COVER LETTER FOR APPLICATION TO PARTICIPATE IN NBER ENTREPRENEURSHIP RESEARCH BOOT CAMP AND WORKING GROUP MEETING

Agribusiness Management Unit

Schl. of Agric. & Nat. Resources

Mulungushi University

Great North Road Campus

P.O. Box 80415

Kabwe, Zambia

06-03-2012

The Selection Committee

NBER Entrepreneurship Research Boot Camp

Dear Sir/Ma,

Expression of Interest in NBER Entrepreneurship Boot Camp

I have read your call for applications to the above programme and I wish to be accepted as a participant. I am a university teacher with a PhD in Agricultural Economics. I currently teach Agricultural Business Management in a new university that is due to produce its first set of graduates in September, 2012.

Owing to increasing graduate unemployment in Africa, the Agribusiness Curriculum in my university is designed to include two entrepreneurship courses now but more are envisaged in our first curriculum review later this year. Therefore, attending your programme will more suitably equip me to give these courses envisioned to make our agribusiness graduates become job-creators rather than job-seekers. Also, a good proportion of final year agribusiness students are being goaded towards entrepreneurship-related research to motivate them to want to start businesses of their own. This demands that lecturers advising students' research are themselves conversant with the state of knowledge in cutting-edge entrepreneurial research. I have no doubt that being accepted to participate in your Working Group Meeting and Boot Camp will build my competencies as advisor of students' research in entrepreneurship.

The Dean of my School, Prof. O.A. Yerokun, has graciously accepted to write a letter of recommendation for me to support my application to participate in the NBER Entrepreneurship Boot Camp and Working Group Meeting.

Thank you in anticipation of favourable consideration of my application.

Mafimisebi, T. E. (PhD)

Phone: +260974798754

E-mail: temafis@yahoo.com

Dr. Mafimisebi, Taiwo Ejiola

Curriculum Vitae

Current Position: Senior Lecturer

Profession: Agricultural Economist

Born: June 26, 1969

Sex: Male

Nationality: Nigerian

E-mail: temafis@yahoo.com

Postal Address: Agricultural Business Mgt. Unit,
Mulungushi University (MU),
P.O Box 80415, Kabwe, Zambia

Physical Address: Flat No 55, MU Staff Quarters
Great North Road Campus, Kabwe

Phone: +260974798754

Key Qualifications

Mafimisebi is an agricultural economist with vast experience in agricultural marketing/agribusiness management and social research focusing on rural development, development project evaluation, health economics and poverty reduction among rural households. His key research, professional and experiential qualifications include issues related to marketing efficiency and welfare of rural agricultural entrepreneurs using sustainable livelihoods framework. His research and development work also focuses on commodity market operations, yield performance of agriculture and agro-allied concerns and effective management of agricultural resources. He has published in the areas of poultry/aquaculture/fisheries economics and trade, agribusiness finance, gender issues and agricultural household health economics.

Key Academic and Professional Qualifications

- Doctor of Philosophy (2006), University of Ibadan, Nigeria.
  Thesis title: Spatial Price Equilibrium and Fish Market Integration in Nigeria

- Master of Science (1995) University of Ibadan, Nigeria.
  Dissertation: Profitability and Yield Performance of Selected Fish Farms in Ilaje Ese-Odo Local Government Area of Ondo State, Nigeria

- Bachelor of Science (Agriculture, 1992). University of Ibadan, Nigeria
  Project: Responses to Salinity in Five Varieties of Telfairia (*Telfairia occidentalis*).

Professional Record

- **Agribusiness Management Unit, Mulungushi University, Great North Road Campus, Kabwe, Zambia. Senior Lecturer, February 2012- Till Date.**
- **Department of Agricultural Economics and Extension, The Federal University of Technology, Akure, Nigeria.** Lecturer I, October, 2007, Senior Lecturer, October 2010.
- **Department of Agricultural Economics and Farm Management, University of Agriculture, Abeokuta, Nigeria.** Lecturer Grade II, 2002 – 2004.
- Research Associate to Dr. (now Professor) Okunmadewa F.Y., consultant to the World Bank on poverty reduction, 2000 – 2002.
- **Department of Agricultural Economics and Extension, Edo State (now Ambrose Alli) University, Ekpoma, Nigeria.** Sept. 1999 – Aug. 2000.

Courses Completed during PhD Programme

1. Advanced Micro-economic Theory-AEE 801
2. Advanced Macro-economic Theory-AEE 802
3. Human Capital Development-AEE 806
4. Advanced Agricultural Finance-AEE 803
5. Readings in Advanced Quantitative Techniques-AEE 808
6. Advanced Agribusiness Management-AEE-807

Study Grants

1. CERAD Fellowship award for a study on "Impact of Exploration and Mining of Solid Minerals on Agro-Mining Communities in Nigeria (Research is in Progress).
2. FUTA Senate Research Grant No VCPU/URGC/TS/46 entitled; "Market Fundamentals and Modelling of Wholesale-Retail Price Relationships in Freshwater Fish Marketing in Nigeria" – (₦1, 780, 000.00).

Recently Published Papers in Referred Journals and Books

Oguntade, A.E. and Mafimisebi, T.E. 2011 Contributions of Corporate Social Responsibility to Agricultural and Rural Development in Nigeria. Journal of Sustainable Development in Africa, Pennsylvania, USA

Akinrinola, O.O. and **Mafimisebi, T. E**. 2010 Contributions of Informal Savings and Credit Institutions to Rural Development: Evidence from Nigeria. *Journal of Rural Co-operation*, 38 (2) 2010:187-202

Mafimisebi, T.E. 2010 Technology Adoption and Economic Development: Trajectories from the African Agricultural Industry In: Ekekwe, N. (Ed). *Nanotechnology and Microelectronics*: *Global Diffusion, Economics and Policy,* IGI Global publishers, New York, USA, pp 298-313

Mafimisebi, T.E. *2008* Management of Farm Proceeds for Enhanced Agricultural Productivity: A Case Study of Cassava Farmers in Ondo State, Nigeria. *Journal of Human Ecology, Vol. 24, (2):125-130*

Mafimisebi, T.E 2007 A Comparative Economic Analysis of Two Cassava-Based Business Activities Exclusive to the Female Gender in Oyo State, Nigeria. *Journal of Agricultural Extension*, Vol.10 (2007) Pp1-11

Mafimisebi, T. E. and Okunmadewa, F. Y. 2006 Comparative Yield Performance of Upland and Mangrove Fish Farms in Selected Maritime States of Southwest, Nigeria. Paper delivered at the 13th biennial conference of International Institute of Fisheries Economics and Trade, Portsmouth, UK

Mafimisebi, T. E. Okunmadewa, F. Y., Oyekale A. S. and U. P. Onyeka 2006 Trend Performance in Credit Financing of Rural Business Activities in Nigeria: A Case Study of Community Banks in Ibadan, Oyo State, Nigeria. IJARD, Vol. 7 (1):50 – 60

Short/Extended-term Assignments/Consultancies

- Lead Consultant (September-October, 2011) on a study on **Income Generation, Progression and Sustainability under Fadama III Implementation**. Work is sponsored by the Ondo State Fadama Coordination Office in preparation for the Midterm Review of the Fadama III Programme (completed).
- Research team member (September 20-30, 2009) assigned to **Revenue Generation and Public Finance Sector** in writing the Vision 20,2020 Document for Ekiti State, Nigeria

- Member (September 08-28), team of researchers that fashioned out the **Social Investment Strategy for British Gas Nigeria** (BGN), a company, which at the time of the study was still prospecting for oil and awaiting license to operate in Nigeria.

- Consultant (Dec., 2008- May, 2009) for a study on **''Impact Assessment of the Micro-credit of Ondo State Micro-credit Agency (OSMA) on Beneficiaries and Beneficiaries' Evaluation of OSMA."** A study commissioned by the Ondo State Micro-credit Agency.
- Co-Team Lead (Nov., 2008-April, 2009) for a study on **''Survey of Small and Medium Enterprises in Ondo State, Nigeria"** with the overriding goal of encouraging the utilization of research findings of universities by MSME operators. Study was sponsored by The Federal University of Technology, Akure, Nigeria and was anchored by the Centre for Research and Development of the University.
- Research Team member (April-July, 2008) for a study on **''Energy Pipeline Location''**, awarded to the Centre for Research and Development, The Federal University of Technology, Akure, Nigeria. The report, which was used to determine the most suitable location for the prospective pipe-coating company, was submitted on the Delloitte.
- Member, Team of Consultants (Jan. 4^{th} – 26^{th}, 2005) for a study on **''Development of Financing Strategy for Small-scale and Artisanal Mining Projects in Nigeria.''** Study was commissioned by the World Bank.
- Sole Consultant (June, 2005) for a study on **''Soda Ash Market Survey and Marketing Strategies in Selected Town/Cities of Nigeria.''**

Invited Papers for Public Lectures

1. **Mafimisebi, T.E (2004):** Enhancing National Productivity through Privatization and Commercialization of Public Enterprises in Nigeria: Problems and Prospects: Paper delivered at the 2004 National Productivity Day in Ogun State at the June 12 Cultural Centre. Kuto, Abeokuta.

2. **Mafimisebi, T.E (2006):** Olokola Free Trade Zone: Potential Benefits, Cost and Expectations. An invited paper delivered at Ondo State Oil Producing Area Development Commission (OSOPADEC`s) Annual Stakeholders Forum held at the Fisheries Terminal, Igbokoda, Ondo State, February 10.

3. **Mafimisebi, T.E (2007):** The Olokola Liquefied Natural Gas Project (OKNLG): Challenges and Opportunities for Youth. A paper delivered at the First Ilaje and Ese-Odo National Youth Peace Summit at the Naval Base, Igbokoda, Ondo State, September 21.

4. **Mafimisebi, T.E (2008):** Building Partnership for Job Creation, Employment and Empowerment of Youth at the Local, State, National and International Levels. Text of a paper delivered at the 2nd Ilaje and Ese-Odo Youth Summit held on September 4, at the Naval Base, Igbokoda, Ondo State.

5. **Mafimisebi, T.E. (2009):** Preparing Niger-Delta Youths for Socio-economic Relevance. Text of a paper delivered at the Post Amnesty Programme for Niger-Delta Militants on Friday, November 6, 2009 at the Adegbemile Cultural Centre, Akure, Ondo State, Nigeria.

International Conferences, Courses, Workshops and Training Programmes Attended

2006 (July). Attendance of the Thirteenth Biennial Conference of the International Institute of Fisheries Economics and Trade (IIFET) titled *"Rebuilding Fisheries in an Uncertain Environment"* Portsmouth, U.K, 11-14 July.

2007 (June) Conference on ''Macromarketing and Development: Building Bridges and Forging Alliances''. Washington D.C., USA, 2nd – 5th. Delivered a paper titled '' Long Run Price Integration in the Nigerian Fresh Fish Market: Implications for Marketing and Development'' at the conference.

2007 (June) Training Workshop on "Case-writing in International Seafood Marketing and Trade.'' Organized by the USDA and hosted by the University of Rhode Island, USA, 11th-15th June

2007 (November) Advanced Course on ''Seafood Products Marketing: Trends and Challenges'' held at the Mediterranean Agronomic Institute of Zaragoza, Spain, from 12-16th November.

2008 (March) One-week visiting programme to Clemson University, South Carolina, USA, to observe classes, guest lecture and deliver departmental seminars.

2008 (March) Conference on Partial Credit Guarantee Schemes: Experiences and Lessons, World Bank Main Building, Washington, D.C., USA, 13th-14th March. Delivered a paper titled ''A Perspective on Partial Credit Guarantee Schemes in Developing Countries: The Case of the Nigerian Agricultural Credit Guarantee Scheme Fund.''

2010 (April) Training programme on New Perspectives on Marketing Chains in Small-scale Fisheries and Aquaculture held at the Mediterranean Agronomic Institute of Zaragoza, Spain, from 26-30th April, 2010.

2010 (July) Attendance of the 15th Biennial Conference of the International Institute of Fisheries Economics and Trade (IIFET) titled *"Economics of Fish Resources and Aquatic Ecosystems: Balancing Uses, Balancing Costs"* held in Montpellier, France, 13-17 July.

2011 (March) Conference on Economic Development in Africa organized by the Centre for the Study of African Economies held at St Catherine's College, University of Oxford.

Study Grants and Conference Awards

1. CERAD Fellowship award for 2006 for a study on "Impact of Exploration and Mining of Solid Minerals on Agro-Mining Communities in Nigeria (₦ 2,250,000).
2. FUTA Senate Research Grant No VCPU/URGC/TS/46 entitled; "Market Fundamentals and Modelling of Wholesale-Retail Price Relationships in Freshwater Fish Marketing in Nigeria" – (₦ 1,178, 000).
3. A travel grant of $1000 by the organizing committee to present two papers at the 13th Biennial Conference of the International Institute of Fisheries Economics and Trade titled **''Rebuilding Fisheries in an Uncertain Environment''** in Portsmouth, UK, July 11-14, 2006.
4. Financial support amounting to $1,200 by the organizing committee to present a paper in the 2007 Conference on **''Macromarketing and Development: Building Bridges and Forging Alliances''**. Washington D.C., USA.
5. A full scholarship to the tune of about 1800 Euros (to cover airfare, accommodation and lodgings, insurance, stipend and course materials) awarded by the FAO, CIHEAM, FROM and MAPA for an Advanced course on **''Seafood Products Marketing: Trends and Challenges''** which held from 12-16 Nov., 2007 at Zaragoza, Spain.
6. An award to the tune of $3000 to cover travels, accommodation, feeding, conference materials and other incidentals to deliver a paper at the World Bank Headquarters in Washington, D.C. in a conference organized by the Bank on **''Partial Credit Guarantee Schemes: Experiences and Lessons''** between 13th and 14th March, 2008.
7. A full scholarship to the tune of about 2000 Euros (to cover airfare, accommodation and lodgings, insurance, stipend and course materials) awarded by the FAO, CIHEAM, FROM and MAPA for an Advanced course on **''New Perspectives on Marketing Chains in Small-scale Fisheries and Aquaculture''** which held from 26-30 April., 2010 at Zaragoza, Spain.
8. Aquaculture travel award and free conference registration to the tune of $2000 by the IIFET 2010 organizing committee to present papers at the 15th Biennial Conference of the International Institute of Fisheries Economics and Trade holding in Montpellier, France from 13-18th July, 2010.
9. Full Conference sponsorship to the tune of GBP 2000 covering visa expenses, travels, registration, accommodation and meals to attend and read paper at the CSAE Conference, March 2011 at the University of Oxford. Paper read was titled "Like garbage in garbage out: The effects of sector-targeted public insurance programme on Nigeria's agriculture.

REFEREES

1. Prof. D.O.A Phillip
   Prof. of Econometrics and Farm Decision Theory

   Nassarawa State University, Lafia, Nassarawa State

Nigeria

E-mail: dayophil@yahoo.com

Tel: 234-08037136628

2. Prof. O.A. Yerokun

Dean School of Agriculture & Natural Resources

Great North Road Campus

Mulungushi University

Kabwe, Zambia

E-mail: oyerokun1@yahoo.com

Phone No.: +260977779506

3. Ann L. Shriver

Executive Director, IIFET

Dept. of Agricultural & Resource Economics

Oregon State University

Convallis, Oregon,

97331-3601

USA

Phone: 541-737-1416.

E-mail: Ann. L. **Shriver@oregonstate.edu**

MOTIVATION FOR SEEKING TO ATTEND NBER ENTREPRENEURSHIP RESEARCH BOOT CAMP

MAFIMISEBI T.E. (PhD) is a trained agricultural economist who at present teaches in the Agricultural Business Management Programme in the School of Agriculture & Natural Resources of Mulungushi University, Kabwe, Zambia. I am motivated to attend NBER Entrepreneurship programme for the following reasons.

I am primarily trained in Agricultural Economics with specialization in Agricultural Marketing and Agribusiness Management. At the time of my training for first degree and master, the issue of graduate unemployment in Africa has not become as pervasive as it is now. There were then no entrepreneurship courses in either general agriculture or agricultural economics curriculum. Newly established universities now remedy this by incorporating a number of entrepreneurship courses in agriculture but more especially in the agricultural economics curriculum which is now more popularly dubbed Agribusiness Management. Older universities also seek to achieve this through curriculum review and renaming of department. As an academic staff in Agribusiness Management Programme, there exists a gap to be filled in my competence to give entrepreneurship courses and supervise students' research in entrepreneurship. I believe your programme will be of benefit to me in closing this gap.

Agriculture is now being regarded as the engine of growth for African economies even in countries (like Nigeria and Zambia) where mining contributes a considerable proportion of foreign exchange earnings. In Zambia, agricultural businesses contribute about 40% to the nation's GDP. About 80.3% of the rural and 46.4% of the urban poor are engaged in agribusinesses. Despite copper accounting for over 80% of the nation's revenue, the contribution of this sector to the GDP is only about 30%. Therefore, there is the need for policies and programmes to make the Zambian agriculture attain sustainable development and thus continue to perform its traditional roles more efficiently. Developing a crop of skilled entrepreneurs with access to finance that will consider agriculture as a business is important in this regard. The university is the ultimate academic institution for human capital development and thus plays an indispensable role in boosting the number and quality of entrepreneurs in agriculture through training. How well this is done depends on the quality of university teachers teaching entrepreneurial courses and supervising students' entrepreneurship research. I am therefore confident that participating in your programme will also positively impact, not only my students, but also junior faculty that co-teach courses and co-supervise students with me. Thus, participation in your programme carries a potential positive multiplier effect in my School and University. Your collection of syllabus of over 50 papers to be read by participants will be particularly useful for me in preparing lecture notes in new entrepreneurship courses or enhancing the quality of existing ones.

Also, the budget for training and staff development in my university is very low and is thinly spread on the fairly large number of junior faculty that are still pursuing Master or PhD degrees. Faculty with PhD degrees are largely left to fend for themselves in attending training and capacity building programmes which can enhance their teaching and research competencies. This necessitates my applying for your programme in which the full cost of participation is graciously borne by the organizers. This, I consider a rare opportunity for an African faculty who would not be able to attend if participation were to be personally funded.

My past entrepreneurship related research were in the areas of yield performance of various agriculture and agro-allied concerns such as agricultural marketing ventures, fish farms, livestock farms and efficient management of agricultural resources for enhanced agricultural productivity and sustainable development. As a result of deepening income poverty in the African agricultural sector, I project to tilt my research interest in future towards uptake of cost-reducing and productivity-boosting technologies by agricultural entrepreneurs. This, I think, will result in increased returns to investment. I also plan to look at innovative sources of financing agribusinesses as finance has become one of the most implicated factors in the low performance of African agriculture. The anticipated ultimate outcome of my future research activities is enhancement of income from agriculture and strengthening agricultural entrepreneurs to drive economic development through their investment activities.

As I seek to widen my research on economics of entrepreneurship and entrepreneurship finance in the nearest future because I think there is an established nexus between economic development and the number and quality of entrepreneurs in those sectors of a country's economy which have the potential to drive growth. It is my fervent believe that participating in the NBER Entrepreneurship Boot Camp Programme will enhance achievement of my short and long-term visions of myself as a university faculty having the responsibility to teach, conduct research, advise students' research in entrepreneurship, revise and improve entrepreneurship curriculum or design new ones. Apart from being helped to lay this foundation by attending the Boot Camp, participation in the Working Group will also provide a veritable opportunity for me to build bridges and forge alliances with established experts who can goad me into a research direction and give continued guidance that will make my university's vision of producing Agribusiness graduates who are employers of labour, a reality.

MULUNGUSHI UNIVERSITY

SCHOOL OF AGRICULTURE AND NATURAL RESOURCES

OFFICE OF THE DEAN
GREAT NORTH ROAD CAMPUS, PO BOX 80415 KABWE. TEL: +260 215-222141, FAX 223752

6th March, 2012

The Selection Committee
NBER Entrepreneurship Boot Camp

Dear Sir/Ma,

RE: RECOMMENDATION LETTER ON DR. MAFIMISEBI, TAIWO EJIOLA: APPLICANT FOR NBER ENTREPRENEURSHIP BOOT CAMP AND WORKING GROUP MEETING

I write this letter in support of Dr. T.E. Mafimisebi, a senior member of staff in the Agricultural Business Management (ABM) Programme of the School of Agriculture and Natural Resources (SANR) at Mulungushi University (MU). He has applied to participate in your Entrepreneurship Boot Camp and Working Group Meeting.

The Bachelor of Agricultural Business Management Programme at MU is designed in such a way that graduates that have passed through the programme can become entrepreneurs who can discover business opportunities in agriculture, invest in such opportunities and earn a living from the proceeds emanating from the business with the goal of increasing commercialization of agriculture in Zambia. This has become necessary in the face of increasing graduate unemployment in Zambia and the vast opportunity for economic growth inherent in the Zambian agricultural sector. This is the major reason why our young university (MU) opted for the ABM programme rather than the traditional Agricultural Economics programme. Thus, there is a strong entrepreneurship component in the ABM curriculum and it is our institutional philosophy. We plan to further strengthen this component in our curriculum review which is due soon after the matriculation of our first set of graduates. The ABM programme, which accounts for about 50% of SANR student population is fast assuming the status of a flagship programme at MU.

A recent drive to expand our teaching staff in the ABM programme to meet the growth led to Dr. Mafimisebi's engagement in February, 2012. It is my hope that as a more experienced member of staff, Dr. Mafimisebi will be able to bring his experience to bear and contribute significantly to the growth of the ABM programme in handling the entrepreneurship courses and competently supervise entrepreneurship-related final year projects. He is also expected in future to lead the effort to fashion out the entrepreneurship courses for the ABM graduate programme which is due to commence in the next two years. Dr. Mafimisebi, who was traditionally trained in Agricultural Economics, at a time when entrepreneurship component of that specialty was not strong in Nigeria, will have his capacity to carry out the task of teaching the entrepreneurship courses and advising entrepreneurship research of final year students sharpened by being given the opportunity to participate in your programme. Your working group will in particular afford him the rare privilege of meeting established experts and leading authorities in the field of economics of entrepreneurship and entrepreneurship finance with whom he will be able to build bridges and forge alliances that will ultimately benefit, not only him, but also the junior faculty who work with him and students who are taught and supervised by him. The 50 papers or so that will be made available to participants to read for the programme will be a veritable information source from which Dr. Mafimisebi can periodically update his lecture notes and draw out research topics for final year students, who sometimes need to be helped out with project topics.

Therefore accepting Dr. Mafimisebi's candidature for your funded programme is tantamount to helping SANR and Mulungushi University to achieve the vision of producing agribusiness graduates that will be adding to the critical mass of skilled entrepreneurs who can powerfully impact the Zambian economy in future by investing in Agriculture to make it an engine of growth in Zambia. It is in view of the above reasons that I strongly recommend Dr. Mafimisebi to you as a candidate for your programme. I can be contacted should the need arise for me to provide further information on Dr. Mafimisebi.

Thank you very much.

Yours truly,



Prof. Olusegun A. Yerokun, PhD.

DEAN
ASSOCIATE PROFESSOR, SOIL SCIENCE
Cell: +260-977-779 506
oyerokun1@yahoo.com