

Table of Contents

Acknowledgements.....	13
1 General Introduction	15
1.1 Background	18
1.2 Research Problem: Mass Rural Poverty due to Poor Access to Agric Advisory Services	23
<i>Problem Context in Ghana (23). Problem Context in the Upper East Region (27)</i>	
1.3 The Main Research Issue and its Importance.....	29
1.4 Justification/Rationale for the Study.....	32
1.5 Research Questions.....	37
1.6 Research Objectives	38
1.7 Propositions	39
1.8 Structure of the Study Report.....	39
1.9 Conclusion.....	40
2 Poverty and Agricultural Development in Ghana	41
2.1 National Development Policy Overview	41
2.2 Poverty in Ghana: Northern Ghana in Perspective	44
<i>The growth record (44). Vulnerability, incomes and crop production (45). Regional development (48)</i>	
2.3 Is Wealth Creation possible in northern Ghana? Comparative and Competitive Advantages	51
2.4 Extension Reforms in Ghana.....	54
<i>Decentralisation of Extension in Ghana (56). Major Features of the Decentralised Approach to Extension in Ghana (57). Structural Organisation of Agricultural Extension Delivery in Ghana (61)</i>	
2.5 Policy Responses and the Case for Small-holder Agriculture.....	66
2.6 Conclusion.....	70
3 Theoretical Overview – Theories and Concepts of Poverty, Wealth Creation and Interorganisational Relationships.....	73
3.1 Poverty and Mobility	74
<i>An Economic Perspective on Mobility (75). Sociological Perspectives on Mobility (77). Cross-Disciplinary Approaches: An Uneasy Marriage (79). The Empowerment Framework (80). Opportunity structure (81). Poor people's agency (82). Interac- tions between Opportunity structure and Agency (84)</i>	

3.2 Defining Wealth Creation	85
<i>What is an Entrepreneur? (86). The Concept of Entrepreneurship (86). Summary and Discussion of Emerging Issues (91)</i>	
3.3 NGOs, Interorganisational Relationships and Synergy	93
<i>What are Non-Governmental Organisations? (96). Defining NGOs in Ghana (100). Institutional Framework of NGOs in Ghana (102). Conclusion (105)</i>	
3.4 Theories of Interorganisational Relationships and Synergy.....	106
<i>Transaction Cost Economics (111). Summary and Discussion of Emerging Issues: Blending TCE and Social Network Theory (113)</i>	
3.5 Partnership Theory	114
<i>Defining Partnership (115). Types of Partnership (116). Determinants of Partnership-Making Activity (119). Barriers and Facilitators of Successful Partnership (120). The Process of Partnership-Making Activity (121). Assessment of Partnership (123). Summary and Discussion of Emerging Issues (125)</i>	
3.6 The Concept of Synergy	125
<i>Concept of Synergy and the Synergy Hypothesis (127). Summary and Discussion of Emerging Issues (130)</i>	
4 Conceptual and Analytical Frameworks, Study Region and Methods...	131
4.1 The Concept of Regional Rural Development (RRD) and Objectives	133
<i>The rationale for a Regional, a Rural and a People-centered Approach (136). Strategy Components (139). The Economic Dimension: Food and Cash Dimension (139). Summary of the Concept of RRD within the Context of the Study (141). RRD and other Approaches to Rural Development (144)</i>	
4.2 Analytical Framework for Agricultural Advisory Services	147
<i>Defining Pluralistic Agricultural Advisory Services (148). Pluralistic Agricultural Advisory Services (150). Agricultural Advisory Services within the Context of Agricultural Knowledge and Innovation Systems: An Evolutionary Perspective (151). Description of the Framework (154). Conclusion (160)</i>	
4.3 Profile of the Study Area – The Upper East Region (UER) of Ghana	161
<i>Population (162). Physical Location and Geography (162). Geomorphology and Geology (162). Soils (163). Vegetation (163). Climate (165). Economic Activities (166). Development Potentials (173). Socio-cultural Features (174). Labour migration and its consequences (176). Poverty Situation in the Region: Exploring the Human Development Indicators of the Region (177). Multilateral and Bilateral aid Agencies (181). NGOs (182). Conclusion (182)</i>	
4.4 The Research Methodology.....	183
<i>The Qualitative Research Framework (184). Research Approach (187). Justification for Choosing the Case Study Approach and Multiple Cases (190). Research Process and Methods of Data Collection (191). How the key issues of the research were covered (196). Definition and Selection of the Cases (197). The Cases and Units of Analysis (199). Approaches and Methods of Data Analysis (202). Scope and Limitations of the Study (206). Conclusion (207)</i>	
5 Case Study Unit 1 – CARE International	209
5.1 Case Profile of CARE International.....	209
<i>An overview of Agricultural Development Activities of CARE International in the UER (211). The Farming Systems Extension Project (FASE) (212). Partners (216)</i>	

5.2 Fields of Interventions by CARE for Wealth Creation and Poverty Reduction in the UER	216
<i>The Community Based Extension System (CBES) (216). Agricultural Technologies for the Sustainable Management of Land and the Environment for Food Security (219). Extension Approaches/Methodologies for Science and Technology Application to Agricultural Development Promoted by CARE in the UER (226). Summary and Discussion of Emerging Issues (229)</i>	
5.3 Levels of Interventions for Wealth Creation and Poverty Reduction	231
<i>Outcomes of Institutional Level Interventions (232). Outcomes of Partner level Interventions (240). Outcomes of Community Level Interventions for Wealth Creation and Poverty Reduction (245).</i>	
5.4 Constraints and Challenges in the Implementation of FASE in the UER	263
5.5 Summary and Discussion of Emerging Issues	264
6 Case Study Unit 2 – The Diocesan Development Office	267
6.1 An Overview of the Agricultural Development Activities of the DDO in the UER	268
6.2 Fields of Interventions for Wealth Creation and Poverty Reduction	272
<i>Dry Season Gardening (273). Fish Farming (274). Livestock and Poultry Support Scheme (274). Summary and Discussion of Emerging Issues (276).</i>	
6.3 Levels of Interventions for Wealth Creation and Poverty Reduction	277
<i>Processes and Terms of Partnership for the Implementation of IVIDEP (279). Governance Structure of Partnership (Roles and Responsibilities of Partners) (282). Outcomes from Partnering (285)</i>	
6.4 Outcomes of Community Level Interventions for Wealth Creation and Poverty Reduction	287
<i>Assessing Farmers' Capacity for Problem solving (Wealth Creation) (287). Assessing Farmers' Mobility from Poverty (Poverty Reduction) (290). Hunger Gap (Food Security) (295). Income Mobility (297). Summary of findings (300)</i>	
6.5 Constraints and Challenges in the Implementation of IVIDEP in the UER.....	301
6.6 Summary and Discussion of Emerging Issues	302
7 Cross-case Analyses, Conclusions and Recommendations.....	305
7.1 Cross-Fertilisation of Major Findings for Common Trends of Synergy ...	305
<i>Reflections on Objectives in view of Findings (305). Linking the Findings to GTZ's RRD Framework (316). Reflections on Findings in view of initial Propositions (318). Conclusion (320). Recommendations and Transferability of the Upper East Region Experience (321)</i>	
7.2 General Conclusions and Recommendations	324
<i>Contributions to the Scientific World and areas for further Research (324). Some thoughts about the future agenda of NGOs (325). General Conclusions (326). Recommendations for Policy and Practice (328)</i>	
References	331
Appendices	351