

The International Center for Tropical Agriculture (CIAT) is a not-for-profit organization that conducts socially and environmentally progressive research aimed at reducing hunger and poverty and preserving natural resources in developing countries. CIAT is one of the 15 centers funded mainly by the 64 countries, private foundations, and international organizations that make up the Consultative Group on International Agricultural Research (CGIAR).

CIAT also receives funds for research and development services provided under contract to a growing number of institutional clients.

Information and conclusions reported in this document do not necessarily reflect the position of any donor agency.

About the Partners

ASARECA FOODNET (Association for Strengthening Agricultural Research in Eastern and Central Africa)

FOODNET is ASARECA's post harvest and market research network for East and Central Africa. The network was established in 1999 and focuses on market analysis studies, market information, agroenterprise development, and related business development support services. FOODNET works in collaborative partnerships with research and development partners from the public and private sector.

CARE

CARE International is a global humanitarian organization working with over 45 million people in 70 of the world's poorest countries. CARE tackles underlying causes of poverty so that people can become self-sufficient. Recognizing that women and children suffer disproportionately from poverty, CARE places special emphasis on working with women to create permanent social change. Women are at the heart of CARE's community-based efforts to improve basic education, prevent the spread of HIV, increase access to clean water and sanitation, expand economic opportunity and protect natural resources. CARE also delivers emergency aid to survivors of war and natural disasters, and helps people rebuild their lives.

Catholic Relief Services

Catholic Relief Services (CRS) was founded in 1943 by the Catholic Bishops of the United States. Their mission is to assist the poor and disadvantaged and promote development of all people and to foster charity and justice throughout the world. CRS operates on 5 continents and in over 90 countries. CRS aids the poor by first providing direct assistance then encouraging these people to help with their own development.

CIPASLA

Cipasla, an inter-institutional consortium that fosters sustainable agriculture in hillsides, was founded in 1993 and is based in Pescador, a village in northern Cauca department, located in south-western Colombia. In its first phase Cipasla included twelve public and private agencies and its structure involved a support committee consisting of community representatives. Cipasla's agenda encompasses community organization, environmental education, soil and water conservation, integrated crop management, marketing and agro-industry. Several CIAT projects have been implemented research activities in this region which is considered as a pilot site.

CLODEST

CLODEST is a local inter-institutional committee that promotes sustainable development agriculture in the pilot region of Yorito-Sulaco, in north-central Honduras. This region includes plains and hillsides. CLODEST members include farmer associations, development NGOs and CIAT. CLODEST conducts activities around community organizations, environmental education, soil and water conservation, integrated crop management, marketing and agro-industry. Several CIAT projects have implemented research activities in this region, which is considered as a pilot or reference site in Central America.

Corpotunia

Corpotunia, a local rural development NGO was founded in 1986 by community leaders and development NGOs and operates in the Cauca Department, located in south-western Colombia. Corpotunia executes development projects funded by the Colombian government and international donors. It is a member of a research and development network in which CIAT also participates, and makes use of participatory methods and tools with a business and market orientation, developed by CIAT's Rural Agroenterprise Development Project.

SNV

SNV is a Netherlands based international development organization that provides advisory services to nearly 1800 local organizations in over 30 developing countries to support their fight against poverty. SNV is dedicated to a society where all people enjoy the freedom to pursue their own sustainable development. SNV works with organizations that operate at district and provincial level and function as linking pins between national policies and frameworks and the people living in towns and communities. Its clients include private, governmental and civil society organizations.

About the Donors

CIDA

Canadian International Development Agency's mandate is to support sustainable development in developing countries to reduce poverty and contribute to a more secure, equitable, and prosperous world. The Agency's work is concentrated in the poorest countries in Africa, Asia, and Latin America. CIDA's program is based on the Millennium Development Goals, which it contributes through four key areas: social development, economic well-being, protection, conservation, and management of the environment and governance.

DFID

The Department for International Development (DFID) is the part of the UK Government that manages Britain's aid to poor countries and works to reduce extreme poverty. DFID's work aims to bring people out of poverty through programs that settle conflicts, increase trade and improve health and education.

IDRC

The International Development Research Centre (IDRC) is a public corporation created by the Parliament of Canada in 1970 to help developing countries use science and technology to find practical, long-term solutions to the social, economic, and environmental problems they face. Support is directed toward developing an indigenous research capacity to sustain policies and technologies that developing countries need to build healthier, more equitable, and more prosperous societies.

NZAID

NZAID is the Government's International Aid and Development Agency. NZAID places a high priority on building strong partnerships and concentrates its development assistance on activities that contribute to poverty elimination by creating safe, just and inclusive societies, fulfilling basic needs, and achieving environmental sustainability and sustainable livelihoods. NZAID supports projects in the Pacific region, Asia, Africa and Latin America.

SDC

The Swiss Agency for Development and Cooperation (SDC) is organized and funded by the Swiss government and operates by financing programs both directly and in partnership with other agencies to countries around the world.

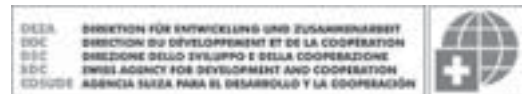
USAID

The United States Agency for International Development is an independent federal government agency that aims to further America's foreign policy interests in expanding democracy and free markets while improving the lives of the citizens of the developing world. USAID supports long-term and equitable economic growth and advances U.S. foreign policy objectives by supporting: economic growth, agriculture and trade; global health; and, democracy, conflict prevention and humanitarian assistance.

CIAT Rural Agroenterprise Development
Good Practice Guide 4

Participatory Market Chain Analysis for Smallholder Producers

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CIAT Publication No. 357
ISBN 978-958-694-092-4
Press run: 500
Printed in Colombia
September 2007

Lundy, Mark

Participatory market chain analysis for smallholder producers /
M. Lundy, M.V. Gottret, C. Ostertag, R. Best and S. Ferris. -- Cali, CO :
Centro Internacional de Agricultura Tropical (CIAT), 2007.
113 p. -- (CIAT publication no. 357. CIAT Rural Agroenterprise Development.
Good practice guide 4)
ISBN 978-958-694-092-4

AGROVOC descriptors in English:

1. Small enterprises.
2. Rural areas.
3. Farmer participation.
4. Market research.
5. Farmers.
6. Small farms.
7. Markets.
8. Developing countries.

Local descriptors in English:

1. Participatory research.
2. Productive chains.
3. Rural agroenterprises.

AGROVOC descriptors in Spanish:

1. Empresas pequeñas.
2. Zonas rurales.
3. Participación de agricultores.
4. Investigación de mercados.
5. Agricultores.
6. Explotación en pequeña escala.
7. Mercados.
8. Países en desarrollo.

Local descriptors in Spanish:

1. Investigación participativa.
2. Cadena productiva.
3. Agroempresas rurales.

I. Gottret, María Verónica. II. Ostertag Gálvez, Carlos Felipe. III. Best, Rupert.
IV. Ferris, Shaun. V. Centro Internacional de Agricultura Tropical. VI. Tit. VII. Ser.

AGRIS subject category: E20 Organization, administration and management of
agricultural enterprises or farms /
Organización, administración y manejo de empresas
agrícolas o fincas

LC classification: HD 9000 .F8

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CIAT Publication No. 357

Rural Agroenterprise Development

and

**Corporate Communications and
Capacity Strengthening Unit**

Editing: Libby Finney

Editorial assistance: Gladys Rodríguez

Production: Anne Downes
Oscar Idárraga (layout)
Julio C. Martínez (cover design)
Jorge Enrique Gutiérrez (drawings)

Printing: Impresora Feriva S.A., Cali, Colombia
