# Contents

*Illustrations* xi
*Contributors* xiii
*Foreword and acknowledgements* xvi

1 Governance, inclusion and embedding: raising the issues 1
A. H. J. (BERT) HELMSING AND SIETZE VELLEMA

**PART I**
**Governance and inclusion** 21

2 Unpacking the discourse on social inclusion in value chains 23
OTTO HOSPES AND JOY CLANCY

3 Voluntary governance initiatives and the challenges of inclusion and upscaling 42
PETER KNORRINGA, GERDIEN MEIJERINK AND GREETJE SCHOUTEN

4 Comparing fair and responsible coffee standards in East Africa 61
RUERD RUBEN AND SIMONE VERKAART

5 Agricultural cooperatives and value chain coordination 82
JOS BIJMAN, ROLDAN MURADIAN AND ANDREI CECHIN

6 Labour in globalized agricultural value chains 102
LEE PEGLER, KARIN ASTRID SIEGMANN AND SIETZE VELLEMA

7 The Ghanaian state and inclusive upgrading in the global cocoa chain 121
ANNA LAVEN

**PART II**
**Embedding and business systems** 149

8 Business systems, value chains and inclusive regional development in South-East Asia 151
EDO ANDRIESSE, NIELS BEEREPOOT, BRAM VAN HELVOIRT AND GUUS VAN WESTEN

9 Local embedding and economic crisis: comparing lobster chains in Belize, Jamaica and Nicaragua 178
IRIS MONNEREAU AND A. H. J. (BERT) HELMSING

10 Governance and greening global agro-food chains: cases from Vietnam, Thailand and Benin 198
PETER OOSTERVEER, PHAN VAN HOI AND LAURENT C. GLIN

**PART III**
**Chain-based partnerships for development** 219

11 Partnering to facilitate smallholder inclusion in value chains 221
VERENA BITZER, JEROEN VAN WIJK, A. H. J. (BERT) HELMSING AND VICTOR VAN DER LINDEN

12 Upscaling smallholder participation in global value chains 247
AAD VAN TILBURG, EMMA KAMBEWA, ANDRE DE JAGER AND DAVIES ONDURU

13 Building inclusive value chains in biotrade: a comparison of two cases from South America 266
ROLDAN MURADIAN, GERARD VERSCHOOR, EDGAR BOLIVAR AND GERMAN OCHOA

*Index* 286