

Verena Otter, Ph.D.

List of Publications (June 2019)*

Journal Articles

Books/Book Chapters

Refereed Conference Papers

Published Project Reports

* The order of authors in this list of publications follows in its stylisation the first-last-author-emphasis (first authorship: main author, last authorship: supervisor/senior author).

List of Publications

Journal Articles

- Losilla, L., Brümmer, B., Engler, A., **Otter, V.** (2019). Effects of intra- and inter-regional geographic diversification and product diversification on export performance: Evidence from the Chilean fresh fruit export sector. *Food Policy* (in press).
- Losilla Solano, L., Engler A., **Otter, V.** (2019). Internationalization paths of fruit export companies from emerging economies: Are they regionally or globally oriented? *International Journal of Emerging Markets* (accepted).
- Rübcke von Veltheim, F., Deutsch, M., Beer, L., Schaper, C., **Otter, V.** (2019): Marktbericht für Bioenergie. *German Journal of Agricultural Economics* 68, Supplement: 131-148.
- Knoop, M., **Otter, V.** (2019). Marktbericht für Obst und Gemüse. *German Journal of Agricultural Economics* 68, Supplement: 106-120.
- Otter, V.**, Näther, M., Theuvsen, L. (2018). Culling vs. emergency vaccination: A comparative economic evaluation of strategies for controlling classical swine fever in the EU. *Livestock Science* 207: 133 – 146. DOI 10.1016/j.livsci.2017.11.014
- Beber, C.L., Theuvsen, L., **Otter, V.** (2018). Organizational structures and the evolution of dairy cooperatives in Southern Brazil: A life cycle analysis. *Journal of Co-operative Organization and Management* 6 (2): 64-77. DOI 10.1016/j.jcom.2018.06.003
- Otter, V.**, Prechtel, B., Theuvsen, L. (2018). Country of origin effect for food products from developing and transition countries: A PLS analysis of German consumers' perception. *Journal of International Food & Agribusiness Marketing* 30 (4): 355-381. DOI 10.1080/08974438.2018.1449695
- Sonntag, W., Theuvsen, L., Kersting, V., **Otter, V.** (2016). Have Industrialized Countries Shut the Door and Left the Key Inside? Rethinking the Role of Private Standards in the International Fruit Trade. *International Food and Agribusiness Management Review* 19 (2): 151-170.
- Theuvsen, L., **Otter, V.**, Müller, H., Greiling, D. (2015). Motive für Nachhaltigkeitsmanagement: Konzeptionelle Überlegungen und empirische Ergebnisse. *Journal for Public and Non-profit Services Supplement* 45-2015: 30-51.
- Diekmann, A., **Otter, V.**, Theuvsen, L. (2014). The Development of Product Flows in the International Fruit Trade: Is the EU Influenced by New Demanders and Changing Quality Requirements? *Chronica Horticulturae* 54 (3): 23-25.
- Otter, V.**, Engler, A., Theuvsen, L. (2014). The Influence of the Interplay of Supply Chain Network Relationships on Smallholder Performance in the Chilean NTAE- Sector. *Journal on Chain and Network Science* 14 (3): 149-169.
- Otter, V.**, Prechtel, B., Theuvsen, L. (2014). The Country-of-Origin Effect for Chocolate from Ecuadorian Cocoa: An Empirical Analysis of Consumer Perception. *Economia Agro-Alimentare* 3-2014: 41-58.

Books/Book Chapters

- Langenberg, J., **Otter, V.** (2019). Empirische Anwendung der Kontingenten Bewertungsmethode bei kollektiven Agrar-Umwelt Gütern in Deutschland. *Schriften der Gesellschaft für Wirtschafts- und Sozialwissenschaften des Landbaues e.V.* 54: (in print).
- Otter, V.**, Thies, A.J., Theuvsen, L. (2018). Flüchtlinge auf dem deutschen Arbeitsmarkt: Ergebnisse einer PLS-Modellierung zu Präferenzen für landwirtschaftliche Berufe. *Schriften der Gesellschaft für Wirtschafts- und Sozialwissenschaften des Landbaues e.V.* 53: 67-78.
- Landmann, D., Lagerkvist, C.J., **Otter, V.** (2017). Determinants of Smallholder Farmers' Intention to Use Smartphones - Evidence from Rural India. In: A. Ruckelshausen, A. Meyer-Aurich, W. Lentz, B. Theuvsen (Eds.). *Digitale Transformation - Wege in eine zukunftsfähige Landwirtschaft*. Köllen Verlag, Bonn: 93-96.
- Cakirli N., Lakner, S., Theuvsen L., **Otter, V.** (2017). Adoption of Organic Agriculture: An Exploration of the Factors Influencing Conversion to Organic Farming in the Light of the Conventionalization Debate. Proceedings of the 26th International Scientific Conference AGRARIAN PERSPECTIVES XXVI. - Competitiveness of European Agriculture and Food Sectors. 31-39.
- Otter, V.** (2014). Organizational Structures in International High Value Food Chains: Evidence from Latin America. Dissertation. Cuvillier Verlag: Göttingen.
- Otter, V.**, Theuvsen, L. (2013). The Use of Mobile Phones for the Exchange of Information in the Chilean Agribusiness. In: Horbach, M. (Eds.). *Informatik angepasst an Menschen, Organisation und Umwelt*. Bonner Köllen Verlag: Bonn: 1755-1762.
- Otter, V.**, Theuvsen, L. (2013). Der Country-of-Origin-Effekt bei Schokolade aus ecuadorianischem Kakao: Eine empirische Analyse der Verbraucherwahrnehmung. In: GeWiSoLa (Eds.). *Schriften der Gesellschaft für Wirtschafts- und Sozialwissenschaften des Landbaues e.V.*. Landwirtschaftsverlag: Münster: 361-362.
- Otter, V.**, Theuvsen, L. (2013). ICT and Farm Productivity: Evidence from the Chilean Agricultural Export Sector. In: Clasen, M., Hamer, M., Lehnert, S., Petersen, B., Theuvsen, B. (Eds.). *IT- Standards in der Agrar- und Ernährungswirtschaft; Fokus: Risiko- und Krisenmanagement*. Bonner Köllen Verlag: Bonn: 113-116.
- Müller, A., **Otter, V.**, Theuvsen, L. (2013). Supply Chains of Non-traditional Export Products between Latin America and Europe: The Role of Private Certification Standards. In: Engler, A., Valdes, R., Diaz, J., von Cramon-Taubadel, S., Lakner, S. (Eds.). *Understanding the agricultural sector in Latin America, Results from the Chilean-German Academic Cooperation*. Universidad de Talca: Talca: 51-71.
- Otter, V.**, Theuvsen, L. (2012). Governance and Standards in Chilean-German Food Supply Chains. In: Theuvsen, L., Voss, A. (Eds.), *International High-Value Chains*. Cuvillier Verlag: Göttingen: 143-167.

Refereed Conference Papers

Accepted for Oral Presentation

- Adetoyinbo, A., **Otter, V.** (2019). Strategic inter-organizational relationships and smallholder market performance in the Nigerian shrimp and prawn sector. IFAMA World Conference 2019, Hangzhou, China, 22.-27. June 2019 (**Winner of the Best Paper Award**).

- Langenberg, J., **Otter, V.** (2018). Empirische Anwendung der Kontingenten Bewertungsmethode bei kollektiven Agrar-Umwelt Gütern in Deutschland. 58. GeWiSoLa Jahrestagung – Visionen für eine Agrar- und Ernährungspolitik nach 2020, Kiel, Deutschland, 12.-14. September 2018.
- Otter, V.**, Meschede, A, Theuvsen, L. (2018). Regionality Trends on the German Wine Market: A Country-of-Origin Modell of Consumers' Quality Perception. 13th Wageningen International Conference on Chain and Network Management, Ancona, Italien, 2.-3-Juli 2018.
- Landmann, D.H., Feil J.-H., Lagerkvist C.-J., **Otter, V.** (2018). Designing capacity development activities of small-scale farmers in developing countries based on discrete choice experiments. Oral presentation at the International Association of Agricultural Economists 2018 Conference, Vancouver, British Columbia, 23.-25. August 2017.
- Huong, L., Theuvsen, L., **Otter, V.** (2017). Contract farming effects on technical efficiency of the export-oriented rice production sector in Vietnam. International Association of Agricultural Economists 2018 Conference, Vancouver, British Columbia, 23.-25. August 2017.
- Losilla, L., Engler, A., **Otter, V.** (2018). Internationalization paths of fruit export companies from emerging economies: Are they regionally or globally oriented? International Association of Agricultural Economists 2018 Conference, Vancouver, British Columbia, 23.-25. August 2017.
- Cakirli N., Lakner, S., Theuvsen L., **Otter, V.** (2017). Adoption of Organic Agriculture: An Exploration of the Factors Influencing Conversion to Organic Farming in the Light of the Conventionalization Debate. 26th International Scientific Conference AGRARIAN PERSPECTIVES XXVI. - Competitiveness of European Agriculture and Food Sectors, Prague, Czech Republic, 13.-15. September 2017.
- Losilla, L., Engler, A., **Otter, V.** (2017). Internationalization paths of fruit export companies from emerging economies: Are they regionally or globally oriented? Oral presentation at the 14th Vaasa Conference on International Business 2018 Conference, Vaasa, Finland, July 28 - August 2018.
- Otter, V.**, Thies, A.J., Theuvsen, L. (2017). Flüchtlinge auf dem deutschen Arbeitsmarkt: Ergebnisse einer PLS-Modellierung zu Präferenzen für landwirtschaftliche Berufe. 57. GeWiSoLa Jahrestagung – Agrar- und Ernährungswirtschaft zwischen Ressourceneffizienz und gesellschaftlichen Erwartungen, Weihenstephan, Deutschland, 13.-15. September 2017.
- Otter, V.**, Theuvsen, L. (2017). Refugees as Potential Employees in the German Agricultural Sector. IFAMA World Conference 2017, Miami, USA, 18. – 22. July 2017.
- Huong, L., Theuvsen, L., **Otter, V.** (2017). The Role of Market Information Access for Contract Farming Participation of Smallholder Farmers in Developing and Emerging Economies. IFAMA World Conference 2017, Miami, USA, 18. – 22. July 2017.
- Landmann, D.H., Lagerkvist C.-J., **Otter, V.** (2017). Prospects for Agricultural Extension via Smartphones in Developing Countries: Evidence from an Extended Theory-of-Planned-Behaviour Analysis IFAMA World Conference 2017, Miami, USA, 18.-22. July 2017.
- Landmann, D.H., Feil J.-H., Lagerkvist C.-J., **Otter, V.** (2017). Investigating Preferences of Small-scale Farmers in Developing Countries for Capacity Development Programs. GlobalFood Symposium 2017, Göttingen, Germany, 28.-29. April 2017.

- Landmann, D.H., Lagerkvist C.-J., **Otter, V.** (2017). Determinants of Smallholder Farmers' Intention to use Smartphones - Evidence from Rural India. GIL Jahrestagung 2017, Dresden, Germany, 6.-7. March 2017.
- Huong, L., Theuvsen, L., **Otter, V.** (2016). The Influences of Contract Farming on Small-Scale Household Performance in Developing Countries: A Modelling Approach. Tropentag 2016, Vienna, Austria, 19.-21. September 2016.
- Otter, V.**, Prechtel, B., Theuvsen, L., (2016). The Country-of-Origin Effect for Food Products from Developing and Transition Countries: A PLS-Analysis of German Consumers' Perception. IFAMA World Forum and Symposium 2016, Aarhus, Dänemark, 19.-23. Juni 2016.
- Pham, T., Theuvsen, L., **Otter, V.**, (2016). Determinants of Smallholder Farmers' Marketing Choice: Evidence from the Rice Sector in Vietnam. IFAMA World Forum and Symposium 2016, Aarhus, Dänemark, 19.-23. Juni 2015.
- Beber, C., Theuvsen, L., **Otter, V.** (2016). Organizational Structures and the Evolution of Dairy Cooperatives in Southern Brazil: A Life Cycle Analysis. IFAMA World Forum and Symposium 2016, Aarhus, Dänemark, 19.-23. Juni 2016.
- Sonntag, W., Theuvsen, L., Kersting, V., **Otter, V.** (2015). Have Industrialized Countries Shut the Door and Left the Key Inside? Rethinking the Role of Private Standards in International Fruit Trade. IFAMA World Forum and Symposium 2015, Saint-Paul/Minneapolis, USA, 14.-17. Juni 2015.
- Otter, V.**, Engler, A., Theuvsen, L. (2014). The Influence of the Interplay of Supply Chain Network Relationships on Smallholder Performance in the Chilean NTAE- Sector. 11th Wageningen International Conference on Chain and Network Management, Capri, Naples, Italy, 4.-6 Juni 2014 (**Winner of the Best Paper Award**).
- Otter, V.**, Engler, A., Theuvsen, L. (2014). The Influence of the Interplay of Supply Chain Network Relationships on Smallholder Performance in the Chilean NTAE- Sector. Global Food Symposium 2014, Göttingen, Germany, 25.-26. April 2014.
- Otter, V.**, Prechtel, B., Theuvsen, L. (2014). The Country-of-Origin Effect for Chocolate from Ecuadorian Cocoa: An Empirical Analysis of Consumer Perception. 11th Wageningen International Conference on Chain and Network Management-Sustainability and Innovation in Chains and Networks, Capri, Naples, Italien, 4.-6 Juni 2014.
- Otter, V.**, Theuvsen, L. (2013). The Use of Mobile Phones for the Exchange of Information in the Chilean Agribusiness. Informatik 2013 Konferenz, Koblenz, Germany, 16.-20. September 2013.

Accepted as a Poster

- Losilla, L., Engler, A., **Otter, V.** (2017). Internationalization paths of fruit export companies from emerging economies: Are they regionally or globally oriented?. Tropentag 2017, Bonn, Germany, 20.-22. September 2017.
- Landmann, D.H., Lagerkvist C.-J., **Otter, V.** (2017). Agricultural Capacity Development via Smartphones: Drivers of Farmers' Intention to Use. 15th EAAE Congress, Parma, Italy, 29. August – 1. September 2017.
- Müller, J., **Otter, V.**, Lüntzel, V., Theuvsen, L. (2015). Tierwohlaspekte und die Besuchswahrscheinlichkeit im Galopprennsport. Animal Welfare Conference. Göttingen, Germany, 7.-8. Oktober 2015.

- Otter, V.**, Prechtel, B., Theuvsen, L. (2014). Der Country-of-Origin-Effekt bei Schokolade aus ecuadorianischem Kakao: Eine empirische Analyse der Verbraucherwahrnehmung. 53. GeWiSoLa Annual Conference – Wie viel Markt und wie viel Regulierung braucht eine nachhaltige Agrarentwicklung? Berlin, Germany, 25.-27. September 2013.
- Otter, V.**, Theuvsen, L. (2014). ICT and Farm Productivity: Evidence from the Chilean Agricultural Export Sector. 34. GIL- Annual Conference – IT-Standards in der Agrar- und Ernährungswirtschaft. Bonn, Germany, 24.-25. Februar 2014.
- Otter, V.**, Theuvsen, L. (2013). The Influence of Organizational Supply Chain Structure on Smallholder Performance. 23. ÖGA-Annual Conference & 41. SGA- Annual Conference - "Grenzen der Qualitätsstrategie im Agrarsektor", Zürich, Switzerland, 12.-14. September 2013.

Published Project Reports

- Braun-Michels, B., Stratmann, J., Theuvsen, L., **Otter, V.** (2017). Flüchtlinge als Arbeitskräfte für die Landwirtschaft: Voraussetzungen — Potenziale — Handlungsbedarf. Schriftenreihe der Rentenbank 33: 105-127.