



**Prof Alison Sheridan**  
Head of School

The academic year has certainly begun with a bang. I had the pleasure of attending the launch of the Boyce Chartered Accountants scholarships and work placement program on the 1 March 2016. This innovative program, named for a UNE accounting graduate and Boyce Director, the late Tony Quirk, provides students unparalleled access to support and employment opportunities with the largest independent regional service firm in NSW. The impact of digital disruption on the accounting profession was the theme of the panel discussion for the launch and prompted valuable insights for our accounting students to reflect on.

There is no doubt that the roles of accountants are changing, and we at the UNE Business School are keen to work with employers to ensure we are preparing our graduates for the challenges of the changing business environment. Congratulations to Dr Leopold Bayerlein for his work with Boyce Accountants to shape this program, and to Brent Gregory and Professor Derek Baker for their involvement in the launch.

Thank you, too, to the staff and external panel members who have been involved with our course reviews and the changes to our curriculum that will follow. In late 2015 we carried out a review of our economics courses and in February 2016, we reviewed our business courses. The changes to these degrees are exciting and demonstrate the innovative thinking of our panels in shaping our courses for the future.

Finally, I would like to acknowledge the departures of three long serving members of the University. Pauline Fleming's departure from UNE after more than four decades service was recognised by her colleagues in mid-February 2016. Pauline's contributions to quality teaching have been recognised nationally through her ALTC citation (with Associate Professor Rene Villano) and highly valued by her students. We will miss Pauline's wise counsel. For more on this story see page 5.

Dr James Hunter has been an important member of the School since 2000. Over the years, he has taken on many roles, including UNE-ISBT Sydney Director from 2008-2013. The quality assurance processes James had been instrumental in developing with our partner, ISBT, were commended in UNE's AUQA review in 2011. More recently James had been the Business and Partnerships Manager with the School, and through this role had fostered deeper relationships with our partners.

Dr Peter Shanahan, the School's Academic Manager, has also left after 28 years of service to UNE. He had a number of roles across the Faculty of Education and the Faculty of The Professions over many years and been a valued by colleague to many academic and professional staff. We wish him well in this next stage.

As the new university year begins I'd like to welcome all new and returning students to the Business School and wish you well for a productive and enjoyable year. See page 6 for the 2016 Commencing Students photo.

*Alison Sheridan*

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Pauline Fleming (left) and Alison Sheridan at Pauline's Farwell

## AARES Conference 2016: Canberra 2-5 February

The 60th Annual Conference of the Australian Agricultural and Resource Economics Society (AARES) took place at the Hyatt Hotel, Canberra, from 2-5 February. This is the major conference for agricultural economists in this region annually. The conference theme was 'Feeding and energising the emerging Asia and the Pacific: opportunities for Australia and New Zealand'. Many staff and students from UNE, both past and present, were in attendance.

The papers by Dr Susie Hester and Professor Oscar Cacho were part of a well-attended special session on biosecurity, organised and chaired by Susie, called "Advances in Biosecurity" where work undertaken through the Centre of Excellence of Biosecurity Risk Analysis (CEBRA) was showcased, along with research from CEBRA affiliates. Presentations included Susie's work on economic experiments to determine appropriate biosecurity inspections rules at the border and Oscar and Susie's research on effectively engaging the community in biosecurity surveillance. Susie also chaired a second contributed papers session on biosecurity while Oscar chaired a contributed papers session on value-chain analysis. Past and present staff members also featured in the pre-conference workshop "Agricultural and Resource Economics in Australia: A Selective Retrospective" where the most significant contributions by Australian and New Zealand agricultural and resource economists over the past six decades were recognised and discussed. The topics discussed (speakers in bold) were as follows:

- Farm production and agribusiness economics, **Bill Malcolm** and **Vic Wright**;
- Primary production under risk and uncertainty, **John Quiggan** and Jock Anderson; and
- Agricultural markets and marketing policies, **Alistair Watson** and Gary Griffith.

**HIGHLIGHTS** included Sandy Laurie receiving his 2015 Undergraduate Award from the New England Branch of the AARES (see next page), and acknowledgement of two highly cited publications by former members of staff George Battese and Tim Coelli. Battese and Corr (1977) is the most highly cited article published in the Australian Journal of Agricultural and Resource Economics (275 citations in peer-reviewed journals) and Coelli (1995) is ranked number three with 145 citations. More information on the UNE's impressive contribution to the journal over the past 50 years can be found in Polyakov et al. (2016).

#### References:

Battese, G.E. and Corra, G.S. (1977). Estimation of a production frontier model: with application to pastoral zone of eastern Australia. Australian Journal of Agricultural Economics, 21(3), 169-179.

Coelli, T.J. (1995). Recent developments in frontier modelling and efficiency measurement. Australian Journal of Agricultural Economics 39(3), 219-245.

Polyakov, M., Gibson, F. and Pannell, D. (2016). Trends in topics, authorship, and influential papers in Australian Journal of Agricultural Economics and Australian Journal of Agricultural and Resource Economics. Poster presented at the 60th Annual Conference of the Australian Agricultural and Resource Economics Society, Canberra 2-5th February. [https://www.researchgate.net/publication/293581194\\_Six\\_decades\\_of\\_agricultural\\_and\\_resource\\_economics\\_in\\_Australia\\_Trends\\_in\\_topics\\_authorship\\_and\\_influential\\_papers\\_in\\_Australian\\_Journal\\_of\\_Agricultural\\_Economics\\_and\\_Australian\\_Journal\\_of\\_Agricultura](https://www.researchgate.net/publication/293581194_Six_decades_of_agricultural_and_resource_economics_in_Australia_Trends_in_topics_authorship_and_influential_papers_in_Australian_Journal_of_Agricultural_Economics_and_Australian_Journal_of_Agricultura)



L - R: Euan Fleming, Kodjo Kondo, Stuart Mounter and Sandy Laurie enjoying the Canberra evening



L - R: PhD Students Bright Asante, Kanar Dizyee and Kodjo Kondo, S enjoying the socialising



Alexander Laurie with his award.

## Australian Agricultural and Resource Economics Society New England Branch Undergraduate Award

Alexander Laurie was presented with the 2015 Undergraduate Award for the New England Branch of the Australian Agricultural and Resource Economics Society (AARES) at the 2016 national AARES conference held in Canberra in February. The purpose of the prize is to recognise merit in undergraduate performance in agricultural and/or resource economics.

Alexander presented a paper at the conference from his Honours dissertation titled "A sunburnt country: Harnessing Australia's most abundant resource" which was an ex ante cost-benefit analysis of a solar lease as an alternative and passive income source for cattle graziers. Alexander recently completed his Bachelor of Agricultural and Resource Economics degree from UNE gaining first class Honours and will graduate in April 2016. His supervisors were Associate Professor Rene Villano and Dr Stuart Mounter from the UNE Business School.

### The papers presented by UNEBS staff and students at this year's conference (presenter in bold) were:

- *The role of reputation in explaining wine clusters: A spatial analysis of Hunter Valley wine producers*  
Peter Lock, Stuart Mounter, **Euan Fleming** and Jonathan Moss
- *Price Variations of Cattle Grades: How Are Quality Attributes Related?*  
**Emilio Morales** and Nam Hoang
- *An ex-ante evaluation of the potential implications of solar farms for Australian cattle graziers*  
**Sandy Laurie**, Rene Villano and Stuart Mounter
- *Intensification in Tanzanian dairy systems: the dynamics of the dairy value chain in Kilosa district in Tanzania*  
**Kanar Dizyee**, Derek Baker, Hikuepi Katjiuongua and Amos Omore
- *Applying system dynamics to value chain analysis*  
**Kanar Dizyee**, Derek Baker, Karl Rich, Euan Fleming and Heather Burrow
- *Evaluating the productivity gap between commercial and traditional beef production systems in Botswana*  
**Omphile Temoso**, Rene Villano and David Hadley
- *Diversification and Productivity in Crop-livestock Farming Systems in the Ghana Forest Savannah Agro-ecological Zone*  
**Bright Asante**, Rene Villano, Ian Patrick and George Battese
- *Foreign ownership in Australian agribusiness: results of a survey of firms*  
Conor Whitton, Derek Baker and **Stuart Mounter**
- *The nature of farm succession planning in the Riverina Region*  
Sarah Forster and **Stuart Mounter**
- *Performance of smallholder seed yam farm enterprises in Cameroon*  
**Nchinda Valentine Petentsebenkwange**, David Hadley, Rene Villano and Emilio Morales
- *Mixed-method evaluation of improved cassava varieties' adoption in Ghana: implications for policy and extension activities*  
**Kodjo Kondo**, Euan Fleming, Oscar Cacho and Rene Villano
- *A bioeconomic analysis of wild dog management in northern NSW livestock industries*  
**Salahadin Khairo**, Oscar Cacho, David Hadley, Peter Fleming and Robyn Hean
- *Introducing compliance-based inspection protocols to Australia's biosecurity system*  
**Susie Hester** and Oscar Cacho
- *Compliance-Based Regulatory Regimes for Biosecurity Border Inspections: An Experimental Investigation*  
**Anthony Rossiter**, Andreas Leibbrandt and Susie Hester
- *Incorporating passive surveillance into invasive-species management programmes*  
**Oscar Cacho** and Susie Hester

### THE VALUE OF COMMUNITY SURVEILLANCE OF PESTS: 60:1 RETURN

What is the financial benefit of getting members of the public to assist with the surveillance and reporting of invasive species? That's the topic that Oscar Cacho, Professor of Agricultural and Resource Economics from the University of New England Business School discussed at the 60th Annual Conference of the Australian Agricultural and Resource Economics Society (AARES) which was held 2-5 February in Canberra.



Professor Oscar Cacho

One of the largest passive surveillance programmes ever undertaken in Australia in response to an invasive species is occurring as part of Queensland's Red Imported Fire Ant (RIFA) eradication program. RIFA is one of the world's worst invaders, damaging infrastructure, human health and lifestyle, agriculture and the environment.

"We estimate that the annual value of community engagement in the RIFA program is at least \$52 million in cost savings, compared to an average expenditure in 2007-08 of \$861,000. This represents a return on investment of \$60 for each dollar expended on community engagement.

"The ant was initially discovered at two sites in Brisbane in 2001 as a result of two separate reports by members of the public, and an eradication program subsequently commenced. The program included widespread surveillance by pest management authorities, repeated treatment of invaded sites, movement controls on materials that could contain RIFA, and an extensive community engagement program in order to stimulate passive surveillance," said Prof Cacho, a regular consultant to the UN FAO.

He reported that Biosecurity Queensland has engaged the public in and around Brisbane through public meetings, static and interactive displays of the pest, talks, mail-outs, billboard advertising, newspaper articles and, in more recent times, through social media.

"Biosecurity Queensland has systematically recorded key information about its community engagement activities and the public's response to those activities. This information has allowed the estimation of the savings in structured surveillance by pest-management officers that were achieved through passive surveillance," he said.

"Given what has been achieved through community engagement for red imported fire ants, it makes sense for pest-management authorities to continue investing in passive surveillance, but some of this investment should be in understanding the links between community engagement and passive surveillance – what type of activities get the most response from the public; which pests are most suited to passive surveillance, for example. This additional information would ensure public funds are spent more efficiently," he concluded.

Professor Cacho was joined by leading international and Australian economists and over 300 delegates in Canberra from 2-5 February for the conference. This year's AARES conference aimed to progress key issues for the agriculture, mining and environment sectors. A copy of the program and abstracts are on the Conference Website. Some of the speakers and issues included:

- Prof Jayson Lusk, Regents Professor, Willard Sparks Endowed Chair, Department of Agricultural Economics, Oklahoma State University on the 'food police' and how the food has become politicised.
- Dr Mark Rosegrant, Director, Environment and Production Technology Division at the International Food Policy Research Institute on challenges and opportunities for energy and food security.
- Angus Taylor MP, on what it will take to remobilise agriculture to meet the needs of a growing, more prosperous global population, and capture a slice of the opportunity for Australia.

# FAREWELL TO PAULINE FLEMING



*Pauline with George Battese (above left) and Howard Doran (above right) and with Rene Villano and Alison Sheridan (right)*



On Tuesday the 16th February the UNE Business School held a farewell for Pauline Fleming.

Pauline commenced her employment at UNE as a Junior Research Fellow in May 1975 after a long trip from the United Kingdom. She never looked back and since then, she has been appointed and promoted in various positions such as Tutor, Senior Tutor, Associate Lecturer and Lecturer.

Pauline has contributed a high level of teaching, research and service to the Department/School/Faculty and University over the past 40 years. She also appears to have been a constant source of knowledge and wisdom to those who knew her, providing support and assistance to students, academics and administrative staff.

Her main teaching responsibilities were in the area of Econometrics. She has taught in nearly all econometrics and quantitative units in the former Department of Econometrics.

As the only remaining member of the former Department of Econometrics, she played a significant role and was instrumental in curriculum renewal, development and continuation of the teaching of core econometrics units at the UNE Business School. More significantly, she has coordinated the large first year core unit, Business Statistics, for more than a decade.

Pauline is an excellent teacher. Her commitment to teaching has been recognised and widely valued by students and colleagues. In 2011, she was a recipient of a national Citation for Outstanding Contribution to Student Learning presented by the Australian Learning and Teaching Council (now Office for Teaching and Learning).

Pauline has produced high quality research outputs and has published in international journals. Some of her significant publications include a paper published in the Journal of Econometrics and a book she co-authored on Declining Agricultural Commodity Prices: Productivity Gain or Immiserising Growth? published by the Commonwealth Secretariat.

She has demonstrated a high level of service to the Department, School, Faculty and University. She served on various committees and has acted as Editor of the Department/School Working Paper Series. More recently, she contributed immensely in the establishment of the school-based Excellence in Teaching Award.

Alison Sheridan gave a short speech at the farewell, thanking Pauline for all her contributions over the many years both on behalf of the school and personally. It was great to see ex-staff George Battese and Howard Doran at the farewell. There were a few tears shed and it would be fair to say that Pauline will be sorely missed within the School by many staff and students.

Best wishes to Pauline and her family for the future.

*Thanks to Rene Villano for his contributions for this piece.*

# European Foundation for Management Development - Budapest

## Budapest in late January is cold!

The 2016 EMFD Conference for Deans and Directors General was held at the Corvinus Business School, Corvinus University of Budapest (see photo right) with this year's theme Business Schools: Purpose in Context. The conference generated some heat as nearly 300 deans of business from across the world participated in engaging discussions about the role of business schools in different political and social contexts. Certainly, the UN's Sustainability Development Goals (SDGs) were seen as an important frame for business schools thinking about their roles. As a signatory to the UN's Principles of Responsible Management Education (PRME), how we at the UNE Business School reflect on these and prepare our students for the challenges associated with addressing these must be considered within our curriculum.



*Alison Sheridan with Florencia Librizzi, Senior Manager Chapters, Legal & Policy PRME Secretariat, UN Global Compact Office*

Another theme of the conference was the increasing attention paid to how business schools demonstrate their impact. Certainly, the UK's experience with their Research Excellence Framework (REF) reinforced this, and we are seeing considerable discussion in the Australian context about how we establish this. While it is recognized as 'very tricky', even by those who have been through the REF process, I think the key message for me from the discussion is the importance for all of us of taking the time to reflect on the impact of our work. Another interesting dimension to the debate was the question of how business schools are impacted by business? The very pertinent question of how we are adapting our curricula to prepare our graduates for the changing environment prompted some interesting reflections on the importance of evolving curricula. I am sure this question will emerge in the forthcoming review of our own business awards.

*Alison Sheridan*

## COMMENCING STUDENTS 2016



# IN THE



## Calendar

### March

- 14 - 18 Visit by International Accreditation Panel
- 25 - 28 Easter Break

### April

- 8 T1 break starts
- 10 Intensive Schools start
- 23 Intensive Schools end
- 23 Graduation
- 25 Anzac Day
- 28 CPA Networking and Awards Night

### May

- 6 UNE Open Day
- 23 Examinations Start

### June

- 3 Examinations end  
T1 ends
- 6 Intensive Schools start
- 26 Intensive Schools end
- 27 T2 starts

### July

### August

- 14 Intensive Schools start
- 27 Intensive Schools end

On 2 January, Dr Joseph Drew was interviewed for an article on the NSW Council amalgamations. Read more: [http://twintowntimes.com.au/\\_/2016/02/we-need-katrina-to-back-us/](http://twintowntimes.com.au/_/2016/02/we-need-katrina-to-back-us/)

Professor Gabriel Donleavy has been invited to join the ACSEAR Conference Committee. The Australasian Centre on Social and Environmental Accounting Research Conference is one of a number of conferences offered by the Centre on Social and Environmental Accounting Research (CSEAR). The conference is generally attended by participants from a number of different countries – particular in the Australasia region.

Also on January 8 Gabriel had an article entitled: *The thin line separating the ethics of conviction and responsibility* published in the China Daily HK Edition:  
[http://www.chinadailyasia.com/opinion/2016-01/08/content\\_15369483.html](http://www.chinadailyasia.com/opinion/2016-01/08/content_15369483.html)

On January 26, Professor Brian Dollery is interviewed by the Sydney Morning Herald in relation to the NSW local government Fit for the Future process.  
Read more: <http://www.smh.com.au/nsw/council-amalgamation-report-ignores-what-it-wants-to-ignore-20160125-gmdadu.html>

Professor John Rice has had 3 articles published in The Conversation during January and February, mainly concerning Woolworths. To read what John had to say see: <https://theconversation.com/profiles/john-rice-93120/articles>

## UNE Business School News

To view earlier issues:

<http://www.une.edu.au/about-une/academic-schools/une-business-school/about-us/newsletters>

Send your contributions to: [rchilds2@une.edu.au](mailto:rchilds2@une.edu.au)

## What we've been doing.....



Professor Euan Fleming was invited to speak at the 9th International Conference of the Thailand Econometric Society (4-8 January) at Chang Mia. He presented a paper co-written with Rene Villano from UNEBS and Jonathon Moss from Thailand on Spatial econometric analysis: Potential contribution to the economic analysis of smallholder development

The following week Euan presented another paper at the Western Economic Association 12th International Conference (7-10 January) in Singapore, also co-written with Rene Villano and Jonathon Moss, entitled Spatial stochastic frontier models: Potential contribution to the economic analysis of smallholder development.



Professor Nam Hoang also attended the Western Economic Association 12th International Conference in Singapore.

Nam co-authored two papers for the conference and led the discussion of a paper on price and wage dynamics and business cycles in Japan. His presented paper was: Hoang, N. & Xianmeng, S.: Rising Australian Household Debt: Results of a Bayesian VAR analysis.



Adjunct Research Fellow Dr Ian Tiley, has been appointed by the NSW Department of Premier and Cabinet as one of 18 Delegates to examine and report on two of the 35 local council merger proposals announced by the Premier on 18th December 2015. Ian has responsibility for the public consultation process in respect to the merger proposals of Dubbo City and Wellington Shire Councils and also of Gloucester and Dungog Shires Councils.

Ian is required to call for and consider submissions, conduct meetings with councils and public inquiries and prepare reports in accordance with the requirements of the Local Government Act and to submit the reports to the Minister for Local Government and the NSW Local Government Boundaries Commission. The Minister is expected to make his decision about proposals in mid 2016."



Dr Ashfaq Khan was invited to chair a session at the 2015 International Academic Conference on Social Sciences held in Hong Kong from 16-18 December. Ashfaq also presented a paper at the conference entitled: Effective Exit Planning in Regional Small Businesses – A 'Specialised Clusters' Approach. The paper was co-authored by Robyn Marshall from UNEBS.

Khan, A.A., Marshall, R. (2015), Effective Exit Planning in Regional Small Businesses – A 'Specialised Clusters' Approach, 2015 International Academic Conference on Social Sciences (IACSS), December 16-18, Hong Kong.

## What we've been doing.....

Congratulations to Associate Professor Rene Villano who successfully obtained a Senior Fellowship of the Higher Education Academy (SFHEA) through the ANU Educational Fellowship Scheme.

This fellowship is in recognition of Rene's attainment against the UK Professional Standards Framework for teaching and learning support in higher education.



Dr John Anderson, senior lecturer in finance with the UNE Business School travelled to UniSA in Adelaide for the launch of the new book 'The Handbook of Environmental and Sustainable Finance'. This new publication is a unique contribution to the literature by delivering a comprehensive portrait of environmental finance, from presentations of empirical examples to explorations of theoretical and regulatory issues.

In Dr Anderson's Chapter 15: Environmental Finance he covered the rise of environmental finance and how financial markets have been able to provide solutions for investors seeking environmentally desirable projects and providing those seeking finance access to funds for projects where maximum profitability is not the key objective. Examples of these include raising funds via 'Green Bonds' for projects including alternative energy, improving energy efficiency and pollution control. The chapter also explores innovative approaches to securing environmentally sensitive land via Debt-for-Nature swaps where debt relief is provided to emerging economies in exchange for sensitive natural habitat being protected in an effort to preserve the land and possible endangered species that live there. This book provides a unique insight into how financial markets can serve a truly positive role in global environmental issues.

<http://store.elsevier.com/Handbook-of-Environmental-and-Sustainable-Finance/isbn-9780128036150/>

### **The award of Emeritus Professor, to Professor Larry Smith**

At its meeting of 27 November 2015, UNE Council, upon the recommendation of the Honorary Degrees, Titles and Tributes Committee, approved the award of the following honorary titles to distinguished members of the UNE alumni.

Recently retired UNEBS staff member, Professor Larry Smith has been an active academic with a career that has spanned more than 30 years, 10 of which he served as Full Professor and Foundation Director of the Graduate School of Business for Business Research at the UNE School of Business. He has demonstrated a high level of critical understanding of transitional states by helping to develop inter-institutional partnerships (e.g. Vietnam National University and the Royal University of Bhutan), has supervised more than 25 HDR completions with eight scheduled to be completed by the end of 2016. He has published widely, including seven books, 10 book chapters, seven international reports, and four recent journal articles. Professor Smith has also received funding for three national competitive grants and up to six from other sources, including two international grants. Congratulations to Larry.



# UNE BUSINESS SCHOOL SEMINAR SERIES

## Developing New Value Chains for Small-Scale and Emerging Cattle Farmers in South Africa

On **Friday 4th December**, Adjunct Professor Garry Griffith (UNE Business School) presented the seminar entitled 'Developing New Value Chains for Small-Scale and Emerging Cattle Farmers in South Africa'. During his presentation, Professor Griffith discussed the potential contribution that small-scale and emerging farmers have in South Africa to generate income for rural families and for feeding the nation's poor consumers. Recent studies have identified a large and growing segment of middle and high income South African consumers who prefer healthy and sustainable attributes in their food purchase. Hence, additional research is necessary to develop a wider range of market outlets, products and value chains for beef produced by the small-scale and emerging sector in South Africa. A crucial question that the future research project aims to answer is whether a high-quality pasture-finished beef product derived from the small-scale and emerging sector can be developed for commercial market that meets consumers' needs and is cost-effective to produce and deliver to the market.

Garry Griffith is Adjunct Professor at UNE Business School. He was a Principal Research Scientist with the NSW Government for 38 years, until his retirement in 2011. Garry also led the Economics programs in the Beef and Sheep Cooperative Research Centres. His major research interests include; the application of economic models of the Australian livestock industries to predict the impacts of changes in production technologies, and price formation processes in food and fibre markets and in the changing nature of the relationships between farm and retail prices. Garry also holds honorary positions at the University of Adelaide and the University of Pretoria, and has ongoing advisory roles with (ACIAR), Meat and Livestock Australia (MLA) and Genomics Canada.

## Organisational Innovation in Agriculture and Food Chains: Towards Sustainable and Market Orientated Business Networks

On **Friday 11th December**, Professor Jacques Trienekens from Wageningen University, Netherlands, presented the seminar 'Organisational Innovation in Agriculture and Food Chains: Towards Sustainable and Market Orientated Business Networks'. In his presentation, Professor Trienekens discussed the current ways used by global food chains to meet consumer and stakeholder requirements concerning the safety and quality of food products. Results drawn from a number of PhD research projects based at Wageningen University were presented, and also current research conducted into market-oriented international food chains and networks. The main challenge remains on creating sustainable business networks that address these requirements and create new market opportunities.

Jacques Trienekens is Professor of Chain and Network Management at Social Sciences Department of Wageningen University, in The Netherlands. Professor Trienekens has broad experience in national and international research projects related to food chains and networks, both as a researcher and a manager. He has published more than 150 papers and is editor and managing editor of the Journal on Chain and Network Science and the International Food and Agribusiness Management Review respectively. Professor Trienekens is a Fellow of the International Food and Agribusiness Management Association (IFAMA).



*(Left) After the seminar: (L-R) Emilio Morales, Alison Sheridan, Jacques Trienekens, Derek Baker, Oscar Cacho, Lou Conway and Garry Griffith (partly obscured) enjoy a meal at UNE's Booloominbah.*

# UNE BUSINESS SCHOOL SEMINAR SERIES

## Abandonment of Milk Production under Uncertainty and Inefficiency

On **Thursday 11th February**, Professor Martin Odening from Humboldt University in Germany, delivered the seminar titled “Abandonment of Milk Production under Uncertainty and Inefficiency”. During his presentation, Professor Odening discussed the impact of technical efficiency on the irreversible optimal exit timing of farms. A model demonstrated that higher efficiency and higher output price volatility make the farm more reluctant to irreversibly exit production. These results support the empirical analysis that abandonment of dairy production goes along with low efficiency.

Martin Odening is Professor of Farm Management at the Department of Agricultural Economics of the Humboldt University, Berlin. Professor Odening completed his undergraduate, doctoral and post-doctoral studies at University of Göttingen. He has been visiting professor at UNE and University of Minnesota. Professor Odening is currently the Head of the Department of Agricultural Economics, has an extensive publication record and is member of the Editorial Advisory Board of the *European Review of Agricultural Economics* and *Agricultural Finance Review*.

## Fairness in Service Relationships

On *Friday 26th February*, Assistant Professor Sanjit Kumar Roy from University of Western Australia, Business School, presented the seminar “Fairness in Service Relationships”. During the presentation, Assistant Professor Roy discussed how fairness can be a source of competitive advantage for service firms and has the potential to create powerful benefits for service firms and customers. He presented results of an ongoing research focused on studying how fairness perceptions of customers affect the different forms of trustworthiness and trust which ultimately may lead to higher levels of customer engagement.

Sanjit Kumar Roy is Assistant Professor of Marketing, at the University of Western Australia, Business School. He was awarded UWA’s Vice-Chancellor’s Early Career Investigators Award 2015. His research interests include Services Marketing, Marketing in Emerging Economies and Consumer-Brand Relationships. He has Guest Edited a special issue on India for *International Journal of Bank Marketing*. He also co-edited *Marketing Cases for Emerging Markets*. He has published in journals including *European Journal of Marketing*, *Journal of Marketing Management*, *Internet Research*, *Studies in Higher Education*, *Journal of Services Marketing*, *Journal of Strategic Marketing*, *Journal of Service Theory & Practice*, *Journal of Brand Management*, and *Computers in Human Behaviour*. He was Visiting Research Fellow at Middlesex University, UK and Visiting Research Scholar at Bentley University, USA.

*(Right) Assistant Professor Sanjit Kumar Roy (left) and Dr Sujana Adapa from the Management Discipline of UNE’s Business School.*



# Research Outcomes

## BOOK CHAPTERS

Dollery, B.E., Kortt, M.A. & De Souza, S. (2015). Policy Analysis Capacity and Australian Local Government. In B. Head & K. Crowley (Eds.), *Policy Analysis in Australia* (pp. 105—120). Bristol, Policy Press.

Tiley, I. (2015). Clarence Valley Council in New South Wales: A Successful Municipal Merger? In B.E. Dollery & I. Tiley (Eds.), *Perspectives on Australian Local Government Reform* (pp. 86 – 101). Sydney, The Federation Press.

Villano, R., Fleming, E. & Moss, J. (2016). Spatial econometric analysis: Potential contribution to the economic analysis of smallholder development. In V-H. Huynh, V. Kreinovich & S. Sriboonchitta (Eds.), *Causal Inference in Econometrics* (pp.29-55), Cham, Springer International.

## JOURNAL ARTICLES

Bollen, B. & Garghori, P., (2016). How is 'B' related to asset returns, *Applied Economic*, 48(21), 1925-1935.

Cowan, L. & Wright, V. (2016). An Approach for Analyzing the Vulnerability of Small Family Businesses. *Systems*, 4(1), 3, 1-26. Published online 8 January 2016 doi:10.3390/systems4010003

Drew, J. & Dollery, B. (2015). The State of Things: The Dynamic Efficiency of Australian State and Territories. *Economic Papers*, 34 (3), 165-176. doi: 10.1111/1759-3441.12106

Drew, J. & Dollery, B. (2016). Does Size Still Matter? An Empirical Analysis of the Effectiveness of Victorian Local Authorities. *Local Government Studies*, 42(1), 15-29.

Drew, J., Grant, B. & Fisher, J. (2016). Re-evaluating Local Government Amalgamations: Utility Maximisation Meets the Principle of Double Effect. *Policy & Politics*. doi 10.1332/030557316X14539914690045.

Drew, J., Kortt, M. & Dollery, B. (2015). What Determines Efficiency in Local Government? A DEA Analysis of NSW Local Government. *Economic Papers*, 34 (4), 243-256. doi: 10.1111/1759-3441.12118

Drew, J., Kortt, M. & Dollery, B. (2016). Did the Big Stick Work? An Empirical Assessment of Scale Economies and the Queensland Forced Amalgamation Program. *Local Government Studies*, 42(1), 1-15.

Dwyer, B. & Kotey, B., (2015). Identifying High Growth Firms: Where are We? *Journal of Management and Organizations*, doi: <http://dx.doi.org/10.1017/jmo.2015.51>.

Griffith, G., Fleming, E. & Mounter, S. (2015). The Economics of the Red Meat Industry: A Value Chain Perspective. *Australasian Agribusiness Perspectives*, (Paper 109), 1-12.

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