

Curriculum Vitae

S. M. Désiré Agossou

PhD candidate, Small business Management, Entrepreneurship & Strategy
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EDUCATION

PhD in Business Management, Entrepreneurship & Strategy, University of Groningen,
2022 (expected)

Master of Philosophy (“Diplome d’Etude Approfondie”, equivalent of Research Master),
Agricultural & Rural Development Economics, University of Abomey-Calavi, Benin
Republic, 2011 [with First Class Grade]

Master of Science (Agricultural Engineer Degree), Agricultural Economics, Sociology-
Anthropology and Communication for rural development, University of Abomey-Calavi,
Benin Republic, 2008 [with First Class Grade]

RESEARCH AREAS

- Entrepreneurship, Small Business Economics, Management & Strategy
- Structuring of Market-Based Solutions to Employment and Poverty Alleviation
- Agribusiness Policy

PROFESSIONAL EXPERIENCE

Doctoral research, Faculty of Economics and Business/University of Groningen, The
Netherlands, August 2017 – current.

Research assistant, Laboratory for the Study of Poverty and Agriculture Performance
(LEPPA) / Faculty of Agricultural Sciences / University of Abomey-Calavi, Benin
Republic, May 2008 – July 2017.

Selected Consultancy positions,

Business training and management Consultant (West Africa Capacity
Strengthening Assistant) for ICRA (International Centre for development oriented
Research in Agriculture, a Dutch organization) in the framework of 2SCALE project
(Towards Sustainable Clusters in Agribusiness through Learning in
Entrepreneurship) implemented with IFDC and BoP Inc NGOs, May 2016 – July 2017.

Impact Evaluation consultant to “The Hunger Project” NGO (THP-Benin) for the
Baseline, Midline, and Endline studies on the “Her Choice” program, aimed at fighting

child marriage and promoting sexual and reproduction rights of girls through sustainable integrated interventions, July – September 2016 & June – August 2018; for training and program evaluation analysis, October 2016-December 2016.

Consultant (Research Assistant) to IITA (International Institute of Tropical Agriculture) for the project: “*Classical biological control of the papaya mealybug (Paracoccus marginatus) a new invasive and highly polyphagous pest spreading throughout West and Central Africa.*” Application of Cost and benefit analysis method, Stakeholders’ perceptions analysis, estimate of expected returns to investment analysis, October – December 2015.

Agricultural economist statistician for the baseline study on the establishment of stabilization fund for grain cotton price in Benin; study for the ONS-Benin (“*Office National de la Stabilisation des Revenus Agricoles*”), July-August 2015.

Agricultural economist & statistician to Benin government program: Identification of capacity building for (i) producers, (ii) producers organizations and (iii) technicians/ agricultural extension agents, for the formulating of the Benin agricultural sustainable development program to be funded by the 11th European Union Fund for Development, 21 June – 1 July 2015.

Business training Associate Consultant to UNDP and Benin government program «*Promotion de l’Entreprenariat Agricole (PPEA) pour la transformation socio-économique des zones rurales au Bénin*»: Training for business plan development for young involved in agricultural entrepreneurship, December 2013 & Study of Environmental and Social Impact Assessment for the development of Incubation Centres of Youth to promote agricultural entrepreneurship, January 2012.

Associate consultant to IITA (International Institute for Tropical Agriculture) in the framework of the second-program formulation of MCA-Benin (Millennium Challenge Account, a USA program), which aims to **Reinforce the competitiveness of agribusiness to accelerate economic growth and poverty reduction**, through the provision of sustainable Transport & Energy infrastructure, September 2013.

SKILLS LEARNED FROM SELECTED RECENT TRAINING

State of the art knowledge and abilities about micro econometrics using STATA, Survey Research, Multivariate data analysis, and Case Study Research.

State of the art knowledge and abilities about the theory and practice of the impact of microfinance project analysis in developing countries.

State of the art knowledge and (literature review) abilities about management field, such as Strategic Management, Organization Theory, and Organizational Behavior.

State of the art knowledge and abilities about Monitoring and Evaluation of Food and Nutrition Security Programs: Economic Modelling for Food Security Analysis

(Microeconomics & Macroeconomics of food security; Food Insecurity and Social Policy: Price manipulations and social safety nets) - Measurement of Food and Nutrition Security, parameters and indicators at various levels (individual, community, local, national, regional and international) & Modeling the economic impacts of climate change in the agricultural sector.

WORKING PAPERS (IN PROGRESS)

Agossou, D., Arque-Castells, P., & Lutz, C. Business Training and Market Infrastructure Development Programs in Developing Countries: An Institutional Complementarities Perspective, paper presented at the SMS (Strategic Management Society) 41st annual conference, 18 – 21 September 2021 Virtual Toronto (online conference).

Agossou, D., Arque-Castells, P., & Lutz, C., Surroca, J. Need versus Solution Absorptive Capacity: moderating effects on NGOs' interventions in developing countries, paper presented at the DRUID21 Conference, 18 – 20 October 2021, Copenhagen.

PUBLICATIONS & SCIENTIFIC DOCUMENTS

Dossouhoui, F.V., **Agossou, S.M.D.**, Adegbidi, A., Mendez del Villar, P., Tossou, C. R., & Lebailly, P. 2017. Analyse de la rentabilité financière de la production de semence du riz au Bénin. *Journal of Applied Biosciences*, 113 : 11267-11275.

Adeoti, R.; Coulibaly, O.; **Agossou, D.**; Goergen, G. and Tamo, M. 2016. Technical inefficiency and papaya farm size in West Africa: A stochastic frontier approach on Benin and Ghana data. *International Journal of Agriculture and Environmental Research*, Vol. 02(03) pp. 471-486.

Gantoli, G., Oebel, H., **Agossou, D.S.M.** and Gerhards, R. 2015. Socio-economic reasons for high weed infestations in Northwestern Benin maize (*Zea mays* L.) production systems. *African Journal of Agricultural Research*, Vol. 10(53), pp. 4967-4974.

Adegbidi, A. B., Mensah, R., Vidogbena, F. and **Agossou, D.** 2012. Determinants of ICT use by rice farmers in Benin: from the perception of ICT characteristics to the adoption of the technology. *Journal of Research in International Business and Management*, Vol. 2(11) pp. 273-284.

Agossou, D.S.M., Tossou, C.R., Vissoh, V.P. and Agbossou, K.E. 2012. Perception des perturbations climatiques, savoirs locaux et stratégies d'adaptation des producteurs agricoles béninois. *African Crop Science Journal*, Vol. 20, Issue Supplement s2, pp. 565 – 588.

Agossou, S., M., D. 2011. Determinants of the use of ICT, Impact on market access and livelihoods of rice producers in the Central Region of Benin. *Research Master (DEA) Thesis*, FSA/UAC. 82p.

Agossou, D. 2008. Adaptation to climate change: perceptions, local knowledge and coping strategies of producers of the communes of Glazoué and Savalou in central Benin. Master of Science *Thesis "Ingénieur Agronome"* FSA/UAC. 132p.

AD-HOC ACADEMIC REVIEWER

- Small Business Economics (SBEJ)

TEACHING EXPERIENCE, University of Abomey-Calavi, Benin
Daily advisor for 3 MSc theses in agricultural economics (completed in 2020).

PROFESSIONAL ACTIVITIES

Conferences: Parallel Session Discussant for the DRUID Conference 2021, Copenhagen.

Membership In Professional Organizations: Strategic Management Society.

SKILLS IN COMPUTER AND STATISTICAL SOFTWARE

- Microsoft office (Excel, ACCESS, PowerPoint, Word,) [*Advanced level*];
- SPSS and STATA [*Advanced level*], R [*Intermediate level*].

LANGUAGE ABILITY

	Reading	Writing	Speaking
French	Advanced level	Advanced level	Advanced level
English	Advanced level	Advanced level	Advanced level

SCHOLARSHIP AWARD

- Nuffic scholarship (Dutch Government scholarship) for the PhD study, 2017.
- Coimbra scholarship, for a one-month stay (1st to 30th September 2015) at the University of Groningen to prepare the thesis proposal.
- IDRC scholarship for the Research Master study, 2010, through the research group eARN-Africa (eAgricultural Research Network for the project « Effectiveness of Electronic-Based Interventions in Linking African Farmers to Markets »).
- Excellence government scholarship for the Master of Science study, 2003.

REFERENCES

Jordi Surroca, Full Professor, Strategy, International Business and Entrepreneurship, University of Liverpool Management School. Email: J.Surroca@liverpool.ac.uk

Clemens Lutz, Associate Professor, Small Business Economics and Management, Department Innovation Management and Strategy, University of Groningen. Email: c.h.m.lutz@rug.nl

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S. M. Désiré AGOSSOU