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Review of gender and value chain analysis, development and evaluation toolkits

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Edna Mutua, Jemimah Njuki and Elizabeth Waithanji

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ISBN: 92-9146-338-8

Editing, design and layout—ILRI Editorial and Publishing Services, Addis Ababa, Ethiopia.

Cover photo: ILRI/Ram Deka

Citation: Mutua, E., Njuki, J. and Waithanji, E. 2014. *Review of gender and value chain analysis, development and evaluation toolkits*. Nairobi, Kenya: International Livestock Research Institute (ILRI).

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Acronyms and abbreviations

FAO	Food and Agriculture Organization of the United Nations
INGIA-VC	Integrating Gender in Agricultural Value Chains
IPMS	Improving Productivity and Market Success of smallholders in Ethiopia
LED	Local Economic Development
SNV	Netherlands Development Organization
VCA	Value Chain Analysis

Acknowledgements

We wish to acknowledge the contributions of Ephrem Tesema in the development of gender and livestock/crop rapid assessment tools that form part of this review. We are grateful to Paula Kantor, Salome Bukachi and Alessandra Galie for reviewing this document.

Executive summary

This study constitutes a review of existing literature and tools on gender and value chain analysis. It is intended to inform researchers and practitioners undertaking gendered value chains analysis and development in crops and livestock on tools that have been used in gender and value chain analyses. The review documents past work on tools and approaches that have been used in gender analysis of crop and livestock value chains without explicating the details on each tool and approach because they are addressed in the original work referred to. It, therefore, serves as an annotated guide to existing materials that discuss gender and value chain analysis in crops and livestock. The search for documents was conducted through a web search using gender and value chain analysis as the keywords between January and March 2012. A total of 30 documents composed of workshop materials, manuals, guidebooks, handbooks, reports, toolkits and working papers were reviewed.

The review starts with brief descriptions of value chains and value chain analysis. The next section covers the rationale for gendered value chain analysis and integrating gender in value chain development, analysis and evaluation. A summary of the documents reviewed is also presented. The review ends with two rapid assessment tools for evaluating gender in livestock and crop value chains. The tools are suitable for individual and group interviews with producers and other actors in livestock and crop value chains. Outcomes of these rapid assessment tools may be used to inform projects on existing and potential gender gaps along the value chains that would need attention and deeper investigation during a more detailed value chain analysis. The two tools differ from those discussed in the reviewed documents in that they focus entirely on either a crop or livestock value chain.

This review concludes with three broad recommendations for consideration in the design and use of value chain analysis tools:

- Value chain analysis must be gendered to capture the different roles, opportunities and constraints for men and women
- Results of gendered value chain analysis must be used not only in designing value chain interventions (such as selecting the most appropriate value chain or target group) but also in guiding project implementation and in informing monitoring and evaluation systems
- Gendered value chain analysis should be undertaken by persons with sound knowledge in gender at the micro, meso and macro level.

Rationale of review

Integrating gender and value chains has been a challenge to gender and value chain practitioners because these areas of specialization have rarely come together due to lack of or limited knowledge of the potential benefits of such undertaking and skill to combine them. Literature on gender and literature on value chains are often presented in mutually exclusive spheres of knowledge and practice. To address this epistemological challenge, a desk study was conducted to document an annotated bibliographic review of published tools and approaches that have been used

in gender and value chain analyses. The review will be useful for gender practitioners in value chains and value chain scientists wanting to integrate gender in value chains.

This review aims to increase understanding of the influence of gender relations on roles of different actors and on interactions among actors within and across various nodes of value chains. A gender-sensitive value chain approach increases visibility of men's and women's roles in various nodes and gender specific barriers to entry and opportunities for growth. Some documented barriers include low access to markets owing to cultural seclusion of women (Farnworth 2011; Waithanji et al. 2013), reduced income control by women with increased commercialization (von Braun and Webb 1989; Njuki et al. 2011a) and women's lower access to technology (FAO 2011). These barriers influence the level of entry in nodes/value chains and an actor's capacity to compete with other actors.

Definitions and concepts

Value chains

The term value chain describes 'all activities that are requisite for bringing a product or service from conception, through the different phases of production (involving a combination of physical transformation and the input of various producer services), delivery to final consumers, and final disposal after use' (Kaplinsky and Morris 2000, 4). The term 'chain' denotes the fact that most goods and services are the result of a series of activities at domestic, national or international level (Farnworth 2011). The complex network of activities carried out by different actors in multiple enterprises along a value chain means that attention must be paid to the activities that people are involved in, how they are linked together through services such as transportation, insurance, telecommunications, quality control, and management coordination (Arndt and Kierzkowski 2001). Whereas the flow of goods is crucial in value chains, other determinants of value chain participation such as credit/financial flows, changes in ownership rights and markets need to be considered (Coles and Mitchell 2011).

Riisgaard et al. (2010) noted that adopting the value chain approach as a development strategy provides an opportunity for all actors to understand each other's functions and the activities involved; increase their viability, visibility, voice and market share; and identify and correct barriers and gaps that cause inefficiencies. Corrective value chain interventions aim at creating or enhancing horizontal relationships (among actors within the same level in value chains) and/or vertical relationships (among actors in different levels of a value chain) with an aim of improving returns and increasing efficiency. They may include formation of new value chains, forging or strengthening new links within an existing value chain, increasing the capabilities of target groups to improve the terms of value chain participation and minimizing the possible negative impacts of value chain operations on non-participants and/or adjacent communities (Riisgaard et al. 2010).

Value chains can either be market driven or relation-based depending on the form of governance they adopt (Farnworth 2011). Market driven value chains are those for whom price is the determinant of who the actors will be and how long their transactional relationship will last (e.g. local tomato markets). Relational value chains are those in which lead actors, such as producers in dairy cooperatives, buyers in contract farming for chicken or and intermediaries (exporters) in tea, coffee and horticultural trade determines the transactional framework within which other actors will work, resulting in producer-driven, buyer-driven, or intermediary-driven relational value chains respectively.

The value chain concept was articulated and popularized in 1985 by Michael Porter in the 'competitive advantage', a seminal work on the implementation of competitive strategy to achieve superior business performance. Porter (1985) defined value as the amount buyers are willing to pay for what a firm provides, and he conceived the 'value chain' as the combination of nine generic value added activities classified as primary and support. Primary activities are composed of inbound logistics, operations, outbound logistics, marketing and sales and services. These five activities are considered primary because they are closely linked with creation or delivery of a product or service. The support activities are four and include infrastructure, human resource management, technology transfer and infrastructure to

improve value chains efficiency. Porter linked up the value chains between firms to form what he called a value system. In value chain analysis, the focus is mainly on the benefits that accrue to customers such as variety of products, the interdependent processes that generate value and the resulting demand and funds flows that are created (Feller et al. 2006).

Value chain analysis

Rubin et al. (2008, 13) described value chain analysis (VCA) as 'the process of documenting and analysing the operation of a value chain, and usually involves mapping the chain actors and calculating the value added along its different links'. Value chain analysis is also perceived as a means of understanding trade at the global level (Riisgaard et al. 2010) as well as strengthening systemic competitiveness (Kaplinsky and Morris 2000). It identifies vertical and horizontal components in a system of stages/nodes of physical transformation processes that are inter-linked by transactions that occur either in the same firm or between firms in similar or different geographic locations (Mayoux and Mackie 2007). It is a holistic approach because it pays attention to the complex interactions of income, value added across the chain and how these are distributed within particular points of the chain and across the different levels of the chain.

Gender

Njuki et al. (2011, 4) defined gender as 'the socially constructed roles and status of women and men, girls and boys. It is a set of culturally specific characteristics defining the social behaviour of women and men, and the relationship between them. Gender roles, status and relations vary according to place (countries, regions, and villages), groups (class, ethnic, religious, caste), generations and stages of the lifecycle of individuals. Gender is, thus, not about women but about the relationship between women and men.' A gendered VCA is a methodology that describes existing gender relations in a particular environment, ranging from within households or firms to a larger scale of community, ethnic group, or nation, and organizes and interprets, in a systematic way, information about gender relations to clarify the importance of gender differences for achieving development objectives (Rubin et al. 2009).

Gender and value chains

Rationale for integrating gender in value chain analysis and interventions

Value chains exist and operate within a given social context that affects the distribution of resources, benefits and opportunities. Gender relations affect and are affected by the ways in which value chains function. Gender is thus an important aspect of value chain analysis. Value chains offer tremendous opportunities to men and women through better market linkages and employment opportunities. At the same time, the way these value chains operate can affect some groups negatively. For example, transnational corporations can take advantage of existing gender inequalities in bargaining power to cut production costs by employing large numbers of women at low levels of value chains and for minimum or lower than minimum wage (Gammage 2009) as witnessed in Export Processing Zones in Kenya, Mexico and Nicaragua (Jauch 2002).

According to Kaplisky and Morris (2000) barriers like access to capital and technologies influence people's, and especially women's, participation and benefits from value chains. Often, women have lower access to capital and technologies than men (FAO 2011), which decreases their participation in levels of the value chains with the highest economic returns and confines them to lower profit nodes (Coles and Mitchel 2011). Women in sub-Saharan Africa own about 15% of all land, with fewer than 5% in Mali to over 30% in countries such as Botswana, Cape Verde and Malawi (FAO 2011). Land is an important form of collateral for formal credit (Fletschner and Kenney 2011). As very few women own it, thus cannot use it as collateral, they have a lower access to financial services than men. Access to financial services is especially critical for women in terms of enhancing their ability to participate in value chains beyond producer roles to include, for example, the ability to add value to agricultural produce (Fletschner and Kenney 2011). Analysis of how differential access to productive assets constrains women from participating in value chains and development of strategies that can be used to increase women's access to financial services are essential prerequisites to the success of all agricultural value chain development projects.

Analysis of some of the barriers to entry and opportunities presented by different value chains for women can lead to an understanding of the possible value chain interventions that have an income as well as an equity focus in their outcomes. Understanding women's position in a value chain, how changes in a value chain might affect gender inequality, and the main constraints for women in terms of gaining from value chain participation, requires one to place gender in the context of intra-household bargaining and of broader social processes (Parpart et al. 2002; Wyrod 2008; Laven et al. 2009). It is necessary to remain attentive to the local context, including the diverse notions of masculinity that might challenge or support women's empowerment (Parpart et al. 2002; Wyrod 2008).

At the household, the level to which women engage with a value chain is not only affected by men but also affects men. Similarly, the extent men's engagement in value chains affects women in certain ways. Thus, gender relations at the household level play a key role in determining the extent to which men and women interact within a value chain. Degrees of participation and gains are shaped at the household level by gendered divisions of labour/time budgets and

decision-making/control; and at the value chain level by differential access to chain functions, services and resources, and by gender related power disparities in chain management.

Value chain analyses provide opportunities for showing that various value chain actors may influence capabilities of other actors, possess different levels of bargaining power, and subsequently affect outcomes along the value chain (Gammage 2009). According to Kaplisky and Morris (2000) power asymmetries across various levels of value chains influence value chain governance and the roles and voice of different actors within the chain. These power asymmetries can determine the positioning of people within the chain (who is allocated or who plays what role in the chain), and who makes decisions and has most information about different aspects of the chain e.g. price information. As a result of these power asymmetries, women may have a lower voice in the value chains or have lower access to market information, which reduces their negotiation power.

Distribution of the outcomes of the value chain is gendered and varies from place to place (Coles and Mitchel 2011). A key to understanding distributional outcomes is to focus on the profits in the different parts of the chain. The nodes in which men and women actors tend to occupy vary. Men tend to dominate functions with relatively high barriers to entry and correspondingly greater returns, and to control chain management functions while women occupy the lower nodes (Coles and Mitchell 2011) due to lack of adequate income, limited skills, limited access to education and training, limited access to markets and market information (World Bank 2001, 2007). Disproportionate representation of women in low-value value chains and the lower nodes within these chains is an established reality of value chains. The former case is demonstrated by male dominated globalized export chains such as in the flower industry, which are usually more lucrative than the traditionally feminized domestic markets such as selling farm produce at the farm gate (Coles and Mitchell 2011).

The ownership and control of benefits and the proportions managed by men and women vary. Participation in value chain activities does not necessarily produce benefits and neither does non-participation result in no gains (Coles and Mitchell 2011). It should not be assumed that women always benefit from participating in value chains. Elson (1995) in Agarwal (2003) gives an example from Kenya, where after introduction of weeding technology in maize, women's plots productivity yields rose by 56% when women controlled the output but only 15% in men's plots where women worked but the output belonged to men.

According to Hilhorst and Wennink (2010) internal organization and external relations can facilitate participation in value chains at different levels. Internal organization for collective action of groups can ensure a greater likelihood of generating collective efficiency and economies of scale in production or reduced costs leading to healthy collective competitiveness and a greater bargaining voice. While women have great capacity to self-organize, their organizations have often been at micro scale and oriented towards providing each other with social and welfare services much more than around economic activities (Hilhorst and Wennink 2010). USAID (2009) has documented examples of women's organizations that have transitioned from social functions to more market and economic oriented function at local, national, and even regional levels, which include Mtazamo Vegetable Growers (MVG) in Arusha, Tanzania and Marwa Honey Queens in South Africa.

Value chain analysis does not stop at the level of the actors or groups of firms, producers or market actors. It also draws attention to the national system of innovation—the network of institutions which support economic actors (Kaplisky and Morris 2000). What institutions do impinges on the competitive performance of firms and groups of firms, and is also subject to the support and regulation provided by governments, whose actions, too, need to be located in value chain analysis (Kaplisky and Morris 2000). How supportive or prohibitive institutions are to different groups of actors including women actors should constitute key foci in gender integrated value chain analysis. For instance, communities have different norms and practices that affect the participation of men and women in value chains. Land tenure systems and property ownership practices dictate which household members have access, control and/or ownership to means of production. Traditionally, land is owned by men; and women's access and use

is determined by the decisions the owners make. Women tend to execute their productive and reproductive¹ roles simultaneously (Bhattarai and Leduc 2009) causing women to engage mainly in value chain activities/nodes that allow them to be closer to the homestead, whereas men may freely engage in activities that require them to be away from home such as value chain nodes away from home, which are often more profitable.

Empowerment can be defined as 'a process by which those who have been denied the ability to make strategic life choices acquire the ability to do so' (Kabeer 1999, 437). In relation to women and value chains, empowerment is about changing gender relations to enhance women's ability to shape their lives (Laven et al. 2009). It is about addressing the inequalities that women face as they participate in value chain activities with the goal of increasing their visibility, voice and choice. From an empowerment perspective, differences in how women and men are involved in (and benefit from) value chains are not by definition a problem, because differences in preferences have to be distinguished from denials of choice. Kabeer (1999, 439) sums this up as 'An observed lack of uniformity in functioning achievements cannot be automatically interpreted as evidence of inequality because it is highly unlikely that all members of a given society will give value to different possible ways of "being and doing"'.

Gender is approached in markedly different ways in value chain analyses, depending on how gender equality and 'empowerment' are conceptualized. Dulón (2009) argues that when considering working with local partners and other organizations in gender integrating projects, it is important to consider to what degree each partnering organization is embedding a gender approach. Dulón suggests that this should be assessed at four levels: (1) the degree to which the organizational philosophy and strategic framework incorporate a gender approach; (2) whether the organization is able to adjust strategic objectives, indicators as well as policies; (3) whether and how a gender approach is operationalized; and (4) the extent to which the organization trains personnel in gender and development issues.

Rationale for integrating gender in value chain monitoring and evaluation

Monitoring and evaluation are essential processes in value chain development. It is through them that implementers and facilitators can gauge if their interventions are on track and are achieving the desired goals. A monitoring system is important because it tracks activities against set targets periodically and shows where there is need for corrective action. It looks at the financial, human and material resources used (inputs), the products, goods and services which result from development intervention (outputs), the likely or achieved short- and medium-term effects of intervention outputs (outcomes) and the achievements of overall long-term and strategic objectives which could be the expected or unexpected positive or negative (impacts) of development initiatives (Herr and Muzira 2009).

Through monitoring and evaluation at the value chain level, implementers and facilitators of projects can get to understand and measure the impacts of gender relations, differential access to production assets and related support services to men and women. This process could identify and prioritize different indicators at different levels given project objectives. Impacts may be felt at individual level, at household/family level, at community level, at various nodes in value chains and national/international level (Mayoux and Mackie 2007).

Assuming that women will automatically gain from generic value chain interventions can have unintended negative consequences. Accounts of backlash against women beneficiaries ranging from men turning violent against women to men taking over traditionally women's crops and livestock once they became profitable have been documented. This is exemplified in von Braun and Webb (1989) which covers men taking over the irrigated rice crops in the Gambia, Njuki et al. (2011) which covers men taking over beans in Malawi and Uganda and Goldstein (2012) which covers vulnerability to gender-based violence among women employed in flower farms in Ethiopia. These findings suggest

1. *Reproductive roles involve care and maintenance of a household and its members while productive roles involve production of goods and services for consumption and trade in employment or self-employment (March et al. 1999).*

that interventions to empower individuals within households without considering other household members and gender relations of power among these members can easily fail. There is need for gender responsive monitoring and evaluation to identify such unintended consequences and gender analysis to try to avoid them in the first place.

Rubin et al. (2009) provide practical suggestions on how to: develop gender sensitive indicators; use indicators that measure movement in positions instead of 'counting bodies'; and measure changes in levels of gender inequality by using, for example, the 'percentage change in proportion of women's membership' instead of the 'number of women who joined the producer association'. Similarly, Dulón (2009) emphasizes the necessity of including the context in which the condition of women is improved and the temporal dynamics, e.g. if gender gaps have become smaller and to what extent empowerment processes have occurred over time.

Tools for gender integrated value chain analyses

Introduction to tools for gender integrated value chain analysis

Gender integrated value chain analyses can be rapid or in-depth. Rapid assessment tools for value chain analysis provide a snapshot of how a certain value chain operates, who are the actors, what are their roles in the value chain, what are their constraints and opportunities. These tools look at the roles of men and women in the value chains, what markets men and women access, and what gender-based constraints and opportunities exist. Rapid assessments provide avenues for getting a snapshot of situations from a respondent's perspective within a short period of time prior to engaging in detailed research. The process is team-based, participatory, employs a variety of qualitative research tools for triangulation purposes and may be iterative depending on the need for current information. Rapid assessment tools may be used to give direction on possible interventions for existing problems and/or gaps and areas requiring further research. Examples of rapid assessment tools for integrating gender in livestock and crop value chain analyses are found in the annex of this review.

In-depth tools provide detailed information on gender issues in value chains and may include such analysis as levels of income and profits earned at different points of the value chain and how these differ between men and women or men owned and women owned enterprises, women's management of income, who benefits from accrued income and profits including intra-household analysis of income and decision making. Although this information may be collected in a rapid assessment; the depth required by the in-depth tools might not be achieved.

Tools used for rapid and in-depth integrated gender in value chain analyses can be qualitative and/or quantitative. According to Mayoux and Mackie (2009) qualitative analysis is essential for establishing existing inequalities and their causes, power dynamics at play along the value chain and points of convergence and divergence of interests among actors. The tools used for qualitative analysis of a value chain tend to be participatory. They provide value chain actors with an opportunity to actively participate in the analyses and might empowering themselves in the process. For instance, using maps and diagrams enables even poor and disadvantaged stakeholders to be involved in the collection and analysis of information (Mayoux and Mackie 2009). This promotes dialogue and accountability among stakeholders as they analyse and negotiate their common interests in improving the functioning of value chains and identifying interventions likely to be most beneficial to most, if not all, actors.

Conclusions

Integrate gender in value chain analysis: Integrating gender into value chain analysis should be the norm rather than the exception. Gender integrated value chain analyses provide necessary insights on the roles of men, women and other stakeholder groups in value chains, the constraints they face and the opportunities that exist for optimizing benefits from value chain development. There are different tools available for value chain analyses and include rapid assessment and in depth tools that involve different stakeholders including women actors and using qualitative and/or quantitative methods.

Considerations in gendered value chain analysis: In assessing gender concerns across the value chain, it is important to consider the institutions that govern power relations, such as, the household, the market and the state (Agarwal 2003). Understanding the cultural context within which a value chains exist provides opportunity to address challenges and inequalities that face men and women actors in the chain. The result would be increased benefits to smallholder farmers, especially women and improved value chain performance.

Use gender analysis results in value chain development: Organizations must commit resources and expertise not only to gender analysis using a cross institutional perspective, but also to using the results to design gender responsive interventions with women's empowerment as one objective. Although some generic value chain interventions may lead to desirable gender outcomes, it cannot be assumed that generic value chain development will lead to women's empowerment. The gender integration strategies could be gradual, starting with initial win-win situations where the possibilities of achieving both economic goals and women's empowerment are the greatest such as training women in value addition of traditionally women's crops or products (Mayoux and Mackie 2007). These need to be followed by more strategic interventions that change power relations within and across the value chain, the community and the broader policy environment. Strategies could be differentiated between those that mainstream gender into the value chain development processes and those that deal with specific gender-based constraints. Stakeholder involvement in designing gender interventions and the involvement of men can lead to more sustainable gender outcomes.

Specify gender specific outcomes: Specifying expected gender outcomes can inform the design of the monitoring and evaluation strategy for value chain interventions. Gender outcomes must be specified at various levels; individual, household, market and community and at policy and macro levels (Mayoux and Mackie 2007). At these different levels it is crucial to focus on different types of impacts including economic, social, political and psychological impacts (Mayoux and Mackie 2007). Data collection during the value chain analysis, baseline and impact assessments should be disaggregated by gender to capture changes in other indicators on men, women and other stakeholder groups (Njuki et al. 2011b). Combining qualitative and quantitative data collection tools is useful for capturing different dimensions of impacts (World Bank 2005).

Detailed overview of documents reviewed

The reviewed documents are listed in the table below. They include workshop materials, manuals, guide books, papers, reports and toolkits.

A. Workshop materials

	References	Overview	Tools	Methodology	Cases studies
1	Integrating gender in value chain analysis (INGIA) Kenya. 2008. USAID. www.culturalpractice.com/.../gender-training-materials-integrating-gender	The collection of workshop materials focuses on gender mainstreaming, gender analysis, value chain mapping and monitoring and evaluation at the production and marketing levels of value chains.	Qualitative The document contains a gender analysis tool, a tool for various players in the value chain, a tool for identifying gender based constraints and opportunities and another on gender integration suited for Kenya.	Participatory learning (including field work)	Maize, dairy and horticulture in Kenya
2	Integrating gender in value chain analysis (INGIA) Tanzania, 2009. USAID. edu.care.org/.../Integrating%20Gender%20In%20Agricultural%20Value...	The collection of workshop materials focuses on gender mainstreaming, gender analysis, value chain mapping and monitoring and evaluation at the production and marketing levels of value chains. The publication has a lot in common with the INGIA Kenya publication. However the training materials are more elaborate and tools are more detailed as compared to those in INGIA-VC Kenya.	Qualitative The document contains a gender analysis tool, a tool for various players in the value chain, a tool for identifying gender based constraints and opportunities, how findings from gender analysis affect existing programs and another on gender integration suited for Tanzania.	Participatory learning (including field work) case studies	Sea-weed, mangrove crabs and horticulture in Tanzania

3	Reerink A. 2010. Mainstreaming gender analysis in value chain analysis and development, women's entrepreneurship development and gender equality—East Asia. www.unescap.org/tid/artnet/mtg/tradegender_thu_reerink.pdf	Power point presentation on gender mainstreaming, value chains and gender sensitive value chains analysis.	None	Participatory learning	Honey in East Asia
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B. Manuals

	References	Overview	Tools	Methodology	Cases studies
I	Terrillon J. 2010. Gender mainstreaming in value chain development: Practical guidelines and practical tools to conduct gender-based analysis at meso and micro levels, SNV tools, SNV. api.ning.com/.../SNVGender Mainstreaming in VCD Facilitationguide.pdf	The manual focuses on gender, value chains and gendered value chains analysis at the production and marketing levels of value chains. It contains a conceptual framework that integrates a gender empowerment grid, a value chain development grid and a macro-meso-micro level grid.	Qualitative It contains checklists for carrying out gender analysis of the macro-meso-micro levels of value chains. These checklists offer guidance to the kind of aspects to consider when doing a gendered value chain analysis. The tools are intended for the six value chain development facilitation services offered by SNV. However, other institutions can learn from them or adopt them for use.	Literature review	Tea in Nepal and Shea butter, Solumbala (popular west African condiment) in Mali

2	<p>Dulón R.G. 2009. Gender in value chains: Manual for gender mainstreaming, Cordaid.</p> <p>www.genderinag.org/.../genderinag.../gender</p>	<p>The manual focuses on how to use a gender approach at all stages of the project cycle.</p>	<p>Qualitative</p> <p>It contains tools on productive and reproductive roles, access and control of natural resources, and information, decision making processes, opportunities and constraints, stakeholder mapping, organizational audits and diagram tools for gendered value chain analysis and strategic planning. It also contains guides on reviewing operational work plans, design of events, considering a gender approach during the realization of these events, evaluation of events, preparing and reviewing publications, reviewing reports and interviews regarding gender knowledge, expertise and practices. The tools were developed with the objective of using them to incorporate gender into Local Economic Development (LED) programs and incorporating gender mainstreaming into organizations that do LED programming in Bolivia. LED programs are those that use strategies that are based on the vocation and potential of a specific area.</p>	-	General
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C. Guide books

	References	Overview	Tools	Methodology	Cases studies
1	<p>Man-Kwun C. 2010. Gender and value chain development—Improving opportunities for women in smallholder based supply chains 1, 2, 3, Bill and Melinda Gates Foundation</p> <p>www.bwpi.manchester.ac.uk/.../businessfordevelopment/GenderValueCh...</p>	<p>The guidebook focuses on women's participation in contract farming schemes and producer groups, gender capacity building for organizations dealing with small holders at the production (credit, extension services and training) and marketing levels of value chains. This document has three parts: the executive summary, the guide and the annex which covers cases studies.</p>	None	Literature review, key informant interviews, in-depth interviews	Tea and coffee in Kenya, coffee in Uganda and Tanzania and cocoa in Ghana
2	<p>Mayoux L. and Mackie G. 2007. Making the strongest links, ILO.</p> <p>www.ilo.org/wcmsp5/groups/public/@ed_emp/.../wcms_106538.pdf</p>	<p>The guide book focuses on gendered value chain analysis at the production and marketing levels of value chains.</p>	<p>Qualitative</p> <p>It contains a gender lens and elements checklist, a checklist for all stages of value chain development and diagram tools for different stages of value chain analysis and strategic planning. These checklists are composed of guiding questions which can be used to inform the process of gender auditing or tools to be used for a gender audit.</p>	Literature review	General
3	<p>Herr M. and Muzira T. 2009. Value chain development for decent work, ILO.</p> <p>www.ilo.org/wcmsp5/groups/public/---ed.../wcms_115490.pdf</p>	<p>The guide book focuses on value chain development, mapping and research, codes and how to use research findings to improve working conditions at the production and marketing levels of value chains.</p>	<p>Qualitative</p> <p>It has focus group discussion schedule for established producers in floriculture and Interview schedules for production and export companies in flower trade. The tools over cover production and markets.</p>	Participatory methods, focus group discussions, interviews, literature review	Fish in Malawi, Jatropha in Zambia, spices, dairy, coconut coir and floriculture in Sri-Lanka, rice in Cambodia, vegetables in Bangladesh

D. Hand books

References	Overview	Tools	Methodology	Cases studies
Gammage S. 2009. Gender and pro-poor value chain analysis, USAID.	The handbook focuses on analysis of power relations in value chains and gender in employment.	Qualitative It contains a schedule of group interview questions and a checklist for gender value chain analysis. The schedule focuses only on production and production challenges whereas the checklist outlines items to consider when doing a value chain analysis. Out of these items, detailed tools can be developed to carry out a gendered value chain analysis.	Questionnaire surveys, key informant interviews focus group discussions, literature reviews	Artichoke in Peru and shrimp in Bangladesh
Rubin D., Manfre C. and Barrett K., 2009. Promoting gender equitable opportunities in agricultural value chains, USAID. www.culturalpractice.com/.../promoting-gender-equitable-opportunities-i...	The hand book focuses on gender mainstreaming in agriculture, gender analysis, value chains, value chain mapping, monitoring and evaluation, and how to use INGIA-VC based on the INGIA VC Kenya and Tanzania trainings findings. It covers the production and marketing levels of value chains.	None	The book is a detailed discussion of the INGIA-VC training materials	Covers crops and livestock citing examples from many countries.

E. Reports

	References	Overview	Tools	Methodology	Cases studies
1	Riisgaard L., Fibla A. and Ponte S. 2010. Gender and value chain development. Danish Institute for International Studies. www.oecd.org/derec/denmark/45670567.pdf	The report focuses on engendering value chain development, sustenance of women's participation in women targeted interventions and generic interventions at the production and marketing levels of value chains.	None	Literature review. The document is a report on analysis of varied evaluations, project documents and peer reviewed research articles	General (crops and livestock)
2	Riisgaard L., Fibla A. and Ponte S. 2010. Gender and value chain development. DANIDA. *This document borrows heavily from document 1, even shares authors www.oecd.org/derec/denmark/45670567.pdf	The report focuses on gender outcomes associated with sustainability standards, generic value chain interventions, women specific interventions and developing gender capacities in supporting/facilitating/ implementing organizations at the production and marketing levels of value chains.	None	Literature review	General (crops and livestock)
3	Mehra R. and Rojas H.M. 2008. Women, food security and agriculture in a global market place. ICRW. www.icrw.org/.../women-food-security-and-agriculture-global-marketpla...	The report focuses on women's labour, challenges with marketing, contract farming, access to extension services, farm inputs and how to improve small holder farming for women at the production and market levels in value chains.	None	Literature review	Covers both crops and livestock citing examples from many countries
4	Rubin D., Tezera S. and Caldwell L. 2010. A calf, a house, a business of one's own: Microcredit, asset accumulation and economic empowerment in GL CRSP projects in Ethiopia and Ghana, USAID. www.culturalpractice.com/site/wp-content/downloads/3-2010-19.pdf	This report focuses on impacts of savings and credit on men and women in mixed or women only groups, integrating entrepreneurial and other life improving skills to savings and credit at the production and marketing levels of value chains.	None	Interviews (unspecified)	Goats, sheep and camels in Ethiopia, fish, vegetables, cereals, yams, groundnuts, cattle in Ghana
5	Gendered value chain analysis: red gram, ground nut, neem and tamarind (Authors unknown). rmportal.net/library/content/frame/gendered-value-chain-analysis.../file	The report focuses on gender analysis and value chains at production and markets levels.	Qualitative Has a sample tool for gender value chain analysis that focuses on producers only.	Interviews Direct observation	Red gram, ground nut, neem and tamarind in India

6	Value chain governance and gender: Saffron production in Afghanistan. 2010. Afghanistan Public Policy Research Organization. http://reliefweb.int/sites/reliefweb.int/files/resources/426D739CC76B2E39C12577E4004F47E4-Full_Report.pdf	The report focuses on value chains and inequalities experienced by women in production and marketing of saffron.	None	Literature review, key informant interviews, focus group discussions	Saffron in Afghanistan
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F. Papers

	References	Overview	Tools	Methodology	Cases studies
1	Veliu A., Gessese N., Ragasa C. and Okali C. 2009. Gender analysis of aquaculture value chain in northeast Vietnam and Nigeria, World Bank, Discussion Paper 44. http://siteresources.worldbank.org/INTARD/Resources/Gender_Aquaculture_web.pdf	The paper focuses on Gender analysis, Gendered access to land, credit, farm inputs, trainings, extension services, labour increasing women's participation and project sustainability in production, processing (Traditional/modern) and marketing.	Qualitative The document contains a matrix of gender issues in the Vietnamese aquaculture value chain presented as responses to questions investigating various nodes, actors and value chain activities.	In-depth interviews	Shrimp in Vietnam and catfish in Nigeria
2	Coles C. and Mitchell J. 2011. Gender and agricultural value chains: A review of current knowledge and practice and their policy implications FAO, ESA Working Paper No. 11-05 March 2011. http://www.fao.org/docrep/013/am310e/am310e00.pdf	The paper focuses on gender and value chains analysis, and how to use gender analysis findings at the production and marketing levels of value chains.	None	Literature review, field work with unspecified tools	Oil palm, rice, artichokes shrimps, fish, tomatoes dairy, poultry, coffee fruits, flowers, vegetables, cotton
3	Laven A. and. Noortje V. 2011. Addressing gender equality in agricultural value chains: Sharing work in progress. http://www.kit.nl/net/KIT_Publicaties_output/ShowFile2.aspx?e=1862	This discussion paper focuses on the link between gender and value chains, using structure and agency to explore the chain empowerment framework.	None	Literature review	Shea butter in Guinea
4	Farnworth R. Cathy, (2011), Gender-Aware Value Chain Development, UN Women. http://www.un.org/womenwatch/daw/csw/csw56/egm/Farnworth-EP-I-EGM-RW-Sep-2011.pdf	This discussion paper focuses on value chains, gender inequalities in value chains, and how to use INGIA-VC.	None	Literature review	Fruits and vegetables in Uganda, cocoa in Ghana, artichokes in Peru, poultry in Bangladesh and coffee in Zambia
5	Laven A., Eerdewijk A., Senders A., van Wees C. and Snelder R. 2009. Gender in value chains: Emerging lessons and questions, Agri-ProFocus. api.ning.com/files/.../GenderinValuechainsWorkingPaper.doc	This draft working paper explores organizations' learning experiences with integrating gender to value chains, combining the chain empowerment framework and gender empowerment frameworks at the production and markets level.	None	Literature review, case studies	Palm oil in Honduras, tomatoes and cucumbers in Tajikistan, tree crop essential oils in Malawi, Allan Blackia in Tanzania, milk in India, coffee in Peru, karite in Burkina Faso and cocoa in Ivory Coast

6	<p>Manfre C. and Sebstad J. 2010. Behaviour change perspectives on gender and value chain, USAID.</p> <p>paraguay.usaid.gov/sites/default/files/gender_and_value_chain.pdf</p>	<p>The draft working paper focuses on behavioural difference between men and women in money management, business practices and horizontal and vertical business relations in production and market levels of food chains.</p>	None	Literature review	Potatoes in Angola and avocados, chilies and french beans in Kenya
7	<p>Henriksen L., Riisgaard L., Ponte S., Hartwich F. and Kormawa P. 2010. Agro-food value chain interventions in Asia: A review and analysis of case studies, UNIDO.</p> <p>www.unido.org/fileadmin/user.../WorkingPaper_VC_AsiaFinal.pdf</p>	<p>The paper focuses on the relationships between value chain analysis/ assessment in the pre-project phase on the one hand and project design, implementation and outcomes on the other hand. It covers value chain development, and Value chain interventions at the production and markets levels of value chains.</p>	<p>The document contains a sample framework that can guide a researcher in collecting and assessing data if programs make use of value chain information available to them at program/project design and implementation phases and how this affects the overall performance of the program. Although framework is very useful, it is only a guideline of what should be done. Based on it, detailed data collection tools for various nodes and actors in value chains can be developed to gather more detailed and useful information.</p>	Case studies Literature review	Potatoes and cocoa in Sri-Lanka, rubber and anthurium in Indonesia and rice and coconut in Vietnam
8	<p>Barrientos S., Dolan C. and Tallontire A. 2003. A gendered value chain approach to codes of conduct in African horticulture. <i>World Development</i> 31(9):1511–1526.</p> <p>microlinks.kdid.org/sites/.../gender%20value%20chain%20barrientos.pdf</p>	<p>The paper covers export codes of conduct in horticulture at the production and market levels of value chains.</p>	None	Literature review	Flowers in Kenya, fruits in South Africa and vegetables and flowers in Zambia
9	<p>Tallontire A., Dolan C., Smith S. and Barrientos S. 2005, Reaching the Marginalised? Gender value chains and ethical trade in African horticulture. <i>Development in Practice</i> 15:3&4:559–571.</p> <p>http://www.tandfonline.com/doi/pdf/10.1080/09614520500075771</p>	<p>The paper covers codes of conduct in the export business, gender value chain analysis at the markets level of value chains. This document is somewhat similar to document 8 above.</p>	None	Literature review of project documents	Flowers in Kenya, fruits in South Africa and vegetables and flowers in Zambia

10	Rubin D. and Manfre C. 2012. Applying gender responsive value chain analysis in extension and advisory services, MEAS, USA http://www.afaas-africa.org/media/uploads/publications/meas_tn_gender_responsive_analysis_value_chains_-_cp_-_mar_2012.pdf	The paper discusses the value chains, gender analysis and approaches for integrating gender into value chains.	None	Literature review	General
11	Hilhorst T. and Wennink B. 2010. Market opportunities in smallholder agriculture: strengthening women's livelihoods through collective action. Royal Tropical Institute. womenscollectiveaction.com/file/.../Literature+Review+Final+Draft.doc	The document covers challenges and opportunities associated with (poor) women in small holder agriculture, and the use of collective action as a strategy to eradicate poverty.	None	Literature review	Crops citing examples from many African countries Grain Production
12	Bhattarai B. and Leduc B. 2009. Engendering value chain development, ICIMOD. www.icimod.org/resource/1287	This document explores the relationship between gender and value chains, the process of engendering value chain development at the production and markets levels of value chains.	None	Literature review	Bay leaf in Nepal

G. Toolkits

	References	Overview	Tools	Methodology	Cases studies
1	Bishop-Sambrook C. and Puskur R. 2007. Toolkit for gender analysis of crop and livestock production, technologies and service provision. ILRI. cgspace.cgiar.org › ... › ILRI training and learning resources	The toolkit focuses on introducing gender, gender analysis and gender mainstreaming in agriculture.	Qualitative The document contains 9 gender analysis tools and templates on gender analysis at production and markets levels of value chains. The IPMS tools are developed for interviews with groups and key informants.	Literature review	Wheat, cattle and milk in Ethiopia
2	Practical tools to conduct gender based analysis at meso and micro levels. SNV api.ning.com/files/Otu.../SNVCDGenderANNEX_TOOLSbis.doc	This is a collection of tools drawn from manual reference number 1.	Qualitative It is composed of tools on productive and reproductive roles, access and control of natural resources, and information, decision making processes, opportunities and constraints, stakeholder mapping, organizational audits, diagram tools for gendered value chain analysis and strategic planning and a collection of tools for conducting a gender analysis.	None	General

Annex I Sample rapid assessment tools on gender for livestock value chains

Prepared by Edna Mutua, Ephrem Tesema and Jemimah Njuki

Introduction:

This rapid assessment tool for gender and livestock value chains has been developed to collect basic data on men and women's involvement in livestock value chains, their roles and constraints and existing opportunities for promoting gender equality through value chain development. Information from the tool is meant to provide a rough assessment of what kind of interventions would improve benefits of value chain development to men and women farmers. The tool should be complimented with more detailed and representative data through use of other tools and methods. The tool is divided into 2 broad sections (i) for collecting data from farmers, farmer groups or other farmer organizations (ii) for collecting information from other actors including traders, service providers and institutional actors. This tool can be used to collect data from individual farmers if the questions are modified to suit an individual interview. To effectively administer the tool, two persons, a moderator and a note-taker need to lead the group discussion.

Background information

Location	a. Urban b. Peri-urban c. Rural
Location name	Country
	Actual location.....
Production system	a. Sedentary b. Agro-pastoral c. Pastoral
Value chain/species	
Respondents	Group? YES/NO If yes, what type MIXED/WOMEN ONLY/MEN ONLY

Section A: For farmers or farmer group level

A1. Location description

1	What proportion of the households in the community/geographic region would you say are: (seek definition of the wealth classes by the community)	Male-headed.....Female-headed..... Wealthy....Medium....Poor.....
2	What proportion of households keep the livestock species?	
3	What are the main breeds kept?	
4	What are the main objectives of keeping (mention species)?	
5	Are these objectives different for different types of households mentioned in No. 1 above? If yes, what are the differences?	
6	What is the system of livestock management?	
	Describe whether individual management, communal management or joint? If joint, what activities are done at individual household level and what activities are done at communal level?	

A2. Production analysis interview schedule

	Questions	Responses
1	How does this community define ownership of livestock? What characteristics of ownership are identified by men and women? Which ones are similar and which one are different? Why?	Men Women
2	What are the ownership patterns of these species? Are they mainly owned by men only, women only or jointly and why? If owned by both men and women, what proportions?	
3	Are there breed preferences between men and women? If yes, which breeds are more preferred by men and by women and why?	Men Women
4	Are there decisions mainly made by men only, by women only or jointly on the production of these species? If yes, which ones? Why?	Decisions commonly made by men Decisions commonly made by women Decisions that are commonly made jointly
5	What activities are mainly done by men, women, boys or girls in the production of these species? What determines this distribution of labour?	Men Women Boys Girls
6	What are some of the improved management practices on livestock production and who mainly uses them?	List of practices and who (men, women, boys and girls) mainly uses them
7	What differences/changes have the improved practices/technologies above brought on production of identified species?	
8	Who mainly benefits from these technologies? Men, women, boys, girls? The rich, medium, poor households? In which ways?	
9	Who is mainly disadvantaged by these technologies? Men, women, boys, girls? The rich, medium, poor households? In which ways?	
10	What are the constraints faced by men and women in production?	Men Women
11	What coping strategies do men and women employ in handling these constraints? Are these the best solutions to the constraints? What else needs to be done to deal efficiently with the constraints?	Men Women

A3. Access to inputs, services and information

	Questions	Responses
1	What are the common inputs used forproduction?	
2a	What are the most common sources of feeding inputs for women and men (e.g. animal feeds)?	Women
	How far are these from the community?	Men
b	What are the main constraints faced by women and men in accessing feeds and feed resources? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
3a	What are the most common sources of veterinary services and drugs for women and men?	Women
	How far are these from the community?	Men
b	What are the main constraints faced by women and men in accessing these veterinary services and drugs? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
4a	What are the most common sources of labour for women and men?	Women Men

b	What are the main constraints faced by women and men in accessing labour for species production? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
5a	What are the most common sources of credit and financial services for women and men? How far are these from the community?	Women Men
b	What are the main constraints faced by women and men in accessing these credit and financial services? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
6a	Have there been organizations providing training on ...production in this community? If yes, which ones and what type of training?	
b	What training(s) have women and men farmers received?	Women Men
c	What are the most common sources of information of species production for women and men?	Women Men
d	What are the main constraints to accessing training and information by women and men? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men

A4. Access to and participation in markets

Questions	Responses
1a Who in the household mainly sells the(mention species) Are there different roles for men and women in the process? If yes, what are they? Why?	
b Who in the household mainly sells the products(mention products) Are there different roles for men and women in the process? If yes, what are they? Why?	
2a Who mainly makes decisions on the sale of the livestock and livestock products? Are there differences in the decisions made by men and women and if so why?	Live..... Products.....
b Who mainly manages income from sale of livestock and livestock products? What factors influence this?	Live..... Products.....
c What proportion of income is managed by men and women from the sale of live species and products?	Live..... Products.....
3 What proportions of the (mention livestock) and products are marketed? And what proportions are kept for home consumption? Why? Who mainly makes this decision around sale and consumption? Why?	
4a What are most common markets accessed by women only, men only or jointly for (mention livestock) and products? How do women and men transport their products to these markets? Probe for close and distant markets	Women Men Jointly

b	What constraints do men and women face in marketing? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Men Women
5	What modes of marketing do men and women use for marketing livestock and livestock products? What are the reasons for this? Probe for sales by self, through farmer group, middlemen, contract farming	Men Women
6	If you were to rank the importance of(mention species) as a source of income for men and women, where would you put it? Why?	Men (1st,2nd, etc.) Women
7	What are the uses of income from livestock and livestock produce sales by men and women?	Men Women

Section B: Other actors (input suppliers, service providers and institutional actors)

Questions		Responses
A	General:About the actor and their business	
1	Value chain	
2	Name of actor	
3	Type of actor	
4	Sex male/female	
5	Type of enterprise	
6	Area of operation	
7	What are your roles in specified value chain node?	
8	How many men and women are in your business in this region? (or approximately what proportion of men and what proportion of women?)	Men Women
9	What are the constraints faced by men and women in this business? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Men Women
B	Types of services offered and clients	
1	What types of services do you offer?	
2	Which clients do you offer your services to? Farmers/other traders etc.	
3	What proportions of men and women farmers and other actors do you offer services to? Why?	
4	What constraints do you face when offering your services or trying to reach men and women farmers and other actors with your services? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men Other actors
5	What constraints do women and men farmers and other actors face when accessing your services? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men Other actors
6	How do interactions with other actors besides farmers affect your enterprise e.g. upstream value chain actors, local governments, government policies etc.	

Annex 2 Rapid assessment tool for gender in crop value chains

Prepared by Edna Mutua, Ephrem Tesema and Jemimah Njuki

Introduction:

This rapid assessment tool for gender and crop value chains has been developed to collect basic data on men and women's involvement in crop value chains, their roles and constraints and existing opportunities for promoting gender equality through value chain development. Information from the tool is meant to provide a rough assessment of what kinds of interventions would improve benefits of value chain development to men and women farmers. The tool should be complimented with more detailed and representative data through use of other tools and methods. The tool is divided into 2 broad sections (i) for collecting data from farmers, farmer groups or other farmer organizations (ii) for collecting information from other actors including traders, service providers and institutional actors. This tool can be used to collect data from individual farmers if the questions are modified to suit an individual interview. To effectively administer the tool, two persons, a moderator and a note-taker need to lead the group discussion.

Background information

Location	a. Urban b. Peri-urban c. Rural
Location name	Country
	Actual location.....
Production system	a. Sedentary b. Agropastoral
Value chain/species-varieties	
Respondents	a. Group? yes/no If yes, what type: a. Mixed b. Women only c. Men only

Section A: For farmers/farmer group level

A1. Location description

1.	What proportion of the households in the community/geographic region would you say are: (seek definition of the wealth classes by the community)	Male-headed..... Female-headed..... Rich..... Medium..... Poor.....
2.	What proportions of households grow the specified crops?	
3.	What are the main crop varieties produced in the mentioned value chain?	
4.	What are the main objectives of producing (mention varieties)?	
5.	Are these objectives different for different types of households mentioned above (No. 1)? If yes, what are the differences?	
6.	What is the system of crop management?	
	Describe whether individual management, communal management or joint? If joint, what activities are done at individual household level and what activities are done at communal level?	

A2. Production analysis interview schedule

	Questions	Responses
1	Who mainly grows the identified crop variety between men and women? Why?	
2	Are there crop variety preferences between men and women? If yes, which varieties are more preferred by men and by women and why?	Men Women
3	Are there decisions mainly made by men only, women only or jointly in the production of the identified crop variety? If yes, which ones?	Decisions commonly made by men Decisions commonly made by women Decisions that are commonly made jointly
4	What roles are mainly done by men, women, boys and girls in the production of the identified crop variety? Probe for the entire production process including land preparation, planting, weeding, harvesting and post-harvest management (drying, threshing, winnowing, value addition, storage).	Men Women Boys Girls
5	What are some of the improved farm management practices/ technologies on crop production and who mainly uses these? Why?	List of practices and who (men, women, boys and girls) mainly uses them
6	What differences/changes have the improved practices/technologies above brought on production of identified crop varieties?	
7	Who mainly benefits from these technologies? Men, women. The rich, medium, poor households? In which way?	
8	Who is mainly disadvantaged by these technologies? Men, women. The rich, medium, poor households? In which way?	
9	What are the constraints faced by women and in production?	Women Men
10	What coping strategies do men and women employ in handling these constraints? Are these the best solutions to the constraints? What else needs to be done to deal efficiently with the constraints?	Men Women

A3. Access to inputs, services and information

	Questions	Responses
1	What are the common inputs used for.....production?	
2a	What are the most common sources of seeds and seedlings for women and men? How far are these from the community?	Women Men
b	What are the main constraints faced by women and men in accessing seeds and seedlings? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
3a	What are the most common sources of fertilizers and manure for women and men? How far are these from the community?	Women Men
b	What are the main constraints faced by women and men in accessing fertilizers and manure? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
4a	What are the most common sources of pesticides and herbicides for women and men? How far are these from the community?	Women Men

b	What are the main constraints faced by women and men in accessing these pesticide drugs and related technologies? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
5a.	What are the most common sources of credit and financial services for women and men? How far are these from the community?	Women Men
b	What are the main constraints faced by women and men in accessing these credit and financial services? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
6a.	Have there been organizations providing training on..... production in this community? If yes, which ones and what type of training?	
b	What training(s) have women and men received?	Women Men
c	What are the most common sources of information for women and men?	Women Men
d	What are the main constraints to accessing training and information by women and men? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men

A4. Access to and participation in markets

Questions	Responses
1a. Who in the household mainly sells the (mention varieties)? Why? Are there different roles for men and women in the process? If yes, what are they? Why?	
2a Who mainly manages income from sale of the crop varieties?	
b. What proportion of income would you say is managed by women and men from the sale of crop varieties produced?	Women Men
3. What proportions of the (mention crop varieties) and products are marketed and what proportions are kept for home consumption? Why? Who mainly makes this decision around sale and consumption? Why?	
4a. What are most common markets accessed by women and men for (mention varieties)? Why? How do women and men transport their products to these markets? Probe for close and distant markets	Women Men
b. What constraints do women and men face in marketing their crop varieties? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men
5. What modes of marketing do women and men use for marketing the identified crop varieties? What are the reasons for this? Probe for sales by self, through farmer group, middlemen, contract farming	Women Men
6 If you were to rank the importance of mention crop varieties) as a source of income for women and men, where would you put it? Why?	Women (1st, 2nd etc.) Men
7. What are the three main uses of income from crop variety sales by men and women?	Women Men

Section B: Other actors (input suppliers, service providers and institutional actors)

	Questions	Responses
A	General:About the actors and their business	
1.	Value Chain	
2.	Name of actor	
3.	Type of actors	
4.	Sex: Male/Female	
5.	Type of Enterprise	
6.	Area of Operation	
7.	What are your roles in specified value chain mode?	
8.	How many women and men are involved in your business in this region? (or approximately what proportion of men and what proportion of women)?	
9.	What are the constraints faced by women in this business?	
B.	Type of services offered and clients	
1.	What type of services do you offer?	
2.	Which clients you offer services to? Farmers/other traders etc.	
3.	What proportions of men and women farmers and other actors do you offer services to? Why?	
4.	What constraints do you face when offering your services or trying to reach women and men farmers and other actors with your services? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men Other actors
5.	What constraints do women and men farmers and other actors face when accessing your services? What have been the coping strategies? Are these efficient in handling the constraints? What else needs to be done to deal efficiently with the constraints?	Women Men Other actors
6.	How do interactions with other actors besides farmers affect your enterprise e.g. upstream value chain actors, local governments, government policies etc.	

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ISBN: 92-9146-338-8



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