



Successful African Firms and Institutional Change (SAFIC)

Overview

Stakeholders Workshop

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SAFIC Overview

1. Purpose: To investigate how and why African firms are able to be successful in changing business and institutional environments
2. Five-year collaborative project funded by Danida. The project will end on 31 December 2017.
3. Collaborators are Copenhagen Business School, University of Dar es Salaam, Roskilde University, and the University of Zambia.
4. Kenyan team includes three local researchers, a Danish researcher, and a PhD student cum project assistant.
5. Six master's students have received research grants from the project.

SAFIC Research Content

- ❖ All Countries
 - Study of food processing firms, and
 - One other sector decided at country level
- ❖ Country Studies
 - Kenya: Food processing and food processing equipment
 - Tanzania: Food processing and tourism
 - Zambia: Food processing and suppliers to the mines

SAFIC Theoretical Underpinnings

- ❖ Combines firm-level theories with institutional and business environment theories
 - a. Resource based view
 - ❑ A firm's human, financial, & physical resources shape its strategies.
 - b. Institutional change
 - ❑ Political, economic & social institutions change over time through deliberate action and/or evolution.
 - c. Business environment, including state-business relations
 - ❑ The business environment affects performance, but its effects can be moderated by firm-level strategic behaviour.

Kenyan Study

❖ Investigate two related industries:

1. Food processing
 - In particular: dairy, edible oils, sauces and jams, grain milling, and snacks
2. Manufacturers and distributors of food processing equipment

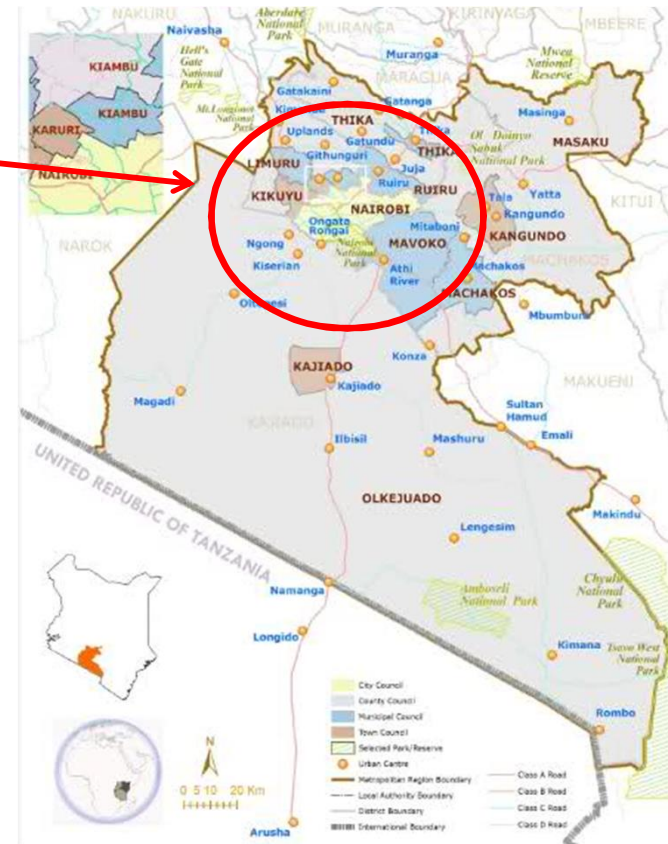
Selected papers on both will be presented today.

Methodology - 1

❖ Nairobi Metropolitan

❖ Mapping of firms in both sectors to construct sampling frame

Identified 141 FP firms and 53 Equipment firms



Methodology - 2

❖ Data collection

- Quantitative methodology (survey)
 - ✓ Interviewed 48 FP firms (34%) and 19 Equipment firms (36%)
- Qualitative methodology
 - ✓ Key informant interviews and detailed firm-level case studies.

❖ Data Analysis

- Quantitative: frequencies, contingency tables, correlations
- Qualitative: mainly thematic

Next Steps

❖ Today:

- Presentation of main findings and conclusions on both sectors
- Feedback on findings and conclusions

❖ Coming weeks:

- Review findings and conclusions in light of feedback
- Further analyse case study data
- Finalise and publish overall results



Thank you.