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Methodology for analysing best
practices & potentials of participation
of the smallholders in the short value
chains

**“Study of best
practices and
potential of
participation
of the
smallholders
in the short-
value chains in
the Western
Balkans region
and Turkey”**



Analysis of best practices & potential of participation of the smallholders in the short-value chains

- Based on the data collected through the secondary sources and semi structured survey (interviews with open and closed questions)
- Analysis of best practices using data collected during survey
- Analysis of the potential of participation of the smallholders in the short value chains in the WB region and Turkey.

The Senior Researcher backstopped by the International Expert



The specific objectives of the study are the following:

- Identification of the sale channels used by small farms for selling their products:
 - collective
 - individual
- Assessment of the overall level of information, knowledge of the sale channels
- Why some channels are better known or/and used more compared to others;



The specific objectives of the study are the following:

- Analysis of the contractual arrangements applied in different selling channels by small farms
 - written versus oral contract,
 - price setting,
 - quality setting,
 - contract duration,
 - informal versus formal contract,
 - transport logistics
- Analysis of the processing level of products undertaken by small farms and their involvement in short-supply channels
 - high-value niche market channels versus
 - other sale channels



The specific objectives of the study are the following:

- The role of short-supply chains in promoting application of **environmentally** friendly farms' practices and sustainable deployment of natural resources;
- The role of short-supply chain in promoting the **economic** viability of small farms;
- The impact of participation in short supply chain on farm **employment** (on family labour and hired labour) and on-farm investments.



The specific objectives of the study are the following:

- Food safety and quality standards applied in short supply chains (e.g. quality control measures, voluntary standards, certifications, labels);
- The role of agricultural policy in supporting small farmers' access to market (e.g. support for marketing, on-farm processing);



The analysis will include also

- Conclusions per country
- Recommendations per country, including
 - Policy recommendations on specific measures that should be taken to promote short supply chains under IPARD.