

REFERENCES

- AKER, J. C. (2010). Information from Markets Near and Far : Mobile Phones and Agricultural Markets in Niger. *American Economic Journal: Applied Economics*, 2(3), 46–59. Doi:[10.1257/app.2.3.46](https://doi.org/10.1257/app.2.3.46)
- ALENE, A. D., MANYONG, V. M., OMANYA, G., MIGNOUNA, H. D., BOKANGA, M., & ODHIAMBO, G. (2008). Smallholder Market Participation under Transactions Costs: Maize Supply and Fertilizer Demand in Kenya. *Food Policy*, 33(4), 318–328. <http://doi.org/10.1016/j.foodpol.2007.12.001>
- BARRETT, C. B. (2008). Smallholder Market Participation: Concepts and Evidence from Eastern and Southern Africa. *Food Policy*, 33(4), 299–317. <http://doi.org/10.1016/j.foodpol.2007.10.005>
- BOUGHTON, D., MATHER, D., BARRETT, C. B., BENFICA, R., ABDULA, D., TSCHIRLEY, D., & CUNGUARA, B. (2007). Market Participation by Rural Households in a Low-Income Country : An Asset-Based Approach Applied to Mozambique. *Faith and Economics*, 50, 64–101.
- BURKE, W. J., MYERS, R. J., & JAYNE, T. S. (2015). A Triple-Hurdle Model of Production and Market Participation in Kenya's Dairy Market. *American Journal of Agricultural Economics*, 97(4), 1227–1246. <http://doi.org/10.1093/ajae/aav009>
- CAMERON, A. C., & TRIVEDI, P. K. (2005). *Microeconometrics: Methods and Applications (First Edit)*. New York, USA: Cambridge University Press.
- CARLETTO, C., CORRAL, P., & GUELFY, A. (2017). Agricultural commercialization and nutrition revisited: Empirical evidence from three African countries. *Food Policy*, 67, 106–118. <http://doi.org/10.1016/j.foodpol.2016.09.020>
- COURTOIS, P., & SUBERVIE, J. (2015). Farmer Bargaining Power and Market Information Services. *American Journal of Agricultural Economics*, 97(3), 953–977. <http://doi.org/10.1093/ajae/aa051>
- CRAGG, J. (1971). Some Statistical Models for Limited Dependent Variables with Application to the Demand for Durable Goods. *Econometrica*, 39(5), 829–844. <http://doi.org/10.2307/1909582>
- DE JANVRY, A., & SADOULET, E. (1993). Progress in the Modeling of Rural Households' Behavior under Market Failures. In A. de Janvry & R. Kanbur (Eds.), *Poverty, Inequality and Development, Essays in Honor of Erik Thorbecke*. Kluwer publishing.
- ESCOBAL, J. A. (2001). The Benefits of Roads in Rural Peru: A Transaction Costs Approach. *Grupo de Análisis Para El Desarrollo (GRADE)*.
- FAFCHAMPS, M., & HILL, R. V. (2005). Selling at the Farmgate or Traveling to Market. *American Journal of Agricultural Economics*, 87(3), 717–734. <https://doi.org/10.1111/j.1467-8276.2005.00758.x>
- FAFCHAMPS, M., & MINTEN, B. (2012). Impact of SMS-based agricultural information on Indian farmers. *World Bank Economic Review*, 26(3), 383–414. <http://doi.org/10.1093/wber/lhr056>
- GEBREMEDHIN, B., & JALETA, M. (2010). Commercialization of Smallholders: Is Market Participation Enough? Contributed Paper Presented at the Joint 3rd African Association of Agricultural Economists (AAAE) and 48th Agricultural Economists Association of South Africa (AEASA) Conference, Cape Town, South Africa.
- GOETZ, S. J. (1992). A Selectivity Model of Household Food Marketing Behavior in Sub-Saharan Africa. *American Journal of Agricultural Economics*, 74(2), 444–452. <https://doi.org/10.2307/1242498>
- GOVEREH, J., & JAYNE, T. S. (2003). Cash cropping and food crop productivity: synergies or trade-offs? *Agricultural Economics*, 28, 39–50. <https://doi.org/10.1111/j.1574-0862.2003.tb00133.x>
- GOVEREH, J., JAYNE, T. S., & NYORO, J. (1999). Smallholder Commercialization, Interlinked Markets and Food Crop Productivity: Cross-Country Evidence in Eastern and Southern Africa. Working paper/The Department of Agricultural Economics and The Department of Economics, Michigan State University (MSU).
- HECKMAN, J. J. (1979). Sample Selection Bias as a Specification Error. *Econometrica*, 47(1), 153–161. <http://doi.org/http://www.jstor.org/stable/1912352>
- HELTBERG, R., & TARP, F. (2002). Agricultural supply response and poverty in Mozambique. *Food Policy*, 27(2), 103–124. [http://doi.org/10.1016/S0306-9192\(02\)00006-4](http://doi.org/10.1016/S0306-9192(02)00006-4)
- JAYNE, T. S., MATHER, D., & MGHENYI, E. (2010). Principal Challenges Confronting Smallholder Agriculture in Sub-Saharan Africa. *World Development*, 38(10), 1384–1398. <http://doi.org/10.1016/j.worlddev.2010.06.002>
- JONES, A. M., & YEN, S. T. (2000). A Box-Cox Double-Hurdle Model. *The Manchester School*, 68(2), 203–221.
- KAMINSKI, J. (2011). Cotton Dependence in Burkina Faso: Constraints and Opportunities for Balanced Growth. In P. Chuhan-Pole & M. Angwafo (Eds.), *Yes Africa Can: Success Stories From A Dynamic Continent* (pp. 107–124). The International Bank for Reconstruction and Development / The World Bank. <http://doi.org/10.1596/978-0-8213-8745-0>
- KEY, N., SADOULET, E., & DE JANVRY, A. (2000). Transactions costs and agricultural household supply response. *American Journal of Agricultural Economics*, 82(2), 245–259. <http://doi.org/10.1111/0002-9092.00022>
- MUTO, M., & YAMANO, T. (2009). The Impact of Mobile Phone Coverage Expansion on Market Participation: Panel Data Evidence from Uganda. *World Development*, 37(12), 1887–1896. <http://doi.org/10.1016/j.worlddev.2009.05.004>
- OCHIENG, J., KNERR, B., OWUOR, G., & OUMA, E. (2016). Commercialization of Food Crops and Farm Productivity: Evidence from Smallholders in Central Africa. *Agrekon*, 55(4), 458–482. <http://doi.org/10.1080/03031853.2016.1243062>
- OLWANDE, J., SMALE, M., MATHENGE, M. K., PLACE, F., & MITHÖFER, D. (2015). Agricultural marketing by smallholders in Kenya: A comparison of maize, kale and dairy. *Food Policy*, 52, 22–32. <http://doi.org/10.1016/j.foodpol.2015.02.002>
- OMAMO, S. W. (1998). Transport Costs and Smallholder Cropping Choices: An Application to Siaya District, Kenya. *American Journal of Agricultural Economics*, 80(1), 116–123. <https://doi.org/10.2307/3180274>

PINGALI, P., KHWAJA, Y., & MEIJER, M. (2005). Commercializing Small Farms : Reducing Transaction Costs. *ESA Working Paper/Agricultural and Development Economics Division, FAO*, (05–08).

PINGALI, P. L. (1997). From subsistence to commercial production systems: Transformation of Asian agriculture. *American Journal of Agricultural Economics*, 79(2), 628–634. <http://doi.org/10.2307/1244162>

PINGALI, P. L., & ROSEGRANT, M. W. (1995). Agricultural commercialization and diversification: processes and policies. *Food Policy*, 20(3), 171–185. [http://doi.org/10.1016/0306-9192\(95\)00012-4](http://doi.org/10.1016/0306-9192(95)00012-4)

PORGO, M., KUWORNU, J. K. M., EGYIR, I. S., ZAHONOGO, P., & JATOE, J. B. D. (2018). Land Use Policy Credit constraints and cropland allocation decisions in rural Burkina Faso. *Land Use Policy*, 70, 666–674. <http://doi.org/10.1016/j.landusepol.2017.10.053>

RENKOW, M., HALLSTROM, D. G., & KARANJA, D. D. (2004). Rural infrastructure, transactions costs and market participation in Kenya. *Journal of Development Economics*, 73(1), 349–367. <http://doi.org/10.1016/j.jdeveco.2003.02.003>

RICKER-GILBERT, J., JAYNE, T. S., & CHIRWA, E. (2011). Subsidies and crowding out: A double-hurdle model of fertilizer demand in Malawi. *American Journal of Agricultural Economics*, 93(1), 26–42. <http://doi.org/10.1093/ajae/aaq122>

RIOS, A. R., SHIVELY, G. E., & MASTERS, W. A. (2009). Farm Productivity and Household Market Participation: Evidence from LSMS Data. Contributed Paper Prepared for Presentation at the International Association of Agricultural Economists, Beijing, China.

VAKIS, R., SADOULET, E., & DE JANVRY, A. (2003). Measuring Transactions Costs from Observed Behavior: Market Choices in Peru Renos. *Working Paper, GRADE*.

VON BRAUN, J. (1995). Agricultural commercialization: impacts on income and nutrition and implications for policy. *Food Policy*, 20(3), 187–202. [http://doi.org/10.1016/0306-9192\(95\)00013-5](http://doi.org/10.1016/0306-9192(95)00013-5)