

Producer Organisations

OXFAM SKILLS AND PRACTICE

Chris Penrose-Buckley



Producer Organisations

A Guide to Developing Collective
Rural Enterprises

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Small-scale producers face huge challenges in today's world. They have to adopt a market-oriented approach if they want to compete in and benefit from local and global markets. This book opens with an explanation of why collective action in the form of producer organisations is a key strategy for increasing their access to and power in markets. It describes different types of producer organisations, and draws out learning points and key factors affecting their success, based on ten case studies from around the world from Albania, Colombia, El Salvador, Georgia, India, Malawi, Mozambique, Palestine, and Viet Nam. The book provides step-by-step guidance for development practitioners, managers, and all those interested in how development organisations can help small-scale producers build effective collective businesses.

作者介绍:

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