



Dear Readers,

2007/03/09

IAMO has had a fine start to 2007. In February, work began on the recently-acquired project titled *Values as motive for consumers' decision – an intercultural comparison*, which is financed by the German Research Foundation (DFG). Furthermore, three IAMO staff members successfully defended their Ph.D. theses at the Faculty of Natural Sciences III of the Martin-Luther-University Halle-Wittenberg, and at the Faculty of Economics and Management of the Czech University of Agriculture, respectively. In addition to these topics, this newsletter will provide you with updates on news, events, publications, and other topics related to the scientific work of the institute.

Sincerely,

The IAMO Directorate
(Alfons Balmann, Executive Director, Gertrud Buchenrieder, Thomas Glauben, Hannelore Zerjeski)

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Current courses of the Doctoral Certificate Program in Agricultural Economics at IAMO

As part of the *Doctoral Certificate Program*, two courses will be offered at IAMO this March and April. From March 19 – 23, *Efficiency and Productivity Analysis I – Deterministic Approaches* will take place, and from April 24 – 27 *Agent-Based Modelling in Natural and Resource Economics* is planned. All interested Ph.D. students – and researchers – are invited to participate in these lectures. The first module will concentrate on using Data Envelopment Analysis (DEA) to measure inefficiency. The second module will offer an introduction to the basics of agent-based modelling in the field of agricultural and resource economics, and the participants themselves will develop simple models. According to the wishes of the participants, the courses will be given in either English or German. Further information about the *Doctoral Certificate Program in Agricultural Economics* can be found [here](#).

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New DFG project on consumers' decision-making - an intercultural comparison

Values as motive for consumers' decision – an intercultural comparison is the title of a new DFG research project that was granted in December 2006. The project is being carried out by Astrid Rewerts under the direction of Thomas Glauben and Jon Hanf. The aim of the project is to identify those consumers' values that generate preferences for the food industry's branded goods. Additionally, the way in which values influence buying decisions will be analysed. Bearing in mind that values differ between cultures, the project concentrates on an intercultural comparison of the relationship between values and consumers' behaviour. For selected superior food products, the empirical portion of the project compares the impact of values on consumers' buying decisions between Ukraine and Germany. The study is based on the Means-End-Chain Approach and its associated technique of interviewing called laddering.

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EU tender-project: Semi-Subsistence Farming in Poland, Romania and Bulgaria

IAMO won the EU tender project titled *Sustainability of Semi-Subsistence Farming Systems in New Member States and Acceding Countries (S-FARM)*. The EU-financed *Institute for Prospective Technological Studies*, Seville, Spain, will provide the project's financial resources. IAMO will analyse the current socio-economic situation of subsistence farmers in these three countries, together with partners from Poland (Agricultural University of Warsaw), Romania (University of Agricultural Sciences and Animal Health of Banat) and Bulgaria (University of National and World Economy, Sofia). Of foremost interest is designing policy instruments that will enable willing and able farmers to better adjust to market incentives. The chances and risks of giving up farming will be analysed, along with accompanying policy measures for farmers that cannot adjust to the market. Further information about the project is provided [here](#) .

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Ph.D. thesis on risk management in Kazakh agriculture defended

Olaf Heidelberg successfully defended his PhD-thesis, titled *Efficiency of Selected Risk Management Instruments – an Empirical Analysis of Risk Reduction in Kazakh Crop Production*. His defence took place in January at the Faculty of Natural Science III of the Martin-Luther-University Halle-Wittenberg. His dissertation, supervised by Alfons Balmann and Raushan Bokusheva, was written as part of the research project *Crop Insurance in Kazakhstan – Options for Building a Sound Institution Promoting Agricultural Production*, financed by the Volkswagen Foundation. Since February 1st, Mr. Heidelberg has worked as a part of the EU-Commission delegation in Kyrgyzstan as a project manager.

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Ph.D. thesis on the Ukrainian dairy sector defended

On February 5, Oleksandr Perekhozhuk successfully defended his dissertation titled *Market Structure and Price Formation in the Ukrainian Raw Milk Market* at the Faculty of Natural Sciences III at the Martin-Luther-University Halle-Wittenberg. The dissertation was supervised by Prof. Dr. Michael Grings from the Institute for Agricultural and Food Sciences. So far, there have been only a few studies on the market behaviour of milk processing enterprises in the Eastern European transition countries. Theoretically, the dissertation is based on the New Empirical Industrial Organization (NEIO). Market structure and price formation in the Ukrainian raw milk market was analysed by applying a comparative-static structural model.

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Ph.D. thesis on technical efficiency in the Czech milk sector defended

Ladislav Jelínek defended his doctoral thesis *Technical Efficiency and Technological Change in the Czech Dairy Sector* at the Faculty of Economics and Management of the Czech Agricultural University in Prague on February 26. The thesis, completed at IAMO, was supervised by Dr Jarmila Curtiss. The main topic of the work is measuring the efficiency of Czech milk producers using Stochastic Frontier Models. The results showed relatively high efficiency.

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IAMO participates in the Leibniz Association's AgriResearch + network

In 2006, the seven Leibniz Association institutes involved in agrarian research founded the *AgriResearch + network*. This network supports coordination and cooperation between those institutes in the process of applying for third-party funds from the EU's *Seventh Research Framework Programme (FP 7)*. This involves linking methods of natural, social, economic, agricultural and engineering sciences. The following institutes are participating in the network: ATB (Bornim), FBN (Dummerstorf), IGZ (Großbeeren), IPB (Halle), IPK (Gatersleben) and ZALF (Müncheberg).

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Recent Publications

[all IAMO publications](#)

IAMO Annual

LEIBNIZ-INSTITUTE OF AGRICULTURAL DEVELOPMENT IN CENTRAL AND EASTERN EUROPE (Ed.) (2007): IAMO 2007, Halle (Saale).

Studies on the Agricultural and Food Sector in Central and Eastern Europe

DUFHUES, T. (Ed.) (2007): Accessing rural finance – The rural financial market in Northern Vietnam, *Studies on the Agricultural and Food Sector in Central and Eastern Europe, Vol. 36*, Halle (Saale), [download](#).

MÖLLERS, J. (2006): Außerlandwirtschaftliche Diversifikation im Transformationsprozess – Diversifikationsentscheidungen und -strategien ländlicher Haushalte in Slowenien und Mazedonien, *Studies on the Agricultural and Food Sector in Central and Eastern Europe, Vol. 35*, Halle (Saale), [download](#).

IAMO Discussion Papers

DUFHUES, T., BUCHENRIEDER, G., FISCHER, I. (2006): Social capital and rural development: Literature review and current state of the art, *IAMO Discussion Paper No. 96*, Halle (Saale), [download](#).

SCHMITZ, S., BROSIG, S., DEGTIAREVICH, J., DEGTIAREVICH, I., GRINGS, M. (2006): Grodno household survey – Sources and utilization of foodstuffs in Belarusian households, *IAMO Discussion Paper No. 93*, [download](#).

Further selected publications

COOK, P., STANGE, H., WEINGARTEN, P. (2006): Chapter 10: Case studies: The impact of CAP Reform/introduction on agricultural employment, in: Copus, A., Hall, C., Barnes, A., Dalton, G., Cook, P., Weingarten, P., Baum, S., Stange, H., Lindner, C., Hill, A., Eiden, G., McQuaid, R., Grieg, M., Johansson, M. (Eds.): *Study on Employment in Rural Areas. Final Deliverable*, 190-213.

CURTISS, J., BRÜMMER, B., MEDONOS, T., WEAVER, R. D. (2006): Can prosocial behavior affect efficiency and structural change? Evidence from Czech agriculture, in: Mann, S. (Ed.): *Causes and impacts of agricultural structures*, Nova Science Publisher, Inc., New York/USA, 219-244.

GLAUBEN, T., BREUSTEDT, G. (2007): Driving forces behind exiting from farming in Western Europe, *Journal of Agricultural Economics* (58), No. 1, 115-127.

HANF, J. H., DAUTZENBERG, K. (2006): A theoretical framework of chain management, *Journal on Chain and Network Science*, Vol. 6, No. 2, 79-64.

LISSITSA, A., BALMANN, A. (2006): Efficiency and productivity analysis of farms in East and West Germany after the German reunification, *The Empirical Economics Letters*, Nr. 5/4, 183-193.

NEDOBOROVSKYY, A., FRITZSCH, J., WOLZ, A. (2006): Assessment of information and communication needs of institutions and stakeholders of the national agricultural research system of Ukraine, Final report of the FAO-Project-Nro TCP/UKR/3005 "Strategy formulation and capacity building in support of an agricultural international system", Rome/Italy, <http://www.fao.org/sd/dim_kn4/kn4_060902_en.htm>.

PIENIADZ, A. (2006): Building a comparative advantage – The case of the Polish dairy cooperatives [Kreowanie przewagi konkurencyjnej – Analiza polskich spółdzielni mleczarskich], *SERiA – The Polish Association of Agricultural and Agribusiness Economists*, 2006, No. 2/VIII, 167-171.

VALENTINOV, V. (2006): The property rights approach to non-profit organization: The role of intrinsic motivation, *Public Organization Review*, 7(1), 41-55.

VALENTINOV, V., HEIDELBACH, O. (2006): The role of civil society and

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