



Danish  
Development  
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*Bringing together  
knowledge and  
development*

Overview of Danish Research Competences and Projects on

# Global Value Chains, Business and Development



## Report

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## Abbreviations

AAU	University of Aalborg
ADB	Asian Development Bank
AU	University of Aarhus, Faculty of Agricultural Sciences (DJF)
CBS	Copenhagen Business School
CDR	Centre for Development Research (now: DIIS)
CSR	Corporate Social Responsibility
DARCOF	Danish Research Centre for Organic Farming – now replaced and expanded by ICROFS
DDRN	Danish Development Research Network
DFID	UK Department for International Development
DIIS	Danish Institute for International Studies
DJF	Faculty of Agricultural Sciences, University of Aarhus
DTU	Technical University of Denmark
ENRECA	DANIDA Enhancement of Research Capacity Programme
EPOPA	Export Promotion of Organic Products from Africa (SIDA-funded)
ERCIBIVF	Enhancement of Research Capacity in International Business and Internationalisation in Vietnamese Firms research and capacity building programme
EU	European Union
FFU	Consultative Research Committee For Development Research
FSE	Danish Social Science Research Council
GCC	Global Commodity Chain
GLAF	Globalisation and Economic Change in Africa research programme
GPN	Global Production Network
GCTWE	Globalisation, Competitiveness in Third World Countries research project
GTZ	German Agency for Technical Cooperation
GVC	Global Value Chain
ICROFS	International Centre for Research in Organic Food Systems
IDRC	International Development Research Centre, Canada
IDS	Institute for Development Studies, University of Sussex, UK
IFAD	International Fund for Agricultural Development
KVL	Royal Veterinary and Agricultural University (now: KU LIFE)
KU Geo	Department of Geography and Geology, University of Copenhagen
KU LIFE	Faculty of Life Sciences, University of Copenhagen
MFA	Ministry of Foreign Affairs, Denmark
NGO	Non-Governmental Organisation
OBM	Own Brand Manufacture
ODM	Own Design Manufacture
OFD	Outsourcing for Development research project
RUC	Roskilde University, Department of Society and Globalisation
RUF	Danish Council for Development Research (now: FFU)
SAFE	Standards and Agro-Food Exports from Africa research and capacity building programme
SDU	University of Southern Denmark
SIDA	Swedish International Development Cooperation Agency
SME	Small and Medium Sized Enterprise
SSF	Danish Social Science Research Council (now: FSE)
TNC	Transnational Corporation

TOR	Terms of Reference
UNCTAD	United Nation Conference on Trade and Development
USAID	United States Agency for International Development
WTO	World Trade Organisation

# I. Setting the Scene

## 1. Introducing the GVC conceptual framework

Global Value Chain (GVC) researchers understand GVCs as “sets of inter-firm networks which connect manufacturers, suppliers and subcontractors in global industries to each other, and ultimately to international markets, and they are principally concerned with the question of how participation in commodity chains can facilitate upgrading for developing country exporters” (Bair 2005: 156).

The underlying rationale of this conceptual framework is the assumption that integration in the global economy is more or less the only option for developing countries to pursue, if they want to follow an equally successful economic growth and development path as the export-oriented ‘Asian tiger’ economies took in the 1980s. In particular, the successful move from import substitution-based economies towards export-oriented ones, which emerged in developing countries during the 1970s, was seen to necessitate new kinds of organisational integration in production networks that were usually led by Northern firms (Fold and Larsen 2008).

GVC analysis, to that effect, largely deals with examining “the diversity of insertion of developing countries in international trade and seeks to identify the opportunities they offer” (Daviron and Ponte 2005).

The approach now commonly referred to as Global Value Chain (GVC) analysis first appeared in the academic literature under the term global commodity chain (GCC) analysis. The term GCC was later replaced by Global Value Chain (GVC), in an attempt to also capture wider non-commodity-type products. In the following, the terms GCC and GVC are being used interchangeably.

In contrast to common political economy perspectives, which tend to focus on capitalist or systemic aspects of economic governance, GVC analysis looks at governance from a (lead) firm-based angle. This methodological achievement allows the researcher to ‘get a grip’ on and “analyse globalisation in situ”, and understand how such a (lead) firm-governed commodity chain concretely “shape[s] a country’s development prospects” (Bair 2005: 158-9). Moreover, GVC analysis allows for a reconceptualisation of ‘governance of the global economy’ in terms of firm-level strategic management issues - both for lead firms and for other firms in chains that are seeking ‘upgrading’ (see below).

Rooted in the so-called world systems theory, a GCC was originally conceptualised as a “network of labour and production processes whose end result is a finished commodity” (Hopkins and Wallerstein 1994). Such view allows for separating a GCC in distinct ‘boxes’ or ‘nodes’ including production processes, which are characterised by “socially defined and shifting boundaries, different degrees of monopolisation, variations in geographical extension, different property arrangements and different modes of labour control” (Fold and Larsen 2008: 26).

According to Hopkins and Wallerstein (1994), the structure of such GCCs are fluctuating between stages of vertical integration, on the one hand, and stages of concentration and sub-contracting, on the other – depending on the relative changes in transaction and labour costs.

In his landmark publications (1994a, 1994b, 1995), Gary Gereffi developed a comprehensive paradigm for GCC analysis, differentiating between four dimensions of commodity chains: the

chain's input–output structure; its spatial dimension; its governance structure; and the respective institutional framework.

Gereffi further distinguished between two “ideal-typical governance structures” (Gibbon et al. 2008: 320): ‘producer-driven’ (usually led by transnational corporations) and ‘buyer-driven’ (primarily coordinated by large retailers) commodity chains, whereby the former are typically found in capital-intensive sectors with high technological and capital entry barriers; while the latter usually are in labour-intensive sectors where market information, product development, design and marketing cost make up the key entry barriers for potential ‘lead firms’.

While GVC governance was originally understood as the manifestation of the economic power of a lead firm, it was later expanded to the notion of ‘coordination’ of buyer (lead firm)-seller (first-tier supplier) relations, which is in theory determined by three key factors, i.e. the complexity of transactions, the codifiability of the information required for transactions to occur, and the capabilities of the supplier (Gereffi et al. 2005). GVC inter-firm relationships can cover a wide spectrum from pure market relations to hierarchy, but tend to crystallise into two broad types: arm's length/spot market type; and network-type (modular, relational and captive).

A key concept in GVC analysis is ‘upgrading’, i.e. “the possibility for (developing country) producers to move up the value chain, either by shifting to more rewarding functional positions or by making products that have more value added invested in them and that can provide better return for producers” (Gibbon and Ponte 2005: 87-8). The common argument for the need to enter GVCs is that ‘learning by doing’ in relation to GVC lead firms triggers a stronger upgrading effect than e.g. within horizontal (national-level) clusters. Specific upgrading opportunities are seen to emerge particularly from participation in buyer-driven chains (Gereffi 1994b).

Looking at it from the viewpoint of developing country firms and producers, upgrading “provides a way of securing a more sustainable position in a context where the terms of trade are highly unstable and consequently, raw commodity export specialisation can be highly risky” (Mather 2008: 5)

Humphrey and Schmitz (2002) developed a widely used upgrading typology based on four categories: process upgrading (enhanced efficiency), product upgrading (higher unit value through increased sophistication), functional upgrading (increasingly concentrating on skill content), and inter-chain/-sector upgrading (moving up to a more profitable GVC in another sector).

A common initial assumption in the context of upgrading was that successful firms follow a ‘life cycle’ where they quasi-automatically strive to move up the GVC hierarchy (functional upgrading), from assembly to own equipment manufacture, through own design manufacture (ODM) to own brand manufacture (OBM). A more pragmatic and less prescriptive discussion of upgrading is found in Gibbon and Ponte (2005), where upgrading is identified with the results of any firm strategy that improves its profitability in an economically sustainable way, as opposed to strategies aimed at ‘moving up the value chain’ alone. The possible strategies that may be followed depend on what these authors call the ‘reward structures’ of specific chains. In many chains one such strategy may be to increase volume/scale without changing product or process.

While the GVC debate and research agenda was, between 1992 and 1999, for the most part driven by Gary Gereffi's seminal publications, a more comprehensive discussion on methodology and substance has been taking place ever since, especially on the aspects of spatial and functional boundaries, internal governance and upgrading. Main drivers of this extended discourse was the application of GVC analysis to increasingly different sets of

commodities, and the subsequent incorporation of elements of other research traditions (e.g. transaction costs economics, convention theory, or regulation theory), in particular common analytical frameworks in relation to agriculture production and trade (e.g. the French Filière approach), as well as industrial upgrading (see historical account in Gibbon 2008).

Besides increasing methodological and substantial discourse within the GVC research community, the evolution of the GVC paradigm further inspired the development of related theoretical frameworks, most importantly the Global Production Network (GPN) approach (see e.g. Coe et al. 2008), which defines its sole purpose in relation to the GVC literature, i.e. to solve problems that GVC analysis has left behind, or to correct biases implicit in it (Gibbon et al. 2008). In particular, the GPN approach puts much more emphasis on the surrounding political and cultural relationships, as classical GVC analysis has done to date.

## **2. Purpose and scope of the mapping**

On 9 December 2008, DDRN organised a conference on Global Value Chains, Business and Development. As an input to the conference, DDRN decided to undertake a mapping of: 1) Danish research competences; and 2) ongoing and recently finished research projects within Global Value Chains (GVC) related to developing countries from the perspectives of business and development. This mapping aims to facilitate the access of policymakers and other relevant actors within GVCs to Danish knowledge and expertise related to the overall theme of the conference; and to identify partners as well as to support the development of future joint research proposals.

Accordingly, Chapter II this Overview Paper (see also Annex I) provides a mapping of recent and current research projects (2003-2008) by Danish research institutions that address issues related to the indicative sub-themes: 1) The effect of public and private policies on GVCs; 2) developing countries' sustainable entry to, and upgrading within, GVCs; and 3) role of incentive structures and new actors on GVC performance. As the mapping evolved, those sub-themes were further broken down and refined into a set of focal research areas (see below under 4).

Research to be covered included research undertaken by individual researchers, research groups, departments and universities. Moreover, the mapping included the Danish research knowledge base focusing on individual/institutional experiences and competences in the above-mentioned thematic areas (researchers, consultancies and NGOs) (see Annex II). A brief presentation of the main international research centres dealing with GVCs in a development context was also part of the mapping exercise (Annex III).

In the concluding Chapter III, the Overview Paper highlights those thematic areas where further research seems useful, while making a set of suggestions on issues that should be prioritised by Danish research institutions and other key stakeholders.

## **3. Method and organisation**

In close coordination with the DDRN Secretariat and members of the planning group of the DDRN Conference on Global Value Chains, Business and Development held on 9 December in Copenhagen, a number (8) of eminent Danish GVC researchers and experts at CBS, DIIS, and KU Geo were identified, with which key informant interviews (semi-structured, 45-60 min.) were conducted, with a view to understanding the distinct approaches and research profiles of

these Danish GVC knowledge hubs, and to getting a general overview of the Danish GVC research and knowledge landscape as such.

Based on the results of this scoping exercise, a gradually expanding group of researchers in different Danish research institutions were contacted by email and phone to receive more detailed information on recent and ongoing (2003-2008) GVC research undertaken in their respective institutions. The Danish research institutions contacted and engaged in the mapping included individual researchers, departments and institutes in: AAU, AU, CBS, DIIS, DTU, KU Geo, KU LIFE, RUC and SDU.

A key tool was the use of an E-survey, where researchers were asked to report their projects as well as help identify further experts within and outside their research environments. The E-survey approach emerged as the most effective methodology in terms of time, quality of data and responsiveness. The institutional reply rate was very good (89 percent), and altogether 28 E-surveys were filled out and handed in by individual researchers from all the research institutions contacted, except SDU. SDU's Department of Marketing and Management was contacted by phone and sent an E-survey form, but did not respond. Except in two cases, all directly contacted and mapped researchers responded positively to the E-survey, and which forwarded the E-survey to fellow GVC experts in their respective institutions. The directly approached researchers (23) were identified in the key informant interviews, through searching the research databases of Danish research institutions, a literature review, and by indication in other E-surveys (researchers were inter alia asked to name their Danish research partners).

As a starting point for mapping and recording individual projects, the 'key words/issues' for GVC projects as listed in the original TOR were used, while key informants were however asked to comment on the usefulness of these key words.

#### **GVC research databases used:**

- AAU: <http://vbn.aau.dk/search/projects.do>
- AAU-Department of Business Studies: <http://www.business.aau.dk/research.html>
- AAU-Centre for Industrial Production: <http://www.cip.dk/>
- AAU: Centre for International Business: <http://www.business.aau.dk/ibe>
- AU-DJF: [http://www.agrsci.org/ny\\_navigation/forskning](http://www.agrsci.org/ny_navigation/forskning)
- CBS: [http://uk.cbs.dk/forskning\\_viden](http://uk.cbs.dk/forskning_viden)
- CBS-Centre for Business Development Studies:  
[http://uk.cbs.dk/forskning\\_viden/institutter\\_centre/institutter/cbds/menu/forskningsprojekter](http://uk.cbs.dk/forskning_viden/institutter_centre/institutter/cbds/menu/forskningsprojekter)
- AAU-CBS OFD project site:  
[http://www.cbs.dk/forskning\\_viden/institutter\\_centre/projekter/outsourcing\\_for\\_development](http://www.cbs.dk/forskning_viden/institutter_centre/projekter/outsourcing_for_development)
- DDRN membership: [http://www.ddrn.dk/index.php?side\\_id=38](http://www.ddrn.dk/index.php?side_id=38)
- DIIS library: <http://www.diis.dk/sw31428.asp>
- DIIS-SAFE programme site: <http://www.diis.dk/sw39186.asp>
- DTU: <http://orbit.dtu.dk>
- Forskningsdatabase: <http://www.forskningsdatabase.dk/>
- Globalvaluechains.org: <http://www.globalvaluechains.org/index.html>
- ICROFS: <http://www.darcof.dk/>
- IDS: <http://www.ids.ac.uk/go/research-teams/globalisation-team/research-themes/value-chains>
- KU LIFE Department of Agriculture and Ecology: <http://www.agri.life.ku.dk/forskning/projekter.aspx>
- KU LIFE research: <http://www.forskningsbase.kvl.dk>
- KU Geo: <http://www.geogr.ku.dk/projects/ecosoc/rud/index.html>
- RUC: <http://forskning.ruc.dk/site/search/projects.do>
- SDU-Institute for Marketing and Management:  
[http://www.sdu.dk/Om\\_SDU/Institutter\\_centre/I\\_marketing/Forskning.aspx](http://www.sdu.dk/Om_SDU/Institutter_centre/I_marketing/Forskning.aspx)

The E-survey and the key informant interviews were complemented by an extensive web-based database search, a focused mapping of Danish GVC literature and a series of verification phone calls (8-10) to a number of research institutions, in order to ensure that the mapping results were representative. Database search and literature mapping also prove very useful to back-track some research projects and to identify additional resource persons. This was necessary since accessing comprehensive information on recent and ongoing projects was not always possible.

GVC research is a cross-disciplinary field of study, bringing together a wide range of academic disciplines, concepts and approaches, and cutting through a multitude of economic, business and social development issues. For the mapping to be meaningful, the scope had to be limited in an attempt to ensure that the original GVC focus, from a developing country perspective, would not get lost. This required, to some extent, also some normative judgements, since it is methodologically very challenging to draw a clear line between GVC analysis and its surrounding business and development-related aspects, on the one hand, and wider economic, social and environmental development issues, on the other.

As to provide for an adequate degree of focus, only those projects were considered in the mapping that make reference to the GVC analytical framework, or related concepts such as the notion of Global Production Networks, and which look at GVCs mainly from the view point of developing countries (with focus on the 16 programme countries of Danish bilateral development cooperation). The mapping targeted mainly full-fledged and for the most part fieldwork-based research projects, excluding ad hoc research presented e.g., but not necessarily, in the form of conference papers.

Certain strands of research could therefore not, or only partially, be considered in this research mapping, notwithstanding the quality of this research and the relevant institutions behind it. Such research included for example general work on supply chain and production network management (e.g. undertaken by CBS-Department for Operations Management, AAU-Centre for Industrial Production<sup>1</sup>, or DTU-Department for Management Engineering); or work in the fields of internationalisation, outsourcing and off-shoring in cases where production and trade is not being looked at from a GVC perspective and/or where focus is mainly on the dynamics within, and implications for, Danish and other European firms (e.g. undertaken by CBS-Centre for Strategy and Globalisation).

To be mentioned here is also DTU-Aqua (National Institute for Aquatic Resources), which carries out research and provides advice on value chain considerations of high quality seafood and seafood products from water to table. Although such GVC-related research within technical disciplines could not be included in the mapping, it should be noted that such work is of relevance since social scientists and engineers<sup>2</sup> are, reportedly, increasingly referring to and working with each other, as for example in the case of DTU.

Against this background, this mapping cannot claim to be complete in the sense of covering all possible issues, concerns and approaches that show links to value chains. This would have been beyond the scope and possibilities of this mapping exercise. Moreover, such wide interpretation of GVC research would have compromised focus, and ultimately usefulness, of this mapping.

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<sup>1</sup> An exception was made regarding the work of AAU-Centre for Industrial Production on GPNs (see Annex I, No. 4) since it was considered relevant in terms of development and description of the GVC-related GPN concept.

<sup>2</sup> As examples of recent literature authored by engineers moving into GVC issues see e.g. Russel and Taylor III (2008) and Christopher (2005).

The mapping of individual/institutional GVC-related research competences focussed on members of the Danish research community, and key institutional actors within the Danish NGO and development consultancy worlds. The E-survey used for the purpose of this assignment contained a section where researchers were asked to indicate their specific areas of expertise and interest. Missing information was complemented by profiles accessible at the websites of the different research institutions.

With respect to considering the GVC knowledge base within the consultancy and NGO communities, those key actors were included that could, due to their potential “research competences” (see title of TOR), development perspective, hands-on experience in GVC analysis as well as their developing country-level knowledge of relevant factors and conditions, be eventually considered as partners in future joint research proposals, as stated in the TOR.

Key tools in the mapping of the GVC knowledge within the Danish NGO and consultancy sector were a series of strategic interviews (informal, 15-30 min.) with a smaller number of private sector (COWI and NCG), civil society (WWF DK and MS) and MFA (Bistandsfaglige Tjeneste) representatives, as well as internet research.<sup>3</sup> Also this part of the mapping is not meant to be all-encompassing, but rather aims to provide a representative list of key actors that have relevant experiences in issues closely linked to nexus of GVCs, business and development.

The trends, challenges and options for a way forward for Danish GVC research as they were identified and described in the concluding part (Chapter III), are based on a review of most recent Danish and international GVC academic literature (See Annex V), comments from key informants as well as feedback from the DDRN secretariat.

#### 4. Focal areas in Danish GVC research

Based on the relevant project data received, the comments from key researchers as well as the feedback from the DDRN Secretariat, the original indicative ‘key words’ were refined, condensed and subsequently used to group the GVC research under what emerged as a set of 12 main focal areas in Danish GVC research, as presented in table 1 below.

**Table 1: The 12 GVC Focal Research Areas Identified**

1.	<b>GVC: Internationalisation, Globalisation, SMEs:</b> Drivers and implications of internationalisation and globalisation in terms of entrepreneurial strategising of SMEs, and linkages to TNCs
2.	<b>Outsourcing</b> Outsourcing strategies and collaboration of lead firms and implications developing country integration in GVCs
3.	<b>Globalisation and Technology</b> Effects of globalisation and changing technology policies on technology adaptation in developing countries
4.	<b>Global Production Networks</b> Theoretical and empirical development of the GPN concept
5.	<b>Upgrading</b> Implications of globalisation, governance and institutional frameworks on upgrading opportunities for developing countries
6.	<b>Globalisation and Restructuring</b> Effects of globalisation-induced economic restructuring on developing countries’ participation in e.g. agro-food GVCs

<sup>3</sup> This included the MFA’s register of consultants at: <http://www.danidaconsultants.dk/index.php>.

7.	<b>GVCs and Corporate Social Responsibility</b> Possible incentive structures and their effects on ethically responsible business practices, and their links to development
8.	<b>Social Standards and Entry Barriers</b> Role of food safety, social, labour and environmental standards in GVC governance and participation
9.	<b>GVCs and Product Quality</b> Quality management and its role in GVC governance
10.	<b>Organic Standards</b> Participation in organic GVCs and implications for livelihoods, labour and environment in developing countries
11.	<b>GVC Analysis and Social and Environmental Concerns</b> Integrating social and environmental impact considerations in the analysis of GVCs
12.	<b>Smallholder Producers in GVCs</b> Linkages between GVC governance and institutional frameworks and production and welfare of smallholder producers

## II. The Danish GVC Research Landscape

### 1. Overview of recent and ongoing GVC research

The mapping reveals that the Danish GVC research community is more or less divided into two main camps, which together account for the lion's share (74 percent) of the total of research projects, as scored under the main GVC focal research areas identified in the course of this mapping. Out of a total of 84 project 'hits' as presented in table 2 below (indicated at the bottom of column 4), DIIS and the Department of Geography and Geology at the University of Copenhagen (KU Geo) together account for 33 projects (39 percent of total 'hits'), while the Copenhagen Business School (CBS) and the University of Aalborg (AAU) share another 29 projects (35 percent). The other four GVC research institutions identified, i.e. AU, DTU, KU LIFE and RUC, account collectively for the remaining 22 project 'hits' (26 percent).

Projects falling under more than one of the focal research areas were recorded under each of the focus areas, while joint research projects and research programmes were recorded under each of the respective research partner institutes. The latter has the effect that in some cases the total of project 'hits' for all research institutions under each research focal area (indicated in column 4) is higher than the total number of projects under each of the 12 focal areas (indicated in column 2). In case of the research programmes<sup>4</sup> ERCIBIVF, GLAF and SAFE (see below), both the relevant individual sub-projects as well as the programme as such were recorded. This modest weighting is meant to capture the 'programme' effort as an added value, since programmes tend to go beyond the scope of the individual projects and usually result in a combined final research publication – often in book form.

The interpretation of the presentation in table 2 considers DIIS and KU Geo, on the one hand, and CBS and AAU, on the other hand, as 'camps', since both groups have, during the relevant project period (2003-2008), jointly been implementing larger GVC-related research programmes, particularly the 'Globalisation and Economic Change in Africa' (GLAF) programme (1999-2004) and the 'Standards and Agro-Food Exports from Developing Countries' (SAFE)<sup>5</sup> research and capacity building programme (2005-2010) - implemented by DIIS and KU Geo researchers; as well as the Enhancement of Research Capacity in International Business and Internationalisation (ERCIBIVF) programme, and both the Globalisation, Competitiveness in Third World Enterprises (GCTWE) (2002-2005) and the Outsourcing for Development' (OFD)<sup>6</sup> (2005-2008) projects - jointly implemented by CBS and the AAU-Department of Business Studies.<sup>7</sup>

CBS and AAU that, in a nutshell, approach GVC analysis from a firm-/country-based business development perspective, have a very strong track record within focal areas including internationalisation and globalisation of transnational corporations and SMEs, outsourcing, and the relation between GVCs and corporate social responsibility (CSR). These specific areas of core research competences are marked yellow in table 2 below. To a large degree, this expertise of CBS and AAU is an outcome of the ERCIBIVF programme and the GCTWE and OFD projects, complemented by a range of other projects (see Annex I, No. 1, 2 and 7).

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<sup>4</sup> Research programmes are defined as those that comprise different methodological components (e.g. combined research and capacity building, as in case of Enreca-funded programmes), that combine a set of individual projects (including PhD projects, post-doctoral projects) or draw on different funding sources  
<sup>5</sup> <http://www.diis.dk/sw39186.asp>.

<sup>6</sup> [http://www.cbs.dk/forskning\\_viden/institutter\\_centre/projekter/outsourcing\\_for\\_development](http://www.cbs.dk/forskning_viden/institutter_centre/projekter/outsourcing_for_development).

<sup>7</sup> For more information of the research programmes and joint projects, please refer to the table in Annex I together with the respective notes below the table.

DIIS and KU Geo, bringing together a group of social scientists, have throughout 1999-2008 focussed more on the effects of globalisation on Southern economies, and the implications of economic restructuring as well as new entry barriers deriving from product and social standards for Southern suppliers to access GVCs. These specific areas of core research competences are market green in table 2 below. This joint expertise is largely owed to the two GLAF and SAFE programmes (see Annex I, No. 6, 8 and 9).

**Table 2: Number of research projects related to GVC focus, by number and implementing institution (2003-2008)**

<b>RESEARCH FOCUS</b>	<i>No. of Projects<sup>1</sup></i>	<i>% of Total Proj.</i>	<i>No. of 'hits'</i>	DIIS <sup>1</sup>	KU Geo	CBS	AAU	DTU	RUC	AU	KU LIFE <sup>2</sup>
GVC: Internationalisation, Globalisation, SMEs	7	12	10			5	4		1		
GVCs and Outsourcing	3	5	5			2	2		1		
Globalisation and Technology	4	7	5	1		2	1		1		
Global Production Networks	4	7	5	1	2		1	1			
Upgrading within GVCs	9	15	12	2	2	3	2	1	2		
Globalisation and Restructuring	5	8	8	3	3				1		1
GVCs and Corporate Social Responsibility	5	8	7			5	2				
Social Standards and Entry Barriers	9	15	12	6	3			2	1		
GVCs and Product Quality	2	3	3	1	2						
Organic Standards	3	5	5	2						2	1
GVC Analysis and Social and Environmental Concerns	4	7	6	2				1		2	1
Smallholder Producers in GVCs	4	7	6	2	1					2	1
<b>TOTAL</b>	<b>59</b>	<b>100</b>	<b>84</b>	<b>20</b>	<b>13</b>	<b>17</b>	<b>12</b>	<b>5</b>	<b>7</b>	<b>6</b>	<b>4</b>

<sup>1</sup> Past projects and programmes coordinated by the Centre for Development Research (CDR) – one of the institutes that were later merged into DIIS – are recorded as DIIS projects

<sup>2</sup> Past projects and programmes with KVL participation are recorded as KU LIFE projects

A rough interpretation of the presentation in table 2 above could be the following: the Danish research community has generated substantial knowledge in the broad areas: internationalisation and outsourcing of Northern/Danish firms and implications for development, especially through GVC participation by SMEs in developing countries; the implications of economic restructuring due to the dynamics of globalisation for Southern producers and exporters, especially in agriculture and labour-intensive manufacture; as well as the effects of standards on GVC participation of African agricultural producers and exporters.

To a much lesser degree, Danish researchers have so far been dealing with aspects specifically relating to e.g.: GVC organisation and value distribution; the role of trade, investment and macro-economic policy frameworks in GVC governance and sustainability impact; South-South and triangular GVCs in a multipolar world; GVCs and sustainable growth; the impact of GVCs and modes of participation on issues including gender, environment and poverty reduction; or methodologies for concretely translating challenges identified in GVC analysis into sustainable responses at local level.

## 2. The funding structure

Since information about project budgets is not available in most cases, the data for describing the funding structure is presented as number of projects in table 3 below. The presentation in the table may not be fully accurate since the funding source has not always been clearly indicated in project databases and the received E-surveys.

As table 3 reveals, Danish GVC research relies to a great extent on national funding, channelled through the usual research councils, i.e. FFU (ex-RUF) and the Danish Social

Science Research Council (FSE, ex-SSF). Out of the combined number of 44 GVC projects and programmes, 28 have been supported by FFU (18) and/or FSE (10), which combine a share of 64 percent of all mapped projects and programmes.

The other known external funders include the EU, another Danish research fund, a Canadian research fund, a SIDA-funded programme, a regional bank, and two inter-governmental agencies. No projects funded by private foundations have been recorded for the relevant period 2003-2008.

Notably, the three research programmes mapped have either been funded by FFU (ERCIBIVF) or jointly by FFU and FSE (GLAF and SAFE) (see Annex I, No. 1, 6 and 8).

**Table 3: Sources of Funding for the GVC-related research projects (2003-2008)**

Funder	No. of projects <sup>1</sup>
FFU (ex-RUF)	18
FSE (ex-SSF)	10
EU	2
DARCOF III2	1
ADB	1
EPOPA	1
UNCTAD	1
ITC	1
IDRC	1
Internal	4
Unknown	4
<b>TOTAL</b>	<b>44</b>

<sup>1</sup> Programmes and their relevant sub-components were both recorded

<sup>2</sup> Third DARCOF consecutive research programme in organic food and farming

### 3. Geographical research focus

Looking at the geographical distribution of the projects in terms of their country or regional focus (table 4 below), it can be found that around half of the projects mapped involve GVCs in Africa (36), and the other half addresses GVC-related aspects linked to Asia (37). Only two of the mapped projects focus on Latin American countries. Five projects indicate a global focus.

Taking into account that ten out of the 16 Danish programme countries are African (i.e. 62.5 percent), one can note a slight bias in the country focus towards Asian countries. Out of the 80 geographic 'hits' presented in table 4, 50 would have to be recorded under African countries if this number were to match African countries' share in the total number of Danish programme countries.

It should further be noted that half of the African programme countries are not directly addressed in the mapped projects, and that out of the six non-Anglophone African countries, it is only Egypt and Ethiopia that were directly addressed by the mapped projects and programmes.

In Asia, Vietnam is the only programme country immediately targeted in the mapped research projects, accounting for more than a quarter of the mapped Asian projects and programmes. India features strongly in table 4 below, accounting for almost a quarter of all Asian-focused activities mapped, the reason of which is likely to be the fact that India used to be a Danish programme country until two years ago.

Brazil, the only Latin American country that has been directly addressed in the mapped research projects and programmes, is not a programme country.

**Table 4: Southern country focus in GVC-related research projects**

Country <sup>1</sup>	No. of Projects
<b>AFRICA</b>	<b>36</b>
<b>Benin</b>	<b>X</b>
<b>Burkina Faso</b>	<b>X</b>
<b>Egypt</b>	<b>1</b>
Ethiopia	1
<b>Ghana</b>	<b>4</b>
<b>Kenya</b>	<b>3</b>
Lesotho	1
<b>Mali</b>	<b>X</b>
Mauritius	2
<b>Mozambique</b>	<b>X</b>
South Africa	9
Swaziland	1
<b>Tanzania</b>	<b>4</b>
<b>Uganda</b>	<b>5</b>
<b>Zambia</b>	<b>X</b>
Zimbabwe	2
Africa	3

Country	No. of Projects
<b>ASIA</b>	<b>37</b>
<b>Bangladesh</b>	<b>X</b>
<b>Bhutan</b>	<b>X</b>
China	6
India	9
Korea	1
Malaysia	3
<b>Nepal</b>	<b>X</b>
Pakistan	1
South Korea	1
Sri Lanka	1
<b>Vietnam</b>	<b>9</b>
Taiwan	2
Thailand	1
Asia	3
<b>LATIN AMERICA</b>	<b>2</b>
<b>Bolivia</b>	<b>X</b>
Brazil	2
<b>Nicaragua</b>	<b>X</b>
<b>GLOBAL</b>	<b>5</b>

<sup>1</sup> Bolded countries are Danish programme countries

#### **4. Research cooperation**

As described above and presented in the mapping in Annex I, a number long-term research partnerships between Danish research centres exists (e.g. in case of the programmes ERCIBIVF, GLAF, SAFE and joint research projects such as OFD, GCTWE, or e.g. GLOBALORG); as well as numerous collaborations between Danish and Southern, and in a few cases also international, research centres. The great extent of collaboration with Southern researchers could be an immediate result of GVC analysis generally necessitating detailed knowledge of local conditions and, henceforth, external knowledge and inputs.

Both DIIS and AAU-CBS have further established research capacity building partnerships with research institutions in Tanzania and Vietnam, including PhD programmes for local researchers, with funding from Enreca (e.g. in case of ERCIBIVF and SAFE).

### III. Conclusion

#### 1. Trends

This section tries to capture some of the major trends that drive the GVC political and academic discourse, and this largely from the perspective of how they may have repercussions on the future work and relevance of the mapped Danish research competences.

A general comment made by several of the interviewed key researchers is that GVC analysis is getting increasingly diffused in terms of methodology and substance, largely as more and more chains are being looked at, and since more academic disciplines are now working on GVC issues.

On the other hand, it is clear that the potential of the GVC concept is far from being exhausted, since it can be used to study a remarkably large scope of issues, ranging from aspects such as governance, regulatory and institutional frameworks, and sustainability to, for example, entrepreneurship, innovation, clustering, and chain management.

It has further been noted that policymakers and implementers are increasingly discovering GVC analysis, but, according to some interviewees, interpretation and application of the GVC analysis is rather loose and detached from the original concept.

A number of development agencies such as ITC, GTZ, USAID, World Bank, IFAD and DFID already have a good track record of GVC-related work. But new actors are entering the scene. For example, a larger group of bilateral and international donors that teamed up in the Donor Committee for Enterprise Development<sup>8</sup> launched in late 2003 an "inter-agency database on developing value chains".<sup>9</sup> Members of the Donor Committee include for example: CIDA, FAO, GTZ, IDRC, IFAD, ILO, the Dutch MFA, NORAD, OECD, SIDA, UNDP, UNIDO, the World Bank - as well as more recently, the Danish MFA. The group seems to largely take a business approach on GVCs, since it is particularly interested in the "results being achieved through systemic approaches, particularly in Private Sector Development."

Moreover, GVC analysis is entering new terrain, e.g. in the context of revamped trade-related development assistance ('Aid for Trade') linked to the Doha Development Agenda, with the WTO Task Force on Aid for Trade recommending that "value-chain analysis could be one valuable tool to identify trade needs" (WTO 2006). This follows the adoption of GVC terminology in a number of World Bank-coordinated Diagnostic Trade Integration Studies carried out in developing countries.

At Danish level, the MFA does not consider itself a frontline player in terms of application of GVC approaches in its development programmes, although it has reportedly done some GVC-type work e.g. in Kenya (dairy, cut flowers) and Vietnam (fisheries), and to some extent also in Ugandan and Tanzanian agriculture programmes. Coming from a tradition that approaches production mainly from a horizontal business development services angle, the MFA is however gradually moving to a more commodity-specific and horizontal approach – looking not only at the production level, but along the value chain up to the targeted markets.

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<sup>8</sup> <http://www.enterprise-development.org/home>.

<sup>9</sup> <http://www.value-chains.org/dyn/valuechains/bdssearch.home>.

According to an MFA representative, the GVC concept now enjoys high priority in-house, especially since the Africa Commission has just very recently decided on a set of action points that make special reference to the value chain approach<sup>10</sup>. Generally speaking, the Africa Commission focuses on enhancing the competitiveness of the private sector to add more value to agricultural commodities, especially with a view to creating more jobs for young people. As it seems, the MFA's general approach remains a business-minded one, but the Ministry reportedly is still in a "searching mode", since GVC analysis is a new concept in the way the MFA is looking at it. The MFA is now in the process of mainstreaming the recommendations of the Africa Commission into its programme strategies, and is therefore about to launch more work on GVCs very soon.

## **2. Challenges**

While it is increasingly true that there are different 'camps' within GVC theory, some concentrating on the instruments and options available for lead firms in their immediate relations with suppliers, and others retaining an interest in broader (and more traditional political economy) issues, a common trend has been for GVC analysts to address practical policy issues such as the changing nature of supplier entry barriers to different chains, the potential efficiency gains from better chain coordination and the significance, or otherwise, of local resources in promoting sustainable forms of firm-level upgrading.

Looking at the 'demand side', it can be found that development policymakers and implementers are indeed getting more interested in GVC approaches and related research and experiences. Actors such as MFA are however looking for more applied, hands-on research that is forward-looking in the sense of identifying options for translating identified bottlenecks in GVC participation into concrete intervention responses. These responses would furthermore have to fit into the still largely business development-oriented take on GVCs, as practiced by MFA and other development agencies.

In that context researchers increasingly have to strike a balance between pursuing the applied research option, on the one hand, and focusing on fundamental research, theory development, and core areas of interest, on the other.

## **3. Possible way forward**

The key task for GVC analysis remains to establish the changing framework conditions of, and against this background, realistic possible options for developing countries' participation in GVCs. In parallel to developing theoretical frameworks on global economic restructuring (e.g. more knowledge on how trade policy or the rise of new entrants such as China impact on GVCs), it is thus equally important to help developing countries to identify their contextualised upgrading opportunities country by country and sector by sector. In that sense, GVC analysis can assist in identifying entry points for maximising the benefits of economic restructuring, while trying to help in minimising the challenges. It is therefore important to look into the issues of how to maximise upstream learning effects and to identify the domestic value-adding options for participation.

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<sup>10</sup> See point to in press statement at: <http://www.africacommission.um.dk/en/servicemenu/News/PRESSRELEASEAfricaCommissionAgreesOnSixConcreteInitiativesToCreateNewJobsForAfricasYouth.htm>. More specific reference to the "value chain approach" is made e.g. in Africa Commission (2008: 5).

Moreover, increasing attention should further be paid to the question how lead firms shape not only what but also how it is being produced – which demands further scrutiny of impacts and drivers of standards for quality, for the environment and on labour. More work also seems required on social issues such as labour and workers' rights, and gender aspects in relation to value chain participation, exclusion and upgrading.

As a possible way forward for Danish GVC research and development policy, the following points could be considered by Danish researchers and policymakers:

#### Danish researchers:

The Danish research community could consider undertaking more hands-on and applied GVC research that is immediately relevant for and applicable to specific local conditions. Additional knowledge seems needed in areas including: developing country firm-based identification of strategic business options; sustainable 'pro-upgrading' regulatory and policy frameworks; as well as integrating social and environmental concerns in GVC analysis. Depending on local needs and Danish comparative advantages, Danish researchers could also aim to expand and/or redirect geographic focus in GVC analysis, e.g. by including more non-Anglophone African countries. More innovative North-South research collaboration seems a useful approach aimed at increasing developing country ownership of GVC analysis being a development research and policy-informing tool. In order to reduce dependency on Danish funding and nationally set research priorities, the Danish research community could strive for an expanded donor portfolio, including by attracting resources from major private foundations.

#### MFA:

In its development interventions, MFA could consider scaling up focus on aspects including: integration of particular social groups such as smallholders in regional or international value chains; the role of exporters as points of entry for donor interventions; promoting coordination within value chains within particular developing countries or regions; or modulating GVCs towards more sustainability through more appropriate policy and institutional frameworks.

#### GVC 'reference group':

To strengthen the interface between the GVC research and 'facilitators' communities (e.g. MFA, Danish Industry Association, Håndværksrådet), Danish key GVC stakeholders could be brought together e.g. in form of a reference group that includes GVC researchers, 'facilitators' and eventually a number of key practitioners. This could be useful in the context of future research applications to Danish research councils, as to make sure that new theoretical and empirical contributions to the GVC knowledge base are relevant in terms of actual applicability to concrete conditions in the field. This reference group could team up with Value Chain Group currently being formed under the Africa Commission (MFA link: Hanne Carus).

## Annex I: Mapping results of Danish GVC projects\*

Person Responsible	Name of Project	Danish Research Institutes involved	Period	Geographic Focus	International Research Collaborators	Funder	Project Summary
<b>1) GVC: Internationalisation, Globalisation, SMEs</b>							
Henrik Schaumburg-Müller, CBS; Olav Jull Sørensen, AAU	Enhancement of Research Capacity in International Business and Internationalisation of Vietnamese Firms (ERCIBIVF)** (research programme)	AAU and CBS (Business in Development Group)	2004-08	Vietnam	National Economics University, Foreign Trade University, Hanoi	FFU (Enreca)	Enhancing research capacity in international business and internationalisation within the Vietnamese partner universities, to increase the competitiveness of Vietnamese firms by identifying upgrading and business options
Ha Tri Van Pham	ERCIBIVF**: Inward-Outward Connections and International Strategies of Emerging Market Firms (PhD project)	CBS	2008-	Vietnam	National Economics University, Hanoi	FFU (Enreca)	Analysis on the dimensions of internationalisation and inward-outward connections in the Vietnamese manufacturing industry
Songhahn Tri Pham	ERCIBIVF**: Firm's Networking Capability and its Export Performance (PhD project)	CBS	2008-	Vietnam	Foreign Trade University, Hanoi	FFU (Enreca)	Influence of a firm's networking capabilities on its export performance, using the Vietnamese wooden furniture industry as a show case which is emerging as leading exporter in Southeast Asia
Michael W. Hansen	Outsourcing for Development (OFD)***	CBS and AAU (Business in Development Group)	2005-08	China, Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Research and development and internationalisation: analysis of how outsourcing collaborations of Danish firms impacts the market access, technology stage, organisation, capabilities, corporate social responsibility, and upgrading strategies of firms located in developing countries
Laurids S. Lauridsen	State, institutions and industrial development. Industrial deepening and	RUC	1998-2008	Taiwan, Thailand			Theory development: Developmental state theory, trade- and industrial policy, policy implementation theory; empirical knowledge: about industrial deepening and upgrading in newly

	upgrading policies in Taiwan and Thailand compared						industrialised countries and late-late comers. Linkage policy, SME policy, technology upgrading policy
Olav Jull Sørensen	Internationalisation of SMEs	AAU	2003-07	Ghana	University of Ghana Business School	FFU (Enreca)	Development of theories of internationalisation of companies and through surveys and cases to the empirical data base
Michael W. Hansen, Henrik Schaumburg-Müller	Globalisation, Competitiveness and Third World Enterprises (GCTWE) ****	AAU and CBS (Business Development Group)	2002-05	Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Transnational corporations and local firms in developing countries – linkages and upgrading
<b>2) GVC and Outsourcing</b>							
Michael W. Hansen	Outsourcing for Development (OFD)***	AAU and CBS (Business in Development Group)	2005-08	China, Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Research and development and internationalisation: analysis of how outsourcing collaborations of Danish firms impacts the market access, technology stage, organisation, capabilities, corporate social responsibility, and upgrading strategies of firms located in developing countries
Søren Jeppesen, Peter Wad, John Kuada	CSR, Development and Outsourcing - The impact of Codes of Conduct on Working conditions in the textiles and clothing industry in South Africa, Swaziland and Lesotho	CBS, AAU	2008-	South Africa, Swaziland and Lesotho		FFU	
Rasmus Lema	Outsourcing and innovation in the Indian software industry	RUC	2006-08	India	IIM, Bangalore, India	FSE	
<b>3) GVCs: Globalisation and Technology</b>							
Stine Jessen Haakonsson	Climate, Trade and Development. Changing Patterns of Technology Transfer in the Globalized Industries for Renewable Energy: Case Studies on India and China	CBS	2008-	China and India (possibly South Africa)			

Michael W. Hansen	Outsourcing for Development (OFD)***	CBS and AAU (Business in Development Group)	2005-08	China, Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Research and development and internationalisation: analysis of how outsourcing collaborations of Danish firms impacts the market access, technology stage, organisation, capabilities, corporate social responsibility, and upgrading strategies of firms located in developing countries
Laurids S. Lauridsen	State, institutions and industrial development. Industrial deepening and upgrading policies in Taiwan and Thailand compared	RUC	1998-2008	Taiwan, Thailand			Theory development: Developmental state theory, trade- and industrial policy, policy implementation theory; empirical knowledge: about industrial deepening and upgrading in NICs and late-late comers. Linkage policy, SME policy, technology upgrading policy
Simon Bolwig	The Effects of Local Market Institutions on Technology Adaption and Productivity Among Smallholder Farmers in Uganda	DIIS	2004-06	Uganda	IFPRI; Department of Agricultural Economics, Makerere University, Kampala	FFU	Interdependencies between smallholders' output market relations and their use of improved technologies and level of productivity; external support to the development of local market institutions that also help enhance the productive capabilities of farmers
<b>4) Global Production Networks</b>							
Michael Søgaard Jørgensen	Local and Global Assessments in transnational product chains – the case of pesticides sold by Cheminova in Brazil	DTU	2008-	Brazil	Centre for Environment, Health and Work (CESTEH), at FIOCRUZ, Rio de Janeiro, Brazil	Internal	Application of Actor-Network Theory (ANT) to the study of governance transnational product chains
Jens Ove Riis, Brian Vejrum Sørensen, John Johansen, Dmitrij Slepnirov	Global Production Networks	AAU	2006-09	Global		Internal support (public)	Understand why and how the move towards GPN takes place
Ingeborg Vind	Skill upgrading in global production networks: Electronics industry in the Ho Chi Minh City region (PhD project)	KU Geo	2005-08	Vietnam	Southern Institute of Social Sciences, HCMC	FFU	Exploring the role of skills and skill upgrading in relation to industrial upgrading and development in a region inserted into global production networks (global value chains)
Stine Jessen Haakonsson	Governance and Upgrading in the Global Value Chain	DIIS and KU Geo	2003-08	India, Uganda		FFU	Theory: combining GVC analysis and Global Production Network approaches

	for Pharmaceuticals (PhD project)						
<b>5) GVCs and Upgrading</b>							
Peter Lund-Thomsen	The International Sporting Goods Industry	CBS	2008-	Pakistan, India, China	Khalid Nadvi, University of Manchester, Australian National University, University of Northampton	FSE	Insertion of industrial districts into the global economy, and joint attempts at promoting corporate responsibility (CR) within these districts and influence on upgrading opportunities and improved working conditions
Arne Wangel	Life Cycle Assessment in Developing Countries and Governance in Global Value Chains	DTU	2007-	Malaysia Vietnam	UNEP-SETAC Life Cycle Initiative Universiti Teknologi Malaysia Hanoi University of Technology	FFU	Study on the application of Life Cycle Assessment (LCA) tools in developing countries, the enhancement of capacities within the network of relevant stakeholders to adopt LCA tools, and its role in efforts to comply with environmental standards, and in product upgrading within GVCs
Jakob Lindahl	Upgrading in Vietnam's footwear and seafood industry: A division of state-owned and private-owned enterprises in global and regional value chains (PhD project)	RUC	Ongoing	Vietnam, Taiwan, South Korea (and Japan)		RUC and FFU	Contributes knowledge on how regional value chains from East Asia to Vietnam impact on upgrading in the Vietnamese footwear and seafood industries
Michael W. Hansen	Outsourcing for Development (OFD)***	CBS and AAU (Business in Development Group)	2005-08	China, Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Research and development and internationalisation: analysis of how outsourcing collaborations of Danish firms impacts the market access, technology stage, organisation, capabilities, corporate social responsibility, and upgrading strategies of firms located in developing countries
Ingeborg Vind	Skill upgrading in global production networks: Electronics industry in the Ho Chi Minh City region (PhD project)	KU Geo	2005-08	Vietnam	Southern Institute of Social Sciences, HCMC	FFU	Exploring the role of skills and skill upgrading in relation to industrial upgrading and development in a region inserted into global production networks (global value chains)
Stine Jessen Haakonsson	Governance and Upgrading in the Global Value Chain	DIIS and KU Geo	2003-08	India, Uganda		FFU	Theory: combining GVC analysis and Global Production Network approaches

	for Pharmaceuticals (PhD project)						
Laurids S. Lauridsen	State, institutions and industrial development. Industrial deepening and upgrading policies in Taiwan and Thailand compared	RUC	1998-2008	Taiwan, Thailand			Theory development: Developmental state theory, trade- and industrial policy, policy implementation theory; empirical knowledge: about industrial deepening and upgrading in NICs and late-late comers. Linkage policy, SME policy, technology upgrading policy
Michael W. Hansen, Henrik Schaumburg-Müller	Globalisation, Competitiveness and Third World Enterprises (GCTWE)****	AAU and CBS (Business Development Group)	2002-05	Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Transnational corporations and local firms in developing countries – linkages and upgrading
Stefano Ponte	The Global Value Chain for Coffee with Special Reference to East Africa (component of GLAF)*****	DIIS	2001-04	Africa	various	FSE	Global value chains for coffee; focus on governance, upgrading, and how 'global buyers' set entry barriers in trade
<b>6) GVCs, Globalisation and Restructuring</b>							
Laurids S. Lauridsen	Globalisation, Governance and Economic Transformation	RUC	2008-				
Niels Fold	Restructuring of agro-trade in Pacific Asia	KU Geo	2006-07	Pacific Asia	University of Sydney	FSE	
Niels Fold, Peter Gibbon	Globalisation and Economic Restructuring in Africa (GLAF)***** (research programme)	DIIS, KU Geo, KU LIFE	1999-2004	South Africa, Mauritius, Ghana, Kenya, Ethiopia, Tanzania, Uganda, Zimbabwe		FSE and FFU	Effects of globalisation on Sub-Saharan African countries and changing terms of participating in global value chains: citrus, clothing, coffee, cotton, fresh vegetables
Peter Gibbon	The Global Value Chain for Clothing with Special Reference to South Africa and Mauritius (component of GLAF*****)	DIIS	2000-04	South Africa, Mauritius		FSE	
Marianne Nylandsted Larsen	Governing Post-liberalised Markets: National Market Coordination and the Global Cotton	KU Geo and DIIS	2000-04	Tanzania, Zimbabwe	Collaboration: Imperial College at Wye, University of London; CIRAD,	FSE	Dynamics of the global cotton chain, post-liberalisation market coordination, economic differentiation, provision of public goods provided through market coordination which command the

	Chain (PhD project) (component of GLAF*****)				Montpellier		highest returns; quality management in the governance of value chains
<b>7) GVCs and Corporate Social Responsibility</b>							
Peter Lund-Thomsen	The International Sporting Goods Industry	CBS	2008-	Pakistan, India, China	Khalid Nadvi, University of Manchester, Australian National University, University of Northampton	FSE	Insertion of industrial districts into the global economy, and joint attempts at promoting corporate responsibility (CR) within these districts and influence on upgrading opportunities and improved working conditions
Søren Jeppesen, Peter Wad and John Kuada	CSR, Development and Outsourcing - The impact of Codes of Conduct on Working conditions in the textiles and clothing industry in South Africa, Swaziland and Lesotho	CBS, AAU	2008-	South Africa, Swaziland and Lesotho		FFU	
Søren Jeppesen	Investigating Corporate Social and Environmental Responsibility in the South	CBS	2007-09	South Africa	Business Development Studies Network	FSE	Critical assessment of CSR in development - investigating Corporate Social and Environmental Responsibility in the South
Peter Wad	Global Companies Global Unions	CBS	2006-09	Global, Asia			Research investigates the options of global unionisation within global value chains and transnational corporations. Application of Union Strategic Corporate Analysis on Toyota Motor Corporation in the Philippines
Michael W. Hansen	Outsourcing for Development (OFD)***	CBS and AAU (Business in Development Group)	2005-08	China, Malaysia, India, Vietnam, South Africa and Ghana	Different partners in the project countries	FFU	Research and development and internationalisation: analysis of how outsourcing collaborations of Danish firms impacts the market access, technology stage, organisation, capabilities, corporate social responsibility, and upgrading strategies of firms located in developing countries
<b>8) GVCs: Social Standards and Entry Barriers</b>							
Arne Wangel	Life Cycle Assessment in Developing Countries and Governance in	DTU	2007-	Malaysia Vietnam	UNEP-SETAC Life Cycle Initiative; Universiti Teknologi, Malaysia; Hanoi	FFU	Study on the application of Life Cycle Assessment (LCA) tools in developing countries, the enhancement of capacities within the network of relevant stakeholders to adopt LCA

	Global Value Chains				University of Technology, Vietnam		tools, and its role in efforts to comply with environmental standards, and in product upgrading within global value chains
Stefano Ponte (programme coordinator)	Standards and Agro-Food Exports (SAFE)*****: Identifying Challenges and Outcomes for Developing Countries (research programme)	DIIS and KU	2005-10	Africa, Asia	Department of Agricultural Economics and Agribusiness at Sokoine University of Agriculture, Tanzania	FFU (Enreca) and FSE, EPOPA, ITC, UNCTAD	Role of food safety, social, labour and environmental standards in trade of agro-food products and GVCs, with particular focus on the impacts of these standards on developing country producers and exporters ability to surpass entry barriers and upgrade
Marianne Nylandsted Larsen	How Labels, Certifications and Quality Conventions Affect Development Prospects (component of SAFE*****)	KU Geo	2006-10	Tanzania, India, Kenya	Department of Agricultural Economics and Agribusiness, Sokoine University of Agriculture (SUA), Tanzania; Institute for Social and Economic Change, University of Bangalore, India	FSE	The role of the management of quality (and agro-food standards) in the governance of value chains; entry barriers and governance in GVCs - how broader institutional aspects for governing economic relations influence governance structures and entry barriers in GVCs; welfare implications (smallholders, processors in developing countries) of conformity and non-conformity to quality standards
Stefano Ponte	The Political Economy of Food Safety and Quality Standards For Fish and Whine (component of SAFE*****)	DIIS		South Africa, Uganda		FFU	
Simon Bolwig, Peter Gibbon	Organic standards and developing countries (component of SAFE*****)	DIIS	2005-10	Uganda		FFU	Organic standards; cocoa, coffee, pineapple
Lone Riisgaard	Social standards in the cut flower value chains connecting the EU with East Africa (PhD project) (component of SAFE*****)	DIIS, RUC		Kenya, Tanzania		FFU	Viewing labour as an actor in GVC on the example of the Kenyan cut flower industry
Thorkild Nielsen	Ethical Traceability and Informed Choice in Food	DTU	2004-08	Global	A wide range of DK and EU research	EU (FP 6- Science and Society)	Development of methodologies for integration of ethical issues in traceability systems in GVC of food

	Ethical issues				institutes		products
Lotte Thomsen	Supplier Entry Barriers to Global Value Chains for Clothing: The Role of Business-State Relations in Vietnam and of Lead Firm Strategies in Europe	DIIS, KU Geo	2005-07	Vietnam and Europe		FFU	
Stefano Ponte	The Global Value Chain for Coffee with Special Reference to East Africa (component of GLAF)*****	DIIS	2001-04	Africa	various	FSE	Global value chains for coffee; focus on governance, upgrading, and how 'global buyers' set entry barriers in trade
<b>9) GVCs and Product Quality</b>							
Marianne Nylandsted Larsen	How Labels, Certifications and Quality Conventions Affect Development Prospects (component of SAFE*****)	KU Geo	2006-10	Kenya, Tanzania, India	Department of Agricultural Economics and Agribusiness at Sokoine University of Agriculture (SUA), Tanzania; Institute for Social and Economic Change, University of Bangalore, India	FSE	The role of the management of quality (and agro-food standards) in the governance of value chains; Entry barriers (inclusion/exclusion) and governance in global value chains - how broader institutional aspects for governing economic relations influence governance structures and entry barriers in GVCs; Welfare implications (smallholders, processors in developing countries) of conformity and non-conformity to quality standards
Marianne Nylandsted Larsen	Governing Post-liberalised Markets: National Market Coordination and the Global Cotton Chain (PhD project) (component of GLAF*****)	DIIS and KU Geo	2000-04	Tanzania, Zimbabwe	Collaboration: Imperial College at Wye, University of London; CIRAD, Montpellier	FSE	Dynamics of the global cotton chain, post-liberalisation market coordination, economic differentiation, provision of public goods provided through market coordination which command the highest returns; quality management in the governance of value chains
<b>10) GVCs and Organic Standards</b>							
John Hermansen	GLOBALORG - Sustainability of organic farming in a global food chains perspective	AU-DJF, DIIS, KU LIFE	2006-10	Brazil, China, Egypt, India and East Africa	China Agricultural University; Egyptian Center of Organic Agriculture; Embrapa Meio Ambiente, Brazil; ENSA-Montpellier,	DARCOF III	Determining to what extent and under which conditions organic farming may reduce local and global negative environmental impacts and provide sustainable improvements in poor farmers' livelihoods within the framework of the global food supply chain and the increased urbanisation

					Agro Montpellier, France; International Food Policy Research Institute (IFPRI)		
Simon Bolwig, Peter Gibbon	Organic standards and developing countries (component of SAFE*****)	DIIS	2005-10	Uganda		EPOPA, ITC, UNCTAD, and FFU	Organic standards; cocoa, coffee, pineapple
Niels Halberg	The contribution from organic agriculture to achieving Millennium Development Goals in Asia	AU-DJF	2006-07	China, Sri Lanka	China Agricultural University, Helvetas, Sri Lanka	ADB (Asian Development Bank Institute)	Empirical studies of livelihood improvements in smallholder families from participating in certified organic production schemes for export (China and Sri Lanka) using the Millennium Development Goals as reference. Studies of the processing and exporting companies, certification set up etc. Developed indicators for MGDs on family and village level
<b>11) GVC Analysis and Social and Environmental Concerns</b>							
John Hermansen	Q-pork chains	AU-DJF	2007-11	China, South Africa	NAU, China, University Pretoria, SA	EU	Environmental impact in the food chain
John Hermansen	GLOBALORG - Sustainability of organic farming in a global food chains perspective	AU-DJF, DIIS, KU LIFE	2006-10	Brazil, China, Egypt, India and East Africa	China Agricultural University; Egyptian Center of Organic Agriculture, Embrapa Meio Ambiente, Brazil, ENSA-Montpellier, Agro Montpellier, France ; International Food Policy Research Institute (IFPRI)	DARCOF III	Determining to what extent and under which conditions organic farming may reduce local and global negative environmental impacts and provide sustainable improvements in poor farmers' livelihoods within the framework of the global food supply chain and the increased urbanisation
Andreas Jørgensen	Sustainable Production – Assessment of the Social and Environmental Dimensions	DTU	2006-09	Europe, global		DTU	Development of methodologies to assess social impacts in a Life Cycle perspective
Simon Bolwig, Stefano Ponte	Methodology for integrating poverty, environment and gender in GVC analysis	DIIS	2007-	Global	PLAAS-University of western Cape, South Africa	IDRC	

12) GVC and Smallholder Producers							
John Hermansen	GLOBALORG - Sustainability of organic farming in a global food chains perspective	AU-DJF, DIIS, KU LIFE	2006-10	Brazil, China, Egypt, India and East Africa	China Agricultural University; Egyptian Center of Organic Agriculture, Embrapa Meio Ambiente, Brazil, ENSA-Montpellier, Agro Montpellier, France ; International Food Policy Research Institute (IFPRI)	DARCOF III	Determining to what extent and under which conditions organic farming may reduce local and global negative environmental impacts and provide sustainable improvements in poor farmers' livelihoods within the framework of the global food supply chain and the increased urbanisation
Marianne Nylandsted Larsen	How Labels, Certifications and Quality Conventions Affect Development Prospects (component of SAFE*****)	KU Geo	2006-10	Tanzania, India, Kenya	Department of Agricultural Economics and Agribusiness at Sokoine University of Agriculture (SUA), Tanzania; Institute for Social and Economic Change at the University of Bangalore, India	FSE	The role of the management of quality (and agro-food standards) in the governance of value chains; entry barriers (inclusion/exclusion) and governance in global value chains - how broader institutional aspects for governing economic relations influence governance structures and entry barriers in GVCs; welfare implications (smallholders, processors in developing countries) of conformity and non-conformity to quality standards
Niels Halberg	The contribution from organic agriculture to achieving Millennium Development Goals in Asia	AU-DJF	2006-07	China, Sri Lanka	China Agricultural University, Helvetas, Sri Lanka	ADB (Asian Development Bank Institute)	Empirical studies of livelihood improvements in smallholder families from participating in certified organic production schemes for export (China and Sri Lanka) using the Millennium Development Goals as reference. Studies of the processing and exporting companies, certification set up etc. Developed indicators for MGDs on family and village level
Simon Bolwig	The Effects of Local Market Institutions on Technology Adaption and Productivity Among Smallholder Farmers in Uganda	DIIS	2004-06	Uganda	IFPRI; Department of Agricultural Economics, Makerere University, Kampala	FFU	Interdependencies between smallholders' output market relations and their use of improved technologies and level of productivity; external support to the development of local market institutions that also help enhance the productive capabilities of farmers

\* Projects falling under more than one of the focal research areas are recorded under each of the applicable focus areas. In case of research programmes (ERCIBIVF, GLAF and SAFE, see below), both the programme as such as well as the relevant individual sub-projects implemented by Danish research institutions where recorded. Research programmes are defined as those that comprise different methodological components (e.g. combined research and capacity building, as in case of Enreca-funded programmes), that combine a set of individual projects (including PhD projects, post-doctoral projects) or draw on different funding sources. Research programmes are highlighted in light grey. Programmes are recorded only once under the most applicable focal research area.

\*\* ERCIBIVF is the Enhancement of Research Capacity in International Business and Internationalisation of Vietnamese Firms programme jointly implemented by AAU and CBS. One of the programme outputs is the book: Schaumburg-Müller, H., Chuong, P. H. (eds) (2009) Internationalisation of Firms in Vietnam: A new Asian miracle? Copenhagen. It contains chapters written by 13 contributors including Olav Jull Sørensen (AAU) and Michael W. Hansen, Bent Petersen and Henrik Schaumburg-Müller (all CBS). For further information on the individual contributors, please refer to Annex II.

\*\*\* OFD is the Outsourcing for Development project jointly implemented by CBS and AAU. The project output is a book to be published in 2009 with 10 chapters written by seven researchers (see: [http://www.cbs.dk/forskning\\_viden/institutter\\_centre/projekter/outsourcing\\_for\\_development](http://www.cbs.dk/forskning_viden/institutter_centre/projekter/outsourcing_for_development)). Contributors include: Michael W. Hansen, Søren Jeppesen, Henrik Schaumburg-Müller, Peter Wad, Peter Øhrberg (all CBS), as well as John Kuada and Olav Jull Sørensen (all AAU). For further information on the individual contributors, please refer to Annex II.

\*\*\*\* GCTWE is the Globalisation, Competitiveness and Third World Enterprises project jointly implemented by AAU and CBS. Project output is the book: Hansen M. W., Schaumburg-Müller H. (eds) (2006) Transnational Corporations and Local Firms in Developing Countries: Links and Upgrading. Copenhagen. Contributors include: Michael W. Hansen, Søren Jeppesen, Henrik Schaumburg-Müller, Peter Wad (all CBS), as well as John Kuada and Olav Jull Sørensen (all AAU). For further information on the individual contributors, please refer to Annex II.

\*\*\*\*\* GLAF is the Globalisation and Economic Change in Africa programme (1999-2004) based at CDR (now DIIS). Programme outputs include the two books: Fold N., Larsen M. N. (eds) (2008) Globalization and Restructuring of African Commodity Flows. Uppsala (with contributors from DIIS and KU Geo including: Niels Fold, Marianne Nylandsted Larsen (all KU Geo), as well as Peter Gibbon and Stefano Ponte (all DIIS); as well as Gibbon P., Ponte S. (2005) Trading Down: Africa, Value Chains, and the Global Economy. Philadelphia.

\*\*\*\*\* SAFE is the Standards and Agro-Food Exports from Developing Countries research and capacity building programme (2005-2010) coordinated by DIIS (<http://www.diis.dk/sw39186.asp>) and implemented in collaboration with the Department of Agricultural Economics at the Sokoine University of Agriculture, Tanzania, as well as individual researchers at the University of Copenhagen.

## Annex II: Danish Key GVC Resource Persons

Name	Institute	Position	Field of Expertise/interest	Email
<b>RESEARCHERS</b>				
Bolwig, Simon	DIIS –Research Group on Trade and Development	Researcher	Decision-making support for agricultural development; rural livelihoods; poverty analysis; small farm development; agricultural markets; local institutions; natural resource management; land use; contract farming; spatial analysis (GIS); coffee; Sub-Saharan Africa; Francophone West Africa; Uganda; Ghana; Burkina Faso; Angola	sbo@diis.dk
Egelyng, Henrik	DIIS -Research Unit on Natural Resources and Poverty	Project Researcher	Factors in ecologically sustainable development; agriculture related development research; intellectual property rights and public R&D institutes; ecological economics, – environmental, biospherel and developmental values; market based policy instruments, institutional analysis of agricultural policies	heg@diis.dk
Fold, Niels	KU Geo -Dept. of Geography and Geology	Professor	Economic geography, development	nf@geogr.ku.dk
Gibbon, Peter	DIIS -Research Group on Trade and Development (RGTD)	Senior Researcher, Head DIIS-RGTD	Economic sociology; global value chains; standards and trade; Africa and the international trading system	pgi@diis.dk
Grunow, Martin	DTU -Department of Management Engineering Operations Management	Professor	Global production networks, food supply chains	grunow@ipl.dtu.dk
Haakonsson, Stine Jessen	CBS -International Centre for Business and Politics	Research Assistant	Knowledge intensive GVCs	sh.cbp@cbs.dk
Halberg, Niels	ICROFS	Chief Scientist	Organic agriculture and food chains, environmental assessment, livelihood assessment	Niels.Halberg@icrofs.org
Ha Thi Van Pham	CBS - Centre for Business Development Studies	PhD Student	Internationalization of Vietnam , SMEs	htvp.ikl@cbs.dk
Hermansen, John Erik	AU, Department of Agroecology and Environment	Head of research unit	Environmental impacts (global) in the food chain, livelihood of smallholder farmers	John.Hermansen@agrsci.dk

Hansen, Michael Wendelboe	CBS - Centre for Business Development Studies	Associate Professor	Direct investment in developing countries, internationalisation of Danish industry in emerging markets, linkages and foreign direct investment, multinational corporations from India, foreign direct investment and the environment	mwh.ikl@cbs.dk
Harrison, Linda	CBS - Centre for Business Development Studies	PhD fellow	CSR, Globalisation, Vietnam	lh.ikl@cbs.dk
Jensen, Peter D. Ørberg	CBS - Centre for Strategic Management and Globalisation	Post-Graduate Fellow	Outsourcing, off-shoring, global value chains, developing countries, private sector development, strategic management, globalisation	pj.ikl@cbs.dk
Jeppesen, Søren	CBS -Centre for Business Development Studies and Centre for CSR	Associate Professor	Developing Country Firms (strategies, upgrading and competitiveness); Small firms and Corporate Social and Environmental Responsibility in developing countries; Linkages between TNCs and Developing Country Firms; Codes of Conduct and State Regulation in Southern Africa	sj.ikl@cbs.dk
Jørgensen, Andreas	DTU Management Engeneering, Innovation & Sustainability	PhD student	Life Cycle Assessment (LCA) of GVC	aj@ipl.dtu.dk
Jørgensen Michael Søgaard	DTU Management Engineering, Innovation & Sustainability	Lector	Environmental management in GVC	msj@ipl.dtu.dk
Kledal, Paul Rye	KU LIFE -Institute of Food and Resource Economics	Assistant Professor	Global Value Chains, development and upgrading	paul@foi.dk
Larsen, Marianne Nylandsted	KU Geo -Dept. of Geography and Geology	Associate Professor	Global value chain analysis, governance, upgrading, standards and development	mnl@geo.ku.dk
Lauridsen, Laurids Sandager	RUC- Department of Society and Globalisation (ISG)	Professor	Private sector development, the role of the state, industrial upgrading, SME- and linkage policy, innovation policy, TNCs	lsl@ruc.dk
Lema, Rasmus	RUC- Department of Society and Globalisation (ISG); Globalisation Team, IDS, UK	PhD student	Global Value Chains, development and upgrading/innovation capability	R.Lema@ids.ac.uk
Lindahl, Jakob	RUC- Department of Society and Globalisation (ISG)	Part-time Lecturer	GVCs, Upgrading, entry barriers, Standards (HACCP), CSR, seafood, footwear, garments, Vietnam	lindahl@ruc.dk
Lund-	CBS	Associate	Corporate Social & Environmental	plt.ikl@cbs.dk

Thomsen, Peter	-Centre for Business Development Studies and Centre for CSR	Professor	Responsibility in Developing Countries; Integration of Industrial Clusters into Global Value Chains	
Madsen, Tage Koed	SDU- Department of Marketing & Management	Professor, Head of Department	Export performance studies, internationalisation processes, and International New Ventures/Born Global	tkm@sam.sdu.dk
Neergaard, Andreas de	KU LIFE -Institute of Food and Resource Economics	Associate Professor	Plant nutrition, Nutrient cycling, Agricultural Development	adn@life.ku.dk
Nielsen, Thorkild	DTU Management Engineering, Innovation & Sustainability	Researcher	Ethical traceability of food products	t.nielsen@ipl.dtu.dk
Ponte, Stefano	DIIS -Research Group on Trade and Development	Senior Researcher	Global economy, standards and quality, food safety, 'sustainability' certifications - specific focus on Africa, agro-food value chains, coffee, fish, and wine	spo@diis.dk
Petersen, Bent	CBS -Centre for Strategy and Globalisation	Professor with special responsibilities	Firms' internationalization processes (in particular in relation to ICT advances); dynamics of foreign operation methods; global value chains and emerging economy firms; design of incentive structures in relation to foreign business partners	bp.smg@cbs.dk
Riisgaard, Lone	DIIS -Research Group on Trade and Development, RUC	PhD candidate	Labour, GVC, social standards	lor@diis.dk
Schaumburg -Müller, Henrik	CBS -Centre for Business Development Studies	Professor	International business, private sector development, development studies and international economics	hsm.ikl@cbs.dk
Servais, Per	SDU- Department of Marketing & Management	Associate Professor	Internationalisation of industrial firms, which includes the rapid internationalization of small firms (Born Globals) and industrial consumer behaviour emphasising the international dimension in particular	per@sam.sdu.dk
Songhanh Pham	CBS -Centre for Business Development Studies	PhD Student	Partnership among firms, international business strategy, hints for export to different markets, international trade negotiation, value chain: furniture, electronic, tea	htsp.ikl@cbs.dk
Sørensen, Olav Jull	AAU -Department of Business Studies	Professor	Private Sector Development, GVC and Upgrading	ojs@business.aau.dk

Thomsen, Lotte	DIIS -Research Group on Trade and Development	Research Assistant	GVCs, entry barriers, global clothing industry, financialisation and sourcing strategies	lth@diis.dk
Vind, Ingeborg	KU Geo -Dept. of Geography and Geology	PhD student	Economic geography	iv@geogr.ku.dk
Wad, Peter	CBS -Centre for Business Development Studies	Associate Professor	Outsourcing and development (especially related to CSR and internationalization of corporate R&D; Globalization, competitiveness and local firms in developing countries – the case of the global automobile industry and Asia; International labour standards and conflicts between transnational corporations and trade unions in developing countries.	pw.ikl@cbs.dk
Wangel, Arne	DTU -Management Engineering, Quantitative Sustainability Assessment	Associate Professor	International technology transfer; international learning networks; capacity development for environment in developing countries; virtual enterprises; life cycle impact assessment	aw@ipl.dtu.dk
Wæhrens, Brian Vejrum	AAU - Centre for Industrial Production	Associate Professor	Strategic operations development	bvw@production.aau.dk

CONSULTANCIES				
Firm	Contact Person	Position	Summary of Relevant Expertise	Email
Agro Business Development A/S	Niels A.Jensen	Partner	Export market study for Ugandan grains, a comparative grain export value chain analysis and a comparative grain cluster analysis	abd@agrobusiness.dk
Grontmij   Carl Bro	Jens Lillebæk	Department Head, Copenhagen Area	Facilitating participation in agricultural value chains by overcoming standard-related entry barriers; business development services provision in developing countries	jens.lillebaek@grontmij-carlbro.dk
Cowi	Mikkel Klim	Private Sector Development & CSR Economics, Management & Planning Division	Mapping of agribusiness activities within Danish Development Assistance; value chain aspects in various Danish agriculture sector programmes in Africa; linking trade negotiations and trade development in Tanzania	mkk@cowi.com
EUR A/S	Kim Jensen	Director, Partner	Technical assistance to Eastern European companies in the textile, wood, metal printing and other industrial sectors in establishing and optimising the mutual benefits of international value chains	kje@eura.dk
KULUK Consult	Louise Bondo	Director	Experience in agro-food market	louise.bondo@kulukcons

APS			structures in agro-business development and along the value chain. EU agro/food/hygiene legislation and standards	ult.com
Nordic Consulting Group A/S	Per Kirkemann Hansen	Managing Director	Development of SMEs in developing countries and their integration in value chains. Specific expertise includes e.g. role of standards for social and environmental sustainability performance of the Vietnamese textile sector	pkh@ncg.dk
NIRAS International Consulting A/S	Markus Davelid	Director	Technical Assistance and training to development aid recipients within agro-business and agricultural development, policy planning and food security as well as SME development	mda@niras.dk
Pricewaterhouse Coopers	Jørgen Juul Andersen	Partner	General value chain management; Sustainability Impact Assessment of bilateral trade policy changes (EPA context) on agricultural value chains in ACP countries	jjju@pwc.dk

<b>NON-GOVERNMENTAL ORGANISATIONS</b>				
<b>Organisation</b>	<b>Contact Person</b>	<b>Position</b>	<b>Summary of Relevant Expertise</b>	<b>Email</b>
Clean Clothes Campaign (CCC)	Dorthe Sørensen	Coordinator	Network organisation aimed at improving working conditions in developing countries' textiles production by playing information and whistleblower role vis-à-vis Danish textile importers and sellers	dso@ms.dk
Danish Ethical Trading Initiative (DIEH)	Hanne Gürtler	Director	Brings together trade unions, business associations, NGOs and companies to promote ethical trade and responsible supply chain management among Danish companies	hg@dieh.dk
Fairtrade Denmark	Lone Froholdt	Project Coordinator	Facilitation of socially and environmentally sustainable participation of Southern producers in non-food (largely handcrafts) value chains through fair trade certification and sale	lone@fairtrade.dk
Kaffeclubben	Camilla Andersen	Secretariat Director	Establishing a connection between an improvement in the Danish coffee culture and the strengthening of marginalised coffee holders in developing countries through linkages to Danish coffee importers, roasters, distributors and sellers	camilla@kaffeklubben.net
Max Havelaar	Judith Kyst	CEO	Facilitation of socially and environmentally sustainable participation of Southern producers in agricultural value chains through fair trade certification and sale	Judith@maxhavelaar.dk
Mellemfolkeligt Samvirke (MS)	Helle Løvstø Severinsen	Thematic Coordinator	Cooperations with Southern partner organisations involved in agricultural production that promote a more holistic value	hse@ms.dk

			chain perspective on agricultural production, including market linkage and welfare generation	
WWF DK	Jacob Andersen Sterling	Conservation Director	Environmental and development implication of certification schemes in South-to-Denmark fisheries/aquaculture GVCs; governance in triangular South-to-China-to-North GVCs (timber and mining products); WWF as international network has vast knowledge on soy, timber and palm oil GVCs	j.sterling@wwf.dk

## Annex III: International GVC Knowledge Hubs

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### UK

#### **University of Sussex, Institute of Development Studies**

- Professor Hubert Schmitz [[h.schmitz@ids.ac.uk](mailto:h.schmitz@ids.ac.uk)]
- Professor John Humphrey [[J.Humphrey@ids.ac.uk](mailto:J.Humphrey@ids.ac.uk)]
- Stephanie W. Barrientos [[S.Barrientos@ids.ac.uk](mailto:S.Barrientos@ids.ac.uk)]

#### **University of Manchester**

- Khalid Nadvi [[khalid.nadvi@manchester.ac.uk](mailto:khalid.nadvi@manchester.ac.uk)]
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- Martin Hess [[martin.hess@manchester.ac.uk](mailto:martin.hess@manchester.ac.uk)]

### USA

#### **University of Colorado (Boulder)**

- Jennifer Bair [[jennifer.bair@colorado.edu](mailto:jennifer.bair@colorado.edu)]

#### **Duke University**

- Professor Gary Gereffi [[ggere@soc.duke.edu](mailto:ggere@soc.duke.edu)]

#### **Massachusetts Institute of Technology**

- Timothy J. Sturgeon [[sturgeon@mit.edu](mailto:sturgeon@mit.edu)]

### OTHER

#### **German Development Institute, Bonn, Germany**

- Dr. Tilman Altenburg [[Tilman.Altenburg@die-gdi.de](mailto:Tilman.Altenburg@die-gdi.de)]

#### **University of Kwazulu-Natal, School of Development Studies, South Africa**

- Professor Mike Morris [[morrism@ukzn.ac.za](mailto:morrism@ukzn.ac.za)]

### DENMARK

#### **Danish Institute for International Studies (DIIS), Copenhagen**

- Peter Gibbon [[pgi@diis.dk](mailto:pgi@diis.dk)]
- Stefano Ponte [[spo@diis.dk](mailto:spo@diis.dk)]

## Annex IV: Consulted Literature

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- Africa Commission (2008) Conference Report and Recommendations of Thematic Conference on Creating Economic Growth in Africa. Kampala, Uganda, 30 October 2008. Copenhagen
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