



Value Chain Approaches in International Development

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Broad theoretical perspectives underlie value chain improvement

- **Strategic management perspective** - collaboration to manage uncertainties about the supply of resources
- **Economic perspective** - efficiency in material flows or process innovation, 'added value' based on consumer value attributes as well as cost.
- **Relational perspective** - provides the principles of formal and informal governance for chain coordination
- **Technological perspective** - for production (bio-technical), communications, demand and performance management functions

Overlapping approaches...

- **Filière-approach** emphasises the measurement of input-output relations, prices and value adding (Moustier 2010)
- **Supply chain approach** emphasises the efficient integration of key chain business processes (Lambert, Cooper & Pagh 1998)
- **Value chain approach** emphasises material flows, communication flows and governance (relationships) to create consumer value (Porter, 1985; Collins & Dunne, 2008)
- **M4P** interventions to stimulate market systems and actors to work more equitably for disadvantaged groups (Albu, 2008; DFID, 2008; M4P, 2008; Meyer-Stamer & Wältring, 2007)
- **Global value chain approach** emphasises the governance (drivers) of value chain behaviour (Gereffi, Humphrey & Sturgeon 2003)
- **Subsector, agrifood system, or industry level approach** emphasises a slightly broader industrial system perspective (Altenburg, 2007)
- **Value chain cluster approach** emphasises sector specialisation and geographic concentration for “collective efficiency” (Altenburg, 2007)

What we hope to achieve?

- Session 1-3 focused us on the key issues of robust & effective market & consumer research
- Session 4 on skills necessary to undertake this
- Sessions 5 & 6 explore some concepts in more depth:
 - Ray Collins – linkage between research & development
 - Dindo Campilan – achieving impacts through participation
 - Laurie Bonney – systematic planning of neglected aspects
 - Guillaume Duteurtre – strategic & economic approach
 - Dao The Anh – VCs and M4P
- Sessions 7 & 8 evaluate the present & scope the future