MANOJ SHARMA

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PROFESSIONAL SUMMARY

Agricultural economist-in-training specializing in agricultural production, market, and the environment, with field experience on agricultural research and development programs. Proficient in data analytics and visualization; Having a record of publications and talks on issues of production, trade, and environmental issues. Seeking opportunities to advance research and policy impact at the nexus of production, trade, policy and the environment.

WORK HISTORY

Research Assistant, Department of Agricultural Economics, Kansas State University 2023–Present
Advisor: Prof. Nelson B. Villoria
- Estimated domestic trade costs from soy-producing hubs to ports in Brazil using geospatial features
- Collected, cleaned, and curated datasets on the Brazilian soy sector

Teaching Assistant, Department of Agricultural Economics, Kansas State University 2022–2024
- International Trade and Agricultural Markets (AGEC 840), Spring 2024
- Agricultural Economics and Agribusiness (AGEC 120), Fall 2022

Agriculture Officer, Income Generation Team, Korea Institute for Development Strategy 2021–2022
- Developed planning-level documents for livelihoods components, including the Detailed Implementation Plan, Annual Work Plan and Budget, and performance-tracking frameworks
- Led the competitive selection of a local NGO implementation partner to implement the project
- Launched the project across three local municipalities and corresponding government agencies
- Interviewed, hired, and trained three field staff on the project's agricultural components

Livelihood Officer, Local NGO, Nepal Aug 2020–Jul 2021
- Conducted livelihood assessments of 250+ low-income households and delivered income-generation support

High School Teacher, Sitaram High School, Nepal 2018
- Taught farm management and occupational/vocational education for grades 8–10

PHD RESEARCH

Chapter 1: Costly Regulation, Minimal Results: The EU's Deforestation Regulation Effect on Global Soy Market.

- Built a global panel of bilateral soy (soybean, soybean oil and soybean cake) trade with tariffs and standard gravity covariates
- Estimated a structural gravity model to recover trade elasticities and general-equilibrium price indices.
- Simulated the European Union Deforestation Regulation (EUDR) compliance-cost scenarios to quantify impacts on producer prices, consumer price indices, trade reallocation, and terms of trade across regions.
- Status: under revision at the European Review of Agricultural Economics; code and workflow implemented in R with fully reproducible pipelines.

Chapter 2: The effect of foreign demand on deforestation-commodity level analysis

- Compiled an annual country-by-commodity panel (137 countries; 18 agricultural commodities) linking foreign demand shocks to deforestation outcomes using high-resolution tree-cover loss and land-cover change data.

- Constructed shift–share measures of foreign demand growth by commodity that exclude each origin's own exports to isolate plausibly exogenous demand variation.
- Estimated two-way fixed-effects models to identify the effect of foreign demand on deforestation and cropland expansion
- Quantified heterogeneous effects across commodities (cassava, cocoa, coffee, fibre, fruits, maize, nuts, other cereals, other oilseeds, cattle, pulses, rice, rubber, soybean, stimulants, spices and aromatic, sugar, and vegetables).
- Status: Manuscript under preparation; code and workflow implemented in R with fully reproducible pipelines.

Chapter 3: Land Prices, Internal Trade Costs, and Land-Use Change in Brazil

- Assembled a municipality-level panel combining land-price data, crop and pasture area, and a geospatial transport network that maps least-cost routes from municipalities to export ports using road, rail, elevation, and distance frictions.
- Estimated domestic trade costs from each municipality to ports and studied how these costs capitalise into land prices and influence conversion to forest.
- Implemented reduced-form and structural approaches to quantify elasticities of land-use conversion with respect to land prices and internal market access
- Analyzed heterogeneity by biome (for example, Amazon, Cerrado).
- Status: Manuscript under preparation; code and workflow implemented in R, Python and ArcGIS Pro with fully reproducible pipelines.

EDUCATION

Ph.D. in Agricultural Economics, Kansas State University (GPA: 3.93) 2022–2026
Major Advisor: Prof. Nelson B. Villoria
Dissertation: *International Agricultural Trade, Deforestation, and Global Agricultural Markets* (proposed)

M.S. in Agricultural Economics, Agriculture and Forestry University (AFU), Nepal (GPA: 3.92) 2018–2020
Major Advisor: Prof. Shiva Chandra Dhakal
Thesis: *Competitiveness of the banana value chain in the Hetauda–Dumkibas road corridor, Nepal*

GRANTS SCHOLARSHIPS AND AWARDS

ISC-International Student Scholarship ($1,000) 2025
AAEA Travel Grant, AAEA & WAEA Joint Annual Meeting ($500) 2025
IFAMA Case Study Competition, New Zealand (First Place) 2023
K-State Alumni Association International Student Scholarship ($750) 2023
Staley School of Leadership Scholarship ($1,000) 2023
MS Thesis Research Grant — DOREX/AFU and VCDP/UNDP, KOICA, MOALD ($1,304.34) 2019
Full Scholarship for MS program (Merit Rank: 1) — AFU, Nepal 2018–2020
Full Scholarship for B.Sc. program — Tribhuvan University, Nepal 2013–2017

SELECTED PEER-REVIEWED JOURNAL ARTICLES

Sharma, M., & Pudasaini, A. (2021). What motivates producers and consumers towards organic vegetables? A case of Nepal. *Organic Agriculture*, 1–12. https://doi.org/10.1007/s13165-021-00354-2

Sharma, M., Chandra Dhakal, S., Adhikari, R. K., & Tiwari, U. (2021). Profitability, productivity and resource use efficiency of banana production in Hetauda–Dumkibas road corridor, Nepal. *Cogent Food & Agriculture*, 7(1), 1917134. https://doi.org/10.1080/23311932.2021.1917134

Additional publications available upon request or at the website above.

OPINION ARTICLES

My trip to New Zealand: Lessons for Nepal's agri-business and agri-tourism — July 24, 2023

TRAININGS

GTAP Short Course: Theory and applications of CGE analysis with the GTAP model — June 3-August 9, 2024
Fundamentals of CGE Modeling: By Cornerstone

TECHNICAL SKILLS

Analysis & visualization: STATA (+5 years), R (+5 years), Python (+3 years), ArcGIS Pro (+1 year)
Writings (.docx, .pdf & .html): LaTeX (+3 years), Quarto in R (+1 year)

CONFERENCES & SEMINARS

Extension

Sharma, M., & Villoria, N. B. Costly Regulation, Minimal Results: The EU's Deforestation Regulation Effect on Global Soy Market. Risk and Profit Conference. Kansas State University, August 21, 2025 (**Evaluation:** Speaking Quality: 4.5/5 and Content: 4.5/5)

Academic

Sharma, M., & Villoria, N. B. Costly Regulation, Minimal Results: The EU's Deforestation Regulation Effect on Global Soy Market. AAEA & WAEA Joint Annual Meeting, Denver, July 26-29, 2025

Sharma, M., & Villoria, N. B. Costly Regulation, Minimal Results: The EU's Deforestation Regulation Effect on Global Soy Market. Agricultural Economics Department Seminar. Kansas State University, July 23, 2025

PROFESSIONAL SERVICES

GTAP Conference — Abstract Reviewer — 2025
Referee — Journal of Food System and Community Development
Secretary — Graduate Agricultural Economics Graduate Student Association (GSAE) — 2022–2023
Member — Equity Advisors Circle, JAFSCD — 2022–2023
International Service (Agriculture) — Staley School of Leadership: South Africa — Jul 3–19, 2023