

NOTE FROM THE CHAIR

Rachael Goodhue,
 Professor and Department Chair

As we near the end of spring quarter and look forward to commencement, we reflect on the past year.

2018-19 saw several transitions. Dee Shannon, member of the Managerial Economics advising team, retired. Her successor, Chris Guevarra, joined us, as did coordinator Sara Mitchell. Faculty members Leslie (Bees) Butler, Richard Green, Lovell (Tu) Jarvis, and Jim Wilen retired. Assistant Professor Mark Agerton joined us.

We value enriching our students' education with opportunities to interact with people outside academia. Exciting speakers from Cobank, Land O'Lakes and elsewhere shared their knowledge with Managerial Economics students studying cooperatives. Major Kristin Chen won a scholarship offered by the Yolo Federal Credit Union for a student interested in consumer financial wellbeing. And, the 20th California Agribusiness Executive Seminar, sponsored in partnership with Wells Fargo Bank, offered insights to industry leaders through case studies and participation by the case study executives in seminar discussions.



Master's students pose at the June 2018 commencement ceremony with ARE Graduate Administrative Committee Chair and Professor Pierre Mérel.

2018 PH.D. GRADS

- Ellen Bruno (UC Berkeley)
- Huang Chen (Xiamen University)
- Xinzhe Cheng (USDA)
- Xiaomeng Cui (Jinan University)
- Maxime Depalle (Veolia)
- Georgi Gabrielyan (USDA)
- Meilin Ma (Purdue University)
- Kjersti Nes (EU Joint Research Centre)
- Francisco Javier Parada Gomez Urquiza (World Bank)
- Rubén Irvin Rojas Valdés (Center for Research and Teaching in Economics)
- Heidi Schweizer (North Carolina State University)
- Tianxia Zhou (Uber)

Managerial Economics Best in U.S.

#1 Most Popular
#4 Top-Ranked

In 2018, the UC Davis Department of Agricultural and Resource Economics was ranked as having the No. 1 "Most Popular" and No. 4 "Top-Ranked" Managerial Economics undergraduate program in the United States, according to www.collegefactual.com. Outstanding students are our secret to success.



Prior to receiving his Managerial Economics bachelor's degree, Yige Gu delivers the student address at the UC Davis College of Agricultural and Environmental Sciences bachelor's degree morning ceremony in June 2018.

Career Workshop for M.S. Students

One-on-one resume critiques and creating elevator speeches were highlights of the ARE department's inaugural M.S. Career Development Workshop in spring quarter 2018.

"For our first offering, it went very well," said ARE Professor Pierre Mérel, chair of the ARE Graduate Administrative Committee.

The purpose of the workshop was to help students in the ARE Master's Degree Program be better prepared for the job market.

M.S. alumnae Laila Salimi and Renée A. Vassilos spoke about their professional experiences after graduating from UC Davis.

"It was a wonderful opportunity to hear how graduates of our program are applying their degree in a variety of fields," M.S. student Sean Maxson said.

The surprise activity of the day was taking 25 minutes to develop an "elevator pitch," a five-minute statement from each student summarizing why he or she should be hired. Split into pairs, students actually rode the elevator with each other from the fourth-floor ARE Library to the basement level of the Social Sciences and Humanities Building and back, taking turns giving their elevator pitches.

"The Career Development Workshop was very helpful

to prepare for the job search post-graduation," Maxson said.

M.S. IN ACTION



While touring Wonderful Nurseries, M.S. students try grafting strong rootstock to a grapevine scanned for viruses. For an M.S. program capstone project, these students broadened research to demonstrate that if farmers planted virus-screened grapevines in previously untested CA regions, benefits are in the tens of millions of dollars.

HONORS AND AWARDS FACULTY

- Julian Alston - AARES Quality of Research Discovery Award
- Colin Carter & Aaron Smith - AAEA Outstanding AJAE Article
- Michael Carter - University of Cape Town Honorary Professor
- Katrina Jessoe - UC Davis Chancellor's Fellow
- Tina Saitone - UC Davis Academic Federation Award for Excellence in Research
- J. Edward Taylor - AAAS Fellow
- Steve Vosti - Chancellor's Award for International Engagement
- James Wilen - Marine Resource Economics Publication of Enduring Significance Award
- Jeffrey Williams - AAEA Publication of Enduring Quality Award

PH.D. STUDENTS

- Oscar Barriga Cabanillas - UC Davis Miguel Velez Fellowship for Spring 2018
- Ellen Bruno - UC Davis ARE 2019 Best Dissertation & Gordon A. King Award (Chairs: Katrina Jessoe and Richard Sexton)
- Xiaomeng Cui - Chinese Government Award for Outstanding Self-Financed Students Abroad
- Anubhab Gupta - UC Davis Graduate Studies Outstanding Graduate Teaching Award
- K. Aleks Schaefer (2017) - UC Davis ARE 2018 Best Dissertation & Gordon A. King Award; AAEA Outstanding Doctoral Dissertation Award (Chair: Rachael Goodhue)
- Matthieu Stigler - UC Davis

- Provost's Dissertation Year Fellowship in the Arts, Humanities and Social Sciences
- Joakim Weill - UC Davis Graduate Studies Outstanding Graduate Teaching Award

MASTER'S STUDENTS

- Pablo Valdes-Donoso - UC Davis ARE 2018 Best M.S. Thesis (Chair: Tu Jarvis)
- Xun Wang - UC Davis ARE 2019 Best M.S. Thesis (Chair: Katrina Jessoe)

UNDERGRADUATE STUDENTS

- Emily Eby - 2018 Managerial Economics Outstanding Senior
- Austin Prewitt - 2018 WAEA Outstanding Senior
- Lujie (Roger) Zhou - Dean's Circle Award

Bloomberg Trading Challenge

A team of mostly Managerial Economics majors ended the Bloomberg Trading Challenge with a portfolio worth \$1,007,000. Having started the two-month competition with \$1 million, however, meant the profits weren't quite enough to advance to the finals. But the benefits are still significant.

"The Bloomberg Terminal is a very valuable tool," said Zach Chase, a third-year Managerial Economics major. "It takes everything we've learned over the past three years and puts it all in one spot. It's best to learn with live and immediate feedback."

The Bloomberg Terminal is a comprehensive database utilized by worldwide financial firms to access real-time market data, news and research, analytics, and more. The trading challenge is an invitation-only, skill-based contest in which college teams of three to five people generate an investment strategy and execute simulated trades on a closed Bloomberg network via the terminal to generate the highest return.



Managerial Economics students interact with the Bloomberg Terminal in the ARE Library at the end of the Bloomberg Trading Challenge.

The team often met as early as 6 a.m. in the Department of Agricultural and Resource Economics Library to logon to the Bloomberg Terminal and implement their investment strategy.

"It was super fun and really impactful," team captain James Dolla said. "To be able to invest in something then watch it tank made it real."

For example, the team invested in one company that was 10 percent up, and then the next day was 30 percent down.

"The figures didn't change, seemingly just sentiment made the market work," Dolla said.

All teammates said they enjoyed the experience and were grateful to gain access

to such a powerful tool that professionals use every day through paying a significant annual subscription.

"I think it's great," said Makaela Rietman, who decided to join the team in part because of how her father always spoke about investing. "It's not something we college students can afford to have at home, and it's a bonus for being attractive to employers later on."

Danielle Dy also joined the team in part because of how much her mother and father discuss investing. A bonus for Dy and Rietman is that they now can keep up in trading conversation with their parents, and in some situations, even know a bit more.

FYS Introduces Consulting Profession

One of Justin Garey's greatest takeaways from the First-Year Seminar (FYS) "I Want to Be a Consultant, I Just Don't Know What They Do" was learning the difference between a process and a project.

"A process needs to be efficient and smart and a project can be quick and ugly, solving the immediate problem," said Garey, a junior majoring in Managerial Economics. "Applicable to real life, I wish I knew it 10 years ago."

Lecturer Jerry Lundblad explained that one of the concepts taught in his FYS is that some professions focus on a process, such as the repeated process of maintaining a supply chain. But in the consulting profession, it's a series of individual projects.

"One thing I see is that the students are quite surprised at the breadth of skills and areas of knowledge that consulting firms hold within their human capital—from psychology to chemistry to economics," Lundblad said. "They have a place for everybody in a consulting firm."



Lecturer Jerry Lundblad teaches the First-Year Seminar "I Want to Be a Consultant, I Just Don't Know What They Do."

One part of the course is discussion of key phrases and concepts used in consulting so that students can feel comfortable going into interviews with consulting groups, or on behalf of a consulting firm trying to win a client.

"I now feel comfortable going into interviews," said junior Laili Attai, majoring in Managerial Economics and minoring in Psychology. "I also feel comfortable asking [Lundblad] a serious question or joking in the hallway. He's fun and very personable."

THANK YOU DONORS!

ARE greatly benefits from the generous donations of our supporters, which enable us to provide students with field study trips, speakers from the business world, and more.

SNAPSHOTS OF SUCCESS



Inspired by the Bloomberg Terminal in the Department of Agricultural and Resource Economics, 15 UC Davis students toured the Bloomberg facility in San Francisco for a first-hand career exploration of the financial technology industry.

"They gave us need-to-know tips on how to use Bloomberg as a financial decision-making tool," said Managerial Economics major Eddie Mazariegos. "They also told us when to keep our eyes open for Bloomberg's hiring cycle and what they look for in candidates."



Congratulations Tiger Garcia for being named to a 2018 Google Cloud Academic All-America Division I football team by the College Sports Information Directors of America! Garcia was honored for his successes on the field as a defensive back for the Aggies and by maintaining a 3.94 GPA while earning a Managerial Economics degree.

"Balancing football and Managerial Economics is no joke," Garcia said. "The course load is daunting and football is a big commitment. Staying organized is the best way to balance the two."

A bonus to excelling scholastically is that Garcia was able to bring some Managerial Economics knowledge to the field.

"I learned in Organizational Management that the culture of a business dictates its future success," he said. "For a football program, if guys are not holding each other accountable to a championship standard, the team will experience few wins. Teammates need to push each other every day in the weight room, practice field, film room, and classroom to win football games."

After earning a bachelor's degree in Managerial Economics, Garcia looks forward to having a family and working in finance or sales.

To stay current with ARE news and events, visit www.are.ucdavis.edu. Contact us or subscribe to a weekly summary of ARE news at feedback@primal.ucdavis.edu.