

SARA SAVASTANO

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PERSONAL DATA

Nationality: Italian

Date of birth: December 6th, 1972

Place of birth: Chieti (Italy)

Marital Status: Single

EDUCATION

2003: University of Rome Tor Vergata

Rome - ITALY

PhD in Economics. Supervisor Prof. P.L. Scandizzo. Dissertation Defense: October 2003. “Land Markets and Values”. The thesis focuses on land market using the traditional analysis of farm decision-making process and extends it with a new approach based on the option value theory. Development of a theoretical dynamic model based on option value and empirical applications using CEE and the CIS countries household surveys. Quantitative analysis using cross country and panel data..

2003 : The World Bank

Washington, DC - USA

Final Selection YPP 2003 – Young Professional Program of the World Bank. Final interview in Paris January 7th, 2003

2002 : The World Bank

Washington, DC - USA

2 Spot Awards

Assigned by Gershon Feder (Research Manager Development Economic Research Group – DECRG) for the work performed during the preparation of the World Bank Policy Research Report on: “*Land Policy for Growth and Poverty Reduction*”

1997: University of Rome Tor Vergata

Rome - ITALY

Laurea in Economics (MA equivalent). Final Dissertation: “Irreversibility, Uncertainty and Project Valuation”. Supervisor: Prof. P.L. Scandizzo..

LANGUAGES AND COMPUTER SKILLS

Italian: Mother Tongue **French:** Excellent ; **English:** Excellent; **Spanish:** Very Good

Windows XP, Office 2000, Stata 10.0 (Statistical package); Matlab 5.0; CONFAR (Computer Model for Feasibility Analysis and Reporting: Unido Programme (United Nations for Industrial Development Organization) for the preparation of the feasibility studies

PUBBLICATIONS

2007: Kilic, T, Carletto, G, Miluka, J, and **S. Savastano**, “Rural Non-farm Income and Its Impact on Agriculture: Evidence from Albania”, paper presented at the FAO workshop on “*Rural farm and Non Farm Linkages*”, October 10-11, 2007, Rome

2007: Deininger, K., **Savastano**, S., and G. Carletto, “Land Market Development and Agriculture Efficiency in Albania”, Paper presented at the 104th EAAE Seminar Agricultural Economics and Transition: What was expected, what we observed, the lessons learned , Budapest September 5-7th, 2007.

2006: Cervigni, R., Rubino, P. and **S. Savastano**, “Financial Analysis and infrastructure projects: the Financial Budget Plan for the implementation of the Italian “Objective Law””, in *Materiali UVAL*, Issue 11 – 2006. Rome, Italy

2006: Coccia, M., Lucatelli, S. and **S. Savastano**, “Health and Social Services in Rural Umbria”, in *Materiali UVAL*, Issue 12 – 2006. Rome – Italy

2006: Sarris, A., **Savastano**, S. and L. Christiaensen, “Agriculture and Poverty in Commodity Dependent African Countries”, FAO Commodities and Trade Technical Paper n. 9

2006: Feder G., and **S. Savastano**, “The Role Of Opinion Leaders In The Diffusion of New Knowledge: The Case Of Integrated Pest Management”, *World Development* Vol. 34 No. 7 (July 2006) World Bank Policy Research Working Paper n. 3916, May 2006

Paper presented at:

- *Global Ifas Seminar Series; Institute of Food and Agriculture Sciences, University of Florida, September 28th, 2004*
- *18th Symposium and Global Learning Opportunity, Farming Systems and Poverty: Making a Difference: Rome –Italy 12 – 16 September 2005*

2006: Sarris, A., and **S. Savastano**, “Market and Other Constraints to Smallholder Coffee Development in Tanzania”, paper presented at the workshop on “Governance, Coordination and Distribution along Commodity Value Chains” organized by the FAO Commodities and Trade Division, in Rome on March 4-5, 2006. Forthcoming in the Conference Proceeding

2006: Sarris, A., **Savastano, S.** and L. Christiaensen, “The Role of Agricultural Land Productivity in Reducing Poverty in Tanzania: A Household Perspective from Rural Kilimanjaro and Ruvuma”, paper presented at the following workshops/conferences:

- *26th Conference of the International Association of Agricultural Economists, IAAE-2006, 12-18 August, 2006, Queensland Australia.*
- *CSAE Conference 2006: Reducing Poverty and Inequality: How can Africa be included? held on 19-21 March 2006, at St Catherine’s College, Oxford England.*
- *Paper presented at the CEM/PA consultations workshop on March 8-11th, 2005 in Dar es Salaam, Tanzania.*
- *Paper presented at the Workshop on “Revisiting the Role of Agriculture in Poverty Reduction in SSA”, The World Bank, Washington DC, USA - June 27-28th, 2005.*

2005: Scandizzo, P.L. and **S. Savastano**, “A model of interaction between inflation and news” in Scandizzo, P.L., and G. Pennisi, 2005, *Net economy and the public administration: news and innovative industrial and technological policies*, SSPA (High School of Public Administration), Rome, Italy.

2005 Savastano S. and P.L. Scandizzo, 2005, “Real Option Value Applied to Land Markets”, paper presented at the VII Congress of the AIV “Italian Valuation Association”, Catania March 15-19, 2005, Italy.

2004 Deininger K., Sarris A. and **S. Savastano**, “Rural Land Markets in Transition: Evidence from 6 Eastern European Countries”, *Quarterly Journal of International Agriculture* 43 (2004), No. 4

2004: Sarris, A., **Savastano, S.**, and C. Tritten, “Factor Market Imperfections and Polarization of Agrarian Structures in Central and Eastern Europe”, Paper presented at the IAMO Forum , 4-6 November, 2004.

2003: Deininger, K., and **S. Savastano**. 2003. “Land Rental Market and Welfare Implications in Kyrgyz Republic”, World Bank. Policy Research Working Paper, Washington DC.

2001: Savastano, S., “Irreversibility, Uncertainty and Environmental Decisions”, *World Bank Discussion Paper*

2001: Briscoe, S., Fitoussi, J.P., Patterson, K., **Savastano, S.**, Schneider, F., Nonell, R., Viviani, C., Ambrosetti team, 2001, “Il Pil in Italia: Paradossi e verità” , *Ambrosetti Working Paper*, July

Research Outputs

2006: Sarris, A., **Savastano, S.** and L. Christiaensen, “Report on the Role of Agricultural Land Productivity in Reducing Poverty in Tanzania: A Household Perspective from Rural Kilimanjaro and Ruvuma” This publication is prepared as part of a multi-country empirical investigation to re-assess the role of agriculture in poverty reduction in Sub Saharan undertaken by the Africa Region in the World Bank and financed under the Norwegian Trust Fund for Environmentally and Socially Sustainable Development, The Word Bank, Washington DC.

PROFESSIONAL EXPERIENCES

University of Rome “Tor Vergata” – Faculty of Economics

Rome – Italy

From January 2008 onward

Assistant Professor in Economic Policy

Didactic, Research on Agriculture, Trade and Biofuel, Land market development and agriculture efficiency in Eastern European Countries, Migration.

Teaching activity to graduates and post graduates students and in master programs.

Coordinator of the Development Economic Area of CEIS (Center for Economic and International Studies)

Coordinator of the Economic Development Academy. The objective of the Academy is to further the studies on economic development, through training and research activities and to promote wider knowledge of the problems of developing countries, development assistance and foreign aid

Organization of two main workshops: Scientific Coordinator of both conference

1. 12th ICABR Conference on The Future of Agricultural Biotechnology: Creative Destruction, Adoption, or Irrelevance?
<http://www.economia.uniroma2.it/icabr/index.php?p=2>
2. XX Villa Mondragone International Economic Seminar on: "Europe, climate change and energy policies: a new industrial revolution?"
<http://www.economia.uniroma2.it/mondragone/index.php?p=3>

Italian Ministry of Development

Department for Development Policies

Rome – Italy

From October 2005: Economist at the Evaluation Unit of Public Investment

Coordinator: Dr. Laura Raimondo: Chief of Unit

- Provide technical support to public administrations, by developing, testing and disseminating ex-ante, ongoing and ex- post evaluation methods for public investment projects and programmes.

**Feb 2005 – September 2005: Consultant FAO – ESC – Commodity and Trade Division
Rome - Italy**

Coordinator: Dr. Alexander Sarris – Director of ESC

Joint World Bank – FAO Research Project on “Revisiting the Role of Agriculture in Reducing Poverty in Tanzania” Objectives of the assignment: 1. to deepen our understanding of the strategic role of agricultural and food policies, and particularly technology, in reducing rural as well as urban poverty in African settings; 2. to identify the key determinants of agricultural development and the conditions under which it has the most poverty reducing effect with a particular emphasis on the role of agricultural productivity, risk and technology; 3. to provide a robust empirical basis for the design of agricultural and rural development strategies effective in reducing rural (as well as urban) poverty.

Preparation of a paper aimed at exploring the determinants of agricultural production, efficiency of production, impact of factor market constraints and effects of policy interventions on poverty using both farm household surveys conducted in Kilimanjaro and Ruvuma Regions, making a comparative study of both countries. Presentation of the preliminary findings in Dar Es Salam in March 2005, and in Washington DC, in June 2005..

THE WORLD BANK

WASHINGTON DC - USA

October. 2004 – January. 2005: Consultant ESDVP – Environmental and Social Sustainable Department

Coordinator: Dr. Odin Knudsen - Senior Advisor to the Vice President ESD (ESDVP)

Valuing investment decisions and public policies using real options approach in MENA (Middle East and North Africa) countries. The methodology of real options represents a recent and, at least potentially, far reaching innovation in the evaluation of public policies and investment projects. In the case of cost-benefit analysis, such evaluation is presently based on discounted cash flows (DCF) and net present values (NPV) of benefits and costs generated by the project. The option theory is incorporated in project evaluation by means of extended net present value (NPVE). This method, adds to the value created by the project in terms of expected cash flow, the value created (or destroyed) in terms of rights and opportunities. The new way of thinking of investment opportunities as options, changes the premise: irreversibility, uncertainty and the choice of timing alter the investment decisions in critical ways. The consultancy consists in evaluating several agriculture policies, preparing related research papers as well as reports for publication.

January. 2004 – October. 2004: Consultant DECRG and PREM – Poverty Reduction And Economic Management Network

Coordinators: Dr. Klaus Deininger : Lead Economist & Dr. Stefano Paternostro – Lead Economist

Analysis of PSIA (Poverty Social Impact Analysis) on the context of Land Reform.

Analysis of the distributional impact of policy reforms on the well-being or welfare of different stakeholder groups, with a particular focus on the poor and vulnerable, landowners and landless. Assess the link between existing household surveys and impact of land market development on consumption and farm income for rural poor.

Analysis of the scope and potential to utilize existing household surveys for PSIA purposes. Development of a range of survey modules at the household and the community levels to analyze land reform for PSIA analysis. Creation of specific survey module in order to determine household farm income, total household income, consumption, in order to analyze the impact of land market development on poverty.

Data from LSMS surveys and other pertinent surveys have being analyzed for quality, literature on relevant analytical issues has being reviewed for the implications for data requirements, and field experiments have been set up for the consumption module.

Analysis of the functioning of land market in Eastern and European Countries and the CIS. Quantitative analysis using household survey data. Provide background material, and write sections of selected theoretical and empirical paper. Country notes on Albania, Kosovo and Bosnia and Herzegovina)

December 2001– June 2003 Consultant DECRG

Coordinator: Dr. Klaus Deininger : Lead Economist

Analysis of the functioning of land market (rental and sale markets) in CEE and CIS Countries (Albania, Bulgaria, Romania, Czech And Slovak Republic, Moldova, Kyrgystan) using household surveys.

Comparisons of productive efficiency of different types of farms (within the same country and across countries). Standard production function (or profit function) estimation, and inferences on such productivity differentials and draw policy implications. Research activity using parametric and non parametric techniques applied to cross section and panel data using different household surveys (LSMS – living standard measurement surveys, HBS – household budget surveys)

- Participation to the research team of the Policy Research Report on “Land Policy for Growth and Poverty Reduction”, World Bank, 2003

- Organization of 4 Workshops on Land Issues (Hungary – April 2002, Uganda – April 2002, Mexico – May 2002, Cambodia – June 2002 – www.worldbank.org/landworkshops)
- Contributions to the some Research Papers on Land Issues: Credit Market and Farm Restructuring in the Transition Countries

Contributions to the following Research Papers on Land Issues (econometric and all quantitative analysis):

Deininger, K. and A. Sarris, “Land and Credit Markets in Central and Eastern Europe: Evidence and Policy Implications”, Paper presented at the Regional Workshop on Land Issues, Budapest April 3-6 2002

Sarris, 2002, “Restructuring and Agricultural Development In Transition Countries”, Paper presented at the 14th ABCDE (Annual Bank Conference on Development Economics) in Washington DC – April

October 1999 - April 2000 Consultant RDV (Rural Development)

Coordinator: Dr. Odin Knudsen, Senior Advisor

Research project “Valuation of Natural Resources: Cost Benefit Analysis and the Problem of Irreversibility and Uncertainty”.

September 2004. – June 2005 University of Rome Tor Vergata Rome - Italy

Coordinators: Prof. G. Tria e Prof. P.L Scandizzo.

Joint project World Bank and CEIS (Center for International Studies in Economic Growth) on E-Distance Learning program in cultural heritage promotion offered to selected target countries, namely: Albania, Iran, Tunisia, Egypt, Morocco, Lebanon.

July 2001 – October 2001 ENAM Rome - Italy

Coordinator: Prof. P.L Scandizzo.

Consultant for the realization of a feasibility study on the restructuring of a private building and its conversion to a convention center hotel. financial and economic analysis in order to determine the benefit for the community and for the members of the institution..

February 2001 – June. 2001: Ambrosetti s.r.l – Consultancy Firm Rome - Italy

Consultant for the research project: “GDP: Measures, Problems and remedies”

October 2000 The World Bank – Sichelgaita Rome - Italy

Coordinator: Prof. P.L Scandizzo

Component of the Research Team of the joint World Bank/Sichelgaita (Economical and Social Studies Firm- Salerno, Italy)/Carisal Foundation (Salerno, Italy) for the World Bank project on “Catastrophe Insurance”

May 2000: Alpetunnel- GEIE Rome - Italy

Coordinator: Prof. P.L Scandizzo

Component of the Research Team in the Alpetunnel GEIE Project (www.alpetunnel.com) for the estimation and the valuation of the construction of a railway Tunnel for High Speed Train between Italy and France (Turin-Lyon). Feasibility study applying Cost Benefit analysis (World Bank methodology) and Option Value Theory:

1999 – 2001 Junior Economist Valle D’Aosta Region Rome - Italy

Coordinator: Prof. P.L Scandizzo

Junior Economist of the research team for the activities of the unit of evaluation of public

investment of the Region with special concern on economic and financial analysis of investment projects. Analysis of projects and infrastructure programs.

ACADEMIC ACTIVITIES

January 2008:

Series of lectures on Planning Sustainable Development: Project and Program Evaluation (20 hours) at the Master Program MESCI “Master in Development Economic and International Co-operation” – University of Rome “Tor Vergata” – Faculty of Economic

January 2007:

Series of lectures on Planning Sustainable Development: Project and Program Evaluation (15 hours) at the Master Program MESCI “Master in Development Economic and International Co-operation” – University of Rome “Tor Vergata” – Faculty of Economic

November – December 2006

Series of lectures at the course of International Economics at the University of Rome Tor Vergata, Faculty of Economics – undergraduate courses with Prof. L. Paganetto

From November 2005

Teaching Assistant in Monetary and Financial Economics at the University of Rome “Tor Vergata” – Faculty of Economics

November 2003

Lecturer in Microeconomics at the PhD course in Economics University of Rome “Tor Vergata” – Faculty of Economics

From 1999 to 2001

- Teaching Assistant in Economic Policy at the University of Rome “Tor Vergata” – Faculty of Economics
- Teaching Assistant in Applied Economics at the University of Rome “Tor Vergata” – Faculty of Economics.

June 2001

Lecturer in Microeconomics at the University of Rome 3 “Federico Caffè” – Economics

OTHER PROFESSIONAL EXPERIENCES

From 1990-2005:

Program project Manager for **Orbiter International S.r.l.** (SME specialised in planning and development projects, financial and economic studies);

Tutor. Designing the following courses on “Methodologies for Project Valuation” (feasibility studies using cost/benefit analysis) for post graduate students, managers and civil servants.

Orbiter/EU-ESF for public administration employees of the Province of Palermo (Italy) June 2000 – July 2000

Orbiter/EU-ESF/Italian Ministry of Labour for post graduate individual (six weeks each) (1998/1999);

Orbiter/National Council of accountants workshop on the “New Legal Process for Tax controversies” (1996/97);

Orbiter/National Council of Rome Engineers’ workshop (1997);

Orbiter/EU-ESF/Italian Labour Ministry course (sixteen weeks) (1994);

Orbiter/Mediocredito Centrale (Italy) for PHARE countries (1994);

Orbiter/Mediocredito Centrale (Italy) for TACIS countries -officials from various Ministries (1992);

Orbiter/Unido training course on preparation, valuation and financing industrial projects for

managers and West Africa countries civil servants (1992);

Orbiter/Unido for managers and UDEAC civil servants (six weeks - 1990);

Orbiter/Ancifap (IRI Group) for Guinea Conakry's Planning Ministry civil servants (six weeks - 1990);

Technical assistance

Responsibilities

Participation in Orbiter/Brindisi's Province technical assistance project

Optimisation of the relationship between Brindisi's Province and the European Institutions, particularly in the best use of E.E.C. funding, made available for development (1998).

Manage contacts and meetings between Brindisi's Provincial Management and the European Institutions (European Commission, General Directions, European Parliament) (1998).

Projects preparation and evaluation

Participation to the design of the training projects Orbiter / Italian Ministry of Labour / FSE(European Social Fund) (1992-2001)

Project promotion

Participation in the negotiations for the acquisition of consulting, training and technical assistance agreement.

Member of Orbiter delegation for the promotion of its activities with:

The European Commission and its various General Directions (1992);

The World Bank, various branches (1992);

UNDP (1992);

Participation in negotiations for the acquisition of the exclusive publishing rights:

Austria: Unido "Manual for the preparation and the evaluation of industrial feasibility studies" (1991)

France: Mr. Chervel's "Manual for the preparation of feasibility studies by the effects method" (1996);

United States: World Bank Series of Texts on project analysis, IDE (Institute for the Economic Development, World Bank) (1992)