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

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September 1, 2009
1. **Background**

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

Networks serve to bridge women’s information gaps, particularly about existing market supply and demand for particular products, prevailing or fluctuating market prices, buyers’ preferences, and market demand for new crops.

FIG. 3. NORMA’S MARKET NETWORK
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
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
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