

Samir Mili

ORCID iD: 0000-0003-3835-9310

EDUCATION

- 1995 PhD in Agricultural Economics. Polytechnic University of Madrid, Spain.
- 1990 Master of Science in Agri-Food Marketing. Centre International de Hautes Etudes Agronomiques Méditerranéennes. (CIHEAM).
- 1988 Postgraduate Diploma in Agricultural Market Research. CIHEAM.
- 1987 Agricultural Engineer. Institute of Agricultural Sciences. Tunisia.

PROFESSIONAL ADDRESS

IEGD-CSIC

Calle Albasanz, 26-28. 28037 Madrid, Spain

E-mail: samir.mili@csic.es

MAIN AREAS OF EXPERTISE

- Public policies in agriculture and food
- Food marketing, international trade, and supply chains
- Sustainable food systems and business models
- Euro-Mediterranean relations in agriculture and food

SELECTED RESEARCH PROJECTS

- New Approaches for Generating Innovative, Sustainable and Resilient Business Models in the Agri-Food Sector
Financing entity: Spanish National Research Council (CSIC)
Duration: 2020-2023
Keywords: Business models, innovation, sustainability, resilience, agri-food sector
- Synergies between Agricultural and Environmental Policies aiming at the Sustainability of Mediterranean Agrosystems
Financing entity: Spanish Ministry of Economy and Competitiveness
Duration: 2016-2019
Keywords: Agricultural sustainability, agricultural policy, agriculture-environment nexus, agro-economic models, foresight
- Sustainable Agri-food Systems and Rural Development in the Mediterranean Partner Countries
Financing entity: European Commission (FP7)
Duration: 2010-2014
Keywords: Sustainable agri-food systems, policy impact assessment, multi-indicator analysis, global value chains

- A Model for Evaluating the Impact of Common Agricultural Policy Measures on the Spanish Agricultural Sector
Financing entity: National Plan for Research, Development and Innovation
Duration: 2007-2010
Keywords: Agricultural policy, impact analysis, Positive Mathematical Programming
- Vineyards as Instrument for Territorial Cohesion. Strategies in Economic Globalization Scenarios
Financing entity: National Plan for Research, Development and Innovation
Duration: 2006-2010
Keywords: Innovation, adoption, production and export strategies
- Safe and High-Quality Supply Chains and Networks for the Citrus Industry between Mediterranean Partner Countries and Europe
Financing entity: European Commission (FP6)
Duration: 2006-2008
Keywords: Food safety and quality, supply chains, citrus industry, Mediterranean countries
- Impacts of Agricultural Trade Liberalization between the European Union and Mediterranean Countries
Financing entity: European Commission (FP6)
Duration: 2004-2007
Keywords: Trade liberalisation, impact analysis, agri-food supply chain, Mediterranean countries
- Safe and High-Quality Food Supply Chains and Networks
Financing entity: European Commission (FP5)
Duration: 2002-2005
Keywords: Food safety, quality, global food networks, public-private partnerships
- Impact of Public Policies on Agri-Food Systems in the Mediterranean Countries
Financing entity: French Ministry of Agriculture
Duration: 2003-2005
Keywords: Public policies, agri-food sector, Mediterranean countries
- Quality Food Products Facing New Competition Challenges
Financing entity: Spanish Inter-ministerial Commission for Science and Technology
Duration: 2003-2004
Keywords: Globalisation, competition, quality, Mediterranean products
- Risks and Opportunities for Quality Mediterranean Agri-Food Products
Financing entities: Spanish Ministry of Science and Technology
Duration: 2001-2003
Keywords: Quality, market valorisation, territorial valorisation, comparative analysis, Mediterranean products
- Analysis of the Potential Olive Oil Market in Germany
Financing entity: European Commission
Duration: 1999-2002
Keywords: International marketing, consumer behaviour, potential market, olive oil

- Production Restructuring and Business Strategies in the Olive Oil Sector
Financing entity: Spanish Inter-ministerial Commission for Science and Technology
Duration: 1997-2000
Keywords: Structural change, competitiveness, business strategies, producer-distributor relationships, olive oil
- Quality, Technology and Environment: Their Impact on the Reorganisation of a Sustainable Agri-Food System
Financing entity: Spanish Inter-ministerial Commission for Science and Technology
Duration: 1994-1997
Keywords: Quality, technology, environment, sustainable agriculture
- Food Marketing Channels: A Regional Development Perspective
Financing entities: Spanish Ministry of Education and Science, and JNICT of Portugal
Duration: 1995-1996
Keywords: Market integration, regional development, Spain, Portugal
- Production Systems and Meat Consumption in France, Italy and Spain: Comparative Analysis with Special Reference to Problems of Quality and the Environment
Financing entity: European Commission (FP4)
Duration: 1994-1996
Keywords: Sustainable meat production, consumption, quality systems
- The Spanish Food industry: Economic Indicators and Trends
Financing entity: Spanish Ministry of Agriculture
Duration: 1994
Keywords: Food industry, economic indicators
- New Trends for the Spanish Agri-Food System within the European Single Market
Financing entity: Spanish Inter-ministerial Commission for Science and Technology
Duration: 1991-1993
Keywords: Economic integration, European single market, business strategies
- Rotational versus Permanent Set-aside of Land in Spain
Financing entity: European Commission (DG Agriculture)
Duration: 1992-1993
Keywords: Set-aside, slippage effects, Spain
- Information and Agri-Food Policy Analysis
Financing entities: Inter-American Institute for Cooperation on Agriculture (IICA), and Spanish Agency for International Cooperation
Duration: 1991-1992
Keywords: Chain analysis, statistical system, agri-food system
- Demand for Olive Oil in Spain
Financing entity: International Olive Council
Duration: 1990
Keywords: Demand analysis, price analysis, olive oil

- Marketing of Lamb Meat from New Zealand in Spain: Market Opportunities and Entry Strategies
Financing entity: New Zealand Meat Producers Board
Duration: 1990-1991
Keywords: Lamb meat, market entry, New Zealand, Spain

SELECTED PUBLICATIONS

Mili S. (2026). Bridging the Gap between Business Strategies and Sustainability Integration in Spanish Food SMEs. *International Journal on Food System Dynamics* 17(1): 1-14.

Mili S. (2026). Dealing with Sustainability Challenges over Agricultural Support Policies in Europe, in: *Encyclopedia of Agriculture and Food Systems*, (P. Alexander, Ed.). UK: Elsevier, vol. 4, pp. 207-222.

Mili S. and Chouk S. (2026). Managing Business Models for Achieving Sustainable Transition in the Dairy Industry: A Multi-Case Analysis from Spain. *Agriculture* 16(3), 377 (23 p.).

Mili S. (2025). Bolstering Sustainability Strategies in the Spanish Food SMEs, in: *System Dynamics and Innovation in Food Networks 2025* (J. Deiters and G. Schiefer, Eds.). Kiel (Germany): CentMa Press, pp. 112-122.

Mili S. and Loukil T. (2025). Heightening Sustainability Transition Through Business Transformation in the Fresh Produce Industry: Conceptual Framework and a Case Study, in: *Biodiversity in Agri-Food Systems* (K. Mattas, G. Baourakis, C. Zopounidis and C. Staboulis, Eds.). Cham (Switzerland): Springer, pp. 83-100.

Mili S. (2024). Shifting Business Models for More Sustainable Agri-Food Supply Chains, in: *Agricultural Research Updates* (P. Gorawala and S. Mandhatri, Eds.). New York (USA): Nova Science, pp. 175-197.

Mili S. (2024). A cursory Glance on Agricultural Policy Analysis in a Changing Landscape, in: *Agricultural Policy: Strategies, Challenges and Global Implications* (Y. Lee, Ed.). New York (USA): Nova Science, pp. 95-114.

Mili S. and Arovuori K. (2023). The Struggle to Sustain Agriculture in EU Southern Neighbourhood Partners: Improving Data and Policies. *EuroChoices* 22(1): 50-57.

Mili S. and Loukil T. (2023). Enhancing Sustainability with the Triple-Layered Business Model Canvas: Insights from the Fruit and Vegetable Industry in Spain. *Sustainability* 15(8), 6501 (19 p.).

Martínez-Vega J., Mili S. and Gallardo M. (2022). Modelling Land Use and Land Cover Changes in the Mediterranean Agricultural Ecosystems, in: *Modeling for Sustainable Management in Agriculture, Food and the Environment* (G. Vlontzos, Y. Ampatzidis, B. Manos and P.M. Pardalos, Eds.). Boca Raton, Florida (USA): CRC Press, pp. 40-73.

Mili S. and Bouhaddane M. (2021). Forecasting Global Developments and Challenges in Olive Oil Supply and Demand: A Delphi Survey from Spain. *Agriculture* 11(3), 191 (25 p.).

- García Azcárate, T. and Mili S. (2021). The Tense Relationship Between the European Common Agricultural and Environment Policies, in: *EU Environmental Governance: Current and Future Challenges* (A. Orsini and E. Kavvatha, Eds.). Oxon (UK): Routledge, pp. 101-120.
- Mili S. and Arfa I. (2020). Uncovering Value Creation Factors in Organic Food Supply Chains. *International Journal on Food System Dynamics* 11(5): 503-521.
- Mili S. (2020). Covid-19, una oportunidad para reestructurar el comercio internacional agroalimentario. *Alternativas Económicas* 3 June 2020.
- Mili S. and García Azcárate T. (2020). Political Economy and Prospects of Common Agricultural Policy Reforms, in: *The European Union: Policies, Perspectives and Politics* (R. Moldovan, Ed.). New York (USA): Nova Science Publishers, pp. 43-62.
- Arfa I. and Mili S. (2020). Identifying Value Drivers in Organic Food Supply Chains, in: *System Dynamics and Innovation in Food Networks 2020* (J. Deiters, U. Rickert and G. Schiefer, Eds.). Kiel (Germany): CentMa Press, pp. 25-41.
- Mili S. and Martínez-Vega J. (2019). Accounting for Regional Heterogeneity of Agricultural Sustainability in Spain. *Sustainability* 11(2), 299 (20 p.).
- Bouhaddane M. and Mili S. (2018). A forecast of internationalization strategies for the Spanish olive oil value chain, in: *System Dynamics and Innovation in Food Networks 2018* (J. Deiters, U. Rickert and G. Schiefer, Eds.). Kiel (Germany): CentMa Press, pp. 1-27.
- Mili, S. (2018). Incidence des réformes des politiques agro-commerciales de l'Union européenne sur la filière oléicole tunisienne. *La lettre de l'ONAGRI* 4(2): 12-18.
- Mili S. (2017). Benchmarking Agri-Food Value Chain Performance Factors in South Mediterranean Countries, in: *System Dynamics and Innovation in Food Networks 2017* (J. Deiters, U. Rickert and G. Schiefer, Eds.). Kiel (Germany): CentMa Press, pp. 48-60.
- Mili S., Júdez L. and de Andrés R. (2017). Investigating the impacts of EU CAP reform 2014-20 and developments in sustainable olive farming systems. *New Medit* 16(3): 2-10.
- Mili S. (2016). Value Chain Dynamics of Agri-Food Exports from Southern Mediterranean to the European Union: End-Market Perspective. *International Journal on Food System Dynamics* 7(4): 311-327.
- Mili S. (2016). An Investigation into the Dynamics of EU Agricultural Imports from Mediterranean Partner Countries, in: *System Dynamics and Innovation in Food Networks 2016* (J. Deiters, U. Rickert and G. Schiefer, Eds.). Kiel (Germany): CentMa Press, pp. 448-469.
- Martínez-Vega J., Mili S. and Echavarría P. (2016). Assessing Forest Sustainability: Evidence from Spanish Provinces. *Geoforum* 70 (March 2016): 1-10.
- Petit M., Montaigne E., El Hadad F., García Álvarez-Coque J.M., Mattas K. and Mili S. (2015) (Eds.). *Sustainable Agricultural Development. Challenges and Approaches in Southern and Eastern Mediterranean Countries*. Heidelberg (Germany): Springer, 334 p.
- Kniivilä M., Mili S., Ait El Mekki A., Arovuori K., Ben Saïd M., Çağatay S., Horne P., Kıymaz T., Laajimi A., Martínez-Vega J., Pykkönen P., Soliman I. and Thabet B. (2013). *Sustainable agriculture and forestry in the Mediterranean Partner Countries and Turkey: Factors, indicators and challenges*. Helsinki (Finland): PTT Papers, 104 p.

- El Hadad-Gautier F., Petit M., Mili S., Montaigne E. and García Álvarez-Coque J.M. (2013). Sustaining Societies and Agriculture. *International Innovation* 7: 38-40.
- Mili S., Júdez L., de Andrés R. and Urzainqui E. (2013). Evaluating the Impacts of Policy Reforms under Changing Market Conditions on Olive Farming Systems in Southern Spain. *New Medit* 12(1): 22-36.
- Fearne A., Garcia M., Sausman, C. Felgate M., Mili S. et al. (2012). *Global Value Chain Analysis: Fresh Orange Sector in Mediterranean Partner Countries*. Kent (UK): Kent Business School, 116 p.
- Kniivilä M., Bäckman S., Horne P., Martinez-Vega J., Mili S. and Pyykkönen P. (2012). *Frameworks for Sustainable Agriculture and Forestry: Applications to Finland and Spain*. Helsinki (Finland): PTT Papers, 73 p.
- Martínez C. and Mili S. (2011). Pertinencia del enfoque de cadena de valor en el análisis de los intercambios euro-mediterráneos de productos alimentarios, in: *Las cadenas de valor alimentarias: Un análisis internacional de casos* (J. Briz and I. de Felipe, Eds.). Madrid (Spain): Editorial Agrícola Española, pp. 331-348.
- Bardají I. and Mili S. (2011). An investigation of current and upcoming developments affecting Spanish wine exportation, in: *A Resilient European Food Industry in a Challenging World* (G. Baourakis, K. Mattas, C. Zopounidis and G. van Dijk, Eds.). New York (USA): Nova Science Publishers, pp. 89-102.
- Rosa R., Mili S. and Briz J. (2009). Consumer and Supply Chain Dynamics in the Portuguese Organic Milk Market, in: *System Dynamics and Innovation in Food Networks 2009* (M. Fritz, U. Rickert and G. Schiefer, Eds.). Bonn (Germany): Universität Bonn-ILB Press, pp. 649-661.
- Mili S. (2009). Market Dynamics and Policy Reforms in the Olive Oil Sector: A European Perspective, in: *Traditional Food Production and Rural Sustainable Development. A European Challenge* (T. Noronha, P. Nijkamp and J.L. Rastoin, Eds.). Surrey (UK): Ashgate Publishing, pp. 215-238.
- Mili S. (2008). Agricultural Liberalisation and Euro-Mediterranean Cooperation Agenda. *New Medit* 7(3): 2-3.
- Mili S. (2008). L'agriculture, l'agroalimentaire, la pêche et le développement rural en Espagne. *Options Méditerranéennes - Etudes et Recherches* 61: 349-382.
- Rosa R., Briz J. and Mili S. (2008). *Producción y mercado de leche ecológica en Portugal*. Estrategias y tendencias. Oporto (Portugal): Editorial Novembro, 331 p.
- Mili S. (2007). Restructuring of the Spanish Milk Industry: Quality and Corporate Strategies, in: *Identity and Quality of Mediterranean Foodstuffs* (B. Hervieu, dir.) Paris (France): Presses de Sciences Po, pp. 245-277. (Published in French, English, Spanish, Arabic and Italian).
- Mili S. (2006). Olive Oil Marketing in Non-Traditional Markets: Prospects and Strategies. *New Medit* 5(1): 27-37.
- Mili S. (2006). Prospects for Olive Oil Marketing in Non-Traditional Markets, in: *Sustainable Development and Globalisation of Agri-Food Markets* (J.P. Gervais, B. Larue and J.L. Rastoin and R. Fanfani, Eds.). Bologna (Italy): Clueb, pp. 138-159.

- Mili S. and Mahlau M. (2005). *Characterization of European Olive Oil Production and Markets*. Madrid (Spain): Instituto de Economía y Geografía (CSIC), 73 p.
- Mili S. and Gatti S. (Eds.) (2005). *Mercados agroalimentarios y globalización. Perspectivas para las producciones mediterráneas*. Madrid (Spain): Editorial CSIC, 238 p.
- Mili S. and Rodríguez-Zúñiga M. (2005). El sector de aceite de oliva español. Transformaciones estructurales recientes y estrategias empresariales, in: *Mercados agroalimentarios y globalización. Perspectivas para las producciones mediterráneas* (S. Mili and S. Gatti, Eds.). Madrid (Spain): Editorial CSIC, pp. 93-107.
- Mili S. (2005). Cambios en el consumo alimentario, in: *Mercados agroalimentarios y globalización. Perspectivas para las producciones mediterráneas* (S. Mili and S. Gatti, Eds.). Madrid (Spain): Editorial CSIC, pp. 49-64.
- Mili S. and Rodríguez-Zúñiga M. (2005). Le secteur de l'huile d'olive face aux nouveaux défis de la concurrence internationale, in: *Les défis de la Terre. L'agriculture en Espagne et en Tunisie face aux défis de la libéralisation* (F. Ceña, M. Elloumi, R. Gallardo and M.B. Sai, Eds.). Tunis (Tunisia): Cérès-Editions-IRESA, pp. 181-202.
- Mili S. (2005). Transformaciones del consumo alimentario y su repercusión en el sistema agroalimentario. *Revista Española de Estudios Agrosociales y Pesqueros* 205: 221-247.
- Mili S. (2004). Tendències contemporànies en el consum alimentari, in: *L'agricultura moderna: de l'alimentació al medi ambient* (L. Argemí and M. Rodríguez-Zúñiga, Eds.). Barcelona (Spain): Publicacions i Edicions de la Universitat de Barcelona, pp. 211-232.
- Gatti S., Giraud-Héraud E. and Mili S. (Eds.) (2003). *Wine in the Old World. New Risks and Opportunities*. Milano (Italy): Fanco Angeli, 240 p.
- Mili S. and Rodríguez-Zúñiga M. (2003). The Olive Oil Sector Facing New International Market Challenges: A Demand-driven Perspective. *Journal of International Food & Agribusiness Marketing* 14(3): 35-55.
- Mili S. and Rodríguez-Zúñiga M. (2001). Tendenze del commercio internazionale dell'olio di oliva spagnolo, in: *L'olivicoltura spagnola e italiana in Europa* (A. Cavazzani and G. Sivini, Eds.). Soveria Mannelli (Italy): Rubbettino, pp. 75-95.
- Mahlau M. and Mili S. (2001). Recent Olive Oil Marketing Trends in Traditional and Non-traditional Markets. *Olivae* 88: 18-25. (Published in English, French, Spanish and Italian).
- Mili S. and Rodríguez-Zúñiga M. (2001). Exploring Future Developments in International Olive Oil Trade and Marketing: A Spanish Perspective. *Agribusiness: An International Journal* 17(3): 397-415.
- Mili S., Rodríguez-Zúñiga M. and Sanz Cañada J. (2001). Processor-Distributor Relationships and Technological Change: The Processed-Meat Marketing Channel in Spain, in: *Quality Management and Process Improvement for Competitive Advantage in Agriculture and Food* (G. Schiefer and R. Helbig, Eds.). Bonn (Germany): Universität Bonn-ILB, pp. 339-359.
- Sanz Cañada J., Mili S. and Rodríguez-Zúñiga M. (1999). Contraintes d'accès au marché et systèmes locaux de production: la filière de l'huile d'olive en Espagne. *Revue de l'Economie Méridionale* 188: 323-339.

- Mili S. (1999). The Olive Oil Sector: International Challenges and Future Scenarios. *Olivae* 75: 8-16. (Published in English, French, Spanish and Italian).
- Mili S., Mahlau M. and Furitsch H.P. (1998). Hábitos de consumo y demanda de productos cárnicos en España. *Revista Española de Economía Agraria* 182: 131-166.
- Sanz Cañada J., Rodríguez-Zúñiga M. and Mili S. (1998). Estrategias competitivas ante la globalización de los intercambios comerciales: la cadena del aceite de oliva en España. *Agroalimentaria* 7: 109-120.
- Mili S., Rodríguez-Zúñiga M. and Sanz Cañada J. (1997). El sector del aceite de oliva ante la globalización de los mercados: reflexiones desde una perspectiva de demanda. *Revista Española de Economía Agraria* 181: 209-242.
- Mili S. (1997). Comportement du consommateur et demande de viande en Espagne, France et Italie, in: *Commercialisation et consommation de viande en France, en Italie et en Espagne*. Paris (France): INRA-Editions, pp. 77-104.
- Mili S. (1996). *Organización de mercados y estrategias empresariales en el subsector del aceite de oliva*. Madrid (Spain): Ministerio de Agricultura, Pesca y Alimentación, serie Estudios, 383 p.
- Mili S., Mahlau M. and Furitsch H.P. (1996). Comportamiento del consumidor español frente a la demanda de productos cárnicos. *Eurocarne* 43: 35-44 (I), and 44: 55-62 (II).
- Rodríguez-Zúñiga M., Sanz Cañada J. and Mili S. (1996). La industria agroalimentaria española entre el Tratado de Adhesión y el Acta Unica: Un balance, in: *Que futuro para a agricultura na economia portuguesa*. Lisboa (Portugal): Associação Portuguesa de Economía Agrária, vol. II, pp. 231-242.
- Mahlau M. and Mili S. (1995). Food Security in Developing Countries: Impact of the GATT Agreement and CAP Reform. *Economies et Sociétés* AG 22(3-4): 317-327.
- Rodríguez-Zúñiga M., Sanz Cañada J. and Mili S. (1994). *Cuadernos de información económica sobre la industria agroalimentaria*. Madrid (Spain): Ministerio de Agricultura, Pesca y Alimentación, 80 p.
- Sanz Cañada J. and Mili S. (1994). *Estadísticas del Sistema Agroalimentario: conceptos y métodos de elaboración*. San José (Costa Rica): Instituto Interamericano de Cooperación para la Agricultura (IICA), 78 p.
- Sanz Cañada J. and Mili S. (1993). Reflexiones metodológicas para la elaboración de estadísticas del Sistema Agroalimentario. *Revista de Estudios Agro-Sociales* 163: 149-170. (Published also in French in *Medit* 1(1994): 29-34).
- Mili S. (1993). *Evolución y tendencias del sector hortofrutícola español*. Madrid (Spain): Instituto de Economía y Geografía (CSIC), 66 p.
- Mili S. and Merino M. (1993). *The Slippage effects of Rotational versus Permanent Set-aside of Land in Spain*. Madrid (Spain): Escuela Técnica Superior de Ingenieros Agrónomos (UPM), 35 p.
- Briz Escribano J., Florez Robles L. and Mili S. (1991). Análisis econométrico del comportamiento de la demanda de aceite de oliva en España. *Investigación Agraria. Economía* 6(2): 197-206.

Mili S. and Briz Escribano J. (1991). The Behaviour of Olive Oil Demand and Prices in Spain: An Econometric Approach. *Olivae* 37: 6-15. (Published in English, French, Spanish and Italian).

Lamo de Espinosa J., Baamonde E., Mili S., Ibañez J. and Gómez A. (1991). *Los modelos agroalimentarios*. Madrid (Spain): Escuela Técnica Superior de Ingenieros Agrónomos (UPM), 50 p.

Briz Escribano J. and Mili S. (1990). El mercado de aceite de oliva en Madrid: elementos determinantes a nivel minorista. *Revista de Estudios Agro-Sociales* 154: 127-152.