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## INTRODUCTION

- ❑ Agricultural entrepreneurship is being promoted in West Africa as the solution to food insecurity, malnutrition and unemployment among youth and women.
- ❑ Faced with food insecurity, high food prices, job insecurity, youth unemployment and increasing youth delinquency, Benin government has opted to promote and develop agricultural entrepreneurship.
- ❑ However, the efforts made with the support of international partners are often hampered by challenges such as identifying the entrepreneurial idea, predisposition to learning and risk-taking..



The study aims at analysing the factors that motivated women in the agro-pastoralist communities to take up farming as business.



## METHODS

- ❑ Self-determination theory (Ryan & Deci, 2000)
- ❑ Quantitative and qualitative data collected (Mixed Methods Approach)
- ❑ 140 snowball sampled female agri-preneurs in Nikki District, Northern Benin (Fig 1)
- ❑ Digitised questionnaire (KoBoCollect)
- ❑ Descriptive and explanatory statistics (SPSS)
- ❑ Content analysis of verbatim (MAXQDA)

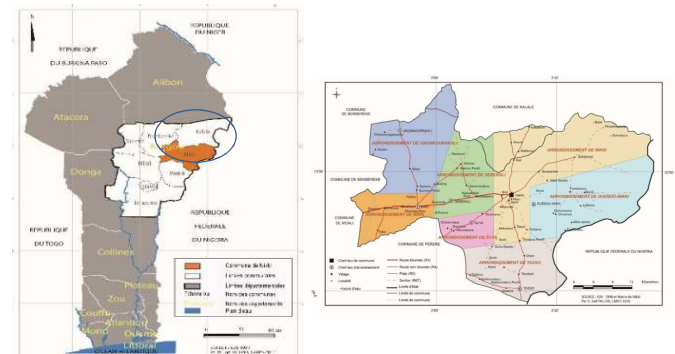


Fig.1. Study area / Source: Nikki Municipality

## RESULTS

### ❑ Profile of women agri-preneurs

- **Average age:** 33 years old
- **Education:** illiterate (50%), schooled (31.43%), literate (18.57%)
- **Marital status:** married (94.29%)

### ❑ Agri-business characteristics

- **Legal form of businesses:** Individual
- **Degree of business formalization:** Informal
- **Capital:** 150,000 XOF (€229)
- **Source of financing:** Personal savings (70.29%), loans from microfinance institutions (21.01%), donations (5.05%), assistance from development structures (2.9%)
- **Duration of businesses:** 1 to 20 years (90.71%)
- **Sources of inspiration:** Old family activities (52.86%) vs Personal inspiration (47.14%)
- **Field of activity:** Agri-food processing (40%), cultivation (23.57%), combine several activities, including cultivation, processing and marketing of raw or processed plant, animal, fishery or forest products (36.43%)

## CONCLUSION

- Women increasingly involved in farming as a business
- Women are mostly extrinsically motivated, particularly for economic and financial independence
- Women are also open to learning and acquiring new skills to conduct business and contribute to solving societal problems
- More inclusive and gender-sensitive agricultural policies could help develop rural women's entrepreneurship

### ❑ Sources and types of motivation of women agri-preneurs

#### ➤ Extrinsic motivation (more expressed: Fig 2.)

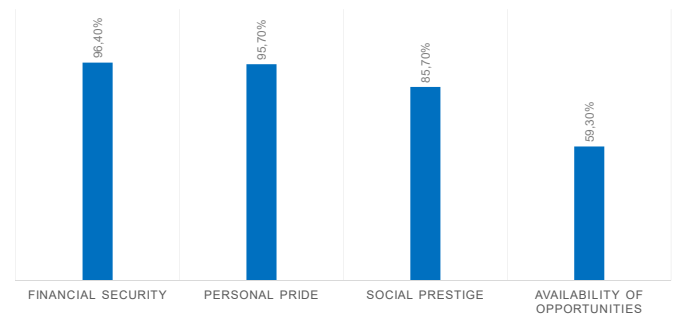


Fig 2 : External motivation drivers / Source: Field data

#### ➤ Intrinsic motivation (less expressed: Fig 3.)

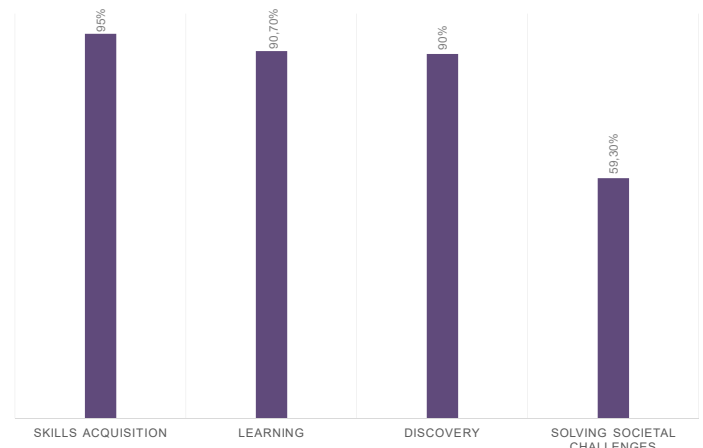


Fig. 3. Internal motivation drivers / Source: Field data



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