

Pablo Mac Clay

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Date and Location of Birth: November 19, 1985. Rosario, Argentina.

Marital Status: Married, 2 children.

Education

2020. **Doctoral Student, Agricultural Sciences.** Universität Bonn, Center for Development Research.
- 2015-2016. **Master of Business Administration, Agribusiness.** Universidad Austral (UA), School of Business Sciences, Rosario.
- 2004-2009. **Bachelor of Science, Economics.** Universidad Nacional de Rosario (UNR), School of Economics and Statistics.

Research Interests

Value Chain Analysis; Bioeconomy; Agricultural Economics

Professional Experience

- 2020 – Present. Junior Researcher at Center for Development Research, Universität Bonn. Project: Transformation and Sustainability Governance of South American Bioeconomies.
- 2015 – Present. Research Fellow at Center for Food & Agribusiness. School of Business Sciences, Universidad Austral (UA). Main Tasks: Participating in different research projects of the University related to local farmers' behavior and attitudes.
- 2014 – 2020. Consultant at Local Government of Rosario, Office of Finance and Economics. Main tasks: Budgeting and Management Control. Short-term Financial Planning. Formulation and Evaluation of local investment projects.
- 2012 – 2014. Junior Researcher at Foundation of the Municipal Bank, Rosario. Main tasks: Data collection and analysis on the economy of Rosario City and its Metropolitan Area.

2010 – 2011. Young Professional at PwC, Tax and Legal Services. Main tasks: Transfer pricing analyst. Financial benchmark studies with tax purposes.

Teaching Experience

2018 – Present. Lecturer. *Game Theory*. Undergraduate elective course. School of Economics and Statistics, Universidad Nacional de Rosario (UNR).

2017 – Present. Advisor. *Master of Business Administration, Agribusiness. Capstone Projects*. Graduate course. School of Business Sciences, Universidad Austral (UA).

2015 – Present. Assistant Professor. *Commodity Markets*. Undergraduate mandatory course. School of Business Sciences, Universidad Austral (UA).

2015 – Present. Assistant Professor. *Value chain in agribusiness*. Undergraduate mandatory course. School of Business Sciences, Universidad Austral (UA).

List of Publications

2020. Feeney, R.; Harmath, P. and **Mac Clay, P.** Brand Loyalty in the Argentine Seed Market. *International Journal of Agricultural Management (IJAM)*. Vol 9. DOI: doi.org/10.5836/ijam/2020-09-45

2020. **Mac Clay, P.**; Accursi, F. and Feeney, R. Risk attitudes between Argentine farmers: what determines willingness to take risks? *International Journal of Risk Assessment and Management (IJRAM)*. In press.

2020. Mohammadi, Z.; **Mac Clay, P.**; Feeney, R.; Harmath, P.; Keshavarz, M and Gunderson, M. Characterization of farmers' management strategies: A comparison between Argentine and U.S. Farmers. *International Food and Agribusiness Management Review*. Vol 23 (2), pp. 235 – 252. DOI: doi.org/10.22434/IFAMR2019.0158

2019. Feeney, R., Accursi, F. and **Mac Clay, P.** The impact of producers' cognitive styles on their purchasing behavior. *International Journal on Food System Dynamics*. Vol 10, No 5 (2019) pp. 498-515. DOI: doi.org/10.18461/ijfsd.v10i5.33

2019. **Mac Clay, P.** and Feeney, R. Analyzing Agribusiness Value Chains: A Literature Review. *International Food and Agribusiness Management Review*. 2019, Vol. 22, No. 1, pp. 31-46. DOI: doi.org/10.22434/IFAMR2018.0089

2016. Feeney, R.; Perez, C. and **Mac Clay, P.** Bioceres: AG Biotechnology from Argentina.

International Journal on Food System Dynamics. Vol 7, No 2 (2016) pp.92-114. Special Issue: Business Case Study Analysis. DOI: doi.org/10.18461/ijfsd.v7i2.724

2016. Feeney, R. and **Mac Clay, P.** Food Security in Argentina: A Production or Distribution Problem? *International Food and Agribusiness Management Review*. 2016, Volume 19 Issue 2, pp. 1-32. DOI: doi.org/10.22004/ag.econ.234954

Other Publications

Mac Clay, P. and Steiger, C. *Competitive Strategy: Concepts and Analytic Tools*. Technical note elaborated for the Business Strategy graduate course, School of Business Sciences, Universidad Austral (UA).

Mac Clay, P. *Yerba mate value chain in Argentina*. Study case elaborated for the Value Chain in Agribusiness undergraduate course, School of Business Sciences, Universidad Austral (UA).

Mac Clay, P.; Feeney, R. and Piazzardi, B. *Caracterización de las decisiones de comercialización de granos del productor pampeano*. Revista Institucional Bolsa de Comercio de Rosario, N°1519.

Research Projects

2020 – Present. Transformation and Sustainability Governance of South American Bioeconomies.

2017 – Present. Agri-food value chains in Argentina.

2015 – 2019. Analysis of Argentine farmers' business behavior.

2015 – 2016. Food Safety in Argentina.

Postgraduate courses

2013. Seminar. *“Introduction to probability theory and statistical inference”*. School of Statistics, Universidad Nacional de Rosario (UNR). 64 hours. Final grade: 8/10

2013. Seminar. *“Regression and analysis of variance”*. School of Statistics, Universidad Nacional de Rosario (UNR). 32 hours. Final grade: 9.5/10

2012-2013. *Post-Baccalaureate Teaching Certification, Economics*. Universidad Católica Argentina (UCA), School of Law and Social Sciences, Rosario.

Awards and grants

2018. Best Paper Award. International Food and Agribusiness Management Association (IFAMA), together with Roberto Feeney for the paper *Analyzing Agribusiness Value Chains: A Literature Review*.

2008. Graduated with honors. Bachelor's Degree, Economics. Universidad Nacional de Rosario (UNR), School of Economics and Statistics. Grade point average: 9.56/10.

Conference papers and presentations

Roberto Feeney, Pedro Harmath and Pablo Mac Clay. Brand loyalty in the Argentine Seed Market. 29th International Food and Agribusiness Management Association (IFAMA) World Forum. Hangzhou, June 2019.

Roberto Feeney, Pedro Harmath and Pablo Mac Clay. Brand loyalty in Agricultural Capital Equipment in Argentina. 29th International Food and Agribusiness Management Association (IFAMA) World Forum. Hangzhou, June 2019.

Pablo Mac Clay. *Cadena de la Yerba Mate en Argentina*. Business Case. 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Pablo Mac Clay, Federico Accursi and Roberto Feeney. *Risk attitudes between Argentine farmers: what determines willingness to take risks?* 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Pablo Mac Clay and Roberto Feeney. *Analyzing Agribusiness Value Chains: A Literature Review*. 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Roberto Feeney, Federico Accursi and Pablo Mac Clay. *The impact of producers cognitive styles on their purchasing behavior*. 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Mac Clay, Pablo and Roberto Feeney. *The concept of value chain in agribusiness: A Literature Review*. International Business Conference. Rosario, August 2017.