

# Why do small-scale farmers resist change? Preliminary results from Utengule / Usangu, Tanzania

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Picture 1: Tanzanian farmer at his beans' field. Author of the picture: Aneta Pavlová

## Introduction

The poverty rates among the small-scale farmers in Tanzania are very high, hence any improvements in productivity have a strong poverty-reducing effect. Although government, NGOs, and other stakeholders put a lot of effort into convincing farmers to switch to “more desirable” modes of farming, they often fail to make the difference. We focus on evaluating the intervention that is based on the combination of training of farmers and the provision of samples of improved beans' seeds. The intervention is implemented in the southwest Tanzania.

## Aims & methods

### participants:

- members of three local cooperatives have participated in the mixed methods research

### methods:

- semi-structured interviews
- non-participant observation
- panel study based on questionnaires

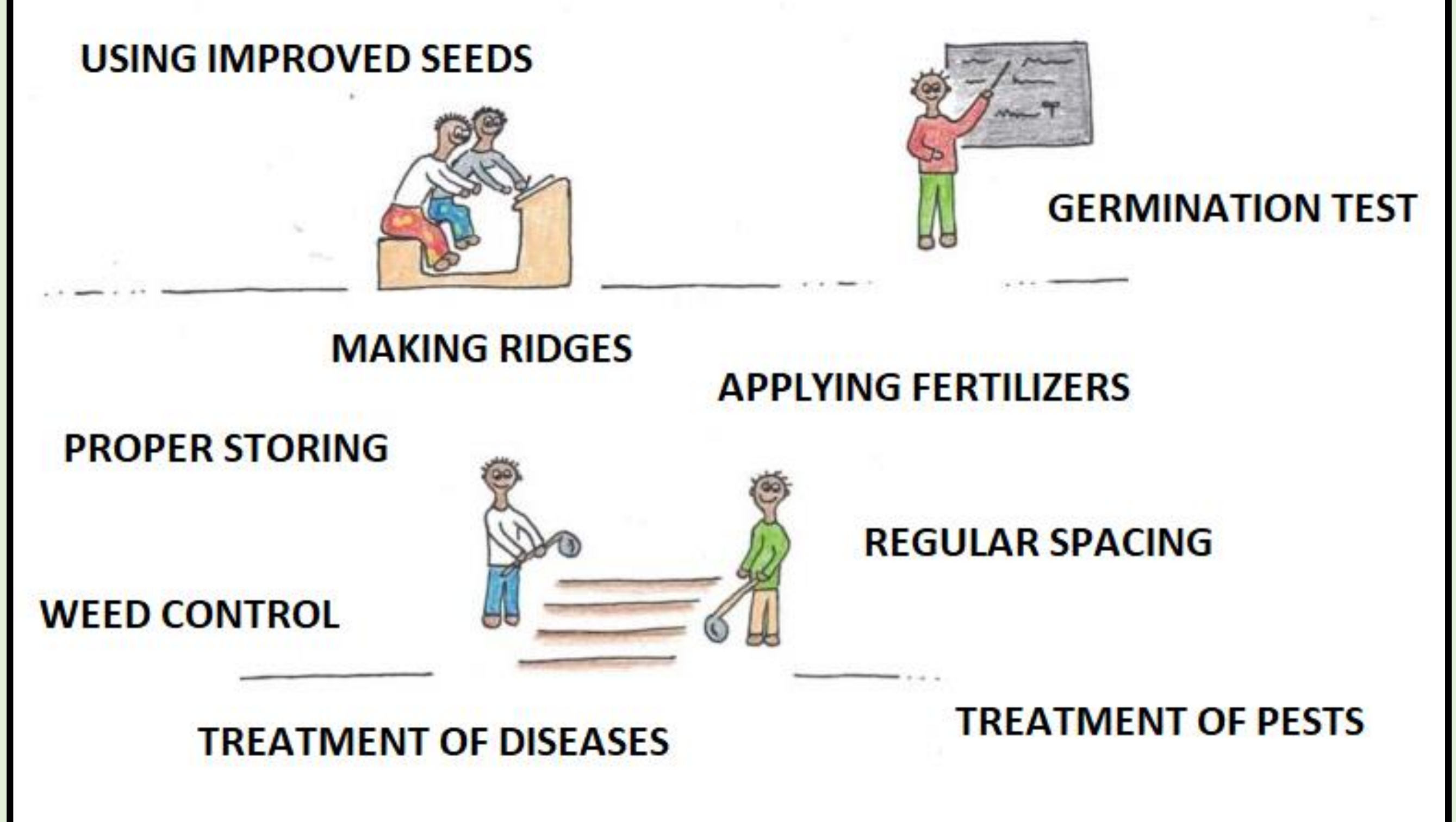
### 1st aim is to explore:

- previous strategies applied before the intervention
- planned strategies right after the intervention
- strategies being used after the intervention

### 2nd aim is to identify:

- why do they accept & refuse certain strategies
- what can be done to improve acceptance rate of recommended strategies

## Analysed strategies



Picture 2: analysed strategies promoted by the intervention

## Selected results (preliminary)

- nuanced approach to the trainers' recommendations:**
  - some refused and not implemented
  - some accepted but not implemented
  - some accepted and implemented
- main reasons for approaches 2 and 3:**
  - financial distress
  - labour shortage
  - unsuitability to the local natural conditions
  - lack of confidence in ability to repeat the practice

## Preliminary conclusions & recommendations

- the intervention should be reformed** to increase the acceptance rate of recommendations
- possible reforms:**
  - changing target group -> increasing focus on farmers who are better-off
  - expanding the scope of the intervention -> capitalization of farmers, insurance, etc.
  - double-checking that the recommendations suit to local conditions -> potential adjustment of curriculum
  - introducing consultancy services and follow-up educational meetings after the main intervention