

SANREM CRSP Annual meeting

**Gendered Access to Markets: Gendered
Networks and Livelihood Alternatives**
Cross-cutting initiative

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1. Background

- \$12,000 over two years
 - Partial support for 14 students
 - Annual Meetings and regional training
 - Regional gender and participative methodology workshop
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1. Background

- *How does the gendered nature of networks linking women to markets impact the quality of information they receive and their bargaining power (in the household, market, etc.)?*
 - Methodologies and approaches:
 - ✓ Baseline surveys at markets and households
 - ✓ Case studies
 - ✓ Market chain analyses
 - ✓ Focus group
 - ✓ Participative tools
 - ✓ Direct and participant observation
 - ✓ In-depth interview
 - ✓ Literature review
 - ✓ Participatory network mapping
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2. Network Components

Nodes – individuals, organizations, other meaningful entities, and things

these are seen as **actors**, having independent agency

Ties – the relationships between nodes

bound together in some **meaningful** fashion

these may be strong or weak

3. Key research findings

- Market women have great negotiating capacity (“tigers”)
 - Men provide transportation and “help carry products to market”
 - Women’s informal networking is a weak but important source of power; needs attention from local leaders to improve
 - Building and strengthening women’s agency is long process
 - Life cycle and gender differences affect ability to participate in groups
 - New ICT play an important role in accessing information (i.e. cell phones)
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3.1. Access to markets and information

- Factors that determine women's access to market and information
 - Role of middlemen in connecting farmers to markets
 - Access to information
 - Ex: Indonesia
 - Factors: Custom, social class, bargaining power, access to information, land and capital. 12.6% of women have access to markets
 - Middlemen (mostly men) decide the price. They are the only network linking women with formal market and retailers.
 - Women are developing their own marketing system to depend less on middlemen
 - Middlemen are an important source of information.
 - 12.2% of women have access to information on the price of agricultural products.
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3.2. Social Networks (SN)

Factors that affect SN

- Ecuador: ethnicity is a major factor
- Bolivia: gender and access to information
- Southeast Asia: gender and role of participation in production and marketing activities

Benefits and types of SN

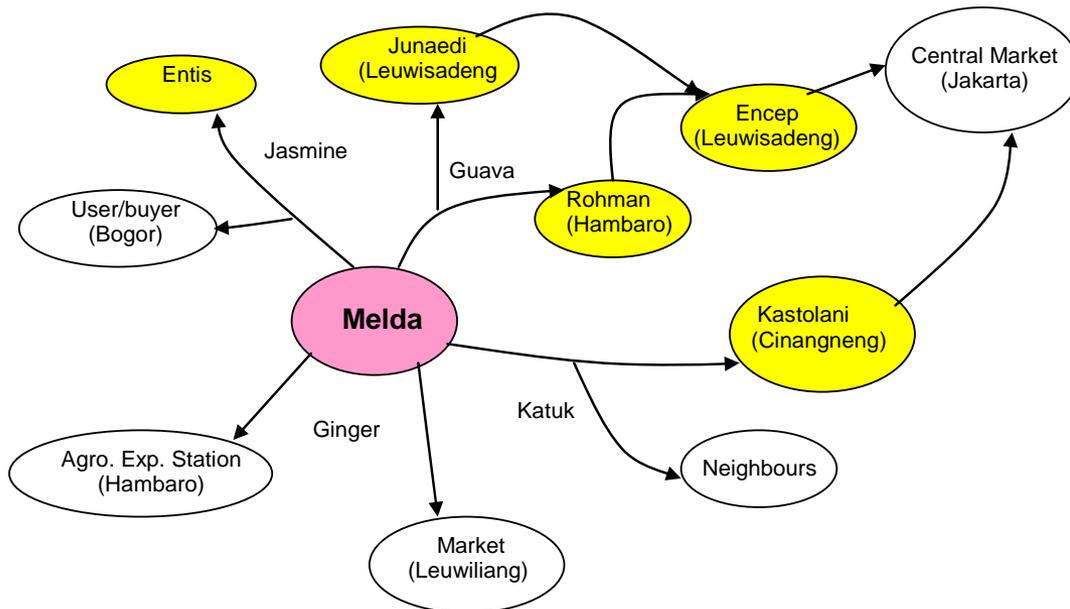
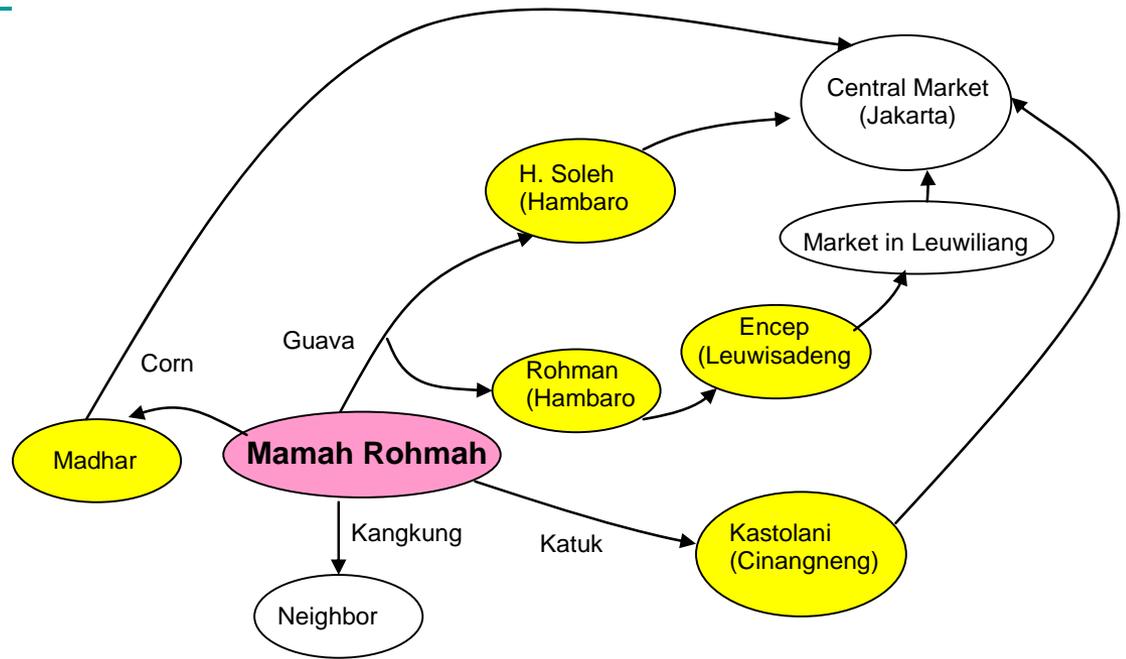
- Vietnam:
 - Formal SN: support agricultural production and marketing and approach to the local government (male-dominated - 70%)
 - Informal SN: provide women access to markets, trading, micro-credit, information, education, and health care (female-dominated)
 - Informal gendered SN: promising channel to approach local people for technical or extension programs
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3.2. Social Networks (SN)

- In Zambia SN are less important in facilitating people's access to market information than other means (i.e. notice boards or fliers) regardless of gender
 - In Bolivia women-dominated marketing networks allow them better access to information and support in production and marketing activities
 - In Indonesia they empower women. In general men get higher prices but when they use the same SN as women, they obtain the same price
 - Vietnam:
 - Formal SN: Support agricultural production and marketing. Are also the means to approach the local government. (Mostly men.)
 - Informal SN: Provide women access to markets, trading, micro-credit, information, education, and health care.
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Indonesia

Market networks for two women respondents (fruit/vegetable producers) at Hambaro market



All nodes are controlled by men. Women only sell as small retailers or in neighborhood stores.

Bolivia

Households where commercialization is done by **both** men and women:

- Have higher income levels
 - Higher human capital
 - Depend less on income derived from migration (remittances and wages)
 - Participate more actively in market transactions
 - Tend to sell in large regional markets as opposed to community fairs and thus get higher prices for their products
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4. Impacts and Opportunities

- Organizational development (ex. Among *katuk* growers)
 - Peru advocacy coalition: group realizes need for unique, good quality product, investment of time and money
 - Empowerment and pride owing to improved earning and risk-taking capacity, ability to access markets, and social acknowledgement of prominence in marketing
 - Opportunity: working with and strengthening informal networks
 - Cell phones for texting market prices, negotiation, accessing larger markets
 - New questions: Beneath the “women in the market are empowered”... Who is more vulnerable and why? Scale?
 - Target the most vulnerable: households, women, ethnicities
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5. Lessons learned

- Late start, limited funds, extra effort, good work
 - Baseline survey did not address gendered networks
 - Different structure of each LTRA make it difficult to coordinate a cross-cutting project
 - Generalizations cannot be made, for gender differences exist even between different regions and groups in a given country
 - Next steps: finish writing, revisions, integrate set, collective publication in special issue
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