n.a.
AEB3300	4336	Sp. 2008	103	Yes	4.63	4.30	4.43	4.20	4.40	4.20
AEB4342	0650	Sp. 2008	61	Yes	4.83	4.59	4.43	4.20	4.40	4.20
MAN6724	3872	Sp. 2008	22	Yes	4.58	4.50	4.42	4.41	4.25	4.19
AEB3300	2204	Fall 2007	116	Yes	4.78	4.49	4.41	4.18	4.32	4.12
AEB6385	9018	Fall 2007	10	Yes	4.78	4.80	4.41	4.18	4.32	4.12
AEB3300	7984	Su. 2007	13	Yes	4.92	4.69	4.68	4.45	4.48	4.28
AEB5387	0601	Su. 2007	7	Yes	4.60	4.17	4.68	4.45	4.48	4.28
AEB6815	8534	Su. 2007	12	Yes	4.14	3.88	4.68	4.45	4.48	4.28
AEB4931	6614	May Intersession 07	25	No	Per UF policy, no formal evaluations with study abroad courses					
MAN6724	8809	Sp. 2007	31	Yes	4.57	4.13	4.20	4.24	4.12	4.11
AEB3300	2204	Fa. 2006	126	Yes	4.73	4.49	4.45	4.21	4.30	4.10
AEB6385	9018	Fa. 2006	11	Yes	4.18	4.00	4.45	4.21	4.30	4.10
MAN6724	8809	Su. 2006	18	Yes	4.67	4.33	4.10	4.06	4.20	4.15
AEB3300	4336	Sp. 2006	125	Yes	4.74	4.46	4.41	4.18	4.41	4.21
AEB4951	3734	Sp. 2006	15	No	4.64	4.55	4.41	4.18	4.41	4.21

AEB5387	0626	Sp. 2006	11	Yes	4.40	4.20	4.41	4.18	4.41	4.21
AEB6815	6376	Sp. 2006	12	Yes	4.41	4.21	4.41	4.18	4.41	4.21
AEB3300	2204	Fa. 2005	132	Yes	4.61	4.40	4.44	4.24	4.39	4.17
AEB6385	9018	Fa. 2005	10	Yes	4.89	4.50	4.44	4.24	4.39	4.17
MAN6724	8348	Su. 2005	41	Yes	4.08	3.67	4.12	4.06	4.18	4.14
AEB3300	4945	Sp. 2005	108	Yes	4.55	4.27	4.45	4.21	4.43	4.24
AEB4931	4267	Sp. 2005	5	No	4.80	4.60	4.45	4.21	4.43	4.24
AEB4951	3734	Sp. 2005	11	No	5.00	5.00	4.45	4.21	4.43	4.24
AEB6815	6376	Sp. 2005	6	Yes	4.50	4.67	4.45	4.21	4.43	4.24
AEB3300	2204	Fa. 2004	113	Yes	4.75	4.50	4.28	4.12	4.37	4.18
AEB3300	4945	Sp. 2004	90	Yes	4.44	4.11	4.42	4.20	4.38	4.20
AEB6815	6376	Sp. 2004	16	Yes	4.36	3.73	4.42	4.20	4.38	4.20
AEB6933	7346	Sp. 2004	21	No	4.50	4.50	4.42	4.20	4.38	4.20
AEB6385	2242	Fa. 2003	11	Yes	4.91	4.55	4.27	4.05	4.38	4.20
ALS4404	n.a.	Su. 2003	7	No	Per UF policy, no formal evaluations with study abroad courses					
AEB3300	4945	Sp. 2003	67	Yes	4.57	4.24	4.39	4.22	4.38	4.21
AEB4951	3734	Sp. 2003	5	No	5.00	5.00	4.39	4.22	4.38	4.21
AEB6815	6376	Sp. 2003	9	Yes	4.78	4.22	4.39	4.22	4.38	4.21
AEB3300	2204	Fa. 2002	87	Yes	4.71	4.44	4.29	4.15	4.32	4.15
AEB6385	2242	Fa. 2002	20	Yes	4.08	3.42	4.29	4.15	4.32	4.15
AEB3300	4945	Sp. 2002	54	Yes	4.44	4.13	4.46	4.23	4.36	4.18
AEB6815	6376	Sp. 2002	7	Yes	4.83	3.67	4.46	4.23	4.36	4.18
AEB3300	2204	Fa. 2001	87	Yes	4.17	3.98	4.46	4.27	4.33	4.14
AEB6933	7350	Fa. 2001	4	No	5.00	5.00	4.46	4.27	4.33	4.14

*Only 1 of 16 students completed the on-line evaluation; this was the first course I taught that used online evaluations.

3. Peer Teaching Evaluations:

Peer teaching evaluations at OSU were completed during the Fall Quarter 2016. A summary of these efforts are available as a separate document upon request.

4. Advising:

Faculty Advisor for Undergraduate Student Teams competing in the annual AAEA Academic Quiz Bowl Competition.

Since 2013, I have served as the Faculty Advisor for the Department of Applied Economics SS-AAEA Academic Bowl Team of Oregon State University, an officially registered campus student organization. I meet weekly with team members during the Winter and Spring Terms, as students prepare for the competition by reviewing a broad range of subject matter, and to organize efforts to solicit funding to support team travel costs. To date, five students competed at the 2014 Minneapolis tournament, six students competed at the 2015 San Francisco tournament, six students competed at the 2016 Boston tournament, six students competed at the 2017 Chicago tournament, and six students competed at the 2018 Washington D.C. tournament. The 3-person squad on the 2018 team (comprised of Erin Bush, Ben Rietmann, Scout Sutton) placed third overall in a field of 37 teams.

From 2003 to 2007, I served as the Faculty Advisor for the Department of Food and Resource Economics Academic Quiz Bowl Team at the University of Florida. During that five-year period, University of Florida teams that I was advising had one second place finish and in three other years, UF teams placed first in the tournament.

C. Scholarship and Creative Activity:

Sterns' Google Scholar h-index: 13
Sterns' Google Scholar total citations: 614
Citations current as of April 15, 2019

Refereed Academic Journal Articles: Sterns' contribution noted (Major, Moderate, Minor)

18. Theriault, V., R. Serra and J. Sterns. 2013. "Prices, institutions, and determinants of supply in the Malian cotton sector." *Agricultural Economics*, 44(2): 161-174.
 - Contribution: Moderate – One of three essays of lead author's dissertation. Sterns contributed to the design of the theoretical model and data collection methods; edited and revised drafts.
 - Google Scholar Citations: 17
17. Ahearn, M. and J. Sterns. 2013. "Direct-to-Consumer Sales of Farm Products: Producers and Supply Chains in the Southeast." *Journal of Agricultural and Applied Economics*, 45(3): 497-508.
 - Contribution: Major – Sterns designed and conducted major portion of primary data collection and analysis, co-wrote paper.
 - Google Scholar Citation: 41
16. Theriault, V. and J. Sterns. 2012. "The Evolution of Institutions in the Malian Cotton Sector: An Application of John R. Commons' Ideas." *Journal of Economic Issues*, 46(4): 941-65.
 - Contribution: Major – One of three essays of lead author's dissertation. Sterns co-designed theoretical model and data collection methods; edited and revised drafts.
 - Google Scholar Citations: 13
15. Sterns, J. and T. Spreen. 2010. "Evaluating Sustainable Competitive Advantages in Brazilian and U.S. Processed Citrus Supply Chains – An application of Porter's Diamond framework." *International Journal on Food System Dynamics*, 1(2): 167-175.
 - Contribution: Major – Sterns designed research, conducted theoretical and empirical analysis, co-wrote paper.
 - Google Scholar Citations: 7
14. Love, L. A., J. Sterns, T. Spreen and A. Wysocki. 2006. "When Consumers Diet, Should Producers Care? An Examination of Low-carb Dieting and U.S. Orange Juice Consumption." *Journal of Food Distribution Research*, 37(3): 68-76.
 - Contribution: Moderate – Research formed the basis for lead author's MS thesis. Sterns guided data collection and analysis, edited and revised drafts.
 - Google Scholar Citations: 4
13. Sterns, J., A. Wysocki, D. Comer, G. Fairchild and S. Thornsbury. 2005. "The Cost of Delivering Courses via Distance Education." *NACTA Journal*, 49(2): 47-52.
 - Contribution: Major – collaborated on analysis, wrote original draft of paper, edited and revised later drafts.
 - Google Scholar Citations: 7
12. Sterns, J., K. Manley, M. Olexa, G. Fairchild and A. Wysocki. 2005. "Observations about the Value of a Legislative Internship." *NACTA Journal*, 49(2): 23-26.
 - Contribution: Moderate – Sterns revised an existing staff paper, adding substantive literature review, qualitative analysis and revisions.
 - Google Scholar Citations: 3

11. Christou, A., R. Kilmer, J. Sterns and S. Feleke. 2005. "Derived Demand for Disaggregated Cheese Products." *Agribusiness: An International Journal*, 21 (1):1-16.
 - Contribution: Minor - Research formed the basis for lead author's MS thesis. Sterns contributed to conceptual development of research, edited and revised drafts.
 - Google Scholar Citations: 4
10. Wysocki, A., K. Kepner and J. Sterns. 2005. "Rockledge Gardens: An Independent Nursery Competing in a Chain-Dominated Marketplace." *Journal of Applied Case Research*, 6(1): 21-41.
 - Contribution: Minor – Sterns assisted in designing research and writing paper.
 - Google Scholar Citations: 0
9. House, L. and J. Sterns. 2003. "What are agricultural economics Ph.D. students learning about agribusiness research methods and subject areas." *NACTA Journal*, 47(2): 31-35.
 - Contribution: Major – Sterns co-designed conceptual framework and analysis, and co-wrote paper.
 - Google Scholar Citations: 4
8. Codron, J.-M., J. Sterns and T. Reardon. 2003. "Strategic Choices in Produce Marketing: Issues of Compatible Use and Exclusion Costs." *Journal of Food Distribution Research*, 34(3): 1-12.
 - Contribution: Moderate – Sterns contributed to data collection, analysis and writing the original draft of paper.
 - Google Scholar Citations: 13
7. Lyford, C., D. Ricks, H. C. Peterson and J. Sterns. 2002. "A Framework for Effective Industry Strategic Planning." *Journal of Agribusiness*, 20(2): 131-146.
 - Contribution: Minor – Paper based on lead author's dissertation research. Sterns assisted in writing, revising and submitting paper.
 - Google Scholar Citations: 15
6. Lyford, C., H.C. Peterson and J. Sterns. 2002. "Industry Strategic Planning: Keeping Supply Chains Competitive." *Journal of Food Distribution Research*, 3(2): 1-13.
 - Contribution: Minor – Paper based on lead author's dissertation research. Sterns assisted in writing, revising and submitting paper.
 - Google Scholar Citations: 0
5. Sterns, J. and H.C. Peterson. 2001. "The globalization of smaller agri-food firms: A decision-making framework tested through case research." *International Food and Agribusiness Management Review*, 4(2):133-148.
 - Contribution: Major – Paper based on Sterns' dissertation research.
 - Google Scholar Citations: 25
4. Sterns, J. and D. Ricks. 2001. "Should Imports free-ride or help pay—decisions about generic promotion programs for agricultural commodities." *International Food and Agribusiness Management Review*, 3(2): 227-243.
 - Contribution: Major – Sterns designed the theoretical framework, conducted the analysis and co-wrote the paper.
 - Google Scholar Citations: 2

3. Ricks, D., T. Woods and J. Sterns. 1999. "Supply Chain Management: Improving Vertical Coordination in Fruit Industries." *Journal of Food Distribution Research*, 30(3): 44-53.
 - Contribution: Minor - Paper based on an extension of second author's dissertation research. Sterns assisted in supplemental research, writing, revising and submitting paper.
 - Google Scholar Citations: 16
2. Sterns, J., D. Schweikhardt, and H.C. Peterson. 1998. "Using Case Studies as an Approach for Conducting Agribusiness Research." *International Food and Agribusiness Management Review*, 1(3): 311-328.
 - Contribution: Major - Paper based on Sterns' dissertation research.
 - Google Scholar Citations: 147
1. Schwartz, L., J. Sterns, and J. Oehmke. 1993. "The Economic Returns to Cowpea Research, Extension, and Input Distribution in Senegal." *Agricultural Economics*, 8(2): 161-171.
 - Contribution: Minor – Sterns contributed to literature review, data analysis and co-writing the paper.
 - Google Scholar Citations: 32

Working Papers / Manuscripts in Preparation for Submission:

Sterns, J. (draft manuscript). "An Economist's Dilemma: How can theory explain local food movements." Paper based on juxtaposition of theoretic models that are or are not consistent with empirically observable market trends in consumer demand for local food products.

Sterns J. (draft manuscript). "Dollars for Dollars – Comparing Sales Data and Research Funding in Support of Marketing Differentiated Agricultural Food Products." Paper based on preliminary findings presented at the 2014 WERA72 Annual Meeting.

Book Chapters:

3. Sterns, J., T. Spreen and P. Mercadante. 2015. "Chapter 11 - Agribusiness and Sustainability of the Orange Juice and Sugar and Ethanol Industries of Sao Paulo and Florida" in *Emergent Brazil – Key Perspectives on a New Global Power*. University Press of Florida.
 - Contribution: Major – Sterns conducted the analysis and co-wrote the chapter.
2. Deaton, B., D. Schweikhardt, J. Sterns and P. A. Sterns. 2012. "Notes from Warren J. Samuels's 1999 Course on the Economic Role of Government" in Documents on Government and the Economy, Marianne Johnson, Editor, in the book series, *Research in the History of Economic Thought and Methodology*, Volume 30-B. Emerald Books Publishing Limited.
 - Contribution: Minor – J. Sterns assisted in compiling archival materials and revising text for the chapter.
1. Gunderson, M., A. Wysocki, and J. Sterns. 2008. "Chapter 2 - A Functional Evaluation of Business Models in Fresh Produce in the United States" in *Postharvest Handling*, 2nd Ed., W. Florkowski, R. Shewfelt, B. Brueckner, and S. Prussia, Editors; Elsevier Publishing.
 - Contribution: Moderate – Sterns wrote sections of chapter, and edited and revised chapter manuscript with co-authors.

Published Abstracts of Selected Paper Presentations, and Refereed Proceedings:

7. Haas, R., J. Sterns, O. Meixner, D.-I. Nyob and V. Traar. 2013. "US Consumers' Perception of Local and Organic Food: An Analysis Based on Means-End Chain Analysis and Word Association." 7th International European Forum on Food System Dynamics and Innovation in Food Networks, Igls, Austria, February 2013, published in the International Journal of Food Systems Dynamics, 2013 Proceedings Issue, pp. 438-454. Available at: <http://centmapress.ilb.uni-bonn.de/ojs/index.php/proceedings/article/view/327>.
 - Contribution: Moderate – Paper based on Nyob's MS thesis research; As major professor, Sterns helped design theoretical framework, data collection and revised drafts of paper. R. Haas presented paper at conference.
 - Google Scholar Citations: 15
6. Engelmann, J. and J. Sterns. 2012. "Determinants of Violence in Haiti - Developing an Institutional Framework for Analyzing the Economics of Conflict," *Journal of Agricultural and Applied Economics*, 44:427, online abstract at http://www.saea.org/meetings/2012/ab_posters.pdf
 - Contribution: Moderate – Poster presentation based on MS thesis research of lead author. Sterns helped design conceptual framework, provide data and draft poster presentation. Poster co-presented by authors at the 2012 Annual Meeting of the Southern Agricultural Economics Association.
5. Sterns, J., J. Tywman, M. Wetzstein, W. Harrison and M. Gunderson. 2012. "Graduate Students as Course Instructors – Is this the new model for graduate programs in agricultural and applied economics?," *Journal of Agricultural and Applied Economics*, 44:427, online abstract at http://www.saea.org/meetings/2012/ab_symp.pdf
 - Contribution: Sterns organized and moderated this Selected Symposia at the 2012 Annual Meeting of the Southern Agricultural Economics Association.
4. Mullan, K., A. Goldberg and J. Sterns. 2008. "Smallholder Tea Marketing Near Kibale National Park in Western Uganda." Published conference proceedings of the International Academy of African Business and Development's 9th Annual International Conference, Gainesville, Florida, May 20-24, 2008.
 - Contribution: Moderate - Sterns was faculty advisor for lead author's undergraduate summer research project, which involved field research in Uganda. Sterns helped prepare for field work, helped analyze data and co-write paper presented at conference.
3. Love, L. A., J. Sterns, T. Spreen and A. Wysocki. 2006. "Changing Patterns of Orange Juice Consumption in the Southern United States." *Journal of Agricultural and Applied Economics*, 38(3): 659.
 - Contribution: Moderate - Paper presentation based on MS thesis research of lead author. Sterns helped design conceptual framework, co-write paper and presented the paper at the 2006 Annual Meeting of the Southern Agricultural Economics Association.
2. Sterns, J., L. House, J. VanSickle and A. Wysocki. 2004. "COOL and Consumers' Willingness to Pay in the Fresh Produce Industry – Some initial impressions from the field." *Journal of Agricultural and Applied Economics*, 36(2): 515.
 - Contribution: Moderate – Paper based on grant-funded research; Sterns helped design theoretical framework, conduct field experiments and revised drafts of paper. Sterns

presented paper at the 2004 Annual Meeting of the Southern Agricultural Economics Association.

1. Ricks, D., T. Woods and J. Sterns. 2000. "Chain Management and Marketing Performance in Fruit Industry." Proceedings of the XIV International Symposium on Horticulture Economics, *ISHS Acta Horticulturae*, 536: 661-668.
 - Contribution: Minor – Sterns revised drafts of paper and prepared materials for presentation at conference. Ricks presented paper.
 - Google Scholar Citations: 16

Non-Refereed Publications – Commissioned Studies, Proceedings and Book Review:

7. Durham, C and J. Sterns, J. "Using Economic Analysis to Inform Business Decisions - Examples for the Oregon Wine Industry," published in *2018 Grape Day*, a research abstract booklet distributed by the Oregon Wine Research Institute, Oregon State University, April 2018, p. 34.
6. Sterns, J. and J. Harvey. "Burgerville – Fresh out of Local and Sustainable - Competition Version," a revised version of original commissioned case study; used as the featured case for the AAEA AEM/GSS annual Case Study Competition at the 2016 Agricultural and Applied Economics Associations annual meetings; case study is now archived online at, <https://www.aaea.org/membership/sections/aem/case-study-archive>
 - Contribution: Major – Sterns revised the case study and wrote supporting materials for distribution to student teams and competition judges.
5. Sterns, J. and J. Harvey. "Burgerville – Fresh out of Local and Sustainable," a commissioned case study presented and distributed at the 7th Northwest Agribusiness Executive Seminar, Skamania Lodge, Stevenson, WA, February 29 – March 2, 2016.
 - Contribution: Major – Sterns conducted interviews and data collection, and co-wrote the paper.
4. Sterns, James. 2015. Book Review of "Open Innovation in the Food and Beverage Industry", *American Journal of Agricultural Economics*; doi: 10.1093/ajae/aav002
 - Contribution: Major – Sterns was asked by a member of the AJAE Editorial Board to read and review this book.
3. Sterns, James A. "Challenges and Opportunities when Accessing International Markets," a commissioned industry study distributed at the 6th Northwest Agribusiness Executive Seminar, Skamania Lodge, Stevenson, WA, November 3-5, 2014.
2. Ricks, D., T. Woods and J. Sterns. 2002. "Customer Preferences for Michigan Apples: A Case Example of a Market Research Program for a Commodity Industry." Research Report, FDRS Annual Meeting, *Journal of Food Distribution Research*, 33(1): 125-135.
 - Contribution: Minor – Sterns conducted data collection and contributed to the research report.
 - Google Scholar Citations: 5
1. Codron, J.-M., L. Sirieix, J. Sterns, P. Sterns. 2001. "La improbable convergencia de las senales de calidad del medio ambiente y de la etica social." Invited paper presented at the IV Encuentro de Agricultura Organica, Havana, Cuba, 17-19 May, 2001. Proceedings distributed by the Asociacion Cubana de Technicos Agricolas y Forestales (ACTAF), Havana, Cuba.

- Contribution: Minor – J. Sterns contributed to the theoretical conceptual framework and helped revise drafts of paper.

Non-refereed Publications – Extension Bulletins, Staff Papers and Working Papers:

53. Sterns, J.A. "Wine Clubs - Can we do better?" Research Update article in *Vine to Wine*, a monthly newsletter for the Oregon Wine Research Institute, Oregon State University, January 27, 2018.
52. Ambler, N., J. Sterns, A. Wysocki and T. Spreen. "The Economic Impact of Bulk Aseptic Storage, Transportation, and Packaging." FRED Staff Paper, #SP06-1, July 2006.
51. Christou, A., R. Kilmer, J. Sterns, S. Feleke and J. Ge. "Derived Demand for Grated Cheese Products Imported into Japan." An International Agricultural Trade and Policy Center Policy Brief, UF/IFAS, # PBTC 06-01, May 2006.
50. Christou, A., R. Kilmer, J. Sterns, S. Feleke and J. Ge. "Derived Demand for Processed Cheese Products Imported into Japan." An International Agricultural Trade and Policy Center Policy Brief, UF/IFAS, # PBTC 06-02, May 2006.
49. Christou, A., R. Kilmer, J. Sterns, S. Feleke and J. Ge. "Derived Demand for Fresh Cheese Products Imported into Japan." An International Agricultural Trade and Policy Center Policy Brief, UF/IFAS, # PBTC 05-04, September 2005.
48. Mabiso, A., J. Sterns, J. VanSickle and A. Wysocki. "When Buying Fresh Apples and Tomatoes, Will Consumers Pay Extra to have a Country-of-Origin Label?", An International Agricultural Trade and Policy Center Policy Brief, UF/IFAS, # PBTC 05-03, August 2005.
47. Sterns, J., K. Manley, M. Olexa, G. Fairchild and A. Wysocki. "Observations about the Value of a Legislative Internship." FRED Teaching and Learning Paper, TLP 04-7, December 2004.
46. Sterns, J., A. Wysocki, D. Comer, G. Fairchild and S. Thornsby. "The Cost of Delivering Courses via Distance Education." FRED Teaching and Learning Paper, TLP 04-8, December 2004.
45. Moore, A. and J. Sterns. "A guide to getting a great internship: One student's experience." FRED Teaching and Learning Paper, #TLP 03-14, December 2003.
44. Swisher, M. E., J. Sterns and J. Gove. "Starting a Farmers' Market." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS5257, August 2003.
43. Swisher, M. E., J. Sterns and J. Gove. "El Desarrollo de un Mercado del Agricultor." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS5257-Span, August 2003.
42. Swisher, M. E. and J. Sterns. "An Overview of Small Farm Direct Marketing." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7211, June 2003.
41. Swisher, M. E. and J. Sterns. "El Mercadeo Diercto." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7211-Span, September 2003.

40. Swisher, M. E., R. Koenig, J. Gove and J. Sterns. "What is Community Supported Agriculture?" Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7212, September 2003.

39. Swisher, M. E., R. Koenig, J. Gove and J. Sterns. "Que Es una Granja Apoyada por una Alianza de Consumidores?" Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7212-Span, September 2003.

38. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7213, September 2003.

Google Scholar Citations: 12

37. Swisher, M. E., S. Rezola and J. Sterns. "El Desarrollo sostenible de la Comunidad." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7213-Span, September 2003.

36. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development Step 1: Get stakeholder agreement about implementing a sustainability program." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7214, September 2003.

35. Swisher, M. E., S. Rezola and J. Sterns. "El Primer Paso en el Desarrollo Sostenible de la Comunidad: crear consenso." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7214-Span, September 2003.

34. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development Step 2: Conduct a community assessment." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7215, September 2003.

33. Swisher, M. E., S. Rezola and J. Sterns. "El Segundo Paso en el Desarrollo Sostenible de la Comunidad: evaluar los recursos disponibles." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7215-Span, September 2003.

32. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development Step 3: Create a community vision and develop a roadmap." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7216, September 2003.

31. Swisher, M. E., S. Rezola and J. Sterns. "El Tercer Paso en el Desarrollo Sostenible de la Comunidad: desarrollar una vision comun." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7216-Span, September 2003.

30. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development Step 4: Develop sustainability indicators to measure progress." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7217, September 2003.

29. Swisher, M. E., S. Rezola and J. Sterns. "El Cuatro Paso en el Desarrollo Sostenible de la Comunidad: Identificar indicadores papra medir el progreso." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7217-Span, September 2003.

28. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development Step 5: Identify sources of help." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7218, September 2003.
27. Swisher, M. E., S. Rezola and J. Sterns. "El Quinto Paso en el Desarrollo Sostenible de la Comunidad: Identificar Fuentes de apoyo." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7218-Span, September 2003. Available at <http://edis.ifas.ufl.edu>.
26. Swisher, M. E., S. Rezola and J. Sterns. "Sustainable Community Development Step 6: Carry out projects and monitor, evaluate and make adjustments as needed." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7219, September 2003.
25. Swisher, M. E., S. Rezola and J. Sterns. "El Sexto Paso en el Desarrollo Sostenible de la Comunidad: implementar y evaluar el proyecto." Department of Family, Youth and Community Sciences, Florida Cooperative Extension Service, UF/IFAS. #FCS7219-Span, September 2003.
24. Teuton, J., P.J. van Blokland and J. Sterns. "Investing in Green Peanuts Production." Teaching and Learning Paper Series: Dept. of Food & Resource Economics, UF/IFAS. #TLP 02-35 (December 2002).
23. Codron, J.-M., J.A. Sterns and X. Vernin. "Production fruitiere integree: La Grande Distribution s'y interesse de pres." *Info-Ctifl*, Issue No. 180, pp. 15-18 (2002).
22. Ricks, D., T. Woods and J. Sterns. "Supply-Marketing Chain Management for Competitive Performance in Fruit Industries." Dept. of Agricultural Economics, Michigan State University, Staff Paper #2000 35.
21. Lyford, C., D. Ricks, H. C. Peterson and J. Sterns. "A Framework for Effective Industry Strategic Planning," Oklahoma State University Staff Paper AEP-9901, 1999.
20. Lyford, C., H. C. Peterson, D. Ricks and J. Sterns. "Strategic Planning for Agricultural Industries: Addressing the Limits Inherent in Fragmentation," Oklahoma State University Staff Paper AEP-9902, 1999.
19. Ricks, D., T. Woods and J. Sterns. "Improving Vertical Coordination of Agricultural Industries through Supply Chain Management." Dept. of Agricultural Economics, Michigan State University, Staff Paper #99 56.
18. Sterns, J. and D. Ricks. "Promotional Assessments on Agricultural Imports into the U.S. – A Potential Component of Generic Demand Expansion." Dept. of Agricultural Economics, Michigan State University, Staff Paper #99 52.
17. Sterns, J. and D. Ricks. "Focus Groups as a Useful Approach to Agribusiness Research." Dept. of Agricultural Economics, Michigan State University, Staff Paper #99 32.
16. Sterns, J. and D. Ricks. "Comparing Consumer and Trade Customer Preferences for Fresh Apple Characteristics." Dept. of Agricultural Economics, Michigan State University, Staff Paper #99 7.
15. Sterns, J. and D. Ricks. "Apple Crispness, Color and Size: Results from Consumer Taste and Visual Tests, and Trade Customer Surveys." Dept. of Agricultural Economics, Michigan State University, Staff Paper #99 13.

14. Woods, T., J. Sterns, D. Ricks and R. Bitsky. "Strategic Planning Approaches and Concepts: Potentials for Improving Commodity Subsector Performance." Dept. of Agricultural Economics, University of Kentucky, Staff Paper #389 (1998).
13. Sterns, J. and D. Ricks. "1998 Apple Trade Survey: Preferences for Fresh Apple Characteristics." Dept. of Agricultural Economics, Michigan State University, Staff Paper #98 46.
12. Sterns, J. and D. Ricks. "Tart Cherry Paste as a Potential New Market: Economic and Marketing Considerations." Dept. of Agricultural Economics, Michigan State University, Staff Paper #98 39.
11. Sterns, J. and D. Ricks. "1998 Apple Trade Survey: Results Related to Retailing of Fresh Apples." Dept. of Agricultural Economics, Michigan State University, Staff Paper #98 30.
10. Sterns, J. and D. Ricks. "1998 Apple Trade Survey Results: Overview of the Michigan Apple Industry's Performance." Dept. of Agricultural Economics, Michigan State University, Staff Paper #98 26.
9. Ricks, D., J. Sterns, T. Woods and C. Lyford. "Competitiveness Related to the Michigan Apple Industry and the U.S.-Michigan Tart Cherry Industry." Dept. of Agricultural Economics, Michigan State University, Staff Paper #97 29.
8. Sterns, J., H. C. Peterson and D. Schweikhardt. "The Globalization of Smaller Agri-Food Firms: Concepts, Findings, and Prescriptive Recommendations." Dept. of Agricultural Economics, Michigan State University, Staff Paper #97-22.
7. Ricks, D. and J. Sterns. "Future Demand for Apple Varieties -- A Survey of Michigan Processors." Dept. of Agricultural Economics, Michigan State University, Staff Paper #97 21.
6. Sterns, J. and H. C. Peterson. "The Propensity to Enter and Exit Export Markets: A Mail Survey of Smaller Agri-Food Firms in Michigan." Dept. of Agricultural Economics, Michigan State University, Staff Paper #96-30.
5. Peterson, H.C. and J. Sterns. "Managing the Risk of Globalization for Small and Medium Agribusiness and Food Firms." Dept. of Agricultural Economics, Michigan State University, Staff Paper #94-29.
4. Sterns, J. and R. Bernsten. "Assessing the Impact of Cowpea and Sorghum Research and Extension in Northern Cameroon." Dept. of Agricultural Economics, Michigan State University, MSU International Development Working Paper #43, 1994.
3. Sterns, J. and H. C. Peterson. "Understanding the 'Internationalization' Process of Firms." Dept. of Agricultural Economics, Michigan State University, Staff Paper #93 50.
2. Sterns, J., J. Oehmke and L. Schwartz. "Returns to Education: The Impact of M.S.U. Training on West-African Scientists." Dept. of Agricultural Economics, Michigan State University, Agricultural Economics Report #567, 1993.
1. Oehmke, J. and J. Sterns. "Assessing Returns to Research: Implications for SubSaharan Africa." Dept. of Agricultural Economics, Michigan State University, Staff Paper #92 43.

Presentations at Professional Meetings, Symposia and Conferences:

International

13. “An overview of U.S. University, Farmer, and Agribusiness Outreach Partnerships” by J. Sterns and T. Woods. Indo-US Agricultural Knowledge Initiative (AKI) Workshop on Linking Farmers and Agro-based SMEs to Markets, India Center for Agricultural Research (ICAR) facilities, NASC Complex, New Delhi, India, March 17, 2009.

- Role – Presenter, jointly with co-author.

12. “How regulations and policies frame choices for small-scale farmers” by J. Sterns and T. Woods. Indo-US Agricultural Knowledge Initiative (AKI) Workshop on Linking Farmers and Agro-based SMEs to Markets, India Center for Agricultural Research (ICAR) facilities, NASC Complex, New Delhi, India, March 17, 2009.

- Role – Presenter, jointly with co-author.

11. “Importance of Product Quality and Impact on Small Farmers” by T. Woods and J. Sterns. Indo-US Agricultural Knowledge Initiative (AKI) Workshop on Linking Farmers and Agro-based SMEs to Markets, India Center for Agricultural Research (ICAR) facilities, NASC Complex, New Delhi, India, March 17, 2009.

- Role – Presenter, jointly with co-author.

10. “Innovation in Agribusiness: Case Study of Florida Agribusiness Associations” by J. Sterns. Invited paper presentation at the inaugural Ismaili Economic Forum, Ismaili Centre, Dubai, UAE, April 25-27, 2008.

- Role – Presenter; also served as one of two discussants during closing session “Salon”.

9. “Industry Networks and Sustainable Competitiveness in Brazilian and U.S. Processed Citrus Supply Chains” by J. Sterns and T. Spreen. Selected paper presented at the 1st International European Forum on Innovation and System Dynamics in Food Networks, Innsbruck-Igls, Austria, February 15-17, 2007.

- Role – Presenter at conference.

8. “Product Attribute Legitimacy: Understanding the Process.” Organized Symposium presentation entitled, “Institutions and organizations in an economic system: Strategic response of one to the other,” AAEA Annual Meeting, Montreal, Quebec, July 28, 2003.

- Role – Session organizer and presenter.

7. “European Industry Organizations in the Agriculture and Food Sector: Responses to Consumer Concerns about the Food System,” by J. Sterns and J-M. Codron. Research Symposium of the FDRS Study Tour of England, Wye College of London University, Wye, England, May 27-June 1, 2001.

- Role – Presenter, jointly with co-author.

6. “Consumer Preferences, Experience and Credence Issues and Their Strategic Implications for French and US Fresh Produce Sectors” by J. Sterns and J-M. Codron. Tenth World Congress of IAMA, Chicago, IL, June 25, 2000.

- Role – Presenter of Selected Paper.
- Google Scholar Citations: 11

5. "Promotional Assessments on Agricultural Imports into the U.S. – A Potential Component of Demand Expansion Initiatives" by J. Sterns and D. Ricks. Ninth World Congress of IAMA, Florence, Italy, June 13-16, 1999.

- Role – Presenter of Selected Paper.

4. "Strategies of Michigan Firms Interested in Expanding their Exports." Center for Agro-Socioeconomic Research, Agency for Agricultural Research, Ministry of Agriculture, Bogor, Indonesia, June 27, 1997.

- Role – Presenter, Invited Seminar Speaker

3. "Strategic Planning Approaches and Concepts: Potentials for Improving Commodity Subsector Performance" by J. Sterns, T. Woods and D. Ricks. Seventh World Congress of IAMA, Jakarta, Indonesia, June 23-26, 1997.

- Role – Presenter of Poster with Selected Paper.

2. "Driving Forces Key to the Internationalization of Small Firms" by J. Sterns, H.C. Peterson and D. Schweikhardt. Seventh World Congress of IAMA, Jakarta, Indonesia, June 23-26, 1997.

- Role – Presenter of Selected Poster.

1. "The Propensity to Enter and Exit Export Markets: A Mail Survey of Smaller Agri-Food Firms in Michigan" by J. Sterns and H.C. Peterson. Sixth World Congress of IAMA, Cancun, Mexico, May 28-30, 1996.

- Role – Presenter of Selected Poster.

National and Regional Events

35. "Institutional Alertness in Teaching." IBES/Extension Section Track Session Organized Symposium, AAEA Annual Meeting, Washington D.C., August 6, 2018.

- Role - Co-presenter on a panel of three invited speakers.

34. "WERE-72 Strategies for Collaborative Grantmanship." WERA-72 annual meeting, Boise, ID, June 11 - 13, 2017.

- Role – Presenter for Plenary Session.

33. "How to get what you need to thrive: Achieving extraordinary productivity AND work-life balance." CWAE Track Session Organized Symposium, AAEA Annual Meeting, Boston, MA, August 1, 2016.

- Role - Co-presenter on a panel of four invited speakers.

32. "WERE-72 Coordinated Grant Writing Round Tables." WERA-72 annual meeting, Ft. Collins, CO, June 5- 7, 2016.

- Role – Presenter for Plenary Session.

31. "Positioning for Success Through the Cycles." 2016 Executive Producer Summit, Northwest Farm Credit Services, Spokane, WA, February 11, 2016.

- Role – Invited Speaker for Plenary Session.

30. "A Bridge too far? A Review of the literature on Agribusiness Capstone Courses." AEM/TLC Track Session Organized Symposium, AAEA Annual Meeting, Minneapolis, MN, July 28, 2014.

- Role - Co-presenter on a panel of four invited speakers.

29. “Dollars for Dollars – Comparing Sales Data and Research Funding in U.S. Ag and Food Systems.” WERA-72 annual meeting, Santa Clara University, CA, July 1, 2014.
- Role – Presenter of Selected Paper.
28. “Direct-to-Consumer Sales of Farm Products: Producers and Supply Chains in the Southeast” by Mary Ahearn and James Sterns. SAEA Annual Meeting, Orlando, FL, February 5, 2013.
- Role – Presenter of Selected Paper, jointly with co-author.
27. “Auditing the Auditors: comments and critiques.” Invited paper session for the SAEA Annual Meeting, Orlando, FL, February 4, 2013.
- Role – Discussant for papers presented during session.
26. “A Common Nobel Legacy: Elinor Ostrom and Oliver Williamson.” IBES Track Session Organized Symposium, AAEA Annual Meeting, Denver, CO, July 27, 2010.
- Role - Co-presenter on a panel of three invited speakers.
25. “Teaching Tips from Top Teachers.” TLC Track Session Organized Symposium, AAEA Annual Meeting, Denver, CO, July 27, 2010.
- Role - Co-presenter on a panel of three invited speakers.
24. “Teaching Institutional and Behavioral Economics – Examples from Florida.” Selected Organized Symposium, AAEA Annual Meeting, Orlando, FL, July 27, 2008.
- Role - Co-presenter on a panel of three speakers; also served as organizer and moderator of this session.
23. “Cause-related Marketing – Understanding factors that affect consumer choice” by A. Hettinger, J. Sterns, M. Gunderson and L. House. FDRS Annual Meeting, New Orleans, LA, Nov. 3-7, 2007.
- Role – Presenter of Selected Poster.
22. “European Research on EU Agribusinesses and Competitiveness in Global Agri-food Markets,” WERA-72 annual meeting, Las Vegas, NV, June 17-19, 2007.
- Role – Invited Co-presenter with N. Hooker during Plenary Session.
21. “Interdependencies & Choices, Winners & Losers, and Understanding Why – An Agribusiness Perspective.” IBES Track Session Organized Symposium, AAEA Annual Meeting, Long Beach, CA, July 25, 2006.
- Role - Co-presenter on a panel of three speakers.
20. “Adapting Best Practices from Management Theory Courses for Graduate Courses in Agribusiness Management.” AEM/TLC Track Session Organized Symposium, AAEA Annual Meeting, Long Beach, CA, July 24, 2006.
- Role - Co-presenter on a panel of five speakers.
19. “Constraining and Enabling Product Differentiation – A call for Subject Matter Research.” AEM/FAMPS/IBES Track Session Organized Symposium, AAEA Annual Meeting, Long Beach, CA, July 24, 2006.
- Role - Co-presenter on a panel of four speakers; also responsible for organizing this session
18. “Podcasting: Applications for Teaching, Extension & Agribusinesses.” WERA-72 annual meeting, Las Vegas, NV, June 18-20, 2006 by J.Sterns and A. Wysocki.

- Role – Presenter, jointly with co-author.
17. “Changing Patterns of Orange Juice Consumption in the Southern United States” by L. A. Love, J. Sterns, T. Spreen and A. Wysocki. SAEA Annual Meeting, Orlando, FL, February 4-8, 2006.
- Role – Presenter of co-authored paper.
16. “Estimating Consumers’ Willingness-To-Pay for Country-of-Origin Labels in Fresh Apples and Tomatoes: A Double-Hurdle Probit Analysis of American Data Using Factor Scores” by A. Mabiso, J. Sterns, L. House and A. Wysocki. AAEA Annual Meeting, Providence, RI, July 27, 2005.
- Role – Attended session while graduate student advisee presented coauthored selected paper
 - Google Scholar Citations: 60
15. “A Practical Guide to Market Assessment: A Synthesis of the Literature and Preliminary Findings from Foreign Agricultural Service Data” by R. J. Taylor and J. Sterns. AAEA Annual Meeting, Providence, RI, July 27, 2005.
- Role – Attended session while graduate student advisee presented coauthored selected paper
14. “Perils of a majority teaching appointment.” TLC Track Session Organized Symposium entitled, “Is Good Teaching Bad for your Career,” AAEA Annual Meeting, Providence, RI, July 25, 2005.
- Role - Co-presenter on a panel of five speakers.
13. “New Ventures and the Role of Market Information.” AEM Track Session Organized Symposium entitled, “New Venture Creation: A Practice Guide for Agriculture and Food Industries,” AAEA Annual Meeting, Denver, CO, August 2, 2004.
- Role - Co-presenter on a panel of four speakers.
12. “The Politics of COOL -- Country-of-Origin Labeling inside the Beltway.” WCC-72 annual meeting, Las Vegas, NV, June 6-8, 2004.
- Role – Presenter during Plenary Session.
11. “The Cost of Distance Education: A Florida Experience” by A. Wysocki, J. Sterns, L. House and G. Fairchild. NACTA Annual Conference, Gainesville, FL, June 21-23, 2004.
- Role – Presenter of co-authored selected paper.
10. “COOL and Consumers’ Willingness to Pay in the Fresh Produce Industry – Some initial impressions from the field” by J. Sterns, L. House, J. VanSickle and A. Wysocki. SAEA annual meeting, Tulsa, OK, February 18, 2004
- Role – Presenter of co-authored selected paper.
9. “French grocery retailers and their ecolabeling strategies.” Conference on Ecolabels and the Greening of the Food Market, co-sponsored by Tufts University, ERS/USDA and AMS/USDA, Boston, MA, November 7, 2002.
- Role – Presenter.
8. “All for Efficiency and Efficiency for All – Dispelling Myths about ‘costly’ new quality attributes in food products” by J. Sterns, P. Sterns and J. Burkhardt. AAEA Annual Meetings, Long Beach, CA, July 29, 2002.
- Role – Presenter of co-authored selected paper.

7. "Moderating Focus Groups: The importance and use of a moderator's guide." Pre-conference workshop on "Methods for Agribusiness Research and Analysis," AAEA Annual Meeting, Long Beach, CA, July 28, 2002.
 - Role - Co-presenter on a panel of three speakers.
6. "Epistemological Kin?" Selected Organized Symposium entitled, "What can agribusiness researchers and institutional economists learn from each other?" AAEA Annual Meeting, Long Beach, CA, July 29, 2002.
 - Role - Co-presenter on a panel of four speakers; also responsible for organizing this session
5. "Why adopt integrated crop production? A perspective from the French fruit sector" by J. Sterns and J-M. Codron. AAEA Annual Meeting, Chicago, IL, August 7, 2001.
 - Role – Presenter of co-authored selected paper.
4. "Focus Groups as a Useful Approach to Agribusiness Research" by J. Sterns and D. Ricks. WCC-72 annual meeting, Las Vegas, NV, June 25, 1999.
 - Role – Presenter of co-authored selected paper.
3. "Case Studies as a Research Methodology" by J. Sterns, H.C. Peterson and D. Schweikhardt. WCC-72 annual meeting, Las Vegas, NV, June 11, 1998.
 - Role – Presenter of co-authored selected paper.
2. "Globalization of Small Agri-Food Firms: Concepts, Findings, and Policy Recommendations" by J. Sterns and H.C. Peterson. WCC-72 annual meeting, Las Vegas, NV, June 11-12, 1997.
 - Role – Presenter of co-authored selected paper.
1. "Returns to Cowpea and Sorghum Research and Extension in Northern Cameroon" by J. Sterns and R. Bernsten. USAID-sponsored Symposium on the Impact of Technology on Agricultural Transformation in Africa, Washington D.C., October 26-7, 1992.
 - Role – Presenter of co-authored selected paper.
 - Google Scholar Citations: 27

Grants Received at Oregon State University (2013 – present):

Awarded as co-PI (with C. Durham, S. Capalbo and R. Cross), \$150,000. Oregon Agricultural Experiment Station, to analyze and evaluate demand and supply issues in the Oregon wine industry; 3-year grant, October 2015-September 2018.

- Received funding to fund graduate student for one year; and funding for one month of summer salary.

Awarded \$2,200, Oregon State University Honors College course development grant, Summer 2014, to develop an experiential-based course in the general topical area of agricultural and food systems.

Denied Grant Proposals while at Oregon State:

A proposal in response to the USDA-NIFA Higher Education Challenge Grants Program, FY18 Request for Applications, submitted May 6, 2018. M. Gunderson, Purdue University (Principal Investigator), J. Sterns, Oregon State University and M. Lachaud, Florida A&M University (Co-Principal Investigators).

Project title – “Food and Agribusiness Management Education: Future Opportunities,” was designed to assess the current state of agribusiness curricula, degree programs and industry needs for skill sets of new hires. Total proposed = \$521,500, of which \$123,290 was for a sub-award to OSU/Sterns.

A proposal in response to CHS’s Request for Proposal, “Workforce Development Cooperative Leadership Certificate Program,” dated December 11, 2015. J. Sterns and S. Capalbo were lead authors for this proposed graduate certificate program designed to “build leadership capacity for future general managers and leaders in the cooperative system.” At full operation, this program would have enrolled 15 graduate students per academic year, each completing 18 credits towards a graduate certificate. Total budget of this proposal included \$90,000 one-time development costs, implementation costs of \$345,000 per year for five years plus 5% overhead. Total grant was for approximately \$1.9 million.

A proposal in response to the Inter-American Development Bank (IDB) Request for Proposal # 15-013 – Haiti Agricultural Sector Diagnostics, originally issued on February 6, 2015. Sterns was lead PI on drafting proposal, assembling a team of nine investigators and co-PIs, and finalizing a budget of \$483,927, which included \$137,969 in indirect costs that would have been paid to Oregon State University. Proposal ranked second in consideration, one point below the proposal that was awarded the grant.

“Managing Stakeholder-Prioritized Pests and Diseases for Sustainable and Economical Production of Onion,” a \$3,267,937 proposal submitted in response to the 2014 Specialty Crop Research Initiative (with a matching cost share of another \$3.268 million). Sterns would have been a co-PI in this multi-year, multi-state proposal and would have received funding to support one graduate student in the fourth year of the project for 12 months. This proposal was ranked “medium priority.” A revised proposal was submitted in 2015, but it also was not ranked sufficiently high by the review panel to merit funding.

Grants Received at University of Florida (2001 – 2013):

Awarded as co-PI (with R. Espinel, PI, and P. Herrera, Co-PI, both of ESPOL, Guayaquil, Ecuador), \$297,000. “*Implementación de un Programa para Mejoramiento del Ingreso de Pequeños Productores de Arroz en el Litoral Ecuatoriano: Aplicación profunda de briquetas de urea y microcrédito.*” Ecuadorian PL-480 Committee, Quito, Ecuador, funded Oct. 2008 to Sept. 2010.

- Sterns received funding for 50% of salary for 12-months to support sabbatical leave. Also funded field research for two MS students.

Awarded as co-PI (with A. Wysocki as PI, and S. Washburn, F. Sergile and K. Barrick as co-PI’s), \$299,158. “University of Florida-Haiti FAMV Partnership for Delivering High-Quality Academic Programming in Agribusiness.” Higher Education for Development Grant, funded 2007 to 2011.

- Sterns received funding to support research and outreach efforts for duration of project.

Awarded as an Investigator affiliated with the Title VI CIBER (Center for International Business Education and Research) at the University of Florida, \$13,800. Project title, “The EurepGAP Challenge.” Funded 2007-2008.

- Sterns received funding to support thesis research for one MS student.

Awarded, as co-PI (with Kevin Athearn, graduate student), \$6,500 from the Organic Farming Research Foundation, effective January 1 to July 31, 2004. Project title, “Economic research on organic citrus production and marketing in Florida.”

- Sterns received funding to support field research for one PhD student for one summer.

Awarded, as collaborator with Dr. James Casey, Fresno State, \$7,000 from the American Agricultural Economics Association Foundation in order to pay for the software upgrade for the AAEA's Academic Quiz Bowl competition. This competition is an annual event that involves between 100-150 undergraduate students from 35 to 40 universities in the U.S. and Canada.

Awarded, as Co-PI (with Rose Koenig, PI, and Jake Martin and David O'Keefe, co-PIs), \$13,000 as part of a \$63,800 grant from the 2003 Value-added Product Market Development Program of the USDA Rural Development Office. Project title, "Feasibility of developing a grower-owned manure processing center in the Suwannee River Basin that will produce value-added manure-based products for residential, agricultural and the organic agricultural market."

- Sterns received funding to support one MS student for an academic year.

D. Service:

1. University Service at Oregon State University (2013 - present)

AEC Undergraduate Program Committee Co-Chair

AEC Peer Teaching Assessment Teams - Spring Term 2016 (1), Spring Term 2017 (2)

AEC Search Committee, tenure-track Assistant Professor position in Food Marketing and Demand Analysis, Fall 2015-Winter 2016

AEC Search Committee, tenure-track Assistant Professor position in Sustainable Development, Fall 2014-Winter 2015

CAS Leadership Academy Mentor, 2014-15 and 2017-18 Academic Years

Graduate Council Representative, served twice in 2014 for MS Thesis Defenses

OSU Faculty Senate, Elected January 2018, serving a two-year term

1. University Service at University of Florida (2001 - 2013)

Departmental

Steering Committee, 2011-14

Academic Programs Committee, 2010-13

Graduate Student Admissions Committee, 2006-10

Undergraduate Scholarship Committee, 2002-09

Undergraduate Policy and Curriculum Committee, 2004-07

Masters of Agribusiness Curriculum Committee, 2002, 2004, 2007-09

By-laws Committee, 2007-08

Seminar Series Committee, 2002-05

Search committees for open positions – twice for lecturer positions, twice for tenure-track assistant professor positions, once of Department Chair.

College

Teaching Academy, 2008 to 2011

Study Abroad/Global Gators, International Education Committees, 2002-05

USDA Ag Outlook Forum Student Diversity Program, Nominating Committee, 2008 to 2012

Graduate Awards Committee, 2007

University

Sick Leave Pool Committee, 2012 – 2013

Common Reading Program Committee, 2011 to 2012

Commencement Marshalls Committee, 2002-04

2. Service to the Profession

Agricultural & Applied Economics Association (formally American Ag Econ Association)

- Editorial Review Board Member, Editorial Board, *Applied Economics Teaching Resources*, 2018 to present.
- Editorial Review Board Member, Editorial Council for *Choices*, 2017 to present.
- AAEA's Agribusiness Economics and Management (AEM) Section. In 2014, I was elected to serve for three years on the Section's Executive Committee; served as the 2015-16 Section Chair.
- Galbraith Forum Committee, 2014 to 2017
- Membership Committee, 2011 to 2014
- AAEA's Teaching, Learning and Communications (TLC) Section. In 2008, I was elected "co-chair elect" of the TLC. With changes within the Section rules and bylaws, my term as co-chair was extended by one year, after which I served as Section Chair from August 2010 to July 2011, and then remained on the executive committee as Past Chair until August 2012.
- Selected Presentations Committee, 2008-2009, co-chair Institutional and Behavioral Economics subject area, responsible for recruiting reviewers and helping review proposals.
- Selected Papers Committee, 2004 to 2006, responsible for coordinating the review of all selected paper proposals for the annual meeting for the Institutional and Behavioral Economics subject area.
- AAEA's Institutional and Behavioral Economics Section (IBES). In 2004, I was elected "President-elect" of the IBES, with the responsibility of organizing the section's Track proposal for the 2005 AAEA meetings. I then served as President of the Section in 2005/06, retaining the responsibility of organizing the section's track proposal for the 2006 AAEA meetings. I continued to serve on the executive committee as "past chair" from August 2006 to July 2007.

WERA72, Western Education Research Activity on Agribusiness and Competitiveness (formerly WCC-72)

- Elected to serve on the executive committee as the 2004/05 Secretary, 2005/06 Vice Chair, and the 2006/07 Chair.

Western Agricultural Economics Association

- WEAE Council member, representing OSU AEC at the annual meeting (2017 – present)
- Reviewer of selected paper proposals submitted for 2019 annual meeting (Winter 2018)

Southern Agricultural Economics Association

- Reviewer of selected paper proposals submitted for annual meetings (Fall 2003, 2011).
- Appointed/volunteered to be the "junior advisor" to the Student Section of the SAEA from March 2004 to February 2005; became "senior advisor" in February 2005. In this role, organized, coordinated and ran the Academic Quiz Bowl tournaments at the 2006 and 2007 SAEA meetings, and periodically reported activities of the Student Section to the SAEA Executive Board; also planned and organized the 2008 tournament.

Food Distribution Research Society

- Reviewer for the FDRS Outstanding PhD dissertation competition/William Applebaum Memorial Scholarship Award, 2002, 2003, 2004, 2008, 2010 and 2011.
- Reviewer for the FDRS Outstanding Master Thesis competition in 2005.
- Reviewer for the FDRS Outstanding Master-level research paper in 2006.

Service as Reviewer to the following journals

- *Agribusiness: An International Journal* (4)
- *Agricultural Finance Review* (2)
- *Applied Economics Teaching Resources* (2)

- Aquaculture Economics and Management (1)
- International Food and Agribusiness Management Review (6)
- International Journal on Food System Dynamics (2)
- Journal of Agribusiness (4)
- Journal of Agricultural & Environmental Ethics (1)
- Journal of Food Distribution Research (2)
- Natural Sciences Education (1)
- Review of Agricultural Economics (1)

E. Awards:

National Awards (3)

"2018 Distinguished Teaching: 10 or More Years Experience" Undergraduate Teaching Award, presented August 6, 2018, Agricultural and Applied Economics Association's Annual Meetings, Washington, D.C.

"2013 NACTA Teacher Fellow" Award, presented June 28, 2013, at the Annual Conference of the North American Colleges and Teachers of Agriculture, Blacksburg, VA.

"Distinguished Teaching: Less Than Ten Years of Experience" Award, presented July 27, 2009, Agricultural and Applied Economics Association's Annual Meetings, Milwaukee, WI.

State and Regional Awards (2)

The Western Agricultural Economics Association's "2017 Undergraduate Teaching Award for more than ten years of experience," presented July 11, 2017, WAEA annual meetings, Lake Tahoe, CA.

The Southern Agricultural Economics Association's "2006 Outstanding Teaching of a Course Award" for my teaching of AEB 3300, Principles of Agricultural and Food Marketing; presented February 5, 2007, SAEA Annual Meetings, Mobile, AL.

University Awards (14)

"2018 Department of Applied Economics Students' Choice Outstanding Teacher: Undergraduate Instruction Award," presented June 15, 2018, by Jennifer Alix-Garcia, Department Head.

"2017 Excellence in Teaching" Award, College of Agricultural Sciences, Oregon State University, presented by Dan Arp, Dean, on November 7, 2017.

"2016 Department of Applied Economics Students' Choice Outstanding Teacher: Undergraduate Instruction Award," presented June 10, 2016, by Susan Capalbo, Department Head.

"Professor of the Term", Winter Term 2016, Center for Fraternity and Sorority Life, Oregon State University.

"2014 Department of Applied Economics Students' Choice Outstanding Teacher: Undergraduate Instruction Award," presented June 13, 2014, by Susan Capalbo, Department Head.

“2014 Distinguished New Professor of the Year Award”, presented May 22, 2014 at the Annual College of Agricultural Sciences’ Celebrating Student Excellence Reception, Oregon State University campus.

“2009 Florida Blue Key Education Celebration Distinguished Mentor of Undergraduate Research Award,” presented October 7, 2009, University of Florida.

“Students’ Choice Outstanding Faculty Award,” Graduating Class 2009, Masters of Science in Entrepreneurship, Hough Graduate School of Business, Warrington College of Business Administration, University of Florida.

“College Undergraduate Teacher of the Year” Award, presented May 2008, College of Agricultural and Life Science, IFAS/University of Florida, for academic year 2007-08.

“Students’ Choice Outstanding Teacher” Award for the academic year 2006-07, Food and Resource Economics Ag Econ Undergraduate Student Club, University of Florida/IFAS.

“Special Recognition in Teaching” Award for the academic year 2006-07, Food and Resource Economics Department, University of Florida/IFAS.

Food and Resource Economics Department’s “2005 Outstanding Masters Thesis Award” given to Athur Mabiso. James Sterns, Master thesis committee chair.

“Outstanding Contribution to Teaching Award for the academic year 2003-04,” Food and Resource Economics Department, University of Florida/IFAS.

Food and Resource Economics Department’s “2002 Outstanding Masters Thesis Award” given to Andreas Christou. James Sterns, Master thesis co-chair (with Richard Kilmer).