



Building businesses with small producers : successful business development services in Africa, Asia, and Latin America /

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Monografía

Building Businesses with Small Producers presents the findings and a comparative analysis of seven case studies that challenge current beliefs about good practice in the provision of business development services (BDS) to small and micro enterprises. The book also highlights issues concerning the assessment of impact, sustainability, and cost-effectiveness of such services. Three services were given particular attention in the case studies: marketing, access to technology, and business and management skills acquisition. Each case study - from Bolivia, Bangladesh, El Salvador, Ghana, Sri Lanka, and Zimbabwe - shows how small producers were introduced to new production and marketing systems and how private sector participation was successfully promoted. The analysis of these experiences looks at the feasibility of market-based BDS provision and the role of nongovernmental organizations in building BDS markets. The research discussed in this book makes an important contribution to the ongoing debate regarding market and demand-based provision of nonfinancial services to small and microentrepreneurs and businesses in Southern countries. This debate has been influenced by successes achieved in commercializing and broadening the reach of microcredit programs. The analysis presented reminds us that, to provide effective assistance to small producers, business development services often need to be provided in a multifaceted and flexible manner

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Contenido: 1. Introduction / Jonathan Dawson, Sunita Kapila and Donald Mead -- 2. Food processing to promote sustainable livelihoods in Bangladesh / Sandra O. Yu -- 3. Creating export markets for Bolivia's dry beans / Heather Rawlinson and Pamela Feht -- 4. Increasing the volume and value of smallholder coffee in El Salvador / Lisa Stosch and Eric L. Hyman -- 5. Empowering Ghana's cereal producers in the marketplace / Jonathan Dawson -- 6. Linking small ornamental fish producers in Sri Lanka to the global market / Sandra O. Yu -- 7. Light engineering to generate employment in Zimbabwe / Jonathan Dawson -- 8. Building Zimbabwe's edible oil industry / Jonathan Dawson -- 9. Overview and conclusions / Sunita Kapila, Donald Mead, Jonathan Dawson and Eric L. Hyman

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