

SEMINAR

Technology Training, Buyer-Supplier Relationship, and Quality Upgrading in an Agricultural Supply Chain

(with Zhaoneng Yuan and Hongsong Zhang)

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Date: 7 October 2022 (Friday)

Time: 10:30AM-12:00NN

**Venue: WYL314, 3/F, Dorothy Y. L. Wong Building,
Lingnan University**

ABSTRACT:

This paper examines the impacts of technology training and buyer-supplier relationship on technology adoption and quality upgrading. We randomly varied subjects of each training group across farmer-exporter clusters—farmers, exporters, both, or none—and provided training on Good Agricultural Practices (GAP). We find that offering training to farmers enhances technology adoption and quality upgrading. Yet, the effects are much stronger when farmers and exporters are trained together. We document a plausible mechanism to explain this finding: joint training improves buyer-supplier relationship, which facilitates contract trade between farmers and exporters. We find no effect of GAP certification eligibility on technology adoption.

BIOGRAPHY:

Dr. Sangyoon PARK received his Ph.D. in Economics from Northwestern University, and joined The University of Hong Kong in 2016. He received his B.A. in Economics and Mathematics from the University of Wisconsin-Madison in 2010, and M.A. in Economics from Northwestern University in 2011. His primary research area is development economics, with a focus on technology adoption, gender norms and social networks.

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