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## Institutional Innovations and Competitiveness of Smallholders in Tanzania

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# PROPOSITIONS

attached to the thesis

## **Institutional Innovations and Competitiveness of Smallholders in Tanzania**

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1. Proactive and collective actions among market and non-market institutions are essential for competitiveness of smallholder export crop agriculture in Tanzania (*this thesis*)
2. Trade liberalization in Tanzania produced only temporary improvements in outputs of major export crops due to its accompanying input market failures and disruption of effective intermediary institutions (*this thesis*)
3. The growers of Mild Arabica coffee are stuck in an uncompetitive middle position, which requires a strategic choice and proactive interventions to raise coffee quality for high quality niche markets (*this thesis*)
4. The unbalanced partnership between sisal processors and smallholder growers without effective countervailing powers reduce the growers to disguised piece workers rather than partners, which in turn prevent rather than promote efficient and sustainable partnership (*this thesis*)
5. While vertical coordination is necessary for reducing transaction costs and uncertainty for sugarcane outgrowers, it is not sufficient for raising productivity and efficiency in the absence of horizontal coordination (*this thesis*)
6. Economic growth is a necessary but not a sufficient condition for economic development.
7. The importance of social policy must not be seen only in terms of redistribution and social protection, but also its transformative role for promoting economic growth
8. Allocative efficiency is not universally the most important determinant of economic performance
9. Aid conditionality is a double-edged knife: it can foster as well as impede development
10. A comprehensive analysis of complex social and economic interactions can best be achieved through a multidisciplinary research approach
11. Business is like a bicycle: it falls if you don't push it