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Current Position

Professor and Associate Department Head
Department of Agricultural Economics
Purdue University

Degrees Earned

Ph.D. 1990 University of Minnesota, attended 1987 – 1990
M.A. 1980 University of Western Ontario, attended 1979-1980
B.Comm (Business) 1979 University of Saskatchewan, attended 1975-1979

Work Experience

2010 – Present Associate Department Head, Department of Agricultural Economics, Purdue University

2004 – Present Professor, Department of Agricultural Economics, Purdue University

2000 – 2004 Associate Professor, Department of Agricultural Economics, Purdue University

1997 - 2000 Assistant Professor, Department of Agricultural Economics, Purdue University

1993 - 1997 Assistant Professor, Department of Agricultural and Resource Economics, Colorado State University (Promoted to Associate Professor with tenure effective July 1, 1997 but subsequently moved to Purdue University)

1990 - 1993 Assistant Professor, Department of Rural Economy, University of Alberta

1987- 1990 Graduate Research Assistant, Department of Agricultural and Applied Economics, University of Minnesota

1982 - 1987 Instructor and Lecturer, Department of Economics, University of Saskatchewan and its affiliated colleges (St. Thomas More College, and St. Peter's College)

Awards and Honors:

2015-2016 CIC Academic Leadership Program Fellow

2015 Purdue University Corps of Engagement Award for PICS (Purdue Improved Crop Storage) team

2014 Agricultural and Applied Economics (AAEA) Distinguished Extension/Outreach Award for greater than 10 years experience

- 2012 Best Paper from *Journal of African Business*
- 2012 Purdue University Cooperative Extension Outstanding Specialist Award
- 2011 Purdue University Cooperative Extension Association (PUCESA) Mid-Career Award
- 2009 Agricultural and Applied Economics (AAEA) Distinguished Extension/Outreach Program Group Award for New Ventures/AICC
- 2007 Purdue Seed for Success Award for Purdue Improved Cowpea Storage grant from Gates Foundation (for being part of a grant of \$1 million or greater)
- 2007 Purdue University College of Agriculture Dean's Team Award for AICC/New Ventures
- 2006 Purdue University Cooperative Extension Association (PUCESA) Team Award for AICC/New Ventures
- 2006 American Agricultural Economics Extension Section Award for best Web Site for *InVenture*
- 2003 Purdue Seed for Success Award for Agricultural Innovation and Commercialization Center grant (for being part of a grant of \$1 million or greater)
- 2001 Purdue University Cooperative Extension Association (PUCESA) Junior Award
- 2001 Kenneth Naden Award (outstanding MS Thesis), National Council of Farmer Cooperatives – Kevin Andreson, Advisee
- 2000 E.A. Stokdyk Award (MS Thesis second place), National Council of Farmer Cooperatives – Jennifer M. Vandeburg, Advisee
- 1999 Kenneth Naden Award (outstanding MS Thesis), National Council of Farmer Cooperatives – Brian R. Jones, Advisee
- 1998 Teaching for Tomorrow Award, Purdue University

Selected Leadership Positions:

- June 2010 – Present Associate Department Head, Department of Agricultural Economics, Purdue University. She heads up all Awards nominations for the department and supports the department in other ways such as filling in for the Department Head at the Dean/Department Head meetings, hosting visitors, networking with stakeholder groups. Fulton led the development of supporting materials for the external review of the department by NIFA/USDA in October 2011.
- July 2011 – 2014 Secretary/Treasurer of the Teaching, Learning and Communication Committee of the Agricultural and Applied Economics Association (AAEA). This is a 3 year elected position that supports the committee structure of the AAEA.
- June 2010 – June 2011 Chairperson, Purdue University Senate
This is an elected position to the faculty governance body for the University. Fulton served as Vice-Chairperson from 2009-2010 and Chairperson from 2010-2011. In an environment of restructuring and cost-cutting Fulton successfully sought and

established a collaborative environment between the University administration and the faculty leaders on the Senate. Important changes that occurred during that time included: a revised plan for retirement contributions that the University provided to faculty as part of their benefits; collaborative involvement in the restructuring committees and ultimate budget reductions; the establishment of the University Core Curriculum Committee which resulted in a core curriculum for Purdue; a Blue Ribbon Health committee that with critical input from faculty made many important recommendations – including the establishment of a clinic at Purdue. Fulton even worked with the President and VP Finance to use the format of a Special Senate meeting in order to communicate the health plan changes to Purdue faculty and staff when timely information was a key. Fulton used the regular Senate Chair report to the Board of Trustees to seek further collaboration. At the end of her term as Senate Chairperson the Board asked her to be on the Presidential Search Committee – the committee that found the replacement for Dr. Córdova. Fulton also rejuvenated the Intercampus Faculty Council - enabling faculty from Purdue’s regional campuses to have input into policy changes that affect them. Two by-law changes for the Purdue Senate were also initiated by Fulton – one which allowed for ad hoc members on Senate committees (to be used when particular expertise was needed) and one introducing term limits for senators so that after six years other faculty would have an opportunity to be involved.

2007 – 2009

Co-Chairperson of International Committee to Formulate College of Agriculture Strategic Plan.

May 2007 – November 2008

Director, Purdue Improved Cowpea Storage Project (PICS). This multidisciplinary program was funded with an \$11.4M grant from the Bill and Melinda Gates Foundation to help small-holder farmers in West Africa effectively store their cowpeas to take advantage of higher prices later in the year and increase income. Fulton was one of the lead faculty members in writing the grant proposal and securing the project. Fulton directed the project for the first 18 months. During that time the initial “project kick-off” workshop was developed and held; the first year pilot activities (train the trainer activities, village demonstrations, open the bag demonstrations, monitoring and evaluation) were conducted in Niger and Burkina Faso; manufacturing and distribution of PICS bags; training manuals were developed (in both French and English) and the second year activities were rolled out in Niger, Burkina Faso and Nigeria. In the fall of 2008 the administration of the project was reorganized upon realizing that Fulton could not effectively direct the project and fulfill her campus responsibilities.

- 2002 – 2007 Co-Chair of Purdue New Ventures Team with County Educator Jerry Nelson and Co-Director/Director Agricultural Innovation and Commercialization Center (AICC), Purdue University.
- 2002 – 2003 Chairperson of Purdue College of Agriculture Agenda and Policy Committee. During this time Fulton lead the committee through a revision of the College of Agriculture Faculty Constitution.
- 1999 – 2001 Chairperson of Purdue College of Agriculture Curriculum and Student Relations Committee. Fulton led a major revision of the core curriculum for the College of Agriculture during her term as chair. Two significant changes in the core curriculum included expanding international understanding and requiring all students to complete a capstone experience. Most of the changes associated with that revision remained intact for over a decade.
- 1998 - 2000 Chairperson of NCR-194, Committee on Research on Cooperatives
- 1997 – 1998 Chairperson of WCC-72, Committee on Competitiveness in Agribusiness

Outside Review Committees:

- 2011 Member of two-person team to conduct an external review of the Agribusiness program at Cal Poly University.
- 2009 Member of Committee to evaluate the Internationalization of Agribuisness (led by Dr. Michael Boland)
- 2005 Member of the Multidisciplinary Review Team that evaluated the National Center for Agricultural Research and Technology Transfer in Jordan. This project was completed for USAID.

Teaching

Fulton has taught numerous courses at the undergraduate and graduate level over her career. Prior to getting her Ph.D. she taught microeconomics and macroeconomics at the introductory and intermediate undergraduate levels at the University of Saskatchewan. As a faculty member at the University of Alberta, Colorado State University and Purdue University she has taught several undergraduate marketing courses covering topics ranging from futures and options to price analysis to business marketing to the National Agri-Marketing Association student competition. She has also developed and taught 1-credit courses in Cooperatives and Vertical Coordination. At the graduate level she has taught courses to M.S. and Ph.D. students covering topics from market structure to efficient markets. She is currently teaching the quantitative analysis course to the students in Purdue's distance based MS/MBA program.

Fulton has always believed in the value of experiential learning for the students. She has recently embraced the opportunities that arise with a “flipped classroom” format for two undergraduate courses. The emphasis switches from formal lecture where the students just sit passively to one where the students, in small groups, work through problems and exercises. The result is that the students not only learn the key concepts as a result of working through the problems and exercises they retain what they have learned and understand the implications of what they have learned. Instead of being “told” something they have figured it out through their own experience. Student responses to this format are very favorable, as evidenced by the number of students who seek out and sign up for another class from me as well as the eagerness of students to become teaching assistants after they have taken one of my classes.

Graduate Student Mentoring and Research

Fulton has worked with over 50 graduate students, either as supervisor or committee member, while at Purdue University. Fulton works creatively to match funding with student interests to result in a great learning experience for the student and the necessary deliverables for the funding agency. For example one of her graduate students might work as a teaching assistant for the distance based MS/MBA (teaching) course, on a project for NIFA/USDA with small businesses (Extension) and also on a research project. Students are ready for the challenge of the multiple funding sources when they realize how they can build their CVs over their time at Purdue, while not taking any longer to graduation compared to their classmates.

Extension

Fulton’s Extension program spans Indiana, the US and worldwide focusing on business management and marketing and has been recognized several times with awards from Purdue University and in 2014 with the AAEA Distinguished Extension award for more than 10 years experience. Her program utilizes the full range of workshops, in-person presentations, on-line presentations, Extension publications, and trade press. In Indiana she led the development of the New Ventures Team in 2002, followed by Purdue receiving a \$1M innovation center grant in 2003 to create the Agricultural Innovation and Commercialization Center (AICC). This work all focused on helping small businesses be more efficient and profitable. A one-day workshop titled Bigger Profits Through Targeted Sales is an integral part of that program was adapted and delivered in Nigeria, Ghana and Mali in 2013 to agribusiness input businesses.

Fulton worked with Drs. Susan Hine and James Pritchett of Colorado State University to develop and deliver innovative director training programs for the Colorado Cooperative Council. Recognizing that farmer directors were often not engaging in the traditional lecture format they developed the program utilizing an interactive format taking the form of simulated board meetings. This format was very successful, and published in the *Journal of Extension*.

International

Fulton’s international work began as a faculty member at the University of Alberta where she partnered with a colleague from the business college to study the dairy cooperatives in India.

Opportunities for international work were not available during her time at Colorado State University. In 2002 she began work as part of the Bean Cowpea CRSP. She worked with graduate students involved in the price-quality hedonic price analysis of cowpea to determine the characteristics that consumers are willing to pay for. She then initiated work on value added opportunities for cowpea. The work that she and colleagues did concluded that women selling street food products made from cowpea was an important value added activity for cowpea. This research resulted in numerous publications, including the Ph.D. dissertation of Miriam Otoo. *The Journal of African Business* selected one of the papers as its best paper in 2012.

Fulton's international work has an important Extension component. The PICS project, noted above is, has a major Extension emphasis with the goal of showing small-holder farmers the value of storing their cowpea for sale later in the market season along with how to use the triple-layer plastic bags to store their cowpea without damage from weevils. In 2013, Fulton successfully worked with Dr. Tahirou Abdoulaye (IITA) to adapt the one-day sales and marketing workshop, that she had been successfully delivering to small businesses in the US, for small agribusinesses (seed and other agri inputs) in Nigeria, Ghana and Mali.

Grant Funding

Following are the successful grants and contracts that Fulton was a part of, almost always as part of a team. Total dollar values for the grants are reported below.

Funding Agency	Project Title	Total Funding	Duration
Purdue University Agricultural Research Programs	Risk and Return Implications for Producer Investments in New Generation Cooperatives	\$30,000	July 1998 – June 1999
Cooperative Marketing Division, RDA/USDA	Structural Change in Cooperatives and Agribusiness: What are the Opportunities and Implications for Producers?	\$53,819	October 1998 – September 2000
Cooperative Marketing Division, RDA/USDA	Opportunities for Locally Owned Multiplant Grain Cooperatives with the Impact of Identity Preserved Grains	\$59,692	October 1998 – September 2000
American Farm Bureau	Industrialization of Agriculture: Implications for Producer Investments in Value-Added Business	\$44,000	November 1998 – October 2000
CSREES, USDA	Food and Agricultural Sciences National Needs Graduate Fellowships	\$108,000	September 1998 – August 2001
Cooperative	Local Cooperatives:	\$37,811	October 1998 –

Marketing Division, RDA/USDA	Survival Strategies and Impacts on Rural Communities		September 2000
Cooperative Marketing Division, RDA/USDA	Assessing Technology and Markets: Cooperative Production and Marketing Strategies for Small-Scale Pork Farms	\$100,000	October 1998 – September 2001
Purdue University Agricultural Research Programs	Systems Assessment of High-Oil Corn at the Farm, Elevator and End-User Levels	\$30,000	September 1999 – August 2001
John Deere	Risk Management/Commodity Marketing	\$292,653	September 1999 – September 2000
Indiana Commissioner of Agriculture Value Added	Industrialization of Agriculture: Economics Implications for Producer Investments in Value-Added Business	\$6,000	August 1999 – July 2000
Westland Cooperative	Facilitator for Strategic Planning Session with Cooperative Board of Directors	\$1,500	September 1999
NRI/USDA	Systems Assessment of High-Oil Corn at the Farm, Elevator and End-User Levels	\$260,000	September 1999 – August 2001
Indiana Commissioner of Agriculture Value Added	Value-Added Opportunities: Current Status, Economic Information and Risk Management	\$50,837	July 2000 – June 2001
CSREES, USDA	Food and Agricultural Sciences National Needs Graduate Fellowships	\$207,000	September 2000 – August 2003
IFAS/USDA	An Innovative and Coordinated Beef Production, Marketing and Information System	\$2,400,000	September 2000 – September 2004
Beck Ag Comm	The Impact of Word of Mouth Marketing	\$9,000	January 2002 – December 2002
Michigan State University (USAID Bean Cowpea CRSP)	Developing Cowpea Marketing Opportunities in West Africa	\$273,374	August 2002 – August 2004

Michigan State University (USAID Bean Cowpea CRSP)	Market Assessment of Bean and Cowpea Marketing Opportunities in East and South Africa	\$185,036	August 2002 – August 2004
CSREES, USDA	Food and Agricultural Sciences National Needs Graduate Fellowships	\$276,000	September 2002- August 2005
CSREES, USDA	International Travel Grant for National Needs Fellow	\$7,800	January 2003- December 2003
RMA/USDA	Rick and Return Implications of Diversifying into New Business Ventures	\$25,000	April 2003 – September 2004
RMA/USDA	Risk Management Education Programs for Priority Commodities in Indiana	\$78,400	October 2003 – September 2004
Michigan State University (USAID Bean Cowpea CRSP)	Economic Impact of Cowpea Storage Technology in Senegal	\$25,000	August 2003 – August 2004
Michigan State University (USAID Bean Cowpea CRSP)	Market Assessment of Bean and Cowpea Marketing Opportunities in East and South Africa	\$80,138	August 2004 – August 2005
Michigan State University (USAID Bean Cowpea CRSP)	Developing Cowpea Marketing Opportunities in West Africa	\$117,535	August 2004- August 2005
Rural Business Cooperative Development/ USDA	Agricultural Innovation and Commercialization Center	\$1,000,000	October 2003 – August 2005
CIMMYT/USAID	Price Risk Management by Smallholder Farmers in Southern Afrca	\$90,000	December 2004 – November 2007
RMA/USDA	Risk Management Education Programs for Priority Commodities in Indiana	\$78,400	October 2004 – September 2005
CSREES, USDA	Food and Agricultural Sciences National Needs Graduate Fellowships	\$138,000	September 2005- August 2008
Indiana Rural Development Center	Education Materials for Producers Evaluating New Business Ventures	\$25,000	May 2005 – December 2005

Indiana Rural Development Center	Agricultural Innovation and Commercialization	\$100,000	July 2005 – June 2007
Bill and Melinda Gates Foundation	Encouraging Regional Trade with Hermetic Storage for Cowpea in West and Central Africa	\$11,414,417	June 2007 – May 2012
USDA/CSREES	SBIR Phase II Training	\$88,400	July 2007 – June 2009
USDA/CSREES	SBIR Phase II Training	\$33,000	July 2009 – June 2010
University of California Davis (USAID – Bourlaug LEAP Fellowship)	Key Constraints to the Development of the Value-Added Cowpea Subsector: The Case of Cowpea Flour	\$19,773	March 2009 – February 2010
USDA/NIFA	SBIR Phase II Training	\$100,000	July 2010-June 2012
NCR/SARE	Economic Based Decision Support to Promote Sustainable Livestock Enterprises.	\$10,000	September 2011-July 2012
United Soybean Board	Adding Value to U.S. Soybeans	\$76,800	June 2012 – November 2012
United Soybean Board	Strategies for Soybean Market Transformation: The Impact of IP (Identity Preserved) Costs on Realizing Value from Higher Quality Soybeans	\$36,977	November 2012-September 2013
ERS/USDA	Determining Post Harvest Loss on Food Security	\$90,000	2013-2015
Mellon Grand Exploratory Awards from Purdue University funded by Mellon Foundation	Gender and Social Impacts of Institutional Arrangements for Improved Seed Technologies	\$60,214	September 2014-February 2016

Mentoring Faculty

Fulton is passionate about helping other faculty succeed. She has been a faculty mentor (both formally and informally) to many faculty members within Purdue's Department of Agricultural Economics as well as from other departments. In the fall of 2013 she was asked to join the mentor committee for Dr. Katy Martin Rainey (Department of Agronomy). She has been a

mentor for Dr. Nicole Olynk Widmar (Department of Agricultural Economics) who was successfully promoted to Associate Professor earlier than usual. Fulton served as an informal mentor for Dr. Lori Unruh-Snyder who is now Associate Professor and Undergraduate Teaching Coordinator for Crop Science at North Carolina State University. In 2009-2010 she was the formal mentor (as part of the African Women in Agricultural Research and Development (AWARD) program) for Miriam Otoo. Miriam Otoo is now a researcher with the International Water Management Institute.

At the College level Fulton worked with Drs. Natalie Carroll and Linda Mason to lead the Women Faculty in Agriculture group – organizing two or three meetings each semester to help women faculty navigate the university system. Following their service in 2003-2005 the leadership of this group is now on a rotational basis. At the University level Fulton is a regular resource for Purdue's monthly mentoring session for new faculty (FAST). She willingly works with faculty individually or in small groups to help them understand how the university system works, what it will take to get promoted and overall how to be successful.

Committee Service

Fulton has regularly been active on committees at the department, college and university levels. She is currently a member of the Architectural and Landscape Design & Planning (ALDP) Committee for the university, a particularly interesting committee since they get to review designs for changes on campus ranging from sculptures and public art to educational pathways. She recently served on the College of Agriculture Strategic Planning Task Force. In the spring of 2014 she was asked to serve on the Consolidation committee, also at the University level. This committee was charged with implementing a reorganization in the Provost office to integrate the “academic” and “life” experiences that undergraduate students have at Purdue. Following the work of that committee Fulton was called upon by Provost Dutta to Chair the search committee for the newly created position of Vice Provost for Student Life. The work of that search committee was finished in early February 2015.

Leadership Programs

Fulton has taken advantage of valuable leadership programs for her own growth and development. She was a participant in the ESCOP/ACOP Leadership program in 2001-2002. In 2010 she participated in the 7-day leadership program put on by the African Women in Agricultural Research and Development (AWARD). AWARD enabled the mentors to attend one of their workshops – which allowed Fulton to participate in a top-notch program. Fulton was a participant in the American Council on Education (ACE) leadership program in Sacramento, California in April 2012. She was recently selected as a CIC Academic Leadership Fellow for the 2015-2016 academic year.

Publications

Articles in Referred Journals

Parliament, Claudia, Zvi Lerman and Joan Fulton. (1990) "Performance of Cooperatives and Investor-Owned Firms in the Dairy Industry." *Journal of Agricultural Cooperation*. 5, p. 1-16.

Fulton, Joan R. (1992). "Microcomputers in Distance Education." *Journal of Extension* 30, Summer, p. 17-18.

Fulton, Joan R. and Robert P. King. (1993) "Relationships among Information Expenditure, Economic Performance and Size in Local Grain Marketing Cooperatives in the Upper Midwest." *Agribusiness*. 9(2), p. 143-157.

Fulton Joan R. and Wiktor L. Adamowicz. (1993) "Factors That Influence the Commitment of Members to their Cooperative Organization." *Journal of Agricultural Cooperation*. 8, p. 39-53.

Fulton, Joan and Mukesh Bhargava. (1994) "The Results of a Marketing Intervention: Dairy Cooperatives in India." *Journal of International Food and Agribusiness Marketing*. 6(1), p.33-68.

Fulton, Murray E., Joan R. Fulton, J. Stephen Clark, and Claudia Parliament. (1995) "Cooperative Growth: Is It Constrained?" *Agribusiness*. 11 (2), p. 245-261.

Fulton, Joan and Jeffrey Gillespie. (1995) "Emerging Business Organizations in a Rapidly Changing Pork Industry." *American Journal of Agricultural Economics*. 77(5), p. 243-250. (Invited paper at a Principal Paper Session of the 1995 Am. Agric. Econ. Assn annual meeting)

Fulton, Joan R., Michael P. Popp and Carolyn Gray. (1996) "Strategic Alliance and Joint Venture Agreements in Grain Marketing Cooperatives." *Journal of Cooperatives*. 11, p. 1-14.

Fulton, Joan R. and Michael Keenan. (1997) "State Cooperative Councils: What are the Local Member Cooperatives Looking For?" *Journal of Cooperatives*. 12, p. 35-46.

Fulton, Joan R., Michael Popp and Carolyn Gray. (1998) "New Business Arrangements in a Changing Grain Marketing Industry." *Review of Agricultural Economics*. 20 (1), p. 54-68.

Fulton, Joan. (1998) "Bringing Industry into an Undergraduate Agribusiness Course." *International Food and Agribusiness Management Review*. 1(4): 465-475.

Hine, Susan E. and Joan R. Fulton. (1998) "The Changing Face of Agriculture and Lessons from Corporate America." *Choices* 4th Quarter, p. 19-23.

Dooley, Frank J. and Joan R. Fulton (1999) "The State of Agribusiness Teaching, Research, and Extension at the Turn of the Millennium." *American Journal of Agricultural Economics*. 81(5): 1042-1049. (Invited paper at a Principal Paper Session of the 1999 American Agricultural Economics Association annual meeting.)

Vandenburg, Jennifer M., Joan R. Fulton, Frank J. Dooley, and Paul V. Preckel. (2000) "Impact of Identity Preservation of Non-GMO Crops on the Grain Market System." *Current Agriculture, Food and Resource Issues*. 1/2000: 29-36. <http://www.CAFRI.org>.

Vickner, Steven, Stephen Davies, Joan Fulton and Valerie Vantreese. (2000) "Estimating Market Power and Pricing Conduct for Private Label and National Brands in a Product-Differentiated Oligopoly: The Case of a Frozen Vegetable Market." *Journal of Food Distribution Research*, 31 (2), p. 26-38.

Fulton, Joan R., Susan Hine, and Dennis Black. (2000) "Challenges for Agricultural Cooperatives when Serving Different Market Segments that result from Urbanization." *Journal of Cooperatives*. 15, p. 14-30.

Gillespie, Jeffrey M., and Joan R. Fulton. (2001) "A Markov Chain Analysis of the Size of Hog Production Firms in the United States." *Agribusiness*. 17 (4), p. 557-570.

Hine, Susan, Joan Fulton, Maria Loureiro, Jennifer Vandenburg, and Kevin McNamara. (2003) "Local Cooperatives' Evaluation of Business Investment Opportunities." *Journal of Agribusiness*. 21 (1), p.117-130.

Wysocki, Allen, Gary F. Fairchild, Richard N. Weldon, Arlo Biere, Joan Fulton, and Christopher S. McIntosh, (2003) "Agricultural, Agribusiness and International Marketing Courses in Undergraduate Curricula: Issues and Ideas." *Journal of Agribusiness*. 21(2):197-212.

Fulton, Joan, Susan Hine, Jennifer Vandenburg and Kevin McNamara (2004) "A Local Cooperative's Financial and Strategic Analysis of the Evaluation of Potential Merger Partners." *International Food and Agribusiness Management Review*. 7 (3) p. 100-117.

Gray, Allan, Michael Boehlje, Vincent Amanor-Boadu and Joan Fulton (2004) "Agricultural Innovation and New Ventures: Assessing the Commercial Potential." *American Journal of Agricultural Economics*. 86 (5) p. 1322-1329.

Faye, M., Jooste, A., Lowenberg-DeBoer, J., & Fulton, J. (2004). The Influence of Cowpea Characteristics on Cowpea Prices in Senegal. *Agrekon*, 43(4), 418-429.

Hine, Susan, Joan R. Fulton, and James Pritchett. (2005) "Cooperative director training: Changing the way Extension programs are presented." *Journal of Extension* 43.3.

Johnson Aaron, Maria Marshall, and Joan Fulton. (2007) "Steps for Developing an Impactful Grant Writing Workshop." *Journal of Extension*. February.

Boys, K.A., M. Faye, J. Fulton, J. Lowenberg-DeBoer. (2007) "The Economic Impact of Cowpea Storage Research in Senegal: An Ex-Post Analysis with Disadoption." *Agricultural Economics* . 36 (3) 363-375.

Kushwaha, Saket, Musa Shehu, James Lowenberg-DeBoer, Joan Fulton.(2008) “Consumer Acceptance of GMO Cowpeas in Sub-Sahara Africa.” *Journal of International Food and Agribusiness Marketing*. Vol. 20(4). 7-23.

Mishili, Fulgence, Joan Fulton, Musa Shehu, Saket Kushwaha, Kofi Marfo, Mustafa Jamal, Alpha Chergna, James Lowenberg-DeBoer. (2009) “Consumer Preferences for Quality Characteristics along the Cowpea Value Chain in Nigeria, Ghana and Mali.” *Agribusiness: An International Journal*. Vol. 25 (1) 16-35.

Xu, Pei, Joan Fulton, Corinne Alexander, Jay Akridge. (2009) “The Effectiveness of Facilitated Business-to-Business Word-of-Mouth Marketing Strategies on Target Participants’ Information Sharing Behavior. *International Food and Agribusiness Management Review*. Vol 12. (2) 39-56.

Ibro, Germaine, Ramatou Seydou, Kaka Saley, Kira Everhart-Valentin, Joan Fulton, and James Lowenberg-DeBoer. (2009) “Testing the Market Potential for a New Value-Added Cowpea Product to Improve the Well-Being of Women Entrepreneurs in Niger” *Journal of International Agricultural and Extension Education*. Vol 16. (1) Spring. 43-56.

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Mishili, Fulgence, Anna Temu, Joan Fulton and James Lowenberg-DeBoer. (2011) “Consumer Preferences as Drivers of the Common Bean Trade in Tanzania: A Marketing Perspective.” *Journal of International Food and Agribusiness Marketing*. 23, 2, p. 110-127.

Otoo, Miriam, Joan Fulton, Germaine Ibro, and James Lowenberg-DeBoer. (2011) “Women Entrepreneurship in West Africa: The Cowpea Street Food Sector in Niger and Ghana.” *Journal of Developmental Entrepreneurship*. 16:37.

Bokar Moussa, Miriam Otoo, Joan Fulton and James Lowenberg-DeBoer. (2011) “Effectiveness of Alternative Extension Methods through Radio Broadcasting in West Africa.” *Journal of Agricultural Education and Extension*. Volume 17, No.4 pg 355-369 (August 2011)

Otoo, Miriam, Germaine Ibro, Joan Fulton and James Lowenberg-DeBoer. (2012) “Micro-Entrepreneurship in Niger: Factors Affecting the Success of Women Street Food Vendors.” *Journal of African Business*. Volume 13. No. 1. pp 16-28

Dugan, Mary, and Joan Fulton. (2012) "Introducing Library Research Databases to Agricultural Economics Students." *National Association of Colleges of Teachers of Agriculture Journal*. Volume 56. No. 3. pp. 42-48.

Pritchett, James, Joan Fulton, and Susan Hine. (2012) "Keys to Successful Programming: Incentives in Multi-institutional Partnerships." *Journal of Extension* 50.1.

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Fulton, Joan R., and Robert P. King. (1993) "The Organizational Structure of Cooperatives: Centralization Versus Decentralization of Decision Making Authority." in *Agricultural Cooperatives in Transition*: 103-124.

Fulton, Joan. (1998) "State Cooperative Councils Serve Vital Cooperative Education Purpose." *American Cooperation (USA)* (1998).

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Krueckenberg, Harry F., Joan Fulton and Jodi Raim. (1995) "Gauging Customer Reaction to a Cooperative Marketing Agreement." *Farmer Cooperatives*. July, p. 4 & 16.

Fulton, Joan R. (1997) "Wheat Outlook" 1998 *Agricultural Outlook Guide* and *Indiana Prairie Farmer*.

Fulton, Joan R. (1998) "A Local Solution: As Agriculture Industrializes, Local Supply and Grain Co-ops in Colorado Remain Profitable through Joint Ventures and Alliances." *Rural Cooperatives*. May/June, p. 19-21.

Fulton, Joan, Todd Davis and Sharon Wall. (1998) "Agribusiness Decision-Makers see Large Producers as being Quicker to Adopt Technology, More Specialized." *Feedstuffs*.70(44) p. 1,25.

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Boehlje, Michael, Joan Fulton and Allan Gray. (2003) "U.S. Agriculture in the 21st Century" *Feed and Grain*. April/May, p. 18-24.

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