

ADVANCE BOOK INFORMATION



Value Chains in Development

Emerging Theory and Practice

Edited by Linda Jones

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Key writings in enterprise development

Value chain development can identify and address the sector-specific bottlenecks that hinder the development of an industry. *Value Chains in Development* charts the rise of value chain analysis from the sub-sector approach, through classic business development services, and includes how to assess value chains, measure potential competitiveness and facilitate market-based interventions.

Selected from among the best papers on this subject in *Enterprise Development and Microfinance* (formerly *Small Enterprise Development* journal), 14 papers take the long view of a discipline that has recently become an essential tool for economic progress in developing countries. In her introductory chapter the editor discusses what we can learn from past trends and more recent development.

These critical readings are essential background for students and practitioners of the market-based approaches to development.

Linda Jones, is an independent consultant who is recognized as an international leader in value chain development, and was formerly Technical Director at MEDA and former Chair of the SEEP Network.

Book Contents

1. Introduction
2. The Triple Trust – a threefold approach
3. The Judo Trick, or crowding in
4. Sub-Sector Analysis – a macro-analytical tool for microenterprise support
5. A sub-sectoral approach to small business and microenterprise development
6. Business associations in countries in transition to market economies
7. Using franchises to promote small enterprise development
8. Towards success: impact and sustainability in the FIT programme
9. Business development services – core principles and future challenges
10. Facilitating small producers' access to high-value markets
11. Value chain programmes to integrate competitiveness, economic growth and poverty reduction
12. From behind the veil: industry-level methodologies for disadvantaged communities in Pakistan
13. Value chain financing in agriculture
14. How to assess if markets work better for the poor
15. Managing the process of change: useful frameworks for implementers of making markets work for the poor programmes

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