

PAULA CORDERO SALAS

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Languages: English, Spanish

RESEARCH INTERESTS

Primary fields: Development Economics, Applied Microeconomics

Secondary fields: Contract Economics, Environmental Economics, Experimental Economics, Agribusiness, Market Structure (IO)

EDUCATION

- Ph.D., AED Economics, The Ohio State University, 2011
DISSERTATION TITLE: “Essays in Contract Design under Incomplete Enforcement: Theory and Experiments
- M.S. AED Economics, The Ohio State University 2008
- Professional Master Management of International Trade (MBA), University National, Costa Rica (CINPE) 2005
- B.A. Economics, Universidad de Costa Rica 2002
Concurrent course work in Business Administration, Instituto Tecnológico de Costa Rica Business School
- Diplomado Environmental and Economics Tools for Sustainable Development, 2002
Universidad de Chile, World Bank, CECADI e IICA

ACADEMIC APPOINTMENTS

Assistant Professor of Economics August 2011 – August 2016
Department of Economics, Finance, and Legal Studies
University of Alabama

OTHER RESEARCH EXPERIENCE, CONSULTANCIES AND EMPLOYMENT

Experimental Economics Lab. at AEDE Dept., OSU Fall 2008 – Winter 2009
Research Assistant to Dr. Brian Roe.
Project: “Understanding Human Response to Economic Risk.”

Experimental Economics Lab. at AEDE Dept., OSU Winter 2008 – Fall 2008
Research Assistant to Dr. Steven Wu and Dr. Brian Roe.
Project: “Contracting Under Different Levels of Enforcement.”

Servicios Internacionales para el Desarrollo Empresarial (SIDE) Consultant to SIDE-International Livestock Research Institute-CFC. Project:“Enhancing the productivity, quality, safety and trade of cattle and beef in Central America (CA).”	01/2004 – 08/2005 Costa Rica
Inter-American Institute for Cooperation of Agriculture (IICA) Technical Assistant at the Sustainable Rural Development Area.	07/2002 – 12/2003 Costa Rica
Inter-American Institute for Cooperation of Agriculture (IICA) Consultant at Secretara Técnica del Comité de Desarrollo Sostenible, CODES	08/2001 – 06/2002 Costa Rica
Australian Dairy Products Costa Rica S.A. Market Consultant General Manager	2006 – 2011 2004 – 2006

ACADEMIC PUBLICATIONS

“Additionality when REDD Contracts are Self-enforcing”. October, 2016. with Brian Roe and Brent Sohngen, *Environmental and Resource Economics*.

“Relational Contracts and Product Quality: The Effect of Bargaining Power on Efficiency and Distribution”. 2016. *Journal of Agricultural and Resource Economics*, 41(3): 405-424.

“Incentive Contracts for Environmental Services and Their Potential in REDD” with Lea Fortmann, Brent Sohngen and Brian Roe. 2016. *International Review of Environmental and Resource Economics*, Vol.9: No. 3-4, pp 363-409.

“The Role of Cooperation and Reciprocity in Structuring Carbon Sequestration Contracts in Developing Countries” with Brian Roe. 2012. *American Journal of Agricultural Economics*, vol. 94(2), pages 411-418.

OTHER PUBLICATIONS

“El Comercio Internacional de Carne Bovina en Centro América” Project Report. ILRI. 2005.

“Trade and Environment Issues” with Sergio Sepúlveda, and Adrián Rodríguez. Rural Development Technical Handbook No. 25. IICA. 2004.

“Territorios Rurales, Competitividad y Desarrollo” with Hugo Chavarría, Sergio Sepúlveda and Rafael Echeverri. Cuaderno Técnico No. 23. IICA. 2003.

“Territorios Rurales, políticas E Institucionalidad en América Latina” Collaboration to Sepúlveda; Rodríguez; Echeverri. Seminario “Territorio, desenvolvimiento rural e democracia”. Fortaleza, Brasil. 2003.

“Sistemas de Gestión Medio Ambiental: Las Normas ISO 14000.” with Sergio Sepúlveda. Cuaderno Técnico No. 21.IICA. 2002.

WORKING PAPERS

Published Working Papers

“Designing Contracts for Reducing Emissions From Deforestation and Forest Degradation.” 2013. Policy Research Working Paper Series, Paper # 6503, The World Bank.

“Cooperation and Reciprocity in Carbon Sequestration Contracts.” 2013. Policy Research Working Paper Series, Paper # 6521, The World Bank.

“Addressing Additionality in REDD Contracts when Formal Enforcement is Absent” with Brian Roe and Brent Sohngen. 2013. Policy Research Working Paper Series, Paper # 6502, The World Bank.

“Implementation of REDD+ Mechanisms in Tanzania”. 2014. Policy Research Working Paper Series, Paper #6815, The World Bank.

“Incentive Contracts for Environmental Services and Their Potential in REDD” with Lea Fortmann, Brent Sohngen and Brian Roe. April, 2014. Policy Research Working Paper Series, Paper # 6829, The World Bank.

Other Working Papers

“The Limits of Bargaining Power when Contracts are Incomplete: Evidence from Experiments.”

“Self-enforcing Contracts for Reducing Emissions from Deforestation and Forest Degradation.”

“Heterogeneity in Conservation Costs and Self-enforcing Contracts in Tanzania.”

“The Effect of Agricultural Diversification on the Anthropometric Outcomes of Children: Evidence from Tanzania” with Susan Chen.

“Self-Enforcing, Cost-Effective REDD+ Contracts in Ecuador.”

RESEARCH IN PROGRESS

“Contract farming structure and smallholder incentives for compliance: Evidence from agribusiness value chains in Ghana” with Francis Mulangu.

“Towards Understanding the Ghanaian Farmers Decision to Enter a Contract with a Buyer” with Matthew Interis and Francis Mulangu.

“Contract Farming in developing countries: What do we know?” with Stephanie Rosch.

“Agricultural Market structure and conduct with contracting” with Steve Wu.

HONORS, SCHOLARSHIPS, AND AWARDS

Honorable Mention for “Research Manuscript by a Second-Year Ph.D. Student” 2008
at AEDE Dept., The Ohio State University.

Japan-IDB Scholarship: Northern Hemisphere Program. 2005 – 2007

PROFESSIONAL ACTIVITIES

Reviewer for: 2016: Topic Leader for the 2016 AAEA Annual Meeting; 2015: the Journal of Agricultural and Applied Economics; Topic Leader for the 2015 AAEA & WAEA Joint Annual Meeting; 2014: Land Economics, American Journal of Agricultural Economics; 2013: Canadian Journal of Agricultural Economics; American Journal of Agricultural Economics; Ecological Economics; Land Economics; 2012: American Journal of Agricultural Economics; American Journal of Agricultural Economics; AAEA meetings, Selected Presentations in International Development. 2011: American Journal of Agricultural Economics. AAEA meetings, Selected Presentations in International Development. 2010: AAEA meetings, Selected Presentations in International Development.

Presentations: 2015: AAEA Annual meeting (Selected Papers); 2013: AAEA Annual meeting (Selected Papers); 2012: AAEA Annual meeting (Selected Papers). 2011: ASSA Meetings (Invited Paper). 2010: AAEA, CAES, & WAEA Joint Annual Meeting (Selected Paper). 2009: AAEA & ACCI Joint Annual Meetings (Selected Paper). 2008: Northeast Universities Development Consortium Conference (NEUDCC) (Selected Paper).

Workshops: 2013: AAEA Mentorship Workshop, Agricultural & Applied Economics Association, Washington, DC. 2012: Gates Foundation Policy Portfolio for Smallholder Farmer Productivity Growth. 2005: Issues about CAFTA. Ministry of Foreign Commerce of Costa Rica (COMEX). 2004: Electronic trade. AID-U.S. Embassy in Costa Rica-COMEX. 2003: Challenges of the Agricultural Negotiations in Central America. BCIE, COMEX, LATN, IICA, Internal Aids and International trade strategies. SEPSA, IICA. 2002: Trade, Agriculture and Environment. CATIE, IICA, CINPE. 2001: Trade and Environment in the International Negotiations. MINAE, CCADI and CINPE.

INVITED SEMINARS

2014: Auburn University, Department of Economics;
Mississippi State University, Department of Agricultural Economics
2013: Purdue University, Department of Agricultural Economics

FUNDED RESEARCH

National Science Foundation (NSF) , Role: Co-Principal Investigator with Dr. Shuhui Li, Dr. Rachel Frazier and Debbie Woods. Project: "PFI:AIR TT: Toward Commercialization: Development of Neural Network Control and Power Converter Prototype for Renewables and Smart Grid Integrations."	2014 – 2016 \$199,900
MPAN , Role: Principal Investigator with Mr. Mitchris Chapman Kodam and Dr. Matthew Interis. Project: "Review of existing commercial problems in agriculture and contract violations and Agribusiness Laws in Ghana."	2014 \$35,167

The World Bank , Role: Principal Investigator with Dr. Brian Roe, Dr. Brent Sohngen, and Dr. Michael Toman. Project: “Self-enforcing, Cost Effective REDD+ Contracts in Developing Countries.”	2012 – 2013 \$85,199
The World Bank , Role: Investigator with Dr. Brian Roe, Dr. Brent Sohngen, and Dr. Michael Toman. Project: “How to Structure Carbon Sequestration Contracts When Formal Enforcement is Unlikely.”	2010 – 2012 \$121,940
OSU Graduate School’s Alumni Grants for Graduate Research and Scholarship , Role: Principal Investigator. Project: “Market Power, Bargaining Groups and Relational Contracts: An Experimental Study.”	2009 – 2010 \$2,000
OSU International Affairs Grant (OIA) , Role: Principal Investigator. Project: “Agrarian Contracts in Developing Countries: Constraints and Opportunities for Small Producers.”	2009 – 2010 \$3,500

TEACHING EXPERIENCE

Instructor, Economic Development of Latin America (EC-442) at University of Alabama.	Spring 2012 – 2016
Instructor, Principles of Microeconomics (Honors) (EC-110) at University of Alabama.	Fall 2011 – 2016
Instructor, Latin America Economic Development (AEDE 538-undergraduate) at OSU.	Spring 2010
Teaching Assistant, Problems and Policies in World Population, Food, and Environment (AEDE 597-undergraduate) at OSU.	Summer 2008
Teaching Assistant, Applied Data Analysis (AEDE 701-graduate) at OSU.	Fall 2007
Teaching Assistant, Macroeconomics Theory III (undergraduate) at Universidad de Costa Rica.	I semester, 2003

REFERENCES

Brian Roe

Van Buren Professor
The Ohio State University
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Mike Toman

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Environment and Energy Research Program
Development Research Group
The World Bank
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University of Alabama
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