



Trade Standards Practitioners Network (TSPN) Workshop  
*“African Smallholders and the Challenge of Assured Compliance:  
What Have We Learned From Our Interventions?”*  
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# *Opportunities and Constraints Faced by Smallholders in the Context of High-Value Agricultural and Food Markets*

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# Outline

- Background
- Research Questions
- Methods
- Results
- Implications



# Background

- Role of market participation in rural poverty alleviation
- Increasing focus on higher-value markets
- Recognition that challenges are mounting
- Wide-scale donor interventions
- Very limited rigorous evaluation
- Perceptions matter!



# Research Questions

- Impacts of participation
- Constraints on participation
- Indicators actually used to judge success of interventions
- Interventions that should be used to judge the success of interventions
- Factors influencing success of interventions
- Role of stakeholders



# Methods

- Review of literature
- Questionnaire design
- Pre-test & pilot
- Internet-based structured questionnaire:
  - Sampling frame (n=391) defined through snowballing technique
  - Email invitation to participate & reminder
  - Valid response rate 47 percent

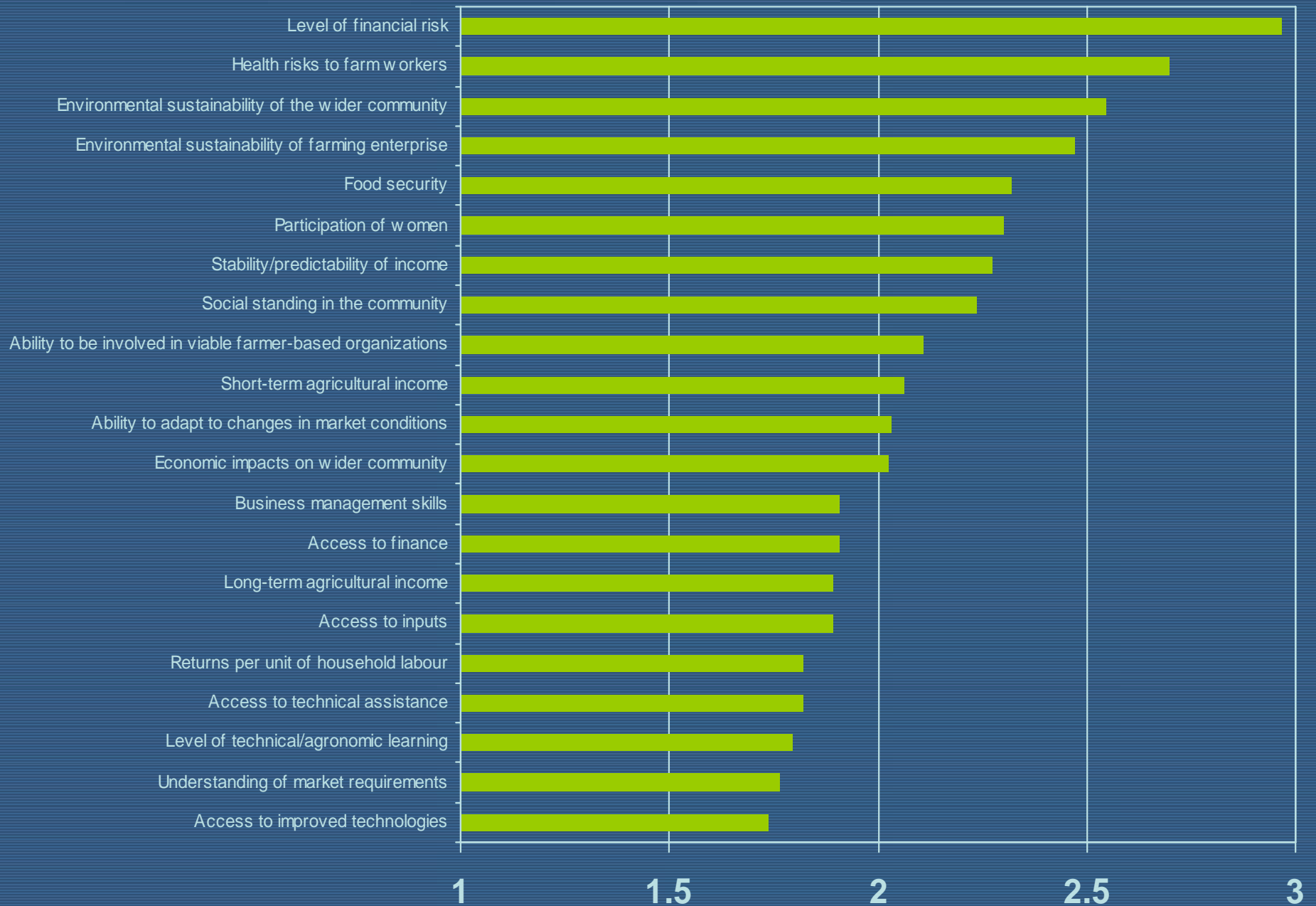


# Respondents

Category	Frequency
Researcher	40 (25.0%)
NGO	19 (11.9%)
Donor	20 (12.5%)
Technical assistance provider	42 (26.2%)
Private agribusiness operator	7 (4.4%)
Agribusiness organization	18 (11.2%)
Public sector	12 (7.5%)
Other	2 (1.2%)
Total	160

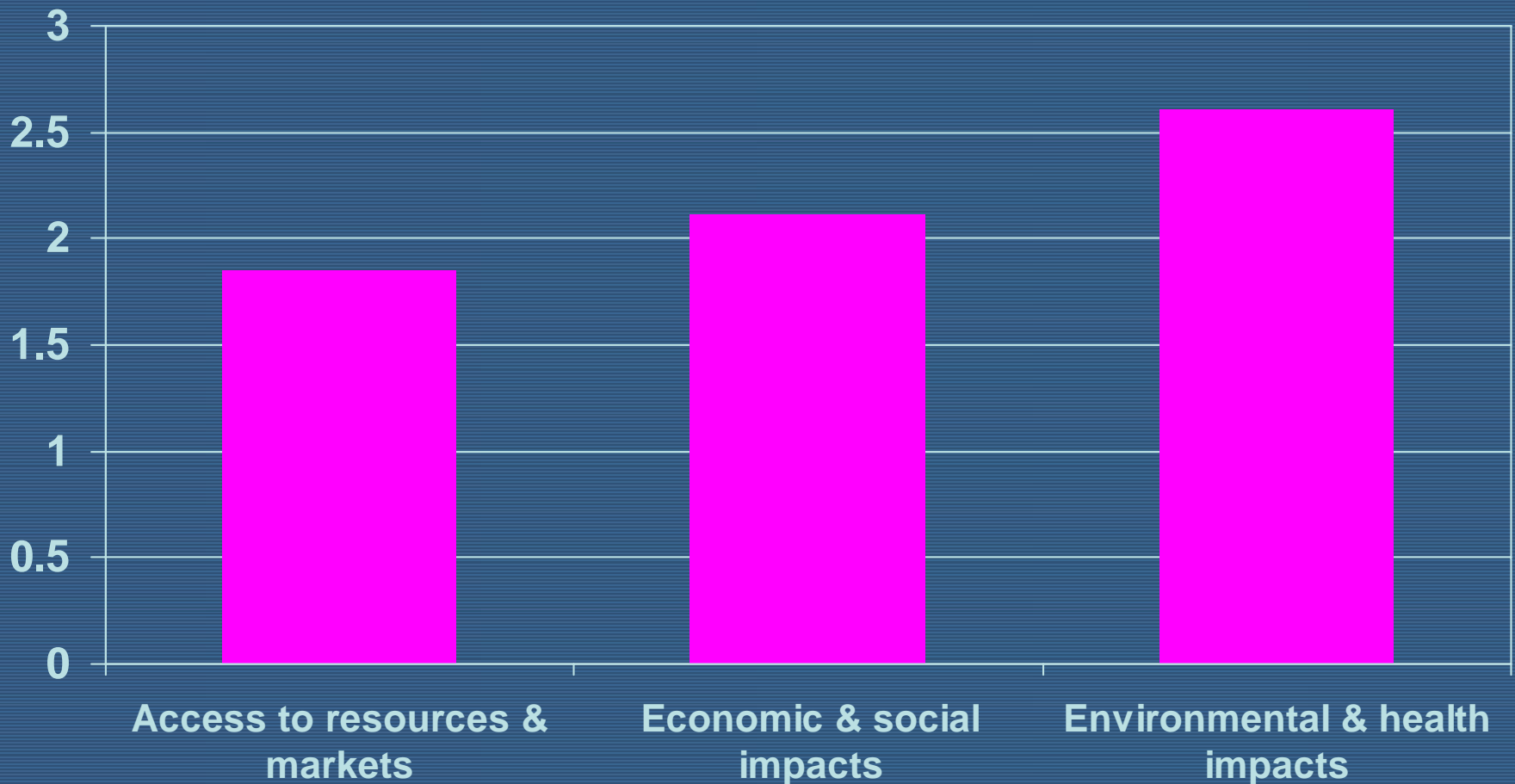


# Potential Impacts of Smallholder Participation in Domestic or International Supply Chains for Higher-Value or Differentiated Agricultural and Food Products



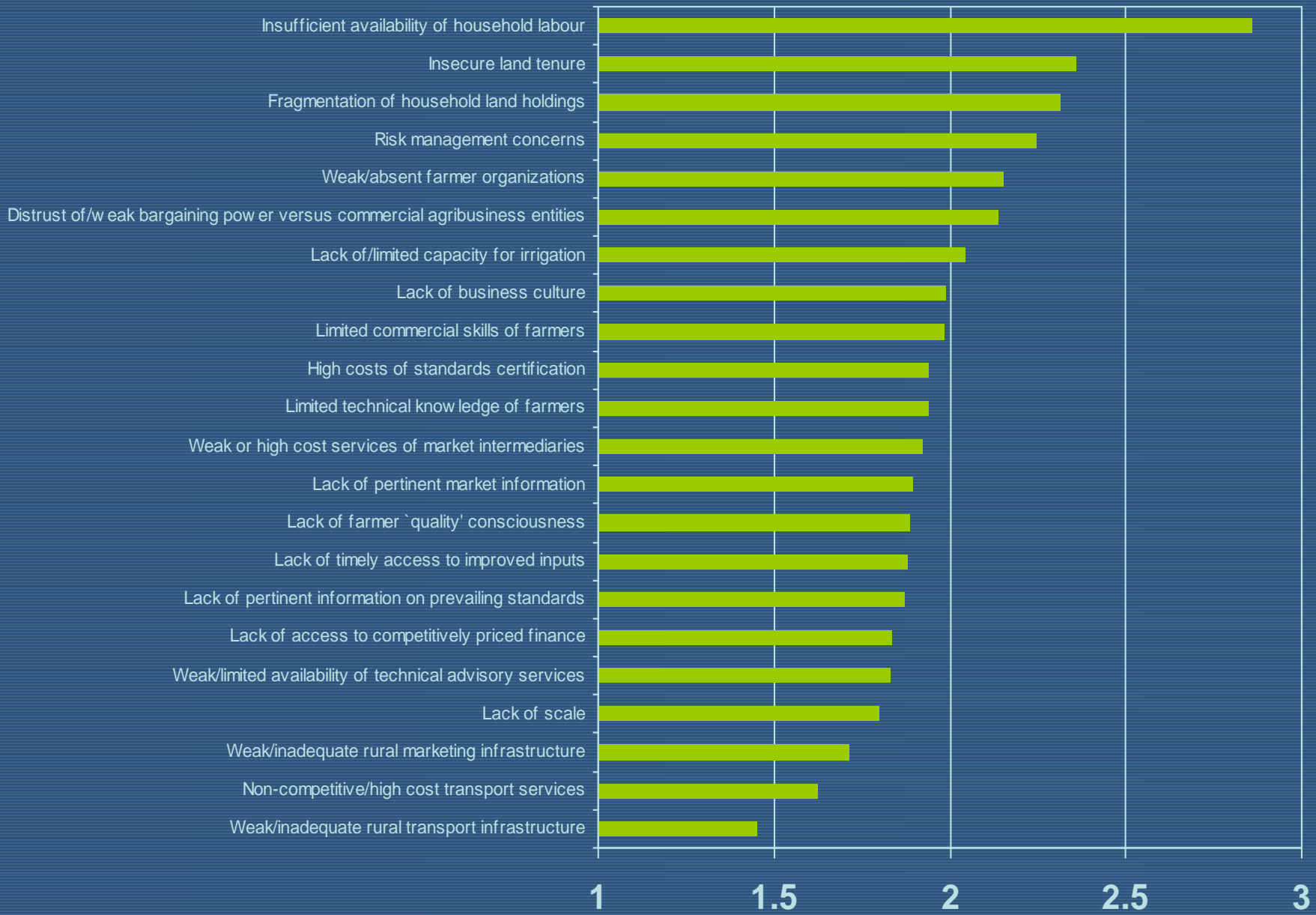


# Categorisation of Impacts



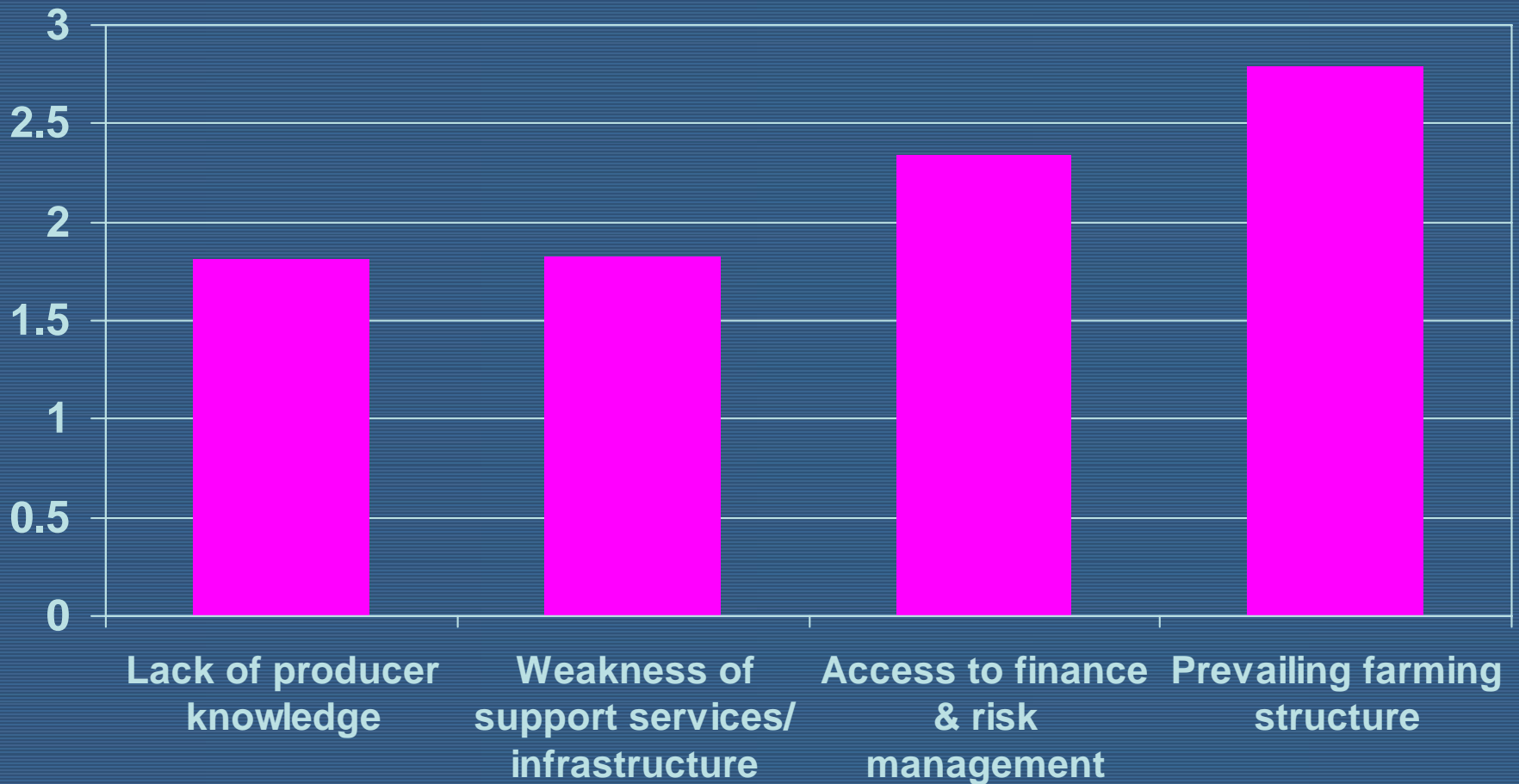


# Constraints Limiting Smallholder Participation in Domestic or International Supply Chains for Higher-Value or Differentiated Agricultural and Food Products



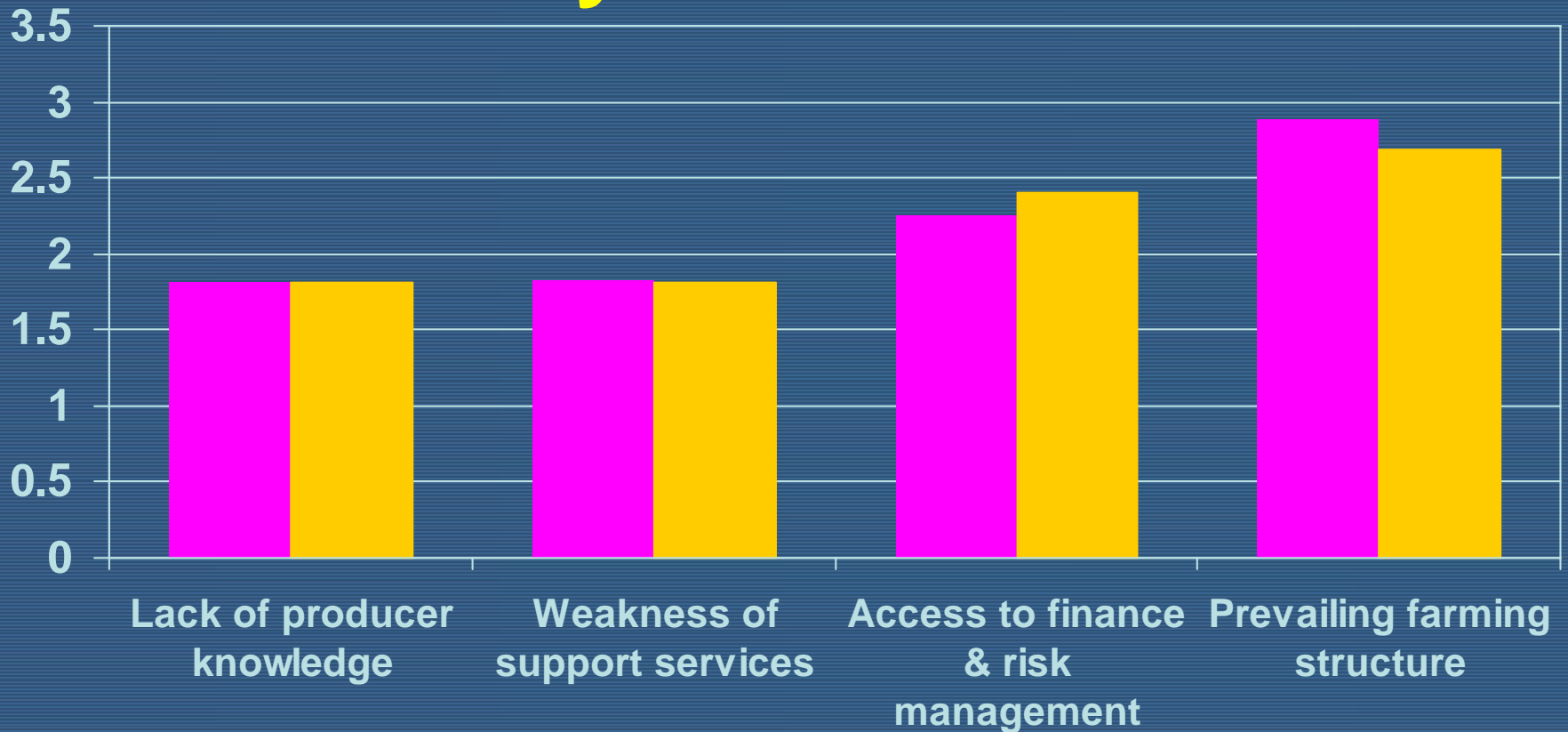


# Categorisation of Constraints





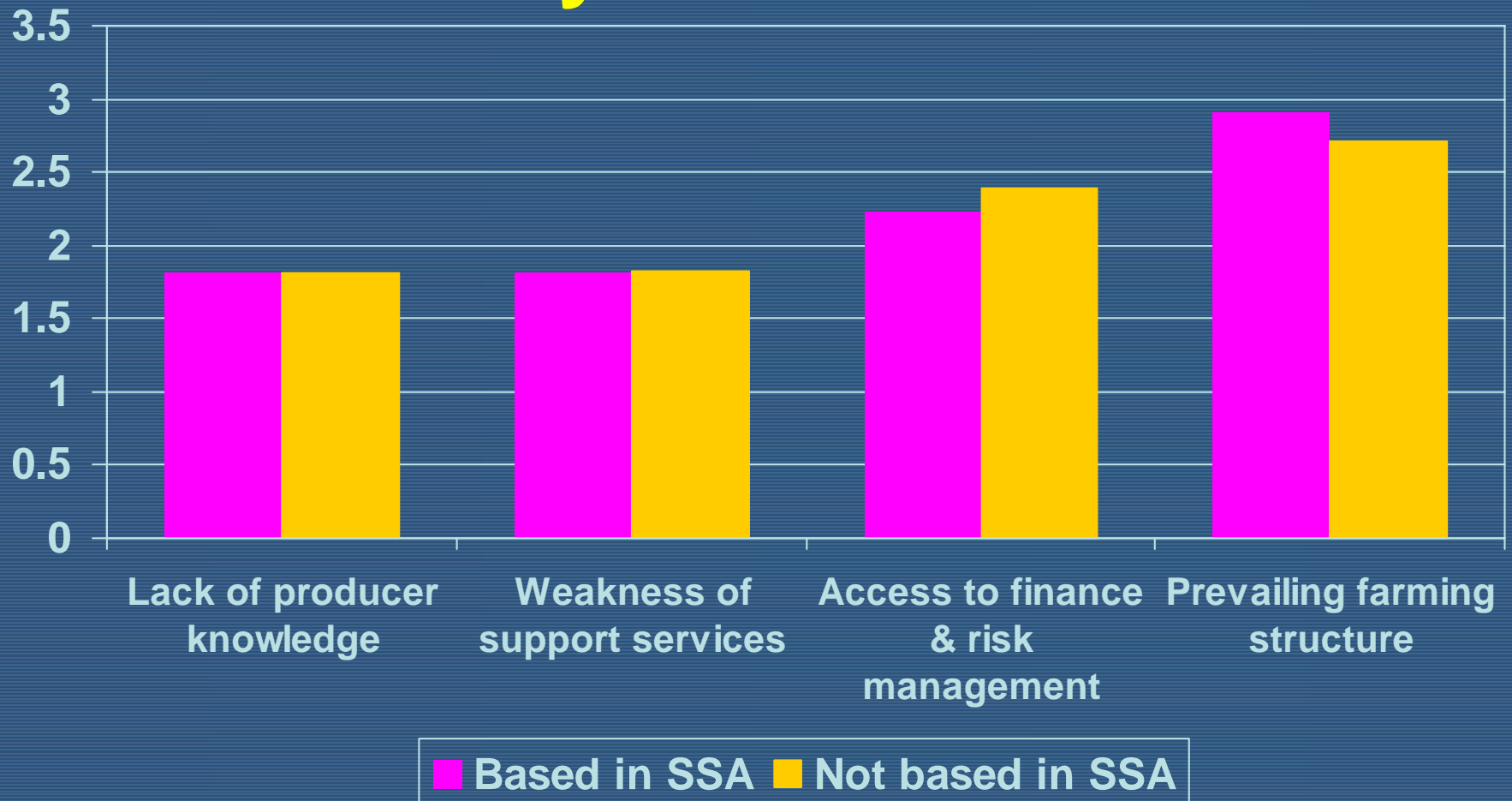
# Categorisation of Constraints by Vocation



■ Involved in program delivery ■ Not involved in program delivery

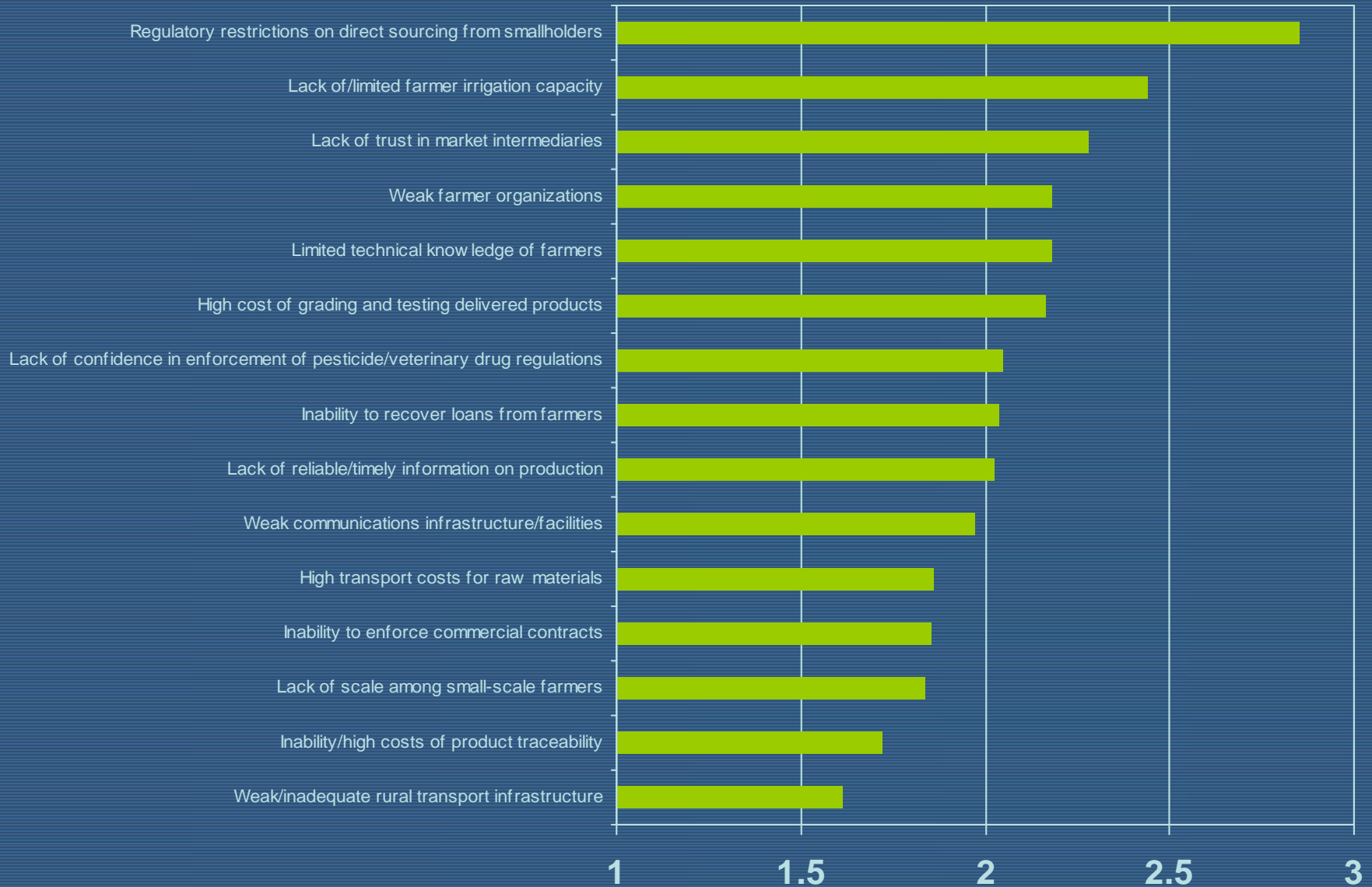


# Categorisation of Constraints by Location



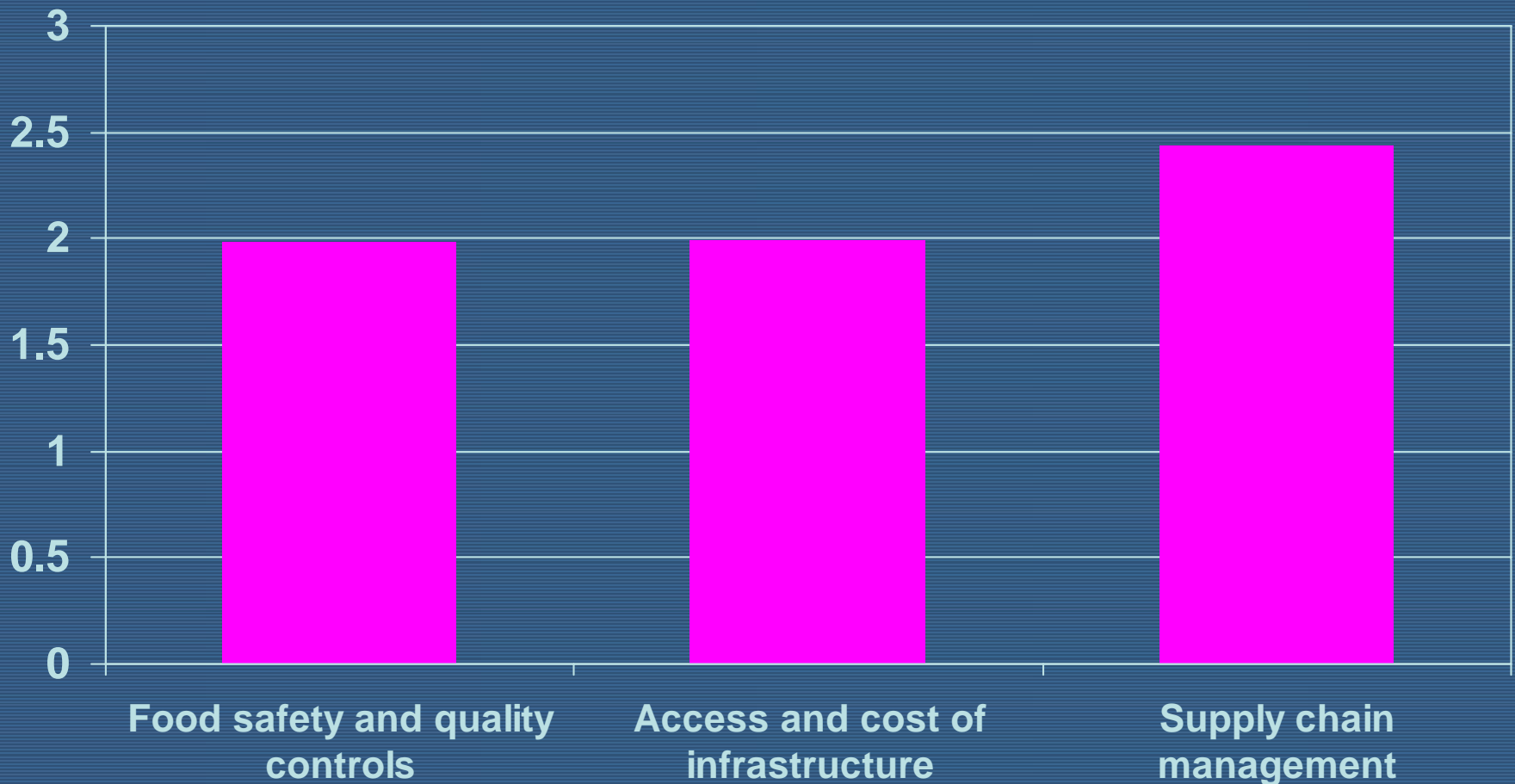


# Constraints Limiting Willingness and Ability of African Processing, Export Trading and Modern Retail Distribution Companies from Sourcing Higher-Value or Differentiated Agricultural and Food Products from Smallholders



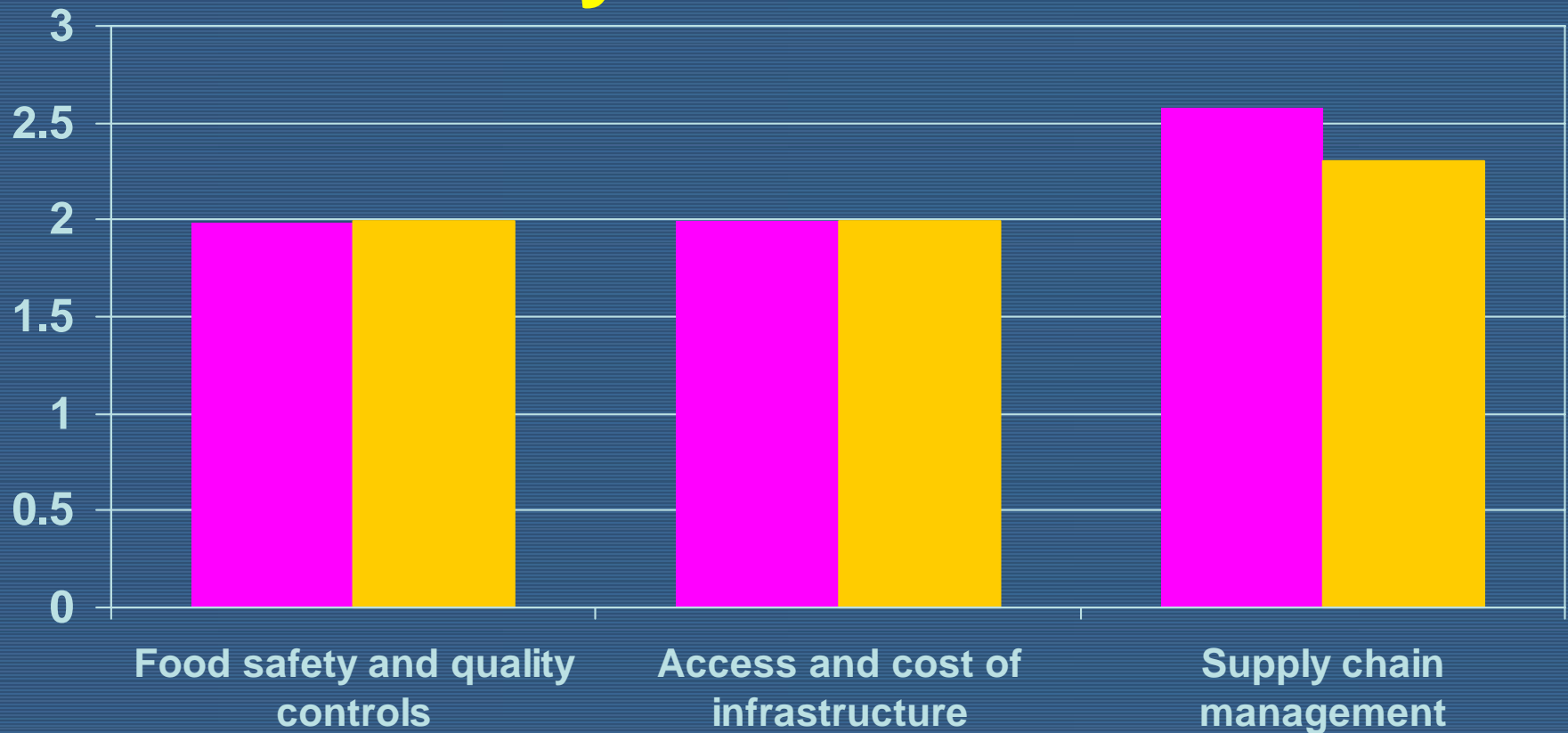


# Categorisation of Constraints





# Categorisation of Constraints by Vocation



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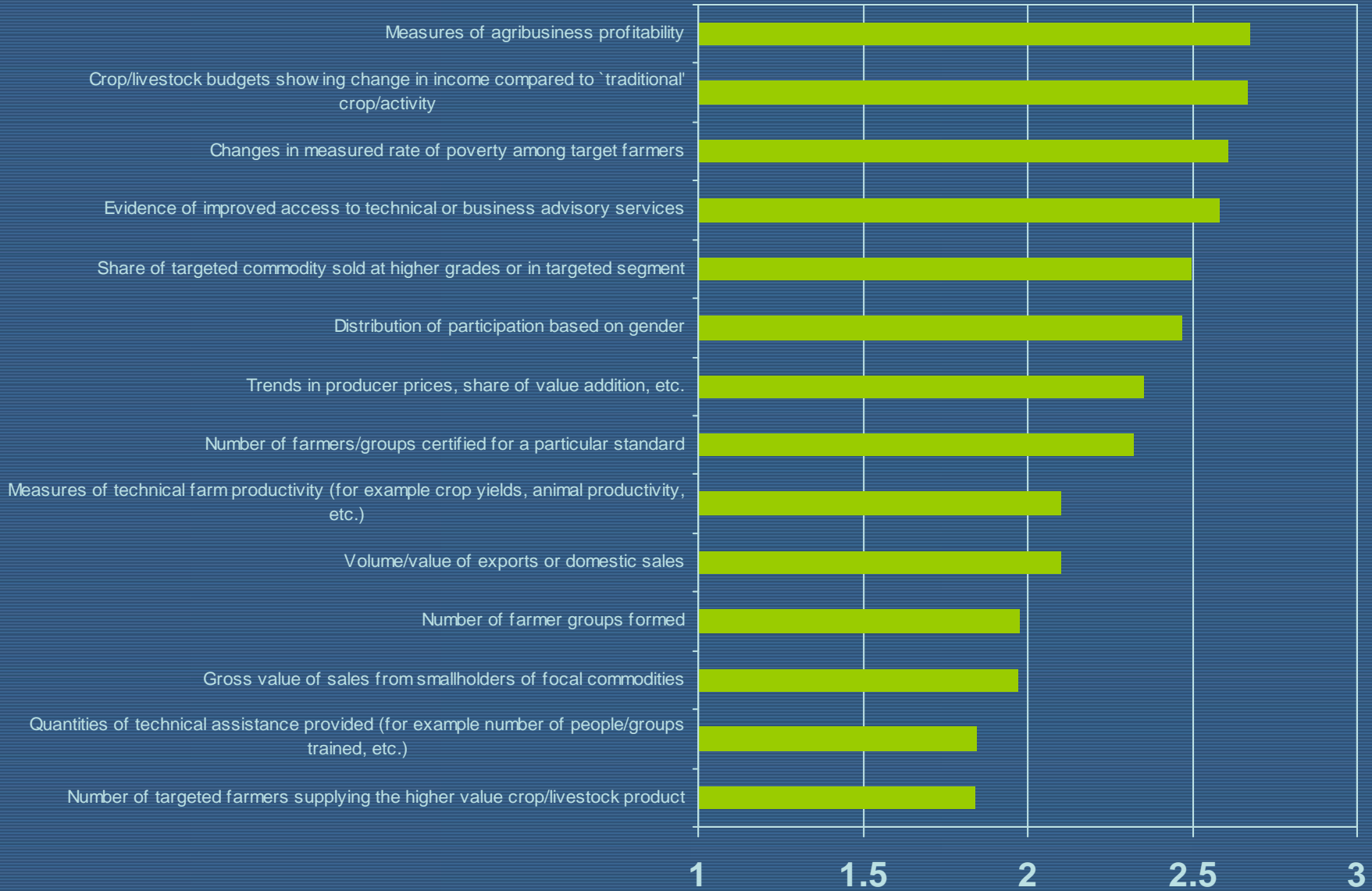


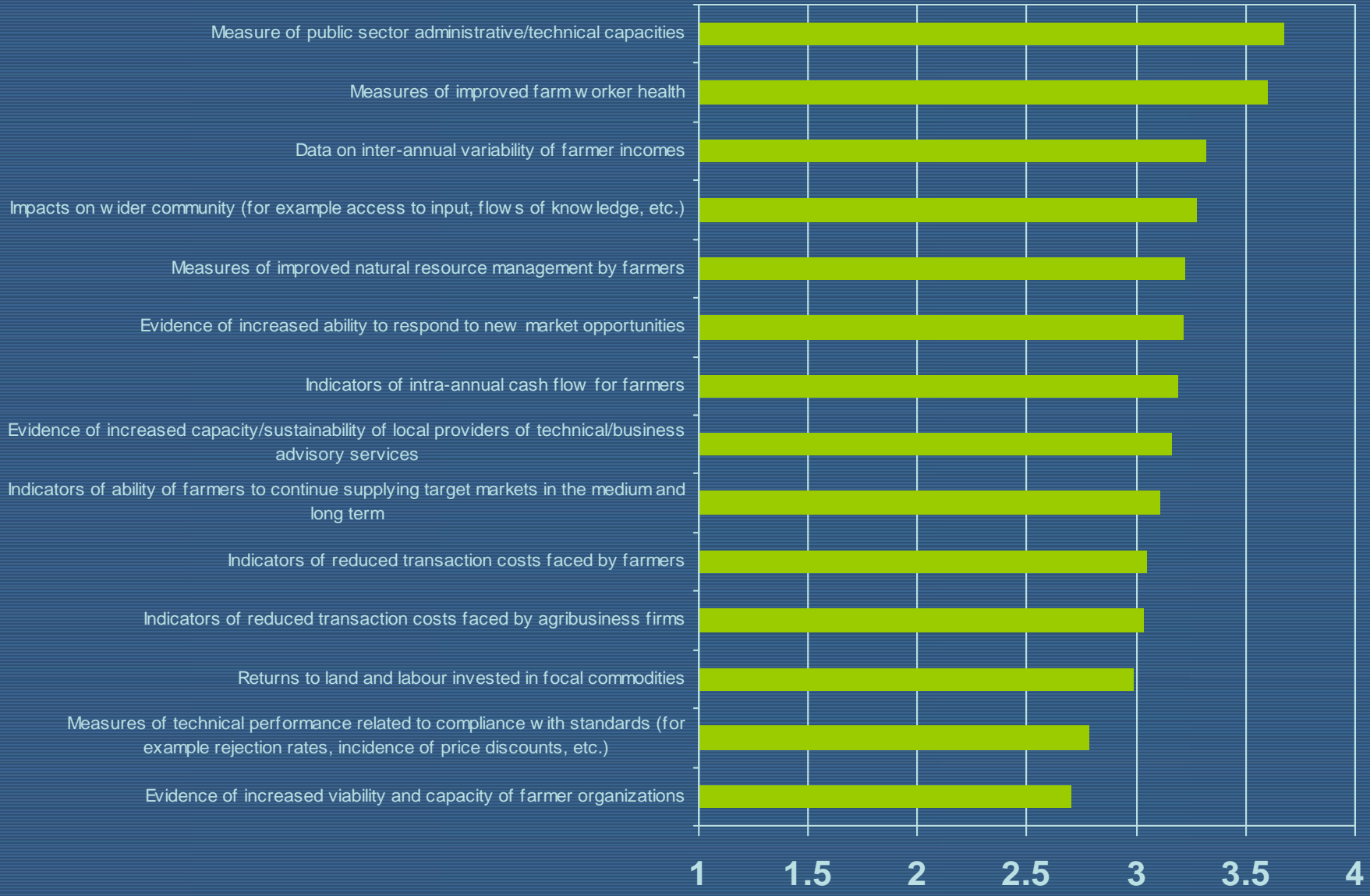
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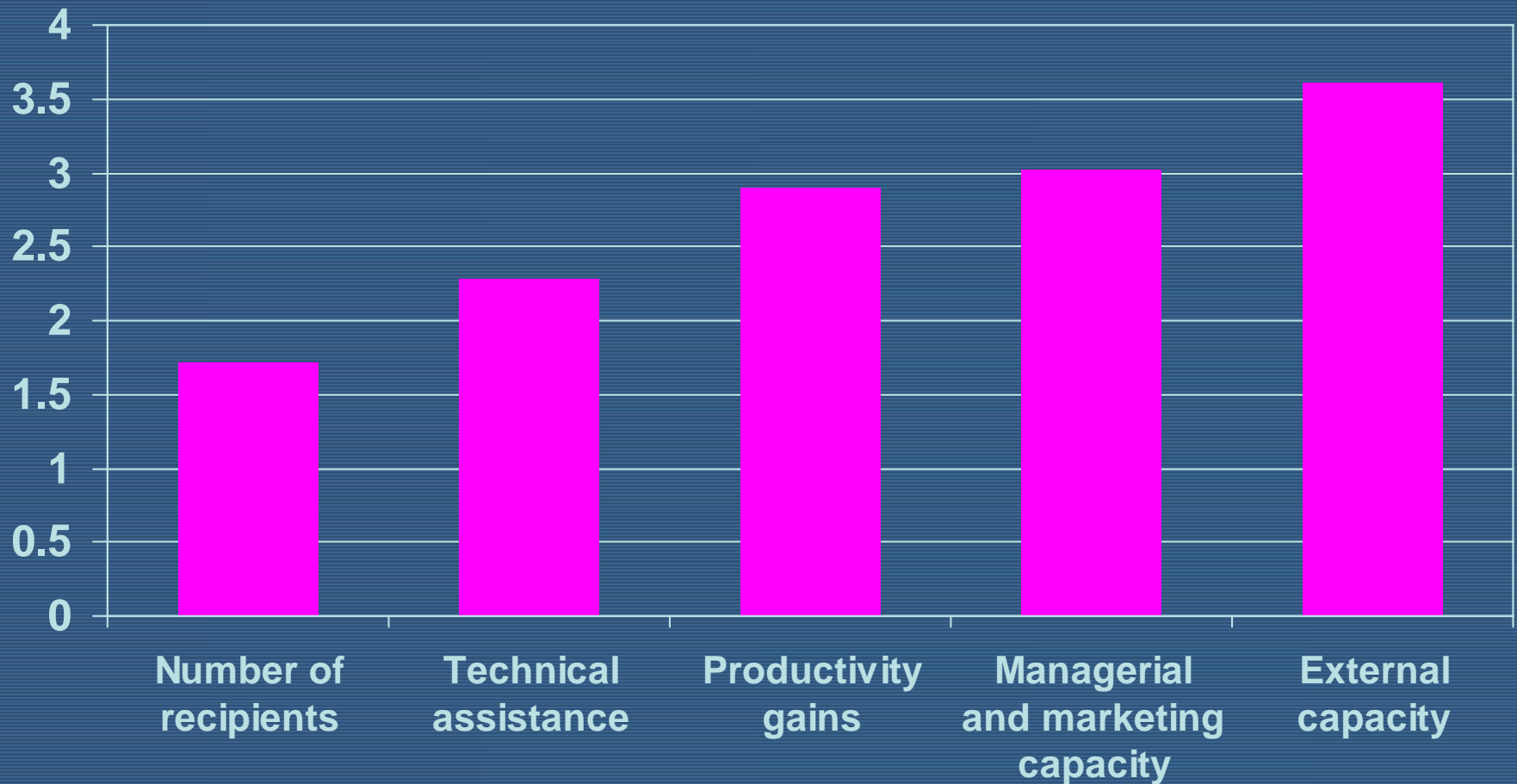
# Indicators Used to Measure Success of Project or Policy Interventions Aimed at Linking Smallholders to Higher-Value or Differentiated Markets





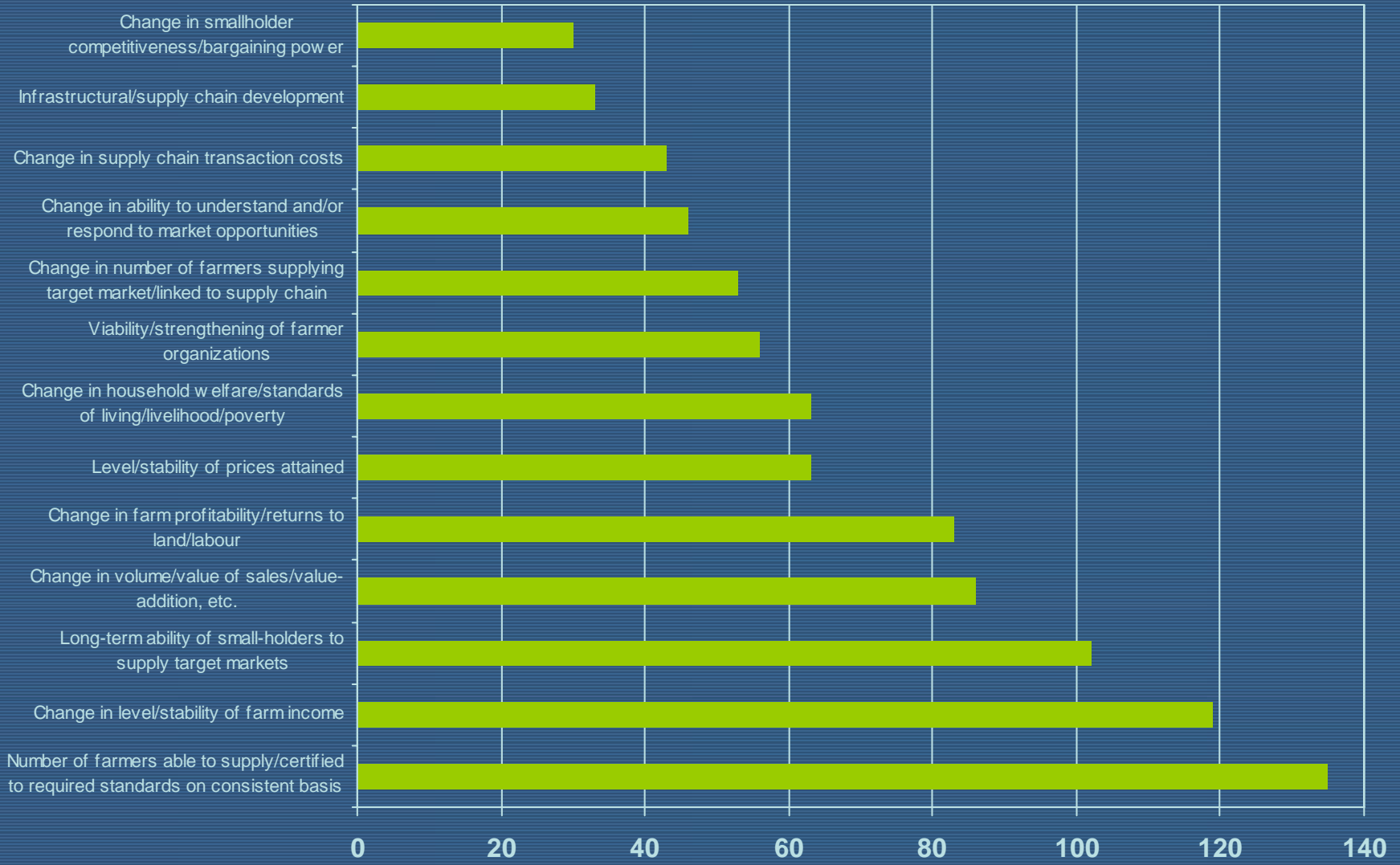


# Categorisation of Indicators



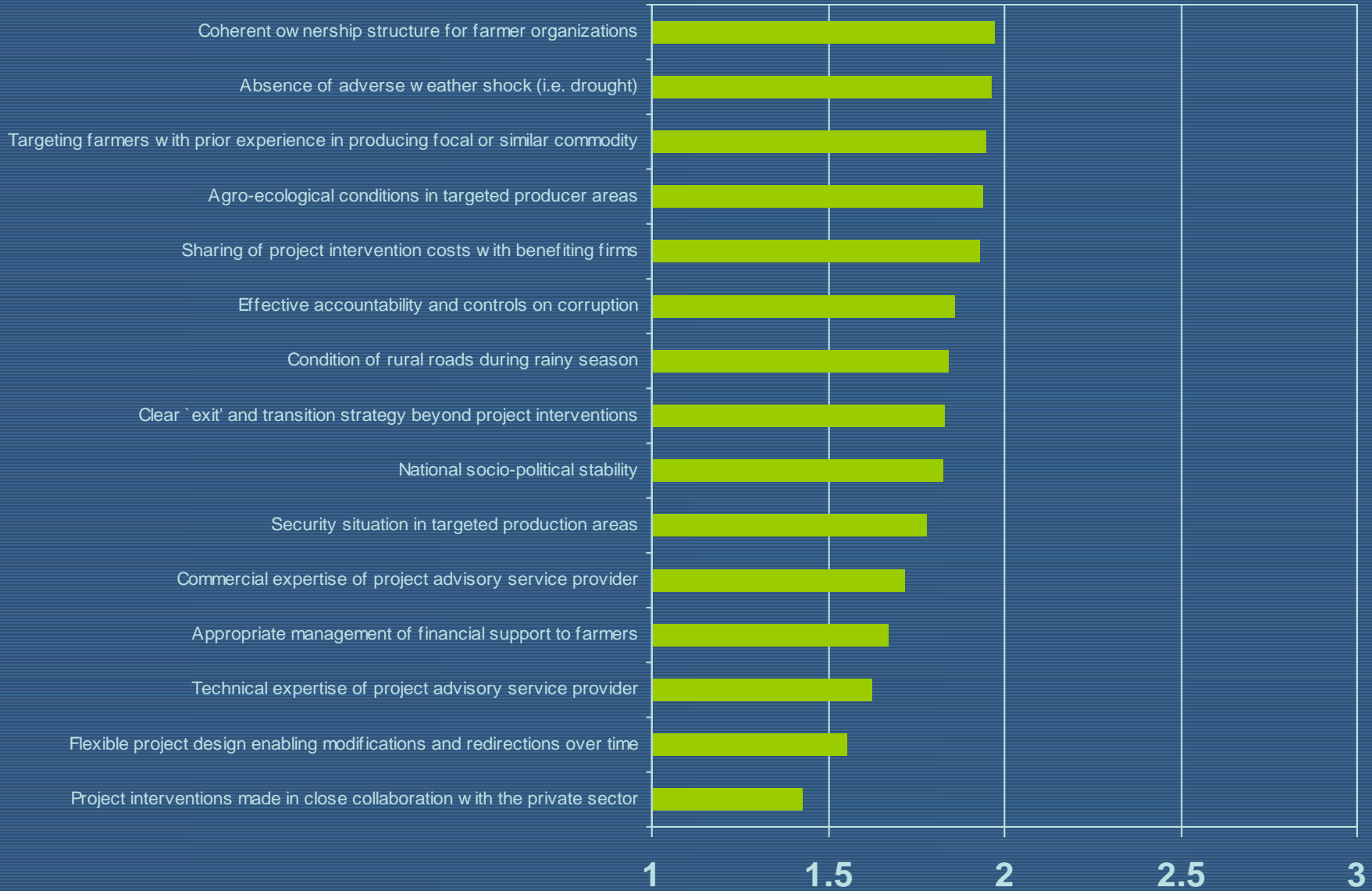


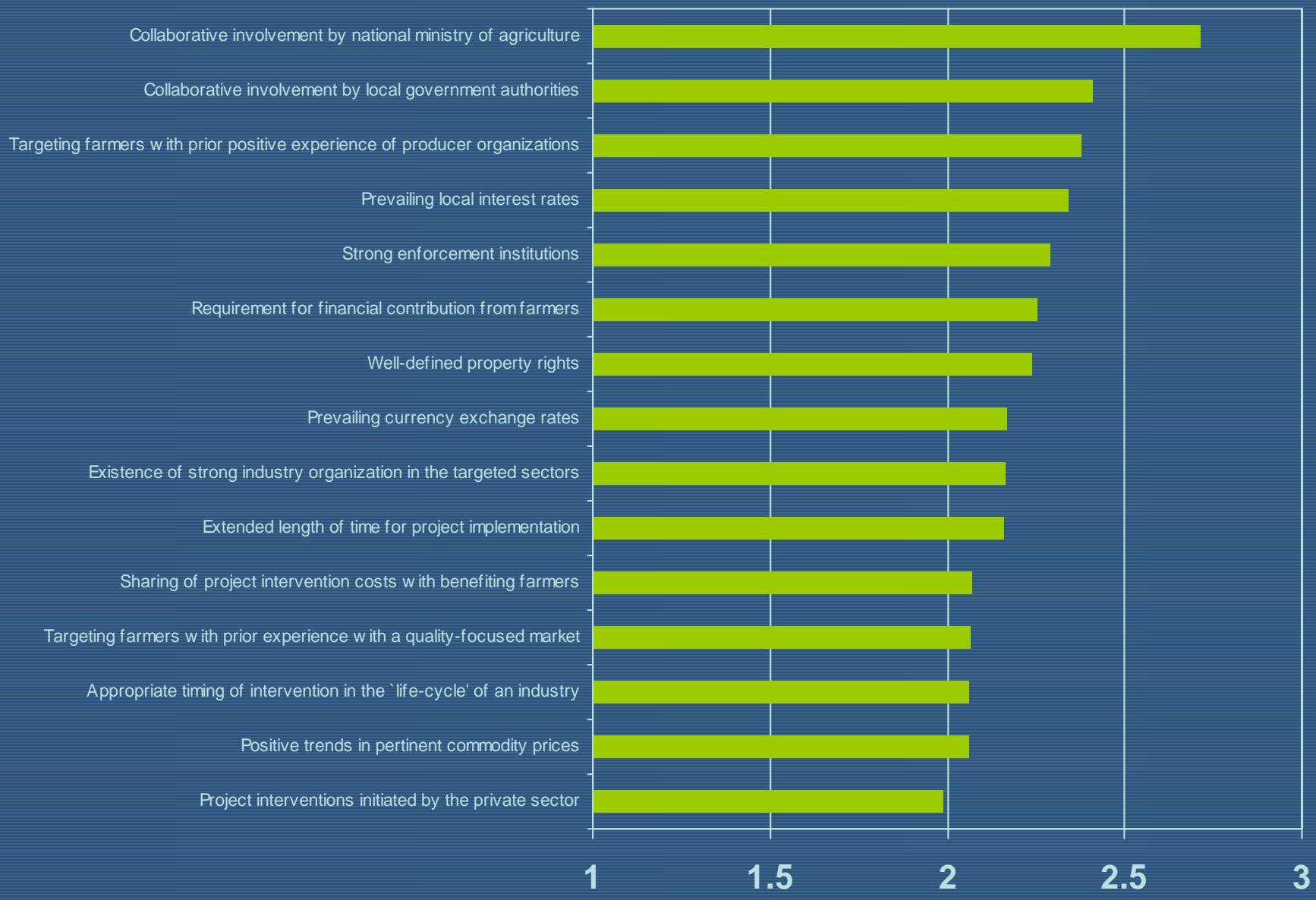
# Indicators That Should be Used to Measures Success of Project or Policy Interventions Aimed at the Participation of Smallholders in Supply Chains to Higher-Value or Differentiated Markets





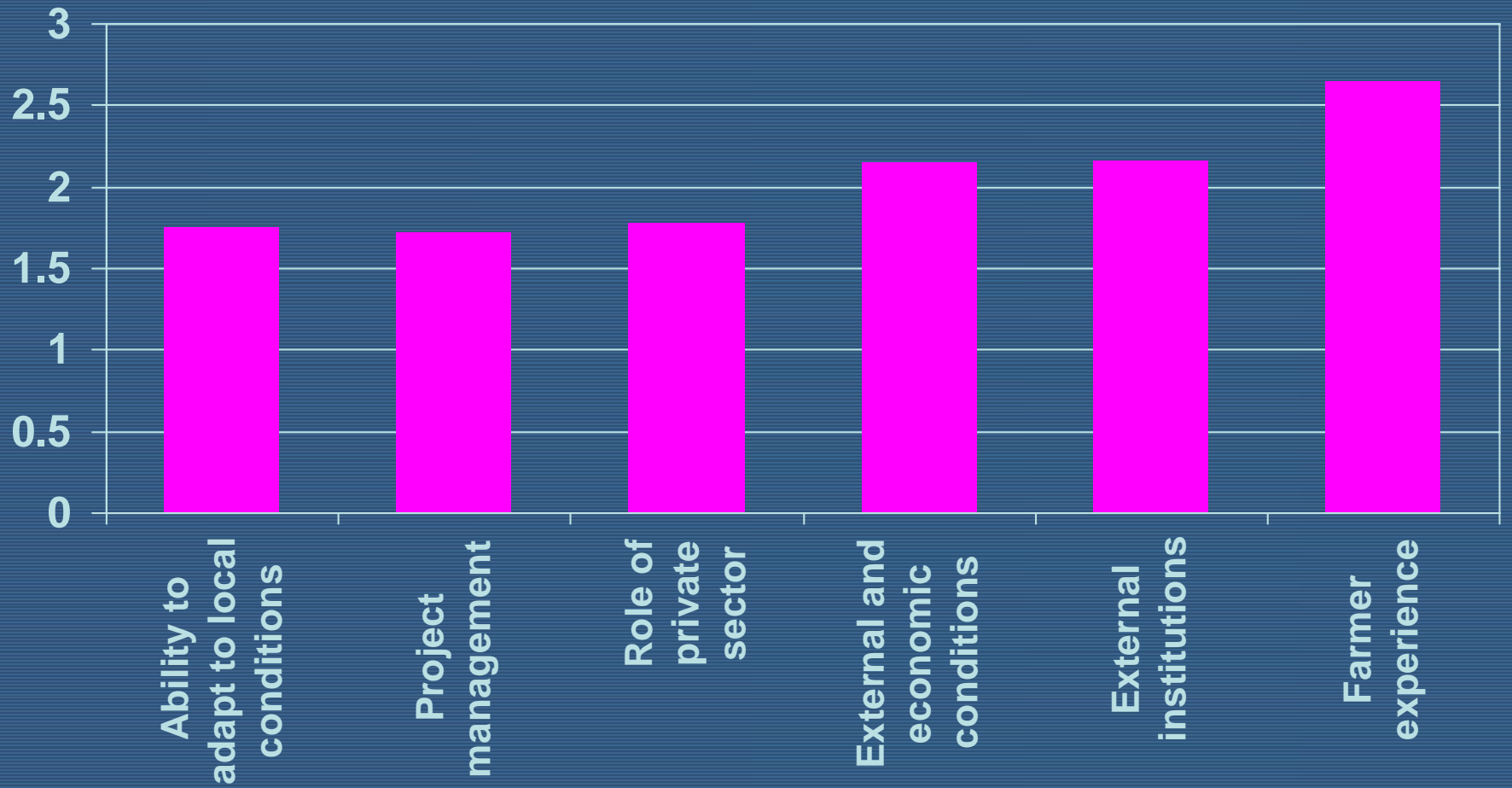
# Factors Contributing to Success of Project or Policy Interventions or Aimed at the Participation of Smallholders in Supply Chains for Higher-Value or Differentiated Products





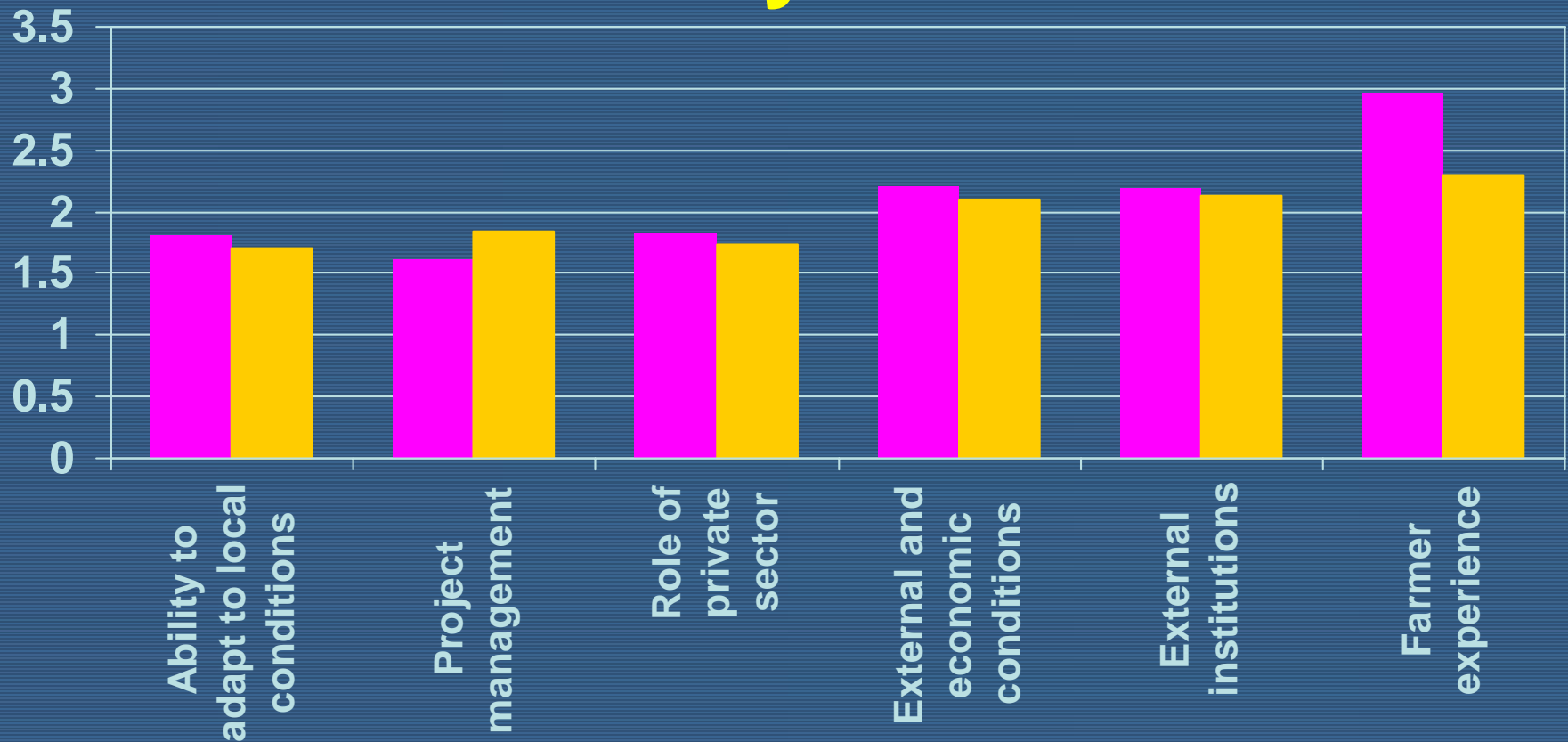


# Categorisation of Success Factors





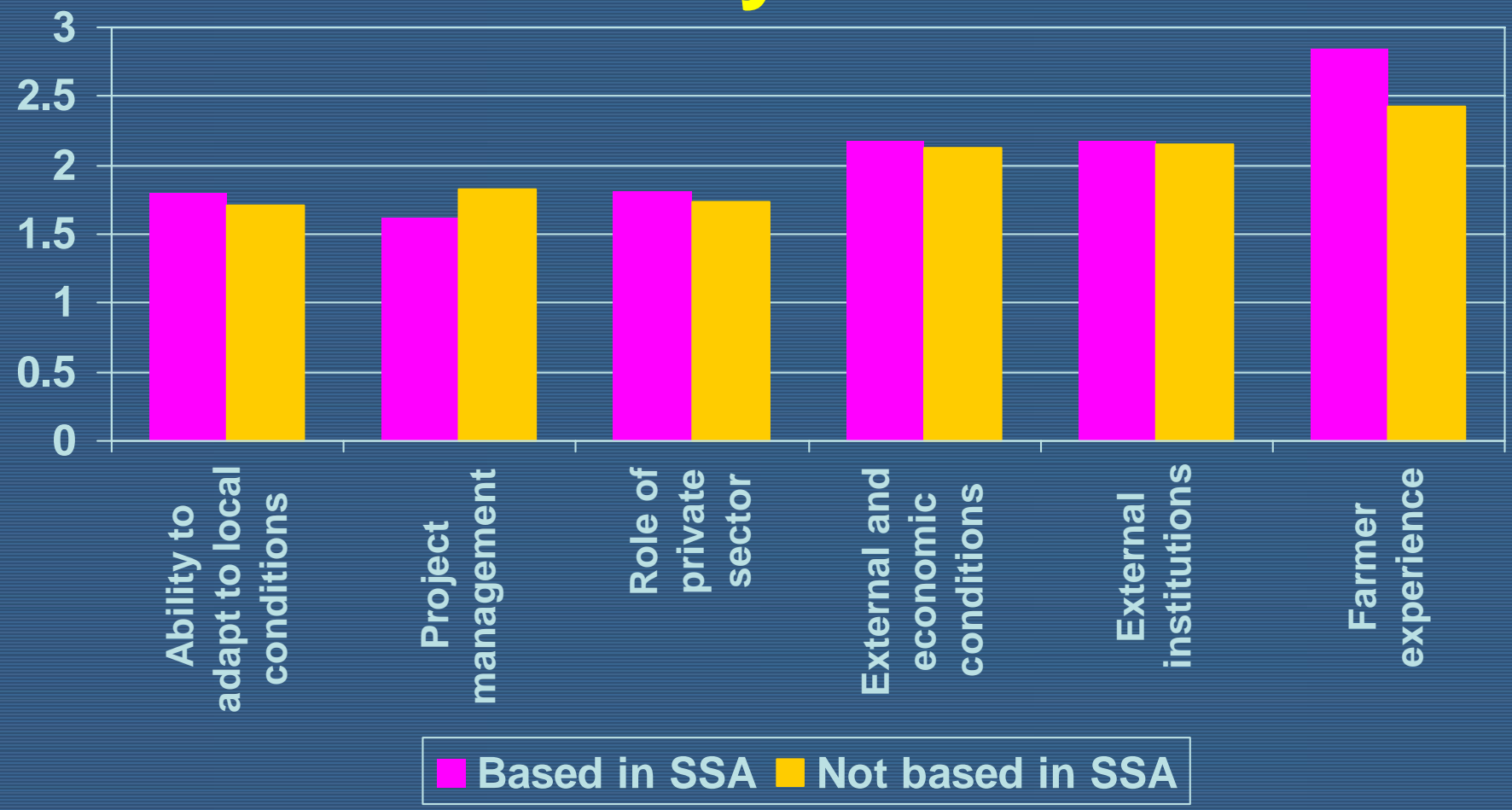
# Categorisation of Success Factors by Vocation



■ Involved in program delivery ■ Not involved in program delivery



# Categorisation of Success Factors by Location

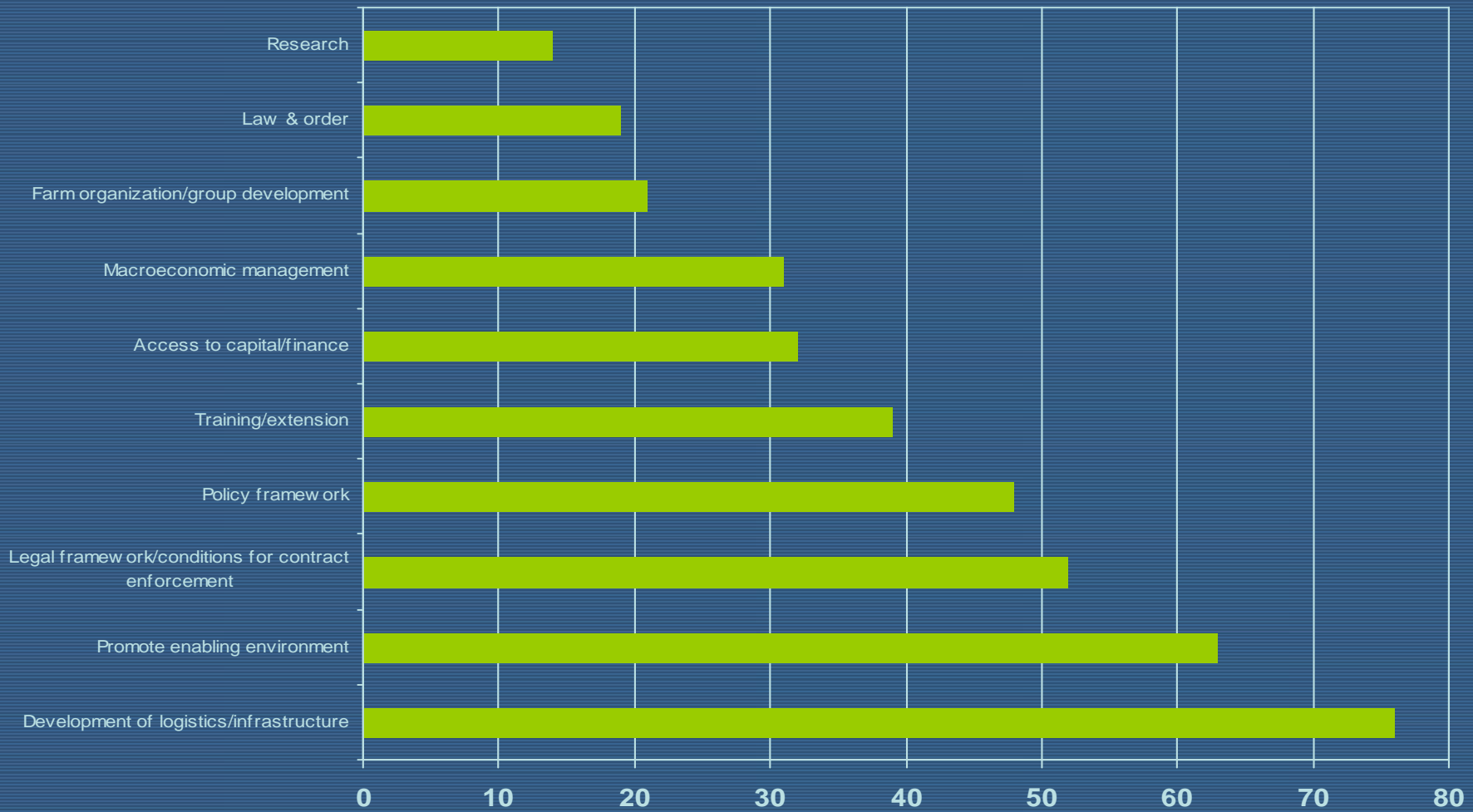




# Roles in Facilitating the Participation of Smallholders in Supply Chains to Higher-Value or Differentiated Product Markets

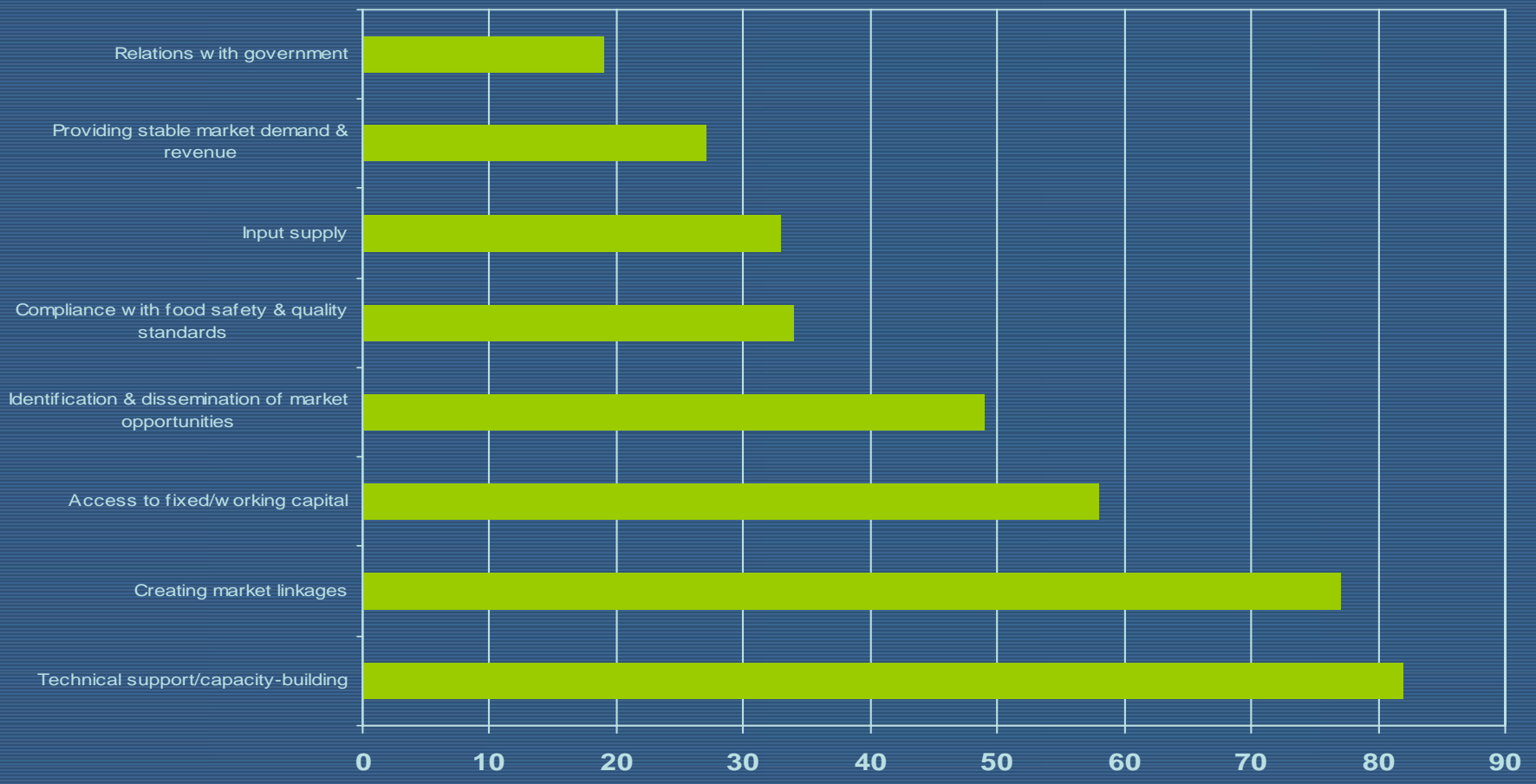


# Roles for National Governments



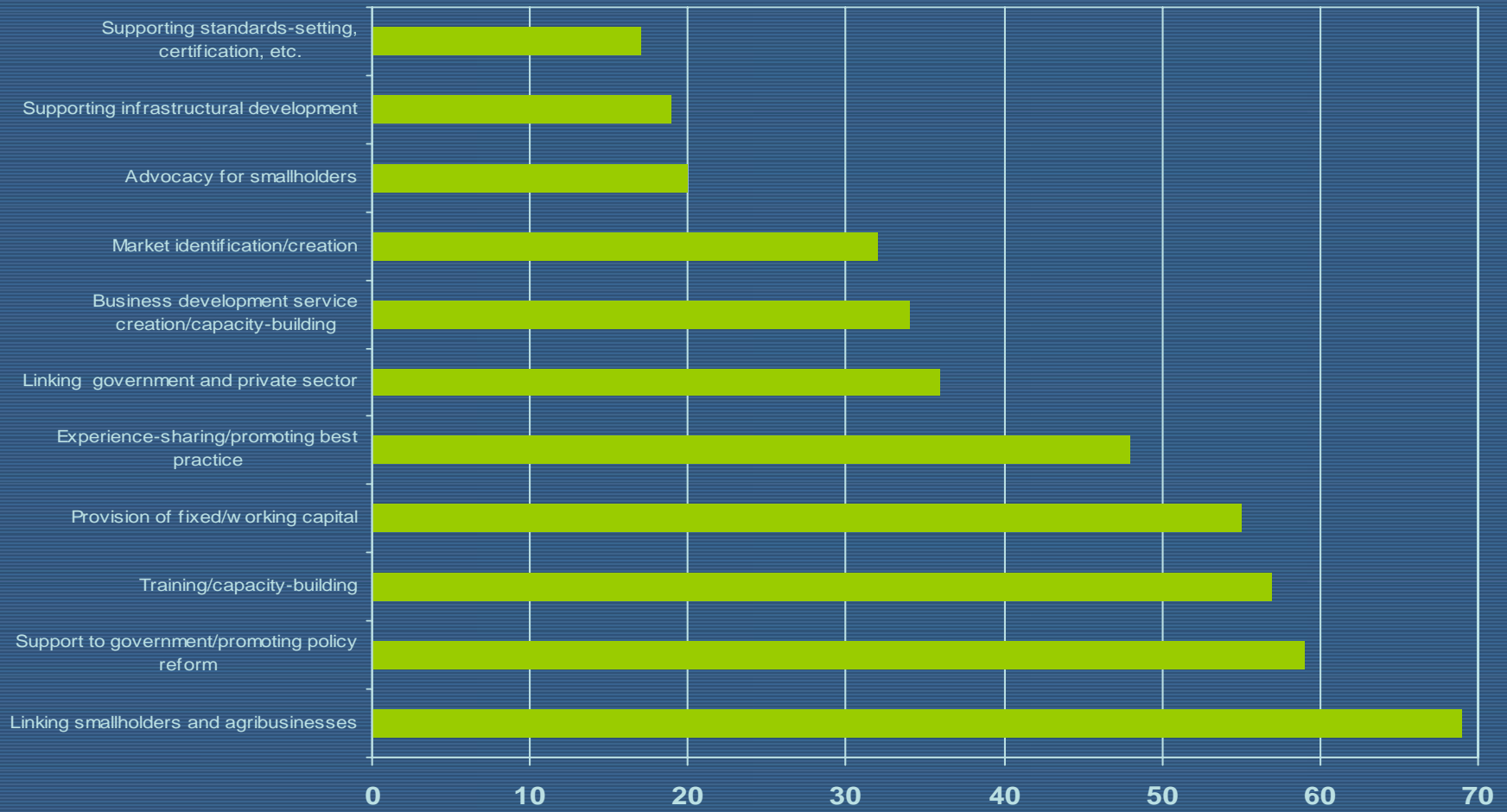


# Roles for Agribusiness Firms and Organizations



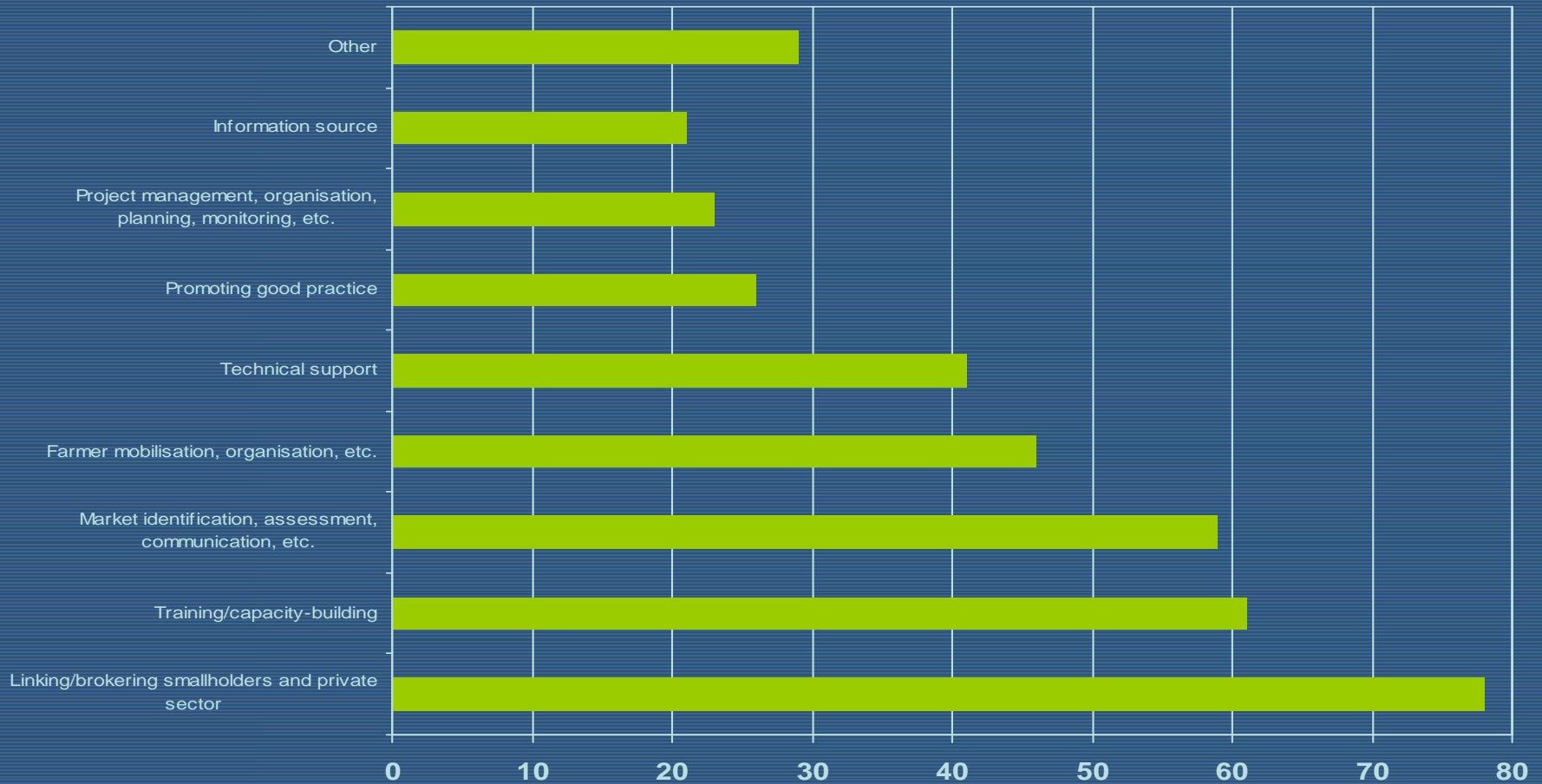


# Roles for External Development Assistance Agencies





# Roles for Project Implementation Teams and Organizations





# Conclusions

- Primary impacts related to resource & market access
- Concerns about risks associated with high-value markets
- Constraints on smallholder participation:
  - Smallholders - Producer knowledge & support services/ infrastructure
  - Buyers - Food safety/quality controls & infrastructure



# Conclusions

- Impact assessment:
  - What do – Measurable, immediate & tangible
  - What should do – Capacity created & livelihoods
- Success of interventions:
  - What important – adaptability, management & private sector involvement
  - What less important – farmer knowledge and external conditions



# Conclusions

- Appropriate roles:
  - Government – Infrastructure & enabling conditions
  - Private sector – Technical assistance, market linkages & capital
  - Development organizations – Linking to private sector, technical assistance & support government
  - Project implementers – Facilitation & expertise