

CURRICULUM VITAE

WILLIAM D. DOBSON

PERSONAL DATA

Place of Birth: Black River Falls, Wisconsin, U.S.A.
Marital Status: Married with two grown children
Home Address: 1605 Monticello Lane, Waunakee, Wisconsin 53597
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DEGREES, DATES, AND ACADEMIC INSTITUTIONS

B.S. Agriculture (Honors), Wisconsin State College, River Falls, 1959
M.S. Agricultural Economics, Iowa State University, 1961
Ph.D. Agricultural Economics, Purdue University, 1969

PROFESSIONAL EMPLOYMENT

- Marketing Specialist, Agricultural Marketing Service, Dairy Division, U.S. Department of Agriculture, Indianapolis, Indiana and Washington, D.C., 1962-1966.
- Assistant and Associate Professor, Department of Agricultural Economics, University of Wisconsin-Madison, 1969-1976.
- Professor and Chair, Department of Agricultural Economics, University of Wisconsin-Madison, 1976-1981.
- Senior Staff Economist for Agricultural and Food Policy, President Reagan's Council of Economic Advisers, Washington, D.C., 1981-1982.
- Professor and Head, Department of Agricultural Economics, Purdue University, 1982-1989.
- Professor and Chair of Agribusiness, Department of Agricultural Economics and Business, Massey University, New Zealand, 1989-1990.
- Distinguished Professor, Department of Agricultural and Applied Economics, University of Wisconsin-Madison, 1990-2002.
- Member, Board of Directors, Badgerland Farm Credit Services, 1995-1998.
- Director, Renk Agribusiness Institute, University of Wisconsin-Madison, 1996-2002.
- Faculty Intern, Cargill Asia/Pacific, Singapore, July-August 1997.
- Co-Director (1995-2001) and Program Director for International Trade and Policy (2001-2002), Babcock Institute for International Dairy Research and Development, University of Wisconsin-Madison.
- Emeritus Professor, Department of Agricultural & Applied Economics and Agribusiness Economist, Babcock Institute for International Dairy Research and Development, University of Wisconsin-Madison, 2003-present.
- Visiting Professor, American International University, Dhaka, Bangladesh, October-November 2004.

RESEARCH, TEACHING AND EXTENSION/OUTREACH EXPERIENCE

Held research, teaching, and extension/outreach appointments in all academic positions since 1969. Areas of specialization were agricultural business management, agricultural marketing/trade, and agricultural policy.

EDITORIAL POSITIONS

- Editor, Economic Issues, a monthly publication of the Department of Agricultural Economics at the University of Wisconsin-Madison dealing with public policy issues, 1980-1981.
- Corresponding Editor, Malaysian Economic Journal, 1979-1982.
- Member, Editorial Advisory Board, Agribusiness, An International Journal, 1985-1997.
- Member, Editorial Advisory Committee, Choices Magazine, 1992-1997.
- Member, Editorial Board, International Food and Agribusiness Management Review, 1998-2000.

PROFESSIONAL HONORS AND AWARDS

- Published Research Award (Co-Recipient with E.M. Babb) from American Agricultural Economics Association, 1972.
- Fulbright Award to serve as Fulbright-Hays Management Lecturer, Uruguay, 1974.
- Excellence in Teaching Award from the College of Agricultural and Life Sciences, University of Wisconsin-Madison, 1975.
- Distinguished Undergraduate Teaching Award from the American Agricultural Economics Association, 1976.
- Robert G.F. and Hazel T. Spitze Land Grant Faculty Award for Career Excellence, 1995.
- Member of Who's Who in America, Who's Who in Industry and Finance, Who's Who in Midwest, American Men and Women of Science, Sigma XI, and Gamma Sigma Delta at various times during professional career.

PROFESSIONAL PUBLICATIONS

Authored or co-authored 200 professional publications and popular articles relating to agricultural policy, agricultural business management, and agricultural marketing/trade, including journal articles, book chapters, research reports, seminar papers, proceedings papers, and testimony before legislative committees. Articles, book chapters, and selected papers from the 200 professional publications are listed below.

Journal and Choices Articles (Authored or Co-Authored)

- Dobson, W.D., "Computer Simulation Models: The Need for an Applications Orientation," Canadian Journal of Agricultural Economics, 18(1970): 175-178.

- Dobson, W.D., “A Model for Evaluating Consequences of Changes in Federal Milk Order Pricing Policies,” American Journal of Agricultural Economics, 52(1970): 599-602.
- Dobson, W.D., “Economic Effects of Bargaining in the Dairy Industry,” Journal of Dairy Science, 54(1971): 1714-1720.
- Dobson, W.D. and R.C. Matthes, “University-Agribusiness Cooperation: Current Problems and Prognosis,” American Journal of Agricultural Economics, 53(1971): 559-564.
- Gunnelson, G., W.D. Dobson, and S. J. Pamperin, “An Analysis of the Accuracy of USDA Crop Estimates,” American Journal of Agricultural Economics, 54(1972) 639-645.
- Dahl, W.A. and W.D. Dobson, “An Analysis of Alternative Financing Strategies and Equity Retirement Plans for Farm Supply Cooperatives,” American Journal of Agricultural Economics, 58 (1976): 198-208.
- Salathe, L.E., W.D. Dobson, and G.A. Peterson, “Analysis of the Impact of Alternative U.S. Dairy Import Policies,” American Journal of Agricultural Economics, 59(1977): 496-506.
- Dobson, W.D. and L.E. Salathe, “Analysis of the Effects of Federal Milk Orders on the Economic Performance of U.S. Milk Markets,” American Journal of Agricultural Economics, 61(1979): 213-227.
- Dobson, W.D., “Improving Instructional Programs in Agricultural Economics and Economics: A Comparison of the Malaysian and U.S. Experiences,” Malaysian Journal of Economics, 1(1980): 61-74.
- Dahl, W.A., W.D. Dobson, and D.H. Veium, “Effects of a Mandatory Equity Retirement Plan on Cooperative Solvency and Financial Strength,” Agricultural Finance Review, 42(1982): 31-39.
- Dobson, W.D., “Future Directions for Agricultural Policy: Discussion,” American Journal of Agricultural Economics, 66(1984): 240-241.
- Dobson, W.D., “Will USDA Farm Programs Remain Highly Resistant to Change?” American Journal of Agricultural Economics, 67(1985): 331-335.
- Dobson, W.D., “Issues in Undergraduate Agricultural Economics Curricula: Comment,” American Journal of Agricultural Economics, 69(1987): 1045-1046.
- Dobson, W.D. and F.L. Barnard, “The Problems and Prospects of the Farm Credit System,” Agribusiness—An International Journal, 3(1987): 323-337.
- Dobson, W.D. and J.T. Akridge, “Establishing Agribusiness Research Priorities and Coordinating Agribusiness Research,” Agribusiness—An International Journal, 5(1989): 315-333.
- Dobson, W.D., “The Competitive Strategy of the New Zealand Dairy Board,” Agribusiness—An International Journal, 6(1990): 541-558.
- Dobson, W.D., “There Must Be a Better Way to Repair Milk Orders,” Choices, 1st Quarter 1991, p. 36.
- O’Neil, J.C., J.T. Akridge, and W.D. Dobson, “Hedging Farm Credit System Bonds,” Agribusiness—An International Journal, 7(1991): 563-576.
- Dobson, W.D. and A.N. Rae, “How New Zealand’s Agribusinesses Responded to Rogernomics,” Agribusiness—An International Journal, 1(1991):57-70.

- Dobson, W.D., “The Deregulation of the U.S. Dairy Industry—Implications for World Dairy Markets,” Agribusiness—An International Journal, 8(1992): 457-471.
- Dobson, W.D., “Competitive Strategies of U.S. Fluid Milk Processors: A Case Study,” Agribusiness—An International Journal, 8(1992): 425-444.
- Dobson, W.D., “Developments in the U.S. Dairy Industry: Implications for Australasia,” Australasian Agribusiness Review, 1(1993): 47-54.
- Dobson, W.D. and P. Luby, “How Business Economists Keep Their Jobs: Lessons for Ag Economists and Their Institutions,” Choices, 2nd Quarter 1994, pp. 26-30.
- Akridge, J., W.D. Dobson, and M. Holschuh, “Positioning Agricultural Economics Departments to Serve Agribusiness Graduate and Professional Education Markets,” American Journal of Agricultural Economics, 76(1994): 1193-1198.
- Dobson, W.D., “Strategies for Declining Academic Enterprises,” Choices, 3rd Quarter 1995, pp. 29-33.
- Dobson, W.D., “The New Zealand Dairy Board—Will the Board’s Monopoly Exporting Privilege Survive?” Choices, 1st Quarter 1998, pp. 8-13.

Book Chapters (Authored or Co-Authored)

- Helmberger, P.G., G.R. Campbell, and W.D. Dobson, “Organization and Performance of Agricultural Markets,” A Survey of Agricultural Economics Literature, Vol. III, published by the University of Minnesota Press for the American Agricultural Economics Association, 1981, pp. 503-653.
- Babb, E.M., R.D. Boynton, W.D. Dobson, and A.M. Novakovic, “Milk Marketing Orders,” Chapter 6 in Federal Marketing Programs in Agriculture: Issues and Options, Interstate Printers and Publishers, Danville, Illinois, 1983, pp. 159-198.
- Barnard, F.L. and W.D. Dobson, “The Prospects for Successfully Restructuring the Farm Credit System,” Chapter 11 in Food, Policy, and Politics: A Perspective on Agriculture and Development, Westview Press, Boulder, Colorado, 1989, pp. 238-266.
- Dobson, W.D. and A.N. Rae, “Responses of Selected Agribusinesses to Economic Liberalization,” Chapter 12 in Farming Without Subsidies, MAF Corp., Wellington, New Zealand, 1990, pp. 223-252.
- Dobson, W.D. and K.T. Haygood, “Agriculture: Adjusting to Economic and Policy Realities,” Chapter 5 in Wisconsin Economy in the Year 2000, Wisconsin Economic Study No. 23, University of Wisconsin-Madison, School of Business, 1991, pp. 42-51.
- Dobson, W.D. and K.T. Haygood, “Agriculture: A Sector in Transition,” Chapter 8 in Dollars & Sense—Policy Choices and the Wisconsin Budget, Volume II, The Robert M. La Follette Institute of Public Affairs, University of Wisconsin-Madison, 1991, pp. 181-213.
- Dobson, W.D., “The Economy—What Politicians Can Really Do,” Chapter 3 in American Cooperation, 1993, pp. 35-47.
- Dobson, W.D. and R. Cropp, “The Dairy Marketing Initiative of Upper Midwestern Cooperatives,” Chapter 8 in Competitive Strategy Analysis for Agricultural Marketing Cooperatives, Westview Press, Boulder, Colorado, 1994, pp. 185-200.

- Dobson, W.D., “The BST Case,” Chapter 11 in Perspectives on Food Industry/Government Linkages, Kluwer Press, August 1997, pp. 141-158.
- Dobson, W.D., “Cuando las empresas estadounidenses de lacteos se convertiran en importantes exportados?” (When Will U.S. Firms Become Major Dairy Exporters?) Chapter 6 in Dinamica Del Sistema Lechero Mexicano en el Marco Regional Y and Global, (Published by) Instituto de Investigaciones Economicas, Universidad Nacional de Mexico, February 1999, pp. 145-166.

CURRENT RESEARCH

Currently carrying out (a) country study research on India’s dairy industry, emphasizing impacts of India’s dairy sector on rural employment, rural development, and dairy imports, (b) strategic management research relating to agribusinesses, and (c) research relating to potential impacts of free trade agreements on U.S. agribusinesses and probable effects of WTO Doha Round trade negotiations on the U.S. dairy industry.

TEACHING AND ADVISING

University of Wisconsin-Madison

- Agricultural Economics 547 (Problems in Agricultural Business Management), 1970-1971 through 1974-1975. This elementary operations research course dealt with statistical decision theory, financial management techniques, linear programming, and computer techniques.
- Agricultural Economics 811 (Economics and Firm Management), 1970-1971 through 1974-1975. This graduate course applied statistical decision theory, computer simulation, and mathematical programming to problems of the firm.
- Farm and Industry Short Course (Agricultural Marketing), 1969-1970 through 1972-1973, and 1991-1992.
- Agricultural Economics 423 (Commodity Markets), 1972-1973 through 1974-1975, with A.C. Johnson, and 1991-1992.
- Agricultural Economics 905 (Workshop on Economics of U.S. Agriculture), 1972-1973.
- Agricultural Economics 399 (Coordinative Internship), 1973-1974 through 1980-1981, and 1991-2001.
- Agricultural Economics 215 (Introduction to the Economics of Agriculture), 1975-1976 through 1980-1981, and 1991-92.
- Agricultural Economics 427 (Agricultural Policies), 1993-1994 through 1995-1996.
- Agricultural Economics 375 (Professional Agri-Selling), 1992-93 through 1994-1995.
- Agricultural Economics 426 (Quantitative Methods in Agricultural Economics) with M. Johnson, 1995-1996 through 1996-1997.
- Agricultural & Applied Economics 575 (Agricultural, Trade, and Environmental Policies), 1998-1999.
- Agricultural & Applied Economics 575 (Seminar in Agribusiness), with B. Marion and B. Jones, 1998-1999 through 2002-2003.

Massey University, New Zealand

- Agricultural Economics and Business 12.535 (Agribusiness Organization and Management), 1989. This course for 3rd year, 4th year, and beginning graduate students dealt mainly with strategic management and industrial organization.
- Agricultural Economics and Business 12.241 (Agricultural Marketing Policy and Horticultural Business Systems), 1989. This was a marketing and business management course for 2nd and 3rd year students.
- Agricultural Economics and Business 12.209 (Agricultural Business and Economics), 1989. This was a business management course for 2nd and 3rd year students.

Purdue University

- Agricultural Economics 430 (Agricultural Business Management Policy), 1986-1987 and 1987-1988. This course for juniors and seniors dealt with strategic planning for agricultural businesses.

American International University, Dhaka, Bangladesh

- AB 5001 (Food and Agribusiness Management Strategies), October-November 2004. This course for MBA in Agribusiness students at American International University students dealt with business strategies.

CONSULTING ACTIVITIES

| <u>Dates</u> | <u>Client</u> | <u>Nature of Activity</u> |
|---------------------|--|---|
| 1974-1976 | Robert W. Baird, Inc. Milwaukee, WI | Wrote <u>Baird Farm Forecaster</u> , a Monthly Commodity Newsletter. |
| 1979 | National University of Malaysia, Kuala Lumpur | Provided Advice on Restructuring of Department of Agricultural & Resource Economics |
| 1984 | Economic Perspectives, Inc. Washington, D.C. | Reviewed study of USDA Sugar Price Support Program |
| 1984-1985 | Peanut Advisory Board, New York, NY | Conducted Study of Economic Effects of USDA Peanut Price Support Program |
| 1984 | Office of International Cooperation and Development, USDA | Prepared Economics Section of Report of the Project Advisory Committee for the Morocco Planning, Economics, and Statistics for Agriculture Project |
| 1992 | Center for Agricultural and Rural Development, Iowa State University | Taught Marketing Workshops in Russia and Ukraine |

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| 1993 | FUCREA (Agricultural Industry Group in Uruguay) | Consulted with Group on Dairy Marketing and Exporting Practices |
| 1995 | Abt Associates, Inc., Bethesda, MD | Reviewed Report on the Competitive Practices of the New Zealand Dairy Board |
| 1997 | Cargill, Asia-Pacific, Singapore | Conducted Trade Policy Study for Cargill |
| 1998 | Center for Agricultural Business (CAB), Purdue University | Advised CAB Clients on U.S. and Canadian Dairy Trends and Business Strategies |
| 2003 | U.S. Agency for International Development, (USAID-Nicaragua) | Evaluated the Competitiveness of Nicaragua's Dairy Industry and Exporting Practices of Nicaraguan Dairy Firms |
| 2003 | Louis Berger Group, Inc., East Orange, NJ and Washington, D.C. | Reviewed Curriculum and Developed Case Studies for MBA in Agribusiness to be Offered by the American International University, Dhaka, Bangladesh |
| 2004 | Louis Berger Group, Inc., East Orange, NJ and Washington, D.C. | Served as Visiting Professor at American International University (AIUB). Taught Course in Strategy for MBA in Agribusiness Program offered by AIUB. |

AREAS OF INTEREST IN CONSULTING

International consulting in the areas of agribusiness, international marketing/trade, and agricultural policy.