



Sveriges lantbruksuniversitet
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Researching Entrepreneurship in Agriculture and Horticulture

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Why researching farm entrepreneurship?

- Agriculture sector not known for high level of entrepreneurship
- Defining characteristic of farming is the high level of support
→ Subsidies, price support, etc.

However, is it not after all the most typical sector for researching E-ship?

1. Strong links between agriculture & entrepreneurship research domains
→ Primarily small-scale & family owned farms
2. Sector's survival & flourish due to entrepreneurial capacities of farmers
→ As past characterized by complex chances e.g., changing policy & consumer demands, growth of vertical integration
3. For many farmers high-tech is everyday life
→ **In essence, farms have traditionally been entrepreneurial (Carter 1998).**



Reviewing the literature shows

- Heterogeneity among farm entrepreneurship (different strategies & skills of farms)
 - Farm entrepreneurs differ with regard to
 - Motivations*
 - Resources*
 - The way they learn*
 - Aspirations & goals*
 - Types of products/services*
 - Context*
- Three types of farm-based entrepreneurs (Alsos et al. 2003)
 1. The pluriactive farmer
 - Farm continuance
 2. The resource exploiting entrepreneur
 - Make most out of unique resources
 3. The portfolio entrepreneur
 - Exploit new business ideas
- Entrepreneurial skills through practice
- Resource rich farmers have an advantage



Barriers for farm entrepreneurship

- Farmers themselves (skills, attitudes, ...)
- Narrow Networks
 - *Accountants and bank manager*
 - *Friends & family*
 - *Government agencies & farmers' unions*
- Inconsistent advice
- Constrained to number of small options e.g.,
 - *Tenancy agreements*
 - *Policies (CAP reforms, national policy)*
- Family
- Decreasing economic returns
- Retailer and supermarket concentration → intensive price competition
- Farm size
- Climate, geographical location
- Technological development



Opportunities for farm entrepreneurship & research

Some barriers can be turned into opportunities

- Appropriate networking
- Cooperation with other actors (in the value chain, other farmers)
- Closer connection with the market & customer
- Family
 - New ideas often recognized and exploit during transitional periods
 - Young generation is more open to new things
- Education

Springboard for further research

- Study successful farm entrepreneurship
 - What makes entrepreneurial activity successful?
- Yet, no full understanding of farmers realistic capacities
 - Requires an appreciation of the constraints that farms might face
 - Need to understand underlying processes/ critical capabilities



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Thank you for listening!