

LISA DANIELS

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EDUCATION

Ph.D., Agricultural Economics, Michigan State University, 1995
Dissertation: Entry, Exit, and Growth Among Small-Scale Enterprises in Zimbabwe

M.S., Agricultural Economics, University of Wisconsin-Madison, 1988
Thesis: The Economics of Staggered Production and Storage for Selected Horticultural Crops in The Gambia

B.S., Business Administration, West Chester University, 1981

TEACHING EXPERIENCE

Positions Held

Associate Professor, Department of Economics, Washington College Aug 96 - Present
Visiting Assistant Professor, Department of Economics, Indiana State University Aug 95-May 96

Undergraduate Courses Taught

Principles of Macroeconomics	Economic Development
Principles of Microeconomics	Labor Economics
Intermediate Microeconomic Theory	Public Finance
Data Analysis	Contemporary Economic Issues
World Poverty and Inequality	Government and Business
Gender and Multiculturalism (team-taught)	Research Methods

Graduate Courses Taught

Benefit-Cost Analysis

Distinctions

Award for teaching excellence in the College of Arts and Sciences at Indiana State University based on teaching and peer evaluations.

Listed among "Who's Who Among America's Teachers"

Received grant from the Mellon Foundation to develop technology in upper-level undergraduate course.

Received faculty enhancement award to attend four workshops on multi-media based technologies for the classroom.

Received junior leave award for spring 2001 to conduct research on microenterprises.

RESEARCH AND INTERNATIONAL EXPERIENCE

Eight Years of In-Country Development Experience

Cameroon	6/82-12/85	Botswana	1/92-2/92
The Gambia	12/86-1/87, 6/87-8/88	Malawi	5/93
Chad	7/90-8/90	Zimbabwe	9/92-8/94
Philippines	11/91	Kenya	5/95
		Bangladesh	2/03, 3/03,9/03

Team Leader, National Private-Sector Survey **Jan-Sep, 2003**

Designed survey of private sector in Bangladesh. Trained 77 enumerators who visited 56,000 households and business sites over a 9-week period. Analyzed the data and presented the final report at a one-day conference in Bangladesh.

Small Enterprise Consultant **Mar-Nov, 1999**

Management Systems International

Prepared two technical reports on alternative measures of profits and net worth of microenterprises and designed a survey to test the measures in Zimbabwe. The first report included an extensive literature review and design of the field study. The second report presented the results from the field study.

Director, Small Enterprise Survey, Kenya **Apr. - Aug. 1995**

Development Alternatives, Inc., GEMINI Project

Directed survey of profit levels among small enterprises with one to 50 employees in Kenya. Coordinated data collection at 7,000 business and household sites. Analyzed data and prepared report for AID/Washington.

Director, Small Enterprise Survey, Zimbabwe **Aug. 1993 - Jan. 1994**

Development Alternatives, Inc., GEMINI Project

Designed and administered survey to examine the impact of structural adjustment on small enterprises with up to one hundred employees in Zimbabwe. Trained 21 enumerators and data entry staff. Coordinated data collection at 12,000 household or firm sites. Analyzed data and presented results at two conferences.

Director, Small Enterprise Survey, Malawi **May - October 1993**

Development Alternatives, Inc., GEMINI Project

Directed nationwide survey of small and medium enterprises in Malawi. Trained 40 enumerators and data entry staff. Supervised data collection at 44,000 household and enterprise sites. Managed \$170,000 budget. Analyzed data and presented report at one-day workshop.

Research Associate, Small Enterprise Survey, Botswana **Jan. - Feb. 1992**

Development Alternatives, Inc., GEMINI Project

Administered small-scale enterprise baseline survey as part of two-person team. Participated in sample selection, questionnaire development, and enumerator training. Prepared analysis and report on size distribution, constraints, and growth patterns of enterprises based on nation-wide sample.

RESEARCH AND INTERNATIONAL EXPERIENCE (continued)

Market Information System Specialist, Philippines **November 1991**
Abt Associates, Bethesda, MD.

Presented paper at national conference on the role of rapid appraisal techniques in market information systems. Prepared technical bulletin in collaboration with Bureau of Agricultural Statistics staff on terms and concepts for a market information system. Critically reviewed manual on the application of rapid marketing appraisal techniques in the Philippines.

Small-Scale Enterprise Research Associate **June - Oct. 1991**
Development Alternatives, Inc., GEMINI Project

Analyzed gender issues in small enterprise development of the southern African region. Evaluated women's roles in growth-oriented subsectors and their related opportunities. Prepared paper based on the analysis of baseline data from Lesotho, Swaziland, Zimbabwe, and South Africa.

Market Information System Specialist, Chad **July - August 1990**
Abt Associates, Bethesda, MD.

Designed a national cereals Market Information System (MIS) for a four-year market liberalization project. Reviewed current price information systems in Chad and key issues for a MIS including institutional location and harmonization of existing data collection systems. Developed implementation plan including: MIS operation, training, evaluation, and job descriptions for long and short-term technical assistance. Prepared USAID Project Paper as part of design team.

Research Assistant
Michigan State University **September 1989 - June 1990**

Prepared paper on the rate of return to agricultural research including a review of alternative methods and results from Asia, Latin America, Africa, the United States, and Canada. Offered recommendations for research policy in Africa based on conclusions.

Summer Intern, The World Bank **June - August 1989**
Assessed contract research potential of African universities and national research institutes. Conducted interviews with personnel from the World Bank, USAID, consulting firms, and African and American universities. Generated issues paper and policy recommendations.

Horticultural Marketing Research Associate, The Gambia **June 1987 - August 1988**
USAID, The Gambia

Designed and implemented research project on horticultural marketing in The Gambia. Analyzed economic returns to storage and staggered production. Designed and supervised data collection of on-farm trials, weekly price and quantity data, and rapid reconnaissance of horticultural market structure. Investigated import substitution and export potential of horticultural crops. Influenced horticultural research priorities as a member of the National Agricultural Research Advisory Board (ARAB) and the government horticultural task force. Presented research results and proposals at annual ARAB meetings.

RESEARCH AND INTERNATIONAL EXPERIENCE (continued)

Research Assistant

University of Wisconsin-Madison

May 1986 - June 1987

Conducted research on legal implications of joint ventures between U.S. cooperatives and proprietary organizations.

Horticultural Marketing Research Associate, The Gambia

December 1986 - January 1987

USAID/The Gambia

Developed research proposal for horticultural marketing study. Organized and conducted workshop for government and non-government organizations to initiate survey of horticultural production and marketing practices. Prepared literature review of horticultural marketing in The Gambia.

Marketing Consultant, Cameroon

October - December 1985

Small Project Assistance/USAID/Peace Corps Cameroon

Organized research project to identify intervention points in food crop marketing channels for women's cooperatives and to determine long-range goals for Peace Corps women's cooperatives program. Techniques included: survey design, enumerator training, literature review, and interviews with local and international organizations.

National Coordinator, Cooperative Program, Cameroon

September 1984 - September 1985

Peace Corps/Cameroon

Supervised activities of 18 volunteers in four cooperative programs. Acted as liaison between the Cameroon Ministry of Agriculture and Peace Corps/Cameroon. Responsible for coordination of three Peace Corps conferences including management of \$10,000 budget. Committee member of the United States Embassy Development Fund.

Training Coordinator, Cooperative Program, Cameroon

July 1983, Aug. 1984, Aug. 1985

Peace Corps/Cameroon

- Designed and presented a one-week food marketing training course which included production-marketing-consumption patterns of local produce, marketing through cooperatives, marketing in three types of economies, and marketing mix in the local context.
- Developed and conducted a five-week cooperative pre-service training program which covered accounting, cooperative management and principles, food marketing and agricultural production.
- Designed and taught a two-week accounting course.

Peace Corps Volunteer/Cooperative Management Advisor, Cameroon

June 1982-August 1984

Cameroon Ministry of Agriculture

Provided technical and organizational skills to five agricultural marketing cooperatives and three credit unions. Reorganized dormant women's society of 110 members through education on cooperative principles. Responsible for creation of cooperative provision and handicraft store. Designed and implemented an accounting system and manual. Institutionalized inventory control. Instructed cooperative on purchasing and pricing of goods.

ADDITIONAL INFORMATION

Languages:

French and West African Creole

Referee for Professional Journals:

African Studies Review

Contemporary Economic Policy

Journal of African Economies

Journal of Development Economics

Journal of Developmental Entrepreneurship

World Development

PEER-REVIEWED JOURNAL ARTICLES AND BOOK CHAPTERS

Minot, Nicholas and Lisa Daniels. Forthcoming. "Impact of Global Cotton Markets on Rural Poverty in Benin." *Agricultural Economics*

Daniels, Lisa. 2004. "Un Guide pour Mesurer le Bénéfice et l'Actif nets de la Micro-entreprise" *Les BDS, L'Actualité des Services aux Entreprises*. No. 8, Avril. (www.france.diplomatie.fr/solidarite/economie/bds/index.html). This is a reprint of an article that was published in *Small Enterprise Development* in 2001.

Daniels, Lisa. 2003. "Factors that Influence the Expansion of the Microenterprise Sector: Results from Three National Surveys in Zimbabwe." *Journal of International Development*. Vol 16, No. 6, pp 675-714.

Daniels, Lisa. 2003. "The Impact of Policy Reform on the Small- and Medium-Enterprise Sector in Zimbabwe." Chapter in *African Development Perspectives Yearbook*, Vol 9, Unit 1-3. Bremen, Germany: Institute for World Economics and International management, University of Bremen.

Daniels, Lisa. 2001. "Testing Alternative Measures of Microenterprise Profits and Net Worth." *Journal of International Development*. Vol. 13, pp 599-614.

Daniels, Lisa. 2001. "A Guide to Measuring Microenterprise Profits and Net Worth." *Small Enterprise Development*. Vol. 12. No. 4. (This article is a practitioner's version of the article in the *Journal of International Development*. It includes fewer analytical details and more practical details about problems encountered in measuring profits and net worth.)

Daniels, Lisa. 1999. "The Role of Small Enterprises in the Household and National Economy in Kenya: A Significant Contribution or Last Resort?" *World Development*. Volume 27, Number 1, January.

Daniels, Lisa. 1999. "Introducing Technology in the Classroom: PowerPoint as a First Step." *Journal of Computing in Higher Education*. Spring. Volume 10, Number 2.

Daniels, Lisa. 1998. "What Drives the Small-Scale Enterprise Sector in Zimbabwe: Surplus Labor or Market Demand?" Chapter in *African Entrepreneurship: Themes and Realities*, editors Anita Spring and Barbara McDade, Florida: University Press of Florida.

PEER-REVIEWED JOURNAL ARTICLES AND BOOK CHAPTERS (continued)

Daniels, Lisa and Donald Mead. 1998. "The Contribution of Small Enterprises to Household and National Income in Kenya." *Economic Development and Cultural Change*. Volume 47, Number 1, October.

BOOK REVIEWS

Daniels, Lisa. Forthcoming. Book review of "African Economic Development." By Emmanuel Ndozie. In *African Studies Review*.

Daniels, Lisa. 2001. Book review of "Zimbabwe: The Political Economy of Transformation." By Hevina Dashwood. In *Eastern Economics Association Journal*. Volume 27, No. 4.

Daniels, Lisa. 2000. Book review of "African Development Report, 1998; Human Capital Development." By African Development Bank. Oxford, England: African Development Bank. In *Africa Today*. Volume 47, No 3/4.

Daniels, Lisa. 1999. Book review of "Participatory Development: The Case of Zimbabwe." By John M. Makumbe. Harare, Zimbabwe: University of Zimbabwe Publications. 1996. In *African Studies Quarterly*.

CONSULTING AND TECHNICAL REPORTS

Daniels, Lisa. 2003. "Bangladesh National Private-Sector Survey." Melbourne, Australia: International Consulting Group. (www.intcg.com)

Minot, Nicholas, and Lisa Daniels. 2002. "Impact of Global Cotton Markets on Rural Poverty in Benin. Market and Structural Studies Division, IFPRI, Discussion Paper No. 38. Washington, D.C.: International Food Policy Research Institute.

Daniels, Lisa. 1999. "Measuring Profits and Net Worth of Microenterprises: A Field Test of Eight Proxies." AIMS Project Report, USAID/G/EG/MD. Washington, D.C.: Management Systems International.

Daniels, Lisa. 1999. "Alternatives for Measuring Profits and Net Worth of Microenterprises." Technical Note. AIMS Project Report, USAID/G/EG/MD. Washington, D.C.: Management Systems International.

Daniels, Lisa, Donald Mead, and Muli Musinga. 1995. "Employment and Income in Micro and Small Enterprises in Kenya: Results of a 1995 Survey." GEMINI Technical Report No. 92. Bethesda, MD: Development Alternatives, Inc.

Daniels, Lisa. 1994. "Changes in the Small-Scale Enterprise Sector from 1991 to 1993. Results of a Second Nationwide Survey in Zimbabwe." GEMINI Technical Report N. 71. Bethesda, MD: Development Alternatives Inc.

CONSULTING AND TECHNICAL REPORTS (continued)

- Daniels, Lisa and Austin Ngwira. 1993. "Results of a Nationwide Survey on Micro, Small, and Medium Enterprises in Malawi." GEMINI Technical Report No. 53. Bethesda, MD: Development Alternatives, Inc. Also published by USAID, publication no. PN-ABN-458
- Daniels, Lisa, and Yacob Fisseha. 1992. "Micro- and Small-Scale Enterprises in Botswana: Results of a Nationwide Survey." GEMINI Technical Report No. 46. Bethesda, MD: Development Alternatives, Inc.
- Downing, Jeanne, and Lisa Daniels. 1992. "The Growth and Dynamics of Women Entrepreneurs in Southern Africa." GEMINI Technical Report No. 47. Bethesda, MD: Development Alternatives, Inc. August, 1992.
- Rempillo, Josenia, and Lisa Daniels. 1991. "Terms/Concepts for Agricultural Market Information Systems." Marketing Training Bulletin Series No. Four. Manila, Philippines: Bureau of Agricultural Statistics.
- USAID. 1990. Republic of Chad. "Agricultural Marketing and Technology Transfer Project (677-0062)," Project Paper. USAID. (Joint Author).
- Daniels, Lisa. 1988. "Executive Summary of Horticultural Marketing Mission to The Gambia." Gambia Agricultural Research and Diversification (GARD) Project Report #47a. The Gambia: USAID.
- Daniels, Lisa. 1988. "Preliminary Report of Horticultural Marketing Mission to The Gambia." Gambia Agricultural Research and Diversification (GARD) Project Report #47b. The Gambia: USAID.
- Campbell, Gerald R. and Lisa Daniels. 1988. "Technical Report: Horticultural Marketing Mission to The Gambia." Gambia Agricultural Research and Diversification (GARD) Project Report #46. The Gambia: USAID.
- Campbell, Gerald R. and Lisa Daniels. 1987. "Horticultural Exports from The Gambia to the EEC, An Overview of Issues and Concern." Gambia Agricultural Research and Diversification (GARD) Project Report #25. The Gambia: USAID.
- Campbell, Gerald R. and Lisa Daniels. 1987. "Technical Report: Horticulture Marketing Mission to the Gambia." Gambia Agricultural Research and Diversification (GARD) Project Report #26. The Gambia: USAID.
- Campbell, Gerald R. and Lisa Daniels. 1987. "Technical Report: Horticulture Marketing Mission to the Gambia." Gambia Agricultural Research and Diversification (GARD) Project Report #16. The Gambia: USAID.

OTHER PUBLICATIONS

Daniels, Lisa, Mywish Maredia, Richard Bernstein, Julie Howard, and James Oehmke. 1992. Assessment of Agricultural Research: Ex-Post, Ex-Ante, and Needed Methodologies. MSU Staff Paper 92-52. East Lansing, MI: Department of Agricultural Economics, Michigan State University.

Oehmke, James, Lisa Daniels, Julie Howard, Mywish Maredia, and Richard Bernstein. 1992. The Impact of Agricultural Research: A Review of the Ex-Post Assessment Literature with Implications for Africa. MSU Staff Paper 92-57. East Lansing, MI: Department of Agricultural Economics, Michigan State University.

Daniels, Lisa. 1989. "Contract Research: Universities and National Research Institutes in Sub-Saharan Africa," *Contact* No. 5, Washington, D.C. SPAAR, September, 1989.

PRESENTATIONS

Daniels, Lisa. 2003. "Bangladesh National Private-Sector Survey." Final report presented to a one-day workshop at the Sheraton Hotel in Dhaka, Bangladesh, September 22, 2003.

Minot, Nicholas, and Lisa Daniels. 2002 "Impact of Falling Cotton Prices on Rural Poverty in Benin." Paper presented at the Northeast Universities Development Conference, Williams College, Williamstown, Massachusetts, October 24, 2002.

Daniels, Lisa. 2002. Discussant for paper "Informality, firm size, and growth: Testing the de Soto Hypothesis," by Lennart Erickson at the Northeast Universities Development Conference, Williams College, Williamstown, Massachusetts, October 25, 2002.

Daniels, Lisa. 2002. "Factors that Affect the Expansion of the Microenterprise Sector: Results from Three National Surveys in Zimbabwe." Paper presented at the annual meetings of the Eastern Economics Association in Boston, MA, March 16, 2002.

Daniels, Lisa. 2002. Discussant for paper "Modernization, Growth, and the Growth of Corruption." by James Stodder and Peter Schroth at the annual Eastern Economics Association meetings. Boston, MA, March 16, 2002.

Daniels, Lisa. 2001. "Testing Alternative Measures of Microenterprise Profits and Net Worth." Paper presented at the annual meetings of the Eastern Economics Association in New York City, NY, Feb 24, 2001.

Daniels, Lisa. 2001. Discussant for paper "Institutions and Economic Growth: Empirical Evidence from a Cross-National Analysis," by Maya Vijayaraghavan at the annual Eastern Economics Association meetings. New York City, NY. Feb 24, 2001.

PRESENTATIONS (continued)

- Daniels, Lisa. 2000. Discussant for paper "Principles of Economics: Fostering Thoughts about Unnatural Acts" by James Bryant at the annual Eastern Economics Association Meetings. Crystal City, VA. March 24-26, 2000.
- Daniels, Lisa. 2000. "Using PowerPoint Effectively." Presented at Washington College Series: IT Friday at WC on Nov 3, 2000.
- Daniels, Lisa. 2000. "Costs and Benefits of PowerPoint in the Classroom." Presented at Washington College Workshop on "Information Technology, Use and Misuse." November 15, 2000.
- Daniels, Lisa. 1999. "Measuring Profits and Net Worth of Microenterprises: A Field Test of Eight Proxies." Paper presented at the annual African Studies Association meetings, Philadelphia, PA, November 11-14, 1999.
- Daniels, Lisa. 1999. "The Role of the Nonfarm Sector in the Rural Economy of Kenya." Paper presented at the annual American Agricultural Economics Association, Nashville, TN, August 8-11, 1999.
- Daniels, Lisa. 1999. "Poverty in the Third World: A Focus on Africa." Lecture presented for the International House Lecture Series at Washington College, April 6, 1999.
- Daniels, Lisa. 1999. "ECN 415, Government and Business, A Mellon Grant Course." Multimedia presentation prepared for the Mellon Grant Presentations at Washington College, April 22, 1999.
- Daniels, Lisa. 1998. "Measuring the Contribution of Micro and Small Enterprises to Employment, Household Income, and National Income in Kenya." Paper presented at the African Studies Association Meetings, Chicago, IL, October 28 to November 1, 1998.
- Daniels, Lisa. 1998. "From the Chalkboard to PowerPoint in Economic Theory Courses: Benefits and Costs." Paper presented at the Annual Western Economics Association Meetings, Lake Tahoe, June 29 to July 2, 1998.
- Daniels, Lisa. 1995. "The Role of Small-Scale Enterprises in Structural Transformation: Evidence from Zimbabwe." Paper presented at the African Studies Association Meetings, Orlando, Florida, November 3-6, 1995.
- Daniels, Lisa. 1995. "What Drives the Small-Scale Enterprise Sector in Zimbabwe: Surplus Labor or Market Demand?" Paper presented at the Carter Lecture Series, Gainesville, Florida, Nov 2, 1995.
- Daniels, Lisa. 1995. "Determinants of Entry Among Small-Scale Enterprises in Zimbabwe." Selected paper presented at the annual American Agricultural Economics Association in Indiana, August, 1995.
- Daniels, Lisa. 1994. "Micro and Small Enterprises in Zimbabwe: Selected Findings from the 1993 GEMINI Study." Paper presented at the Conference on Development and Growth of Micro-Business Activity in Zimbabwe, 9-10 February, 1994, Harare, Zimbabwe.

PRESENTATIONS (continued)

Daniels, Lisa, Donald Mead, and Larry Reed. 1993. "Employment Creation Among Small and Medium Enterprises in Zimbabwe." Paper presented at the International Conference on Employment Creation, 30 August to 3 September, 1993, Harare, Zimbabwe.

Daniels, Lisa. 1991. "Rapid Appraisals: What Are They and How Do They Relate to Market Information Systems." Paper presented at conference, Market Information Systems: The Role of Rapid Appraisals and Rapid Marketing Appraisals. Tagaytay City, Philippines, November 25-26, 1991.

Daniels, Lisa. 1987. "Horticultural Marketing Research Proposal, 1987/88," Paper Presented at the Agricultural Research Advisory Board Meetings, The Gambia: USAID.

COLLEGE COMMITTEES

Human Subjects Review Board (2004 to present)
Appeals Committee (2003 to 2004)
Tenure and Promotion (Spring 2004)
Chair, Admissions and Financial Committee (1997 to 2002)
Faculty Affairs Committee (2001 to 2002)
Women in Science Committee (2001 to 2002)
International Program Advisory Committee (Spring 2001)
Marketing Task Force (2000 to 2001)
Sub-committee on Conditional Admissions Policy (Spring 2000)
Academic Technology Committee (1997 to 2000)
Academic Space Committee (1997 to 1998)
Search Committee for Instructional Technologist Position (1997 to 1998)