

Pablo Mac Clay

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I am a researcher, professor and consultant specializing in agri-food systems, business strategy, and innovation for sustainability.

Education

2020-2024 **PhD, Agricultural Sciences** | Universität Bonn (Germany), Faculty of Agriculture.

2015-2016 **Master's degree in Agribusiness** | Universidad Austral (Argentina), School of Business Sciences, Rosario.

2004-2009 **Bachelor in Economics** | Universidad Nacional de Rosario (Argentina), School of Economics and Statistics.

Research Interests

agrifood value chains | bioeconomy | agribusiness | policy analysis | innovation

Lenguajes

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|---------|--------------------------------------|
| Spanish | <i>Native</i> |
| English | <i>Full Professional Proficiency</i> |
| Italian | <i>Elementary Proficiency</i> |

Skills

Data analysis | Qualitative analysis | Text analysis | Technical writing | Project management |
Lecturing & public speaking | Industry Analysis

Professional Experience

2020 – Present. Researcher at Center for Development Research, Universität Bonn (Germany).
Project: Transformation and Sustainability Governance of South American Bioeconomies (*sabio-project.org*).

Main tasks: Implementing quantitative and qualitative analysis to explore changes in value chains in front of sustainability-driven innovation.

2015 – Present. Researcher at Center for Food & Agribusiness, School of Business Sciences, Universidad Austral (Argentina).

Main Tasks: Participating in different research projects of the University related to local farmers' behavior and attitudes. Lecturing in undergraduate courses.

2014 – 2019. Consultant at Local Government of Rosario, Office of Finance and Economics.

Main tasks: Budgeting and Management Control. Short-term Financial Planning. Formulation and Evaluation of local investment projects.

2012 – 2014. Junior Researcher at Foundation of the Municipal Bank, Rosario.

Main tasks: Data collection and analysis on the economy of Rosario City and its Metropolitan Area.

2010 – 2011. Young Professional at PwC, Tax and Legal Services.

Main tasks: Transfer pricing analyst—financial benchmark studies with tax purposes. Financial analysis of private sector companies. Industry analysis.

Lecturing Experience

2024 – Present. Lecturer. Agribusiness strategy and international business.

Mandatory course. MBA Agribusiness. School of Business Sciences, Universidad Austral (UA).

2024 – Present. Lecturer. Innovation in Agribusiness.

Mandatory course. MBA Agribusiness. School of Business Sciences, Universidad Austral (UA).

2023 - 2024. Lecturer. *Organizational Management*.

Mandatory course. M.Sc. Agricultural and Food Economics. Faculty of Agriculture. University of Bonn.

2018 – Present. Lecturer. *Decision-making and Strategic Behavior*.

Undergraduate elective course. School of Economics and Statistics, Universidad Nacional de Rosario (UNR).

2015 – 2023. Lecturer. *Commodity Markets*.
Undergraduate mandatory course. School of Business Sciences, Universidad Austral (UA).

2015 – 2022. Lecturer. *Value chain in agribusiness*.
Undergraduate mandatory course. School of Business Sciences, Universidad Austral (UA).

List of Publications (www.researchgate.net/profile/Pablo-Mac-Clay)

Mac Clay, P. & Sellare, J. (2025). The nexus between innovation, value chains, and social sustainability in the context of a bioeconomy upgrading. *Business Strategy and Development*, 8(1), 1-20. DOI: <https://doi.org/10.1002/bsd2.70087>

Mac Clay, P., Feeney, R., & Sellare, J. (2024). Technology-driven transformations in agri-food global value chains: The role of incumbent firms from a corporate venture capital perspective. *Food Policy*, 127, 102684. DOI: <https://doi.org/10.1016/j.foodpol.2024.102684>

Mac Clay, P. (2024). Essays on the nexus between technological change, policies, and value chain governance for a transition towards a low-carbon economy. Dissertation, Rheinische Friedrich-Wilhelms-Universität Bonn. <https://doi.org/10.48565/bonndoc-314>

Dürr, J., Sili, M., **Mac Clay, P.**, & Sellare, J. (2024). Bioeconomic innovations breeding more sustainable innovations: A value chain perspective from Argentina. *Business Strategy and the Environment*, 33(7), 6833-6851. DOI: <https://doi.org/10.1002/bse.3845>

Feeney, R. and **Mac Clay, P.** (2024). *Desenvolvimento através das cadeias empresariais*. Book: O impacto transformador do Agronegócio. Motor de desenvolvimento para Angola. Eds. Fondation Onddjyla e Seiva, 381p. ISBN 97898935528-3-4.

Deciancio, M and **Mac Clay, P.** (2023). The Bioeconomy in Argentina: lessons for its development and sustainability. *ZEF-Policy Brief* 43.

Mac Clay, P. Börner, J. Sellare, J. (2023). Institutional and macroeconomic stability mediate the effect of auctions on renewable energy capacity. *Energy Policy*, 180, 113685. DOI: <https://doi.org/10.1016/j.enpol.2023.113685>.

Mac Clay, P. and Sellare, J. (2022). Value chain transformations in the transition to a sustainable bioeconomy. *ZEF-Discussion Papers on Development Policy*, 34

Mac Clay, P., Accursi, F. M., and Harmath, P. (2022). Surviving as an Argentine Farmer: Factors that Influence Risk Management Strategies. *International Journal on Food System Dynamics*, 13(4), 425-439.

Feeney, R.; Harmath, P., Ramoni-Perazzi, J. and **Mac Clay, P.** (2021). Relationship between brand and dealer loyalty in the agricultural equipment market. *International Food and Agribusiness Management Review*, 25(2), 347-360. DOI: doi.org/10.22434/IFAMR2021.0088

Feeney, R.; Harmath, P. and **Mac Clay, P.** (2020). Brand Loyalty in the Argentine Seed Market. *International Journal of Agricultural Management (IJAM)*. Vol 9. DOI: doi.org/10.5836/ijam/2020-09-45

Mac Clay, P.; Accursi, F. and Feeney, R. (2020). Risk attitudes between Argentine farmers: what determines willingness to take risks? *International Journal of Risk Assessment and Management (IJRAM)*. Vol 23 (3-4). DOI: 10.1504/IJRAM.2021.10035839

Mohammadi, Z.; **Mac Clay, P.**; Feeney, R.; Harmath, P.; Keshavarz, M and Gunderson, M. (2020). Characterization of farmers' management strategies: A comparison between Argentine and U.S. Farmers. *International Food and Agribusiness Management Review*. Vol 23 (2), pp. 235 – 252. DOI: doi.org/10.22434/IFAMR2019.0158

Feeney, R., Accursi, F. and **Mac Clay, P.** (2019). The impact of producers' cognitive styles on their purchasing behavior. *International Journal on Food System Dynamics*. Vol 10, No 5 (2019) pp. 498-515. DOI: doi.org/10.18461/ijfsd.v10i5.33

Mac Clay, P. and Feeney, R. (2019) Analyzing Agribusiness Value Chains: A Literature Review. *International Food and Agribusiness Management Review*. 2019, Vol. 22, No. 1, pp. 31-46. doi.org/10.22434/IFAMR2018.0089

Feeney, R.; Perez, C. and **Mac Clay, P.** (2016). Bioceres: AG Biotechnology from Argentina. *International Journal on Food System Dynamics*. Vol 7, No 2 (2016) pp.92-114. Special Issue: Business Case Study Analysis. DOI: doi.org/10.18461/ijfsd.v7i2.724

Feeney, R. and **Mac Clay, P.** (2016). Food Security in Argentina: A Production or Distribution Problem? *International Food and Agribusiness Management Review*. 2016, Volume 19 Issue 2, pp. 1-32. DOI: doi.org/10.22004/ag.econ.234954

Certifications

2020-2021. BIGS DR Doctoral Courses. Interdisciplinary & Disciplinary tracks. 30 ETCs.

2012-2013. *Post-Baccalaureate Teaching Certification, Economics*. Universidad Católica Argentina (UCA), School of Law and Social Sciences, Rosario.

Awards and grants

2018. Best Paper Award. International Food and Agribusiness Management Association (IFAMA), together with Roberto Feeney, for the paper *Analyzing Agribusiness Value Chains: A Literature Review*.

2008. Graduated with honors. Bachelor's Degree, Economics. Universidad Nacional de Rosario (UNR), School of Economics and Statistics. Grade point average: 9.56/10.

Conference papers and presentations

Pablo Mac Clay. Procesos de innovación y transformaciones en las cadenas de valor. Perspectivas desde la Bioeconomía. Jornadas Regionales de Bioeconomía, Montevideo, Noviembre 19-20, 2024.

Pablo Mac Clay, Guillermo Bort, Roberto Feeney and Jorge Sellare. Exploration strategies of agricultural input incumbents: the case of biologicals. International Food and Agribusiness Management Association (IFAMA) World Forum. Almería, June 17-20, 2024.

Pablo Mac Clay, Guillermo Bort, Roberto Feeney and Jorge Sellare. Exploration strategies of agricultural input incumbents: the case of biologicals. International Consortium of Applied Bioeconomy (ICABR). Ravello, June 11-14, 2024.

Pablo Mac Clay, Roberto Feeney and Jorge Sellare. *Technology driven transformations in agrifood systems: the role of incumbent firms from a corporate venture capital perspective*. International Consortium of Applied Bioeconomy (ICABR). 4-7 July 2023, Buenos Aires.

Pablo Mac Clay, Roberto Feeney and Jorge Sellare. *Technology driven transformations in agrifood systems: the role of incumbent firms from a corporate venture capital perspective*. Associazione Italiana di Economia Agraria e Applicata (AIEAA). Milano, June 2023.

Pablo Mac Clay and Jorge Sellare. *Value chains and innovation pathways in the transition to a sustainable bioeconomy*. International Conference. FEWSUS 2022 "Circular Bioeconomy Systems for Urban-Rural Co-Prosperity". Buenos Aires, December 2022.

Pablo Mac Clay, Jan Börner and Jorge Sellare. *Can auctions foster renewable energy under institutional and macroeconomic instability?* Energy and Climate Transformations. 3rd International Conference on Energy Research & Social Science. 20-23 June 2022, Manchester (UK).

Pablo Mac Clay, Federico Accursi and Roberto Feeney. *Risk attitudes between Argentine farmers: what determines willingness to take risks?* II Seminario de Gestión del Riesgo Agropecuario. INTA Pergamino. September 16-17, 2021.

Pablo Mac Clay and Jorge Sellare. *Value chains and innovation pathways in the transition to a sustainable bioeconomy*. IAMO Forum 2021 "Agrifood systems in the Bioeconomy". Virtual, June 2021.

Roberto Feeney, Pedro Harmath and Pablo Mac Clay. *Brand loyalty in the Argentine Seed Market*. 29th International Food and Agribusiness Management Association (IFAMA) World Forum. Hangzhou, June 2019.

Roberto Feeney, Pedro Harmath and Pablo Mac Clay. *Brand loyalty in Agricultural Capital Equipment in Argentina*. 29th International Food and Agribusiness Management Association (IFAMA) World Forum. Hangzhou, June 2019.

Pablo Mac Clay. *Cadena de la Yerba Mate en Argentina*. Business Case. 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Pablo Mac Clay, Federico Accursi and Roberto Feeney. *Risk attitudes between Argentine farmers: what determines willingness to take risks?* 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Pablo Mac Clay and Roberto Feeney. *Analyzing Agribusiness Value Chains: A Literature Review*. 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Roberto Feeney, Federico Accursi and Pablo Mac Clay. *The impact of producers cognitive styles on their purchasing behavior*. 28th International Food and Agribusiness Management Association (IFAMA) World Forum. Buenos Aires, June 2018.

Mac Clay, Pablo and Roberto Feeney. *The concept of value chain in agribusiness: A Literature Review*. International Business Conference. Rosario, August 2017.