

Decision Making and Tensions between Gender and Market Approaches to Rural Development Policy

C.L. Anderson, A. Cullen, D. Fletschner, R. Gockel, A. Gordon, M. Nguyen

University of Washington, Seattle, USA and
Institute for Family and Gender Studies, Ha Noi, Viet Nam

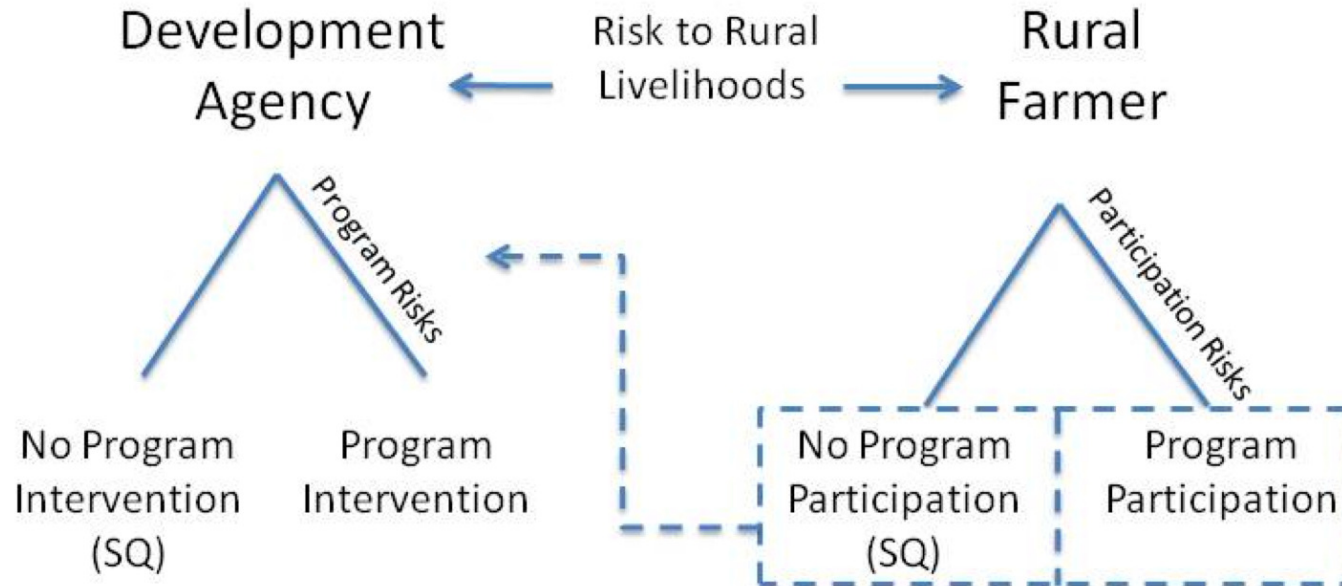


Presented at the FAO-IFAD-ILO Workshop on
“Gaps, trends and current research in gender dimensions of
agricultural and rural employment: differentiated pathways out of
poverty”
Rome, 31 March - 2 April 2009



The authors thank IFAD and the UW for supporting this work

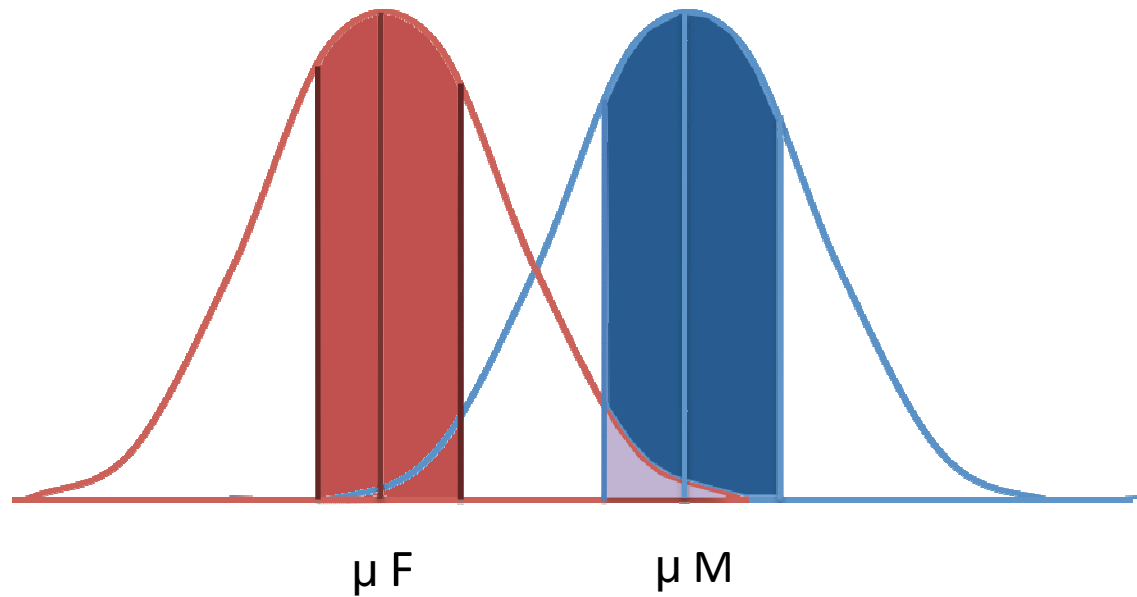
Two Decision Trees



Market Participation Risks:

- Production Risks
- Exchange Risks
- Social Risks

Gender Differences?



Attitudes:

- Risk Attitudes
- Social Preferences (Relative Position)
- Willingness to Compete
- Confident Making Decisions
- Confident Negotiating

Average Recall Ability

		Male	Female	Total
HH Wealth Compared to Commune Avg	Below	1.32	1.31	1.31
	Average	1.37	1.42	1.40
	Above	1.36	1.39	1.38

Competition Question

(A) to earn 1,000 VND for each correct answer; or
(B) to earn 3,000 VND for each correct answer if their overall scores were better than the scores of 4 out of 5 other people(*) and **nothing** otherwise.

Option B → more willing to compete

Option A → less willing to compete

(*) a mixed group composed of three women and three men, including themselves

Willingness to Compete

		Male (%)	Female (%)	Total (%)
HH Wealth Compare to Commune Avg	Below	46***	31***	38
	Average	51***	40***	45
	Above	48	39	43

Findings are significant at *10%, **5%, ***1%; 1 Ratio of (male/ female) in each category

Findings

Risk Attitudes

- Women are significantly more risk averse over both gains (56 to 46%) and losses (57 to 50%), though to a lesser degree

Social Preferences (Relative Position)

- More men (70%) than women (65%) are willing to accept a lower absolute income in order to maintain a higher relative position.

Willingness to Compete

- Women were significantly less likely to choose to compete (37%) than men (49%)

Confident Making Decisions

- Women were significantly less likely to state they felt “Very Confident” about their ability to make good decisions than men (66 to 83%)

Confident Negotiating

- Women were significantly less likely to state they felt “Very Confident” about their ability to negotiate than men (60 to 75%)