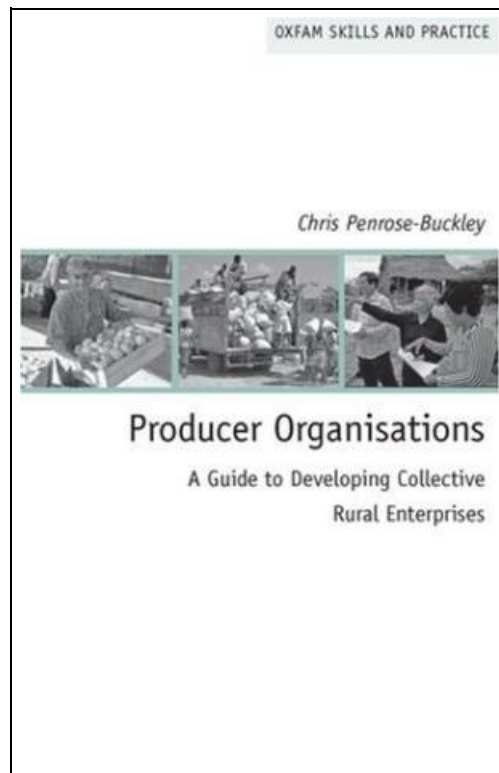


Producer Organisations (Paperback)



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Oxfam Publishing, United Kingdom, 2007. Paperback. Condition: New. Language: English . Brand New Book. Small-scale producers face huge challenges in today s world. They usually receive few support services from the state; they are forced to compete with large commercial producers; they are required to meet high quality and safety standards; and they have a weak bargaining position. In order to survive this environment, they have to adopt a market-oriented approach. How can small-scale producers improve their ability to compete in local and global markets and increase their influencing power? This book identifies collective action in the form of producer organizations as a key strategy. It focuses on the role of development NGOs as donors, coordinators, and, especially, as facilitators of support activities. Using ten case studies from around the world, the author highlights important lessons and key factors affecting producer organizations success. The book provides practical step-by-step guidance on how development organizations can help small-scale producers develop effective collective enterprises.

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