

Acronym,Concept	English	Source	Other language	Links	Notes	See also
3xS	"Three times sustainable", i.e. economical, social, and environmental				Sometimes implicit in "Sustainable"	PPP, CSR, etc
AAU	Aalborg University, denmark					
Action research	Action research takes place in real-world situations and aims at solving specific problems, while the initiating researchers openly acknowledge their bias towards the target group of the research (for example, small producers). Moreover, it stresses the involvement of the target group as co-researchers, on the assumption that people learn best and apply their knowledge more willingly through active participation. A standard action-research cycle: diagnosing, action planning, taking action, evaluating and learning.	GVC-ID-23, p 197 and 204			Studies done to improve the working methods of people who do a particular job or activity, especially in education (OALD)	
Actor	See VC actor				Others talk about "agents"	
ADB	Asian Development Bank					
Agribusiness	In agriculture, agribusiness is a generic term for the various businesses involved in food production, including farming and contract farming, seed supply, agrichemicals, farm machinery, wholesale and distribution, processing, marketing, and retail sales.	Wikipedia				
AHRMM	Association for Healthcare Ressource and Materials Management	GVC-ID-77				
AIDS	Acquired Immuno Deficiency Syndrome		SIDA (Spa, Fre)			
AMAP	Accelerated Microenterprise Advancement Project	GVC-ID-154				
AMG	Aid Management Guidelines				jvf PMG	
Apiculture	Bee-keeping					
Apparel	Clothing, when it is being sold in shops/stores	OALD				

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Appraisal	A judgement of the value, performance or nature of somebody/something. A meeting in which an employee discusses with their manager how well they have been doing their job; the system of holding such meetings	OALD				
Aquaculture	The growing of plants in water for food					
ASC	Aquaculture Stewardship Council			www.ascworldwide.org	International standards for responsible fish from farmed fish	MSC
Assessment	An opinion or a judgement about somebody/something that has been thought about very carefully. The act of judging or forming an opinion about somebody/something	OALD				
Aviculture	The practice of breeding and caring for birds					
B2B	Business to Business				Danida program	
BCIE	CABEI		Banco Centroamericano de Integración Económico	www.bcie.org		
BD	Biodiversity		Biodiversidad			
BDCC	Buyer-driven Commodity Chain					
BDS	Business Development Service		SDE (Spa)			BSP
BDSP	Business Development Service Providers					BSP
Beneficiary	A person who gains as a result of something				= target group?	
BF	Biodiversity friendly					
BF-SMMEs	Biodiversity-friendly small, micro and medium sized enterprises					
BFT	Technical Advisory Service = TAS		Servicio de Asesoría Técnica de Danida		BistandsFaglig Tjeneste	
Bibliography	A list of books or articles about a particular subject or by a particular author; the list of books, etc. that have been used by somebody writing an article, etc	OALD				

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BID	IADB; IDB		Banco Interamericano de Desarrollo (Spa)			
BM	WB		Banco Mundial (Spa)		Algunas vecez ejecutor de goza Fondos GEF?	
BMP	Best Manufacturing Practice		BPM (Spa)			
BMZ	Ministry for Economic Co-operation and Development (Germany)					
BoP	Bottom of the Pyramid				Confusion between BoP and BOP	
BOP	Base Of Pyramid				Confusion between BoP and BOP	
Bottom-up	Starting with details and then later moving on to more general principles. Starting from or involving the people who have lower positions in an organization	OALD				Top-down
BPA	Best Practice Agriculture		Buenas Prácticas Agrícolas (Spa)			
BPE			Buenas Prácticas Empresariales (Spa)			
BPI	Bribe Payers Index				Corruptions index	
BPL	Below Poverty Line (no assests like e.g. land)					
BPM	BMP		Buenas Prácticas de Manufactura (Spa)			
Broker	A person who buys and sells things for other people	OALD	Mægler, formidler (Den)		He does not own the product himself during the process	Middleman
Brokerage	Tthe business of being a broker. An amount of money charged by a broker for work that he/she does	OALD				
BSCI	Business Social Compliance Initiative					
BSP	Business Service Provider				More or less the same as BDS	BDS
BSS	Business Support Services	GVC-ID-142				BSP; BDS

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Business plan	A business plan is a formal statement of a set of business goals, the reasons why they are believed attainable, and the plan for reaching those goals. It may also contain background information about the organization or team attempting to reach those goals.	Wikipedia	Plan de negocio (Spa)			
CA	Central America				7 países	
CABEI	Central American Bank for Economic Integration		BCIE (Spa)			
CAFTA	Free Trade Agreement USA - Central America		Tratado de Libre Comercio entre Centroamérica y Estados Unidos de América. (Siglas en Inglés) (Spa)			TLC; DR-CAFTA
CAFTA-DR	DR-CAFTA		Tratado de Libre Comercio entre Centroamérica y Estados Unidos de América Y Republica Dominicana. (Siglas en Inglés) (Spa)			
Cannibalise	To reduce the sales of one of its products by introducing a similar new product	OALD			You can cannibalise from yourself or from others. Makes it difficult to evaluate development results	
Capacity Builder	Capacity Builder, VCD Capacity Builder. Organisations that build the capacity of certain (groups of) chain actors, often NGOs with donor funding. Their activities are non commercial and non-operational, such as strengthening farmer cooperatives.					VC Actors

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CAPGAP	Central American Produce and Good Agricultural Practice ?				Is the concept behind the PIPAA and is a de facto standard in CA from Walmart and others' pressure	
Capitalism	An economic system in which a country's businesses and industry are controlled and run for profit by private owners rather than by the government	OALD				
CAPSA	Capacitating Sector Analyses					
CARICOM	Caribbean Commercial Free Trade?					
Case	A particular situation or a situation of a particular type	OALD			A VC case concerns a specific product, specific enterprises, specific time and space (SMB)	
CASE	Approach known as Competitive Agricultural Systems and Enterprises	GVC-ID-142				
CATIE	Tropical Agronomy Research and Teaching Centre (Costa Rica)		Centro Agronómico Tropical de Investigación y Enseñanza (Spa)			
CAUCA	Uniform Central American Customs Code				Part of CACM	
CBDS	Center for Business and development Studies at Copenhagen Business School (CBS)			www.cbdsnetw.ork.cbs.dk		
CBI	Centre for the Promotion of Imports from developing countries		Centro de Importaciones de Países en Desarrollo de Holanda	www.cbi.eu	Colabora con FPX, BID y USAID. Very interested in comp 4b	
CBM	MBC		Corredor Biológico Mesoamericano			
CBO	Community Based Organization					
CBS	Copenhagen Business School, Denmark					
CD	Cluster Development					
CDM	Clean Development Mechanism					MDL; P+L; CP

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CEPAL			Comisión Económica para América Latina y el Caribe (Spa)	www.cepal.org		
CER	Certified Emission Reduction				Related to Kyoto Protocol	
CFAA	Country Financial Accountability Assessment				World Bank diagnostic tool in relation to corruption	
CGGC	Center on globalization, governance & competitiveness, Duke University					
Chain actor	Those that are in the chain: owners of the product taking risk in the chain: basically buying from other actors, processing (in which ever form) the product and selling the product to the next actors.	VCCON			In this glossary we use "VC operator" approximately for this role, leaving "actor" to imply broadly organisations around the VC	VC Operator; VC Actor
CIDA	Canadian International Development Agency		ACDI (Fre, Spa)			
CIDA	The Canadian International Development Agency			http://www.regoverningmarkets.org/en/articles/global/chain_wide_learning_guide_for_inclusive_agrifood_market_development_a_guide.html		
CIPE	Center for International Private Enterprise	GVC-ID-13		www.cipe.org		

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Cleaner Production	<p>The term Cleaner Production was defined by UNEP in 1990 as: “The continuous application of an integrated environmental strategy to processes, products and services to increase efficiency and reduce risks to humans and the environment”. Later "...broadening of the definition of cleaner production to include resource efficiency" incl "Production Efficiency, ... Environmental Management Human development"</p>			<p>http://www.unep.org/scp/</p>		CP, P+L
Cluster	<p>A cluster is a geographic concentration of enterprises which are closely connected, along a value chain or as a network settling around an important buyer or industrial company (e.g. value chain actors in the cut flower export business all located close to an international airport). A simple definition says: A cluster is a value chain that is concentrated at the same location.</p>	GVC-ID-44			<p>Several other definitions for example Porter's (SMB)</p>	

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Commodity	Commodities are bulky (natural-resource based) product, that are internationally traded either as a raw product or after basic industrial processing. The most important agricultural commodities include grains (rice, wheat), green coffee, palm oil, cotton or white sugar. The value chains of commodities mostly are loosely integrated, although trade may be concentrated. In terms of increasing the value-added an interesting strategy is “decommodification”, that is the diversification of conventional commodities into high-value variants (e.g. specialty coffee, specialty rice, aromatic cocoa or organic cotton).	GVC-ID-44				
Contract farming	A form of production in which farmer and buyer enter into a contract in advance of the growing season for a specific quantity, quality and date of delivery of an agricultural output at a price or price formula fixed in advance. The contract provides the farmer an assured sale of the crop. Sometimes, the contract includes technical assistance, credit, services, or inputs from the purchaser (see embedded service arrangement).	GVC-ID-44		http://www.ba		
Cooperative	Involving doing something together or working together with others towards a shared aim	OALD			A way of organising cooperation, maybe defined by national laws (SMB)	
COP	Conference of the Parties to the Climate Change Convention				i.e. COP15 in Copenhagen December 2009	

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COP15	Latino América (COPLA,		Klimakonferencen i København i december 2009 (Den)			
COPLA	Trade and Poverty in Latin America	ID-105	Comercio y Pobreza en Latino América (Spa)			
Corporation	A large business company. An organization or a group of organizations that is recognized by law as a single unit.	OALD				
Corruption	TI defines corruption as "the abuse of entrusted power for private gain"	Wikipedia				
Coyote	Hawker, probably derogatory (mostly in Spanish?)					Hawker
CP	Cleaner Production		P+L (Spa)			Cleaner Production
CPI	Corruption Perceptions Index			www.transparency.org	Since 1995, Transparency International has published an annual CPI ordering the countries of the world according to "the degree to which corruption is perceived to exist among public officials and politicians"	
CPM	Critical Path Method				Project method	
CPP	Crop protection products	GCV ID-142				
CRM	Customer Relation Management	GVC-ID-4				
CRM	Computer Resource Management					
CSF	Critical Success Factor					
CSI	Corporate Social Innovation					CSR

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CSM	Cut, sew and make	GVC-ID-4			In other contexts the acronym also refers to Customer Service Management or Customer Service Manager	
CSM	Customer Service Management or Customer Service Manager					
CSO	Civil Society Organization		OSC (Spa)			
CSR	Corporate Social Responsibility		RSE (Spa)			
CVC	Corporate Value Chain	GVC-ID-4				
Danida	Danish International Development Assistance		Asistencia Danesa para el Desarrollo Internacional			
DASTS	Danish Association of Science and Technology Studies			www.dasts.dk		
DCCD	Danida's Centre for Competence Development					
DCED	Donor Committee on Economic Development					
DDE					Parallel to Danida in The Netherlands	
DDHH	Human Rights		Derechos Humanos (Spa)			
DDRN	Danish Development Research Network.					
DED	German Development Service. From Jan 2011 part of GIZ		Deutscher Entwicklungsdienst (Ger); Servicio Alemán de Cooperación Social-Técnica (Spa)			
DEIH			Dansk Initiativ for Etisk Handel (Den)			DKN
Democracy	Fair and equal treatment of everyone in an organization, etc, and their right to take part in making decisions	OALD			At macro level also "a system of government in which all the people of a country can vote to elect their representatives"	

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DFID	Department for International Development (UK)		Departamento para el Desarrollo Internacional (Reino Unido)			
DIE	GDI, German Development Institute		Deutschen Institut für Entwicklungspolitik	www.die-gdi.de	de.wikipedia.org/wiki/Deutsches_Institut_f%C3%BCr_Entwicklungs politik	
DIIS	Danish Institute for International Studies		Dansk Institut for Internationale Studier	www.diis.dk		
DIY	Do It Yourself				The abbreviation for 'do-it-yourself' (the activity of making, repairing or decorating things in the home yourself, instead of paying somebody to do it) OALD	
DKK	Danish Crowns		Coronas Danesas			
DKN	Dansk Kaffe netværk, www.danskkaffenetvaerk.dk , Danish Coffee Network			www.danskkaffenetvaerk.dk/		
DO	Denomination of Origin		Denominación de Origen			
Downstream	Later in the product flow, in the distribution or marketing channel, (goods flow downwards)		(Fre) en aval, vers l'aval			upstream
DR-CAFTA	Dominican Republic - Central American Free Trade Agreement					TLC; CAFTA; CAFTA-DR
DVC	Development Value Chain	SMB			The VC of functions of VC actors working on improving the Operational VC. These actors may be VC operators or other VC actors	OVC and VCD
EA	Environmental Assessment					

Acronym,Concept	English	Source	Other language	Links	Notes	See also
EAE	EEV		Evaluación Ambiental Estratégica			
EBRD	European Bank for Reconstruction and Development					
Ecological	Connected with the relation of plants and living creatures to each other and to their environment. Interested in and concerned about the ecology of a place	OALD			In some languages close to the concept of Organic	
EDI	Electronic Data Interchange				Electronic invoices, orders etc etc	
EE	Enabling Environment				Business environment enabling better VC	
EEV	Environmental Economic Valuation		EAE (Spa)			
EFTA	European Free Trade Organization					
EIA	Environmental Impact Assessment		Estudio de Impacto Ambiental		Some times only EA	
EIT	Economies in Transition				Russian Federation, Baltic States, Central and Eastern European States.	
EM	Economic Mapping				Part of VC Analysis	
Emerging markets	Emerging markets are nations with social or business activity in the process of rapid growth and industrialization. ... with the economies of China and India considered to be the largest. ... many people find the term outdated, but no new term has yet to gain much traction	Wikipedia				
Empowerment	To give somebody more control over their own life or the situation they are in. To give somebody the power or authority to do something	OALD				

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Entrepreneur	A person who makes money by starting or running businesses, especially when this involves taking financial risks	OALD			Rather focus on start-up, change oriented, as opposite to refining, continuously operating (SMB)	
EOI	Export-oriented Industrialization					
ERP	PRS		Estrategia de Reducción a la Pobreza			
ES	Environmental Screening					
ESSD	Africa Environmentally and Socially Sustainable Development Department Africa (World Bank)	GVC-ID-7				
EU	European Union					
EurepGAP	Euro-Retailer Produce Working Group Good Agricultural Practices	GVC-ID-7				
Facilitate	To make an action or a process possible or easier	OALD				
Facilitator	Chain Facilitator, VCD Facilitator, VCF. Chain facilitators: A temporary (catalyst) role by an organisation (often a donor funded project) to “grease” the chain machinery, either between the actors (operators) at the various levels or between the actors (operators) and their supporters, with objective to improve the performance of the entire chain and its actors.	VCCON				VC Actors; Mediator
Faida MaLi	Faida Market Link Company Ltd	GVC-ID-111 KIT				
Fair trade	Fair trade is an organized social movement and market-based approach that aims to help producers in developing countries make better trading conditions and promote sustainability	Wikipedia				
Fairtrade	Concept of the Fairtrade Labelling Organisations International					FLO

Acronym,Concept	English	Source	Other language	Links	Notes	See also
FAO	Food and Agriculture Organization		Organización de las Naciones Unidas para la Agricultura y Alimentación		UN / FN	
FDA	Food and Drug Administration				USA	
FDI	Foreign Direct Investment					
FI	Financial intermediary					
FIAR			Fondo de Inversión de Riesgo para PYMES de SOROS-BANCAFÉ			
FIDA	IFAD		Fondo Internacional de Desarrollo Agrícola	http://www.ifad.org/	UN organization	
Filière	Value Chain, approximately		(Fr, Thread)			
FLO	Fairtrade Labelling Organisations International		Organización de Mercado de Comercio Justo	www.fairtrade.net		
FMI	IMF		Fondo Monetario Internacional			
FOB	Freight on Board	GVC-ID-7				
FSC	Forest Stewardship Council		Consejo de Manejo Forestal		Certificación de madera, jvf Nepenthes	

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GAP	Good Agricultural Practice				The term Good Agricultural Practices (GAP) can refer to any collection of specific methods, which when applied to agriculture, produces results that are in harmony with the values of the proponents of those practices. There are numerous competing definitions of what methods constitute "Good Agricultural Practices", so whether a practice can be considered "good" will depend on the standards you are applying. (wikipedia.org)	
GATE	USAID’s Greater Access to Trade Expansion (GATE) project, worked with seven USAID Missions to integrate the needs of the poor, particularly women, into their trade and economic growth activities.	GVC-ID-59				
GATT	General Agreement on Tariffs and Trade				Part of Bretton Woods initiated from 1944	
GCC	Global Commodity Chain	GVC-ID-32			Developed by Gereffi and colleagues as a blend of organizational sociology and comparative development studies	GVC
GDI	German Development Institute		DIE, Deutschen Institut für Entwicklungspolitik	www.die-gdi.de		
GDP	Gross Domestic Product					
GEF	Global Environment Facility		Fondo Ambiental Global	www.gefweb.org		

Acronym,Concept	English	Source	Other language	Links	Notes	See also
GEI	GHG		Gas de Efecto Invernadero (Spa)		Kyoto Protocol	GHG
GFU	Global Facilitation Unit for Underutilized Species	GVC-ID-101				
GHG	Greenhouse Gases		See GEI		CO2 Carbon Dioxide, CH4 Methane, N2O Nitrous Oxide, HFCs Hydsroflourocarbons, PFCs Perflourocarbons, SF6 Sulphur Hexafluoride. Kyoto Protocol	
GIZ			Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH (Ger)	http://www.giz.de/en/home.html	GIZ was formed on 1 January 2011. It brings together the long-standing expertise of the Deutscher Entwicklungsdienst (DED) gGmbH (German Development Service), the Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH (German Technical Cooperation) and Inwent – Capacity Building International, Germany.	
GIZ		GVC-ID-44	Deutsche Gesellschaft für Internationale Zusammenarbeit	www.giz.de		GTZ
Global level	Covering or affecting the whole world	OALD			When discussing VCs, area covering more than national and maybe even more than regional, often including one or more countries from the "rich" world (SMB)	Regional; Macro

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Global Value Chain	GVC; A set of consecutive value adding activities performed by a set of autonomous but interdependent actors located across borders in two or more countries.	GVC-ID-4				
Global Value Chain	Global Value Chain (GVC) researchers understand GVCs as “sets of inter-firm networks which connect manufacturers, suppliers and subcontractors in global industries to each other, and ultimately to international markets, and they are principally concerned with the question of how participation in commodity chains can facilitate upgrading for developing country exporters” (Bair 2005: 156).	DDRN		http://www.drn.dk/filer/forum/File/DDRN_Overview_paper_FINAL_9_january.pdf		
Glossary	A list of technical or special words, especially those in a particular text, explaining their meanings	OALD				
GMP	Good Manufacturing Practice				"GMP" is part of a quality system covering the manufacture and testing of pharmaceutical dosage forms or drugs and active pharmaceutical ingredients, diagnostics, foods, pharmaceutical products, and medical devices. (wikipedia.org)	
GNP	Gross National Product					
Governance	See VC governance					
GPN	Global Production Network	GVC-ID-32			"Manchester School"	
GTZ	Technical German Co-operation. From Jan 2011 part of GIZ		Deutsche Gesellschaft für Technische Zusammenarbeit GmbH	www.giz.de		GIZ

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Guide	Something that gives you enough information to be able to make a decision about something or form an opinion. A book, magazine, etc. that gives you information, help or instructions about something	OALD			Maybe also "materiale that is useful to be able to make a decision about something or form an opinion" (SMB). The user of a guide is helped to "be informed" (SMB)	Tool; Guideline; Manual; Handbook
Guideline	Rules or instructions that are given by an official organization telling you how to do something, especially something difficult. Something that can be used to help you make a decision or form an opinion	OALD	Pauta (Spa)		In the methodology triangle of Theories (concepts and models), Tools and Guidelines (basic principles and main activities), guidelines instruct how to use theories and tools (SMB). The user of a guideline is helped to "follow a given direction" (SMB)	Tool; Guide
GVC	Global Value Chain					
GVN	Global Value Network					
HACCP	Hazard Analysis and Critical Control Point				Certification to fully meet the requirements for U.S. dairy and juice plants. Product and process. Pronounced [hasap]. www.idfahaccp.org .	IDFA
Handbook	A book giving instructions on how to use something or information about a particular subject	OALD				Guide; Manual
Hawker	A person who makes money by hawking goods. To hawk something: to try to sell things by going from place to place asking people to buy them	OALD			In VCs hawkers are more like travelling middlemen, buying and selling (SMB)	Middleman
HIPC	Heavily Indebted Poor Countries					
HIV	Human Immunodeficiency Virus					AIDS

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Horizontal integration	Horizontal integration means becoming more involved in managing the value chain itself – by farmers’ improving their access to and management of information, their knowledge of the market, their control over contracts, or their cooperation with other actors in the chain	GVC-ID-111 KIT				
Horizontal linkages	Between firms that serve the same functions in the value chain. Contractualisation amongst small producers	GVC-ID-7 p 21				
Horticulture	The study or practice of growing flowers, fruit and vegetables					
HPC	Hans Posthumus Consultancy			http://hposthumus.nl/		
HR	Human Rights					
IA	Impact Assessment	GVC-ID-7				
IADB	IDB					
ICCO	(The Netherlands) Inter church Organisation for Development Cooperation			http://www.icco.nl		
ICES	International Council for the Exploration of the Sea			www.ices.dk	The oldest intergovernmental organisation in the world concerned with marine and fisheries science.	ASC, MSC
ICT	Information and Communication Technology					
ICTSD	International Centre for Trade and Sustainable Development			www.ictsd.org	Related to IUCN	
IDA	International Development Association					
IDB	Inter-American Development Bank		BID (Spa)		Sometimes IADB	
IDH	Dutch Sustainable Trade Initiative		Initiatief Duurzame Handel	www.dutchsustainabletrade.com		

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IDRC	The International Development Research Centre			http://www.regoverningmarkets.org/en/articles/global/chain-wide-learning-guide-for-inclusive-agrifood-market-development-a-guide.html		
IDS	Institute of Development Studies			http://www.ids.ac.uk/	Sussex, UK. Web-based knowledge services	
IFAD	International Fund for Agricultural Development			http://www.ifad.org/	a specialized agency of the United Nations,	
IFAT	International Fair Trade Association		Asociación Internacional de Comercio Justo	www.ifat.org.	The global network of Fair Trade Organizations	FLO;
IFC	International Finance Corporation	GVC-ID-7				
IFU	Industrialisation Fund for Developing Countries				Danish	
IFZ	Industrial Free Zones					
IIED	International Institute for Environment and Development		Instituto Internacional de Ambiente y Desarrollo		Baseret i London	
IIRR	International Institute of Rural Reconstruction					
IISD	International Institute for Sustainable Development				http://www.iisd.org/	
ILBM	Intensive Labour-Based Methods					
ILO	International Labour Organisation				United Nations' specialist agency	

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IMA	PTB = Physikalisch Technische Bundesanstalt		Instituto de Metrología de Alemania		Quality control company from Germany.	
IMF	International Monetary Fund		FMI (Spa)			
IMFs			Instituciones Micro Financieras			
INCAE	Central American Business Administration Institute , Costa Rica Business School				Service provider	
Inclusive business	A sustainable poverty alleviation through business-led initiatives. WBCSD in strategic alliance with SNV		Negocios inclusivos (Spa)	www.inclusivebusiness.org		WBCSD
Influencer	Value Chain Influencer, Chain Influencer or VCI. Those that influence the performance of the sub sector, its actors and their supporters. Those institutions that influence the entire sub sector (and beyond) without performing an actor (operator) or supporters role: influencers (such as the ministry of commerce) determine (partly) the factors (such as investment climate)	VCCON			Influences the VC indirectly through framework and context	VC Actor, VCO, VCS
Inside-out	The resources and competencies of the firm are studied, and the sales and marketing must convince the market so as to ensure a "fit"					Outside-in
Inter-	Between; from one to another	OALD				
Intermediary	person or an organization that helps other people or organizations to make an agreement by being a means of communication between them (middleman, mediator, go-between)	OALD				

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Intervention	Interventions (to promote VCs) are temporary actions of external facilitators aimed at mobilising and/or joining value chain actors and building their capacity thus promoting change in the value chain. The idea is that an external intervention triggers an internal change of the system, in this case the behaviour of VC actors.	GVC-ID-44				
Intra-	Inside; within	OALD				
IP	Indigenous People					
IPR	Intellectual Property Rights					
ISO	International Organization for Standardization			www.iso.org	ISO 9000 osv	
IT	Information Technology					
IUCN	International Union for Conservation of the Nature; World Conservation Union		UICN; Unión internacional para la Conservación de la Naturaleza (Spa)			
JIT	Just in Time					
KIT	Royal Tropical Institute		Koninklijk Instituut voor de Tropen	www.kit.nl	Holland	
KP	Kyoto Protocol					
LCA	Life Cycle Assessment				See also SLCA	
Lead company	Lead companies are key traders or industrial companies assuming a coordination role within a value chain. Highly integrated value chains often depend on lead companies who are the main buyers of the produce (see value chain governance).	GVC-ID-44				
LED	Local Economic Development. A private sector development field.	GVC-ID-123; VCCON				
Leverage	That small focused inputs can generate commensurately larger outputs				See more definitions in OALD	

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Leverage point	An element in a system, where a small intervention or change can yield large effects in the overall system.	GVC-ID-44			Like "geared" investments	
LFA	Logical Framework Analysis		ML			
Link	A link connects nodes in chains in a sequential, flow-like way. Some value adding may take place. Typical example of link is transport.		eslabón, conexión, enlace (Spa)		See Node and Segment	
Linkage	(between A and B) the act of linking things; a link or system of links	www.oxfordadvancedlearnersdictionary.com	encadenamiento (Spa)			
Livelihood	A means of earning money in order to live	OALD				
Lobby	An organized attempt by a group of people to influence politicians on a particular issue. a group of people who try to influence politicians on a particular issue	OALD	Incidencia política (Spa)		An NGO role	
Local	Belonging to or connected with the particular place or area that you are talking about or with the place where you live	OALD			A limited geographical area, such as a town, a village or a district. GVC-ID-1	
Local Economic Development	A private sector development field.	GVC-ID-123				LED
LVC	Local Value Chain					VC
LVCD	Local Value Chain Development	GVC-ID-1				
M&A	Merger and Acquisition. Merger is the act of joining two or more organizations or businesses into one. Acquisition is a company, piece of land, etc. bought by somebody, especially another company; or the act of buying it	OALD				
M&E	Monitoring and Evaluation					

Acronym,Concept	English	Source	Other language	Links	Notes	See also
M4P	Making Markets Work Better for the Poor (M4P) is an approach that aims to accelerate pro-poor growth by making markets function better and with greater fairness for the poor men and women that participate in them.	GVC-ID-12 p 26 discusses difference between M4P and VC approach		http://www.markets4poor.org/	Market development programme. Promoted by DFID	M4P2 and MM4P
M4P2	Making Markets Work Better for the Poor, Phase 2 is funded by the Asian Development Bank and the UK Department for International Development and aims to increase participation of the poor in three thematic areas – public private partnership in infrastructure services, value chains, and private sector employment.					
Macro	The macrolevel may refer to the national level. Compare micro, meso and global	SMB				micro; meso; global
Macro level	The macro level refers to the public agencies and institutions constituting the business enabling environment. Typically, the macro level of a value chain is made up of national, regional and local government, the judicial system and major providers of public utilities (especially roads and water supply). The macro level determines the general cost of doing business cutting across different value chains and sectors of the economy. Macro effects may include global effects	GVC-ID-44				
Macroeconomics	The study of the entire economy in terms of the total amount of goods and services produced, total income earned, the level of employment of productive resources, and the general behavior of prices.	Wikipedia				

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Manual	A book that tells you how to do or operate something, especially one that comes with a machine, etc. when you buy it	OALD				Guide; Handbook
Maternalism	Maternalism is defined by Koven and Michel as a variety of ideologies that "exalted womens capacities to mother and extended to society as a whole the values of care, nurturance and morality", and was intended to improve the quality of life of women and children	OALD				Paternalism
MDF	MDF Training & Consultancy			http://www.mdf.nl/		
MDG	Millennium Development Goals		ODM (Spa)	www.developmentgoals.org/Data.htm		
Mediator	A person or an organization that tries to get agreement between people or groups who disagree with each other	OALD				Facilitator
Meso	A prefix meaning middle or intermediate	Wikipedia			In VC world: Level in between micro and macro (SMB)	Meso level
Meso level	In a value chain, the meso level includes all chain-specific actors providing regular support services or representing the common interest of the VC actors. Functions at the meso level include, for example, public research and technology development, agreement on professional standards, promotional services, joint marketing or advocacy. They are taken by support service providers.	GVC-ID-44				
Meta-	Higher; beyond (e.g. metaguide). Also connected with a change of position or state	OALD				
Metaguide	A guide on how to use or access individual guides	SMB				

Acronym,Concept	English	Source	Other language	Links	Notes	See also
MF	Micro-finance					
MFA	Multi-Fiber Arrangement				Associated with GATT	
MFA	Ministry of Foreign Affairs (Denmark)					
MFI	Micro-finance Institution					
Micro level	In a value chain, the micro level includes the VC operators and the operational service providers taken together.	GVC-ID-44				Macro level
Middleman	A person or a company that buys goods from the company that makes them and sells them to somebody else	OALD	Mellemhandler (Den)		Trader, in some cases called "hawker". In other than VC context, also a person who helps to arrange things between people who do not want to talk directly to each other (OALD)	Broker, coyote, Intermediary, Trader

Acronym,Concept	English	Source	Other language	Links	Notes	See also
MIPYME	MSME		Micro, Pequeña y Mediana Empresa		<p><i>CONAPE Guate define:</i></p> <p><i>Micro:</i></p> <ul style="list-style-type: none"> · <i><= 10 trabajadores</i> · <i>Activos totales < 250 salarios mínimos mensuales</i> · <i>Ventas anuales < US\$ 12,000</i> <p><i>Pequeña:</i></p> <ul style="list-style-type: none"> · <i>Personal de planta 11-30 trabajadores</i> · <i>Activos totales 251 - 2,500 salarios mínimos mensuales</i> · <i>Ventas anuales US\$ 12,000-113,000</i> <p><i>Mediana:</i></p> <ul style="list-style-type: none"> · <i>Personal de planta 31-60 trabajadores</i> · <i>Activos totales 2,501 - 25,000 salarios mínimos mensuales</i> · <i>Ventas anuales US\$ 113,000-1,135,000</i> <p><i>Banrural defines:</i></p> <p><i>Micro < 20.000 Q capital</i></p> <p><i>Pequeña < 100.000 Q</i></p> <p><i>Mediana < 500.000 Q</i></p> <p><i>Proade defines:</i></p> <p><i>Micro: 1-5 trabajadores</i></p> <p><i>Pequeña: 6-50 trabaj.</i></p> <p><i>Mediana: 51-100 trabaj.</i></p> <p><i>AGEXPORT:</i></p> <p><i>Micro: participación directa del propietario y 1-10 trabajadores</i></p> <p><i>Pequeña: participación directa del</i></p>	MSMLE; MSME
MIT	Massachusetts Institute of Technology					
ML	LFA		Marco Lógico			
MM4P	Making Markets Work for the Poor				Use instead M4P	M4P2 and MM4P

Acronym,Concept	English	Source	Other language	Links	Notes	See also
MMW	Making Markets Work					
MNC	Multinational Company; Multinational Corporation					TNC
Monitor	To watch and check something over a period of time in order to see how it develops, so that you can make any necessary changes	OALD				
MoU	Memorandum of Understanding					
MPS-ABC	A Good Agricultural Practices certification under EurepGAP	GVC-ID-7				
MSC	Marine Stewardship Council			www.msc.org	International standards for responsible fish from seafood, wild fish	ASC
MSE	Micro and Small Enterprise					MSME; SMME; MIPYME; MSMLE
MSME	Micro, Small and Medium-sized Enterprise					SMME; MIPYME; MSMLE
MSMLE	Micro, Small, Medium and Large Enterprise				Here in GVC review loosely just by #workers: - micro 1-5 - small 6-50 - medium 51-100 - large 101-.... For other purposes one should use more justified criteria, distinguishing #workers, sales, assests.	
NGO	Non-Governmental Organization		ONG (Es, Fr)			
NIC	Newly Industrialized Countries				Brazil, China,	
NIE	East Asian Newly Industrializing Economies					
NIS	National Integrity Studies				Corruptions index	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Node	A node is the point in a value chain where a product is exchanged or goes through a major transformation or processing.	GVC-ID-24 p 175	nodo (Spa)		See Link and Segment	
NPV	Net Present Value	GVC-ID-7				
NRI	Natural Resources Institute			www.nri.org		
NSGRP	National Strategy for Growth and Reduction of Poverty					
NSSD	National Strategy for Sustainable Development					
NTAE	Non-Traditional Agricultural Export	GVC-ID-7				
NTFP	Non-Timber Forest Products					
OALD	Oxford Advanced Learner's Dictionary			www.oxfordadvancedlearnersdictionary.com		
OAS	Organization of American States					
OBM	Original Brand name Manufacturing (Own-Brand Manufacturing; own brand manufacture)	GVC-ID-37			Original brand name manufacturing is the upgrading by manufacturers from the production expertise of OEM to first the design and then the sale of their own brand products. Quotas. WTO	
ODA	Official Development Assistance					
ODI	Overseas Development Institute			www.odi.org.uk	Britain's leading independent think tank on int'l devlpm	
ODM	Original Design Manufacturing; Own-Design Manufacturing; own design manufacture					
ODM	MDG		Objetivo de Desarrollo del Milenio			
OECD	Organization for Economic Co-operation and Development		OCDE (Fre, Spa)			

Acronym,Concept	English	Source	Other language	Links	Notes	See also
OEM	Original Equipment Manufacturing	GVC-ID-37			A form of commercial subcontracting. The supplying firm makes a product according to a design specified by the buyer; the product is sold under the buyer's brand name; the supplier and buyer are separate firms; and the buyer lacks control over distribution.	
OEM	Own-Equipment Manufacturing					
OEM	Original Equipment Manufacturer					
OMC	WTO		Organización Mundial del Comercio			
OMPI			Organización Internacional Mundial?) de Propiedad Intelectual			
OMS	WHO		Organización Mundial de la Salud			
ONG	NGO		Organismo no gubernamental			
ONU	UN		Organización de Naciones Unidas			
ONUDI			Organización de las Naciones Unidas para el Desarrollo Industrial			
Operator	See VC operator					
Organic development	Happening in a slow and natural way, rather than suddenly	OALD			Ex. the organic growth of foreign markets or of a business organisation. Driven rather by a number of internal and external factors than by a grand plan	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Organic product	Produced or practised without using artificial chemicals	OALD	Orgánico (spa)			
OTC	over-the-counter; over the counter				Products, often related to medicin... (CESR) ... MiFID	
Outside-in	Markets and environment is studied, and the internal organisation is adapted to ensure a "fit"					Inside-out
Outsource	To arrange for somebody outside a company to do work or provide goods for that company. Outsourcing.					Subsupplier
OVC	Operational Value Chain	SMB			The VC constituted by the VC operators, as separate from the DVC, i.e. the development value chain, activities of other VC actors working on improving the OVC	VCO, DVC
Oxfam	An international confederation of 15 organizations			www.oxfam.org		
P+L			Producción más Limpia			PML
P4P	Purchase for Progress				Part of WFP, World Bank, buys from poor farmers	
Paternalism	The system in which a government or an employer protects the people who are governed or employed by providing them with what they need, but does not give them any responsibility or freedom of choice (paternalistic)	OALD				Maternalism
PDCC	Producer-driven Commodity Chain					
PE	Performance Evaluation	GVC-ID-7				
PK	UNFCCC		Protocolo Kyoto			
PLC	Product Life Cycle	GVC-ID-4?				
PM	Project Monitoring	GVC-ID-7				

Acronym,Concept	English	Source	Other language	Links	Notes	See also
PMCA	Participatory Market Chain Approach	GVC-ID-53				
PMG	Programme Management Guidelines					
PML			Producción más Limpia			P+L
PNB			Producto Nacional Bruto			
PNUD	UNDP		Programa de las Naciones Unidas para el Desarrollo			
PNUMA	UNEP		Programa de las Naciones Unidas para el Medio Ambiente			
PoP	Point of Purchase	GVC-ID-7				
Portal	A website that is used as a point of entry to the Internet, where information has been collected that will be useful to a person interested in particular kinds of things	OALD				
PPD	Public/Private Dialogue	GVC-ID-7				
PPP	Profit-People-Planet					
PPP	Public Private Partnership					
PREMACA	Regional Environment Programme in Central America (Danida programme)		Programa Regional de Medio Ambiente en Centroamérica			
PRS	(National) Poverty Reduction Strategy		Estrategia oficial de cada país contra la pobreza =ERP		Is demanded by WB and IMF for all countries receiving ODA	
PRSP	Poverty Reduction Strategy Paper				World Bank diagnostic tool in relation to corruption?	
PS	Private Sector					
PSD	Private Sector Development	GVC-ID-7				
PTB	PTB = Physikalisch Technische Bundesanstalt		IMA		Alemania, Germany	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
PYMEs	SME		Pequeñas y Medianas Empresas			MIPYME
R&D	Research and Development					
RA	Rainforest Alliance				MGO	
RED	Bono's Product (RED) initiative was created to raise awareness and money for The Global Fund to Fight AIDS, Tuberculosis and Malaria by teaming up with major corporations to market RED co-branded products.			http://www.joinred.com/		
RED	Rural Economic Development					
Region	A large area of land, usually without exact limits or borders. One of the areas that a country is divided into, that has its own customs and/or its own government. Chianti, a dry red wine from the region of Tuscany in Italy. (OALD) In VCD also often area and market covering neighbour countries (SMB).					
RNR	Renewable Natural Resources					
ROI	Return on Investment	GVC-ID-7				
RPPP	Relative Purchase Power Parity					
RR.NN.			Recursos Naturales			
RSE	CSR		Responsabilidad Social Empresarial			
S.A.			Sociedad Anónima			
SAC	Central American Tariff System		Sistema Arancelario Centroamericano			
SC	Supply Chain					
Scaling up	Moving from small scale to large scale.				Multiplying the effect.	
SCC	Supply Chain Council	GVC-ID-41				
SCM	Supply Chain Management	GVC-ID-32			Logistics, edi, materials, chain as a single entity, ... 1982 by Keith Oliver	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
SCOR	Supply Chain Operations Reference. A model, developed by the Supply-Chain Council, provides a standard methodology for managing supply chain projects	Supply-Chain Council; GVC-ID-41		http://www.scelimited.com/sitebuildercontent/sitebuilderfiles/supplychainmanagementfordummies.pdf		
SDC	Springfield Centre ?					Springfield
SEA	Strategic Environmental Assessment					
Sector / Sub-sector	The economy can be divided into sectors following different criteria. Here, the term “sector” is defined according to broad product market categories. These include, for example, the “agrifood sector”, “forestry”, the “apparel sector” or the “tourism sector”. Each sector comprises the companies operating in the respective market as well as the specific market rules. Sectors can be further broken down into sub-sectors by differentiating into specific product or service markets, e.g. “horticulture”, “non-timber forest products” or “ecotourism”. Further differentiating these markets leads to the definition of a value chain. However, there is no generally accepted classification of sectors, sub-sectors or value chains. In practice, terms often overlap. The term sector (or economic sector) is a higher-order term than sub-sector and aggregates several sub-sectors.	GVC-ID-44			Others use "subsector" as part of a sector directly related to the value chain in question, and based on the primary raw material. Subsector in British English and Sub-sector (with hyphen) in American English	
SED	Sustainable Economic Development		DES (Spa)		An area of working	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
SEEP	The Small Enterprise Education and Promotion Network			www.seepnetwork.org		
Segment	A part of something that is separate from the other parts or can be considered separately. E.g. market segments.	OALD			A segment is a 'vertical chunk' of a value chain between two nodes, for example from production to export, or from import to retail (GVC-ID-24 p 175)	
SF	Subsistence farmer					
SIDA	Swedish International Development Agency		ASDI			
SIDA	AIDS		Síndrome de Inmunodeficiencia Adquirida			HIV/AIDS; VIH/SIDA.
SLCA	Social Life Cycle Assessment					See LCA
SMB	Søren Malthe Borch. Author of this Glossary			www.condiv.dk	Abbreviation used for indicating source of "home-made" definition and comments	
SME	Small and Medium-sized Enterprise		PYME (Es, Fr)			MSME; MIPYME
SMLE	Small, Medium and Large Enterprise					
SMME	Small, Micro- and Medium-sized Enterprise				Less used than MSME	MSME
SNV	International Development Organisation (Holland)		Asistencia técnica del servicio holandés; Organización de Desarrollo Internacional de Holanda			
SOE	State-owned enterprise	GVC-ID-13				
SP	Service Provider					

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Springfield	Springfield Centre			www.springfieldcentre.com	The Springfield Centre is an independent consulting, training and research organisation specialising in private sector development in low and middle-income economies	
SQF	Safe Quality Food				Quality system	
SR	Social Responsibility				See also CSR	
SS	Subsector (or Sub Sector or Sub-sector)					
SSA	Subsector Analysis				Part of VC Analysis	
SSA	Sub-Saharan Africa	GVC-ID-7				
SSR	Social and Structural Review				World Bank diagnostic tool in relation to corruption	
Subsector	or Sub Sector or Sub-sector (SS)					
Subsistence	Subsistence agriculture/farming. Growing enough only to live on, not to sell)	OALD				
Subsupplier	or subcontractor. A person or company that does part of the work given to another person or company.	Gyldendals Røde Ordbog; OALD			Typically doing a treatment of the product. Not a supplier of a physical part.	Outsource
Supporter	VCD Supporter, Chain Supporter, VC Supporter. Those that are outside the chain. Those that supply goods or services to the chain actors, often they are distinguished as either financial providers (e.g. banks providing loans) or non-financial service providers (e.g. accountants or transporters).	VCCON			Influences the VC in a more direct manner than Influencers	VC Actor, VC Operator, VC Influencer
SWAp	Sector-Wide Approach		Enfoque de alcance sectorial			
SWOT	Strengths/Weaknesses/Opportunities/Threats	GVC-ID-7				
TA	Technical Assistance					

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Target group	A target group is a group of people that is target for VCD for donors, consultants etc, e.g. family farmers, farmer groups, small local producers etc	SMB				User; VC actor
TCT	Transaction Cost Theory	GVC-ID-4				
TdR	ToR		Términos de Referencia			
Technology broker	Technology brokers are people who discovered how to bridge the disparate worlds and apply scientific concepts or processes to new situations or circumstances.	Wikipedia				Technology transfer
Technology transfer	Technology transfer, also called Transfer of Technology (TOT), is the process of skill transferring, knowledge, technologies, methods of manufacturing, samples of manufacturing and facilities among governments and other institutions to ensure that scientific and technological developments are accessible to a wider range of users who can then further develop and exploit the technology into new products, processes, applications, materials or services. It is closely related to (and may arguably be considered a subset of) knowledge transfer. A related term, used almost synonymously, is "technology valorisation".	Wikipedia				Technology broker
Textbook		OALD				
TI	Transparency International			www.transparency.org	Since 1995, Transparency International has published an annual Corruption Perceptions Index (Wikipedia)	CPI
TIC			Tecnología de la Información y Comunicación			

Acronym,Concept	English	Source	Other language	Links	Notes	See also
TKN	Trade Knowledge Network			www.tradeknowledgegenetwork.net		
TLC			Tratado de Libre Comercio			CAFTA
TNC	Transnational Corporation					
TNC	The Natural (Nature) Conservancy					
Tool	An instrument such as a hammer, screwdriver, saw, etc. that you hold in your hand and use for making things, repairing things, etc. A thing that helps you to do your job or to achieve something	OALD			The user of a tool is helped to "do" something (SMB)	Guide; Guideline
Toolbox	A box with a lid for keeping tools in	OALD			A collection of tools (SMB)	Tool
Top-down	Starting with a general idea to which details are added later. Starting from or involving the people who have higher positions in an organization	OALD				Bottom-up
ToR	Terms of Reference		TdR			
ToT	Technology transfer, also called Transfer of Technology	Wikipedia				
Tracing	Where has the product come from, where has it been, from which batch or locality. Often an upstream view					tracking
Tracking	Where is the product now, at which locality, actor or process. Can be an upstream or downstream view					tracing
Trader	A person who buys and sells things as a job	OALD				Middleman
Trickle-down	The theory that if the richest people in society become richer, this will have a good effect on poorer people as well, for example by creating more jobs	OALD				

Acronym,Concept	English	Source	Other language	Links	Notes	See also
TRIP	Trade Related Aspects of Intellectual Property Rights					
TSS	Travelife Sustainability System. A certification system on sustainability performance for the tourism sector			www.travelife.eu/index.php?id=5	Has recently been developed (2011?) Web based tool. See also www.its4travel.com/	
Tutorial	A short book or computer program that gives information on a particular subject or explains how something is done	OALD				Handbook; Guide; Manual
UE	EU		Unión Europea			
UICN	IUCN		Unión Internacional para Conservación de la Naturaleza (Spa)		Sometimes only UCN or Unión Mundial para la Naturaleza (Spa)	
UN	United Nations					
UNCED	United Nations Conference on Environment and Development					
UNDP	United Nations Development Programme		PNUD (Spa)			
UNEP	United Nations Environment Programme		PNUMA (Spa)			
UNIDO	United Nations Industrial Development Organization		Organización de las Naciones Unidas para el Desarrollo Industrial			
UNO	United Nations Organization		ONU			

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Upgrading	In global value-chain analysis, the concept of upgrading is used to identify the possibilities for producers to ‘move up the value chain’, either by shifting to more rewarding functional positions, or by making products that have more value-added invested in them or that can provide better returns to producers (see the companion article). For our purpose, we use a broader definition of upgrading, which allows for the consideration of ‘horizontal’ as well as ‘vertical’ aspects of value chains: a desirable change in chain participation that increases rewards and/or reduces exposure to risk – where rewards and risks are understood both in financial terms and with regard to outcomes related to poverty, gender, labour and the environment.	GVC-ID-23 p 196				
Upgrading	move up the GVC hierarchy (functional upgrading), from assembly to own equipment manufacture, through own design manufacture (ODM) to own brand manufacture (OBM).				Other looser definition: the results of any firm strategy that improves its profitability in an economically sustainable way, Gibbon and Ponte (2005),	
Upgrading strategies	7 upgr.strat. for small producers: Process, Product, Volume, Functional upgrading, Functional downgrading, Vertical contractualisation, Horizontal contractualisation. Plus Inter-chain upgrading	GVC-ID-23 p 198-200				
Upstream	earlier in the product flow, in the supply chain, (goods flow downwards)		(Fre) en amont, vers l'amont, d'amont			downstream

Acronym,Concept	English	Source	Other language	Links	Notes	See also
USAID	United States Agency for International Development		Agencia para el Desarrollo Internacional (Estados Unidos)	http://www.regoverningmarkets.org/en/articles/global/chain_wide_learning_guide_for_inclusive_agrifood_market_development_a_guide.html		
USDA	United States Department of Agriculture				Gives donor support	
User	Users of value chain guides are people who use the guides as information to improve their work with value chains	SMB			This is not the same as the Target group for VCD	
Value chain	VC; a set of consecutive value adding activities performed by a set of autonomous but interdependent actors	GVC-ID-4			See GVC	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Value chain	<p>A value chain is:</p> <ul style="list-style-type: none"> - a sequence of related business activities (functions) from the provision of specific inputs for a particular product to primary production, transformation, marketing, and up to the final sale of the particular product to consumers (the functional view on a value chain). - the set of enterprises (operators) performing these functions i.e. producers, processors, traders and distributors of a particular product. Enterprises are linked by a series of business transactions in which the product is passed on from primary producers to end consumers. <p>According to the sequence of functions and operators, value chains consist of a series of chain links (or stages).</p>	GVC-ID-44	(Approche) chaîne de valeur			
Value chain	<p>A value chain is a sequence of target-oriented combinations of production factors that create a marketable product or service from its conception to the final consumption. This includes activities such as design, production, marketing, distribution and support services up to the final consumer. The activities that comprise a value chain can be contained within a single firm or divided among different firms, as well as within a single geographical location or spread over wider areas.</p>	GVC-ID-123				

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Value chain actor	This term summarizes all individuals, enterprises and public agencies related to a value chain, in particular the VC operators, providers of operational services and the providers of support services. In a wider sense, certain government agencies at the macro level can also be seen as VC actors if they perform crucial functions in the business environment of the value chain in question.	GVC-ID-44			These include actors in the Operational Value Chain (OVC) as well as in the Development Value Chain (DVC). (SMB). Other authors of VC material let "Chain actor" be identical to "VC operator".	Operator; Supporter; Influencer; Facilitator; Capacity builder; Chain actor
Value Chain Governance	Governance refers to the way business activities in a value chain are vertically coordinated. Following the terminology defined by Gary Gereffi, we can distinguish different forms of governance, of which the most important are markets, modular value chains, captive relationships and vertical integration. While in a modular value chain an independent supplier makes products according to buyer specifications, captive relations describe a form of governance, in which small suppliers depend on a much larger lead company.	GVC-ID-44				
Value Chain Map	The value chain map is a visual representation (chart) of the micro and meso levels of the value chain. According to the definition of the value chain it consists of a functional map combined with a map of VC actors. Mapping can but does not necessarily include the macro level of a value chain.	GVC-ID-44				
Value Chain Operation	Refers to the ongoing operation of a VC as something different from VCD, where focus is on the change					VCD, OVC

Acronym,Concept	English	Source	Other language	Links	Notes	See also
Value chain operational service provider	Operational service providers are subcontracted by the VC operators. They do not become owners of the product like VC operators do	GVC-ID-44				VC operator
Value chain operator	The enterprises performing the basic functions of a value chain are VC operators. Typical operators include farmers, small and medium enterprises, industrial companies, exporters, wholesalers and retailers. They have in common that they become owners of the (raw, semiprocessed or finished) product at one stage in the VC. Thus, there is a difference between operators and “operational service providers”, the latter being subcontracted by the VC operators. However, in a service value chain the VC operators include both the enterprise providing the service product to the final consumer (be it an individual client or a company) as well as other specialized providers of inputs and (secondary) services upstream.	GVC-ID-44			One might also distinguish the central or primary VC operators and the peripheral VC operators. The "central operators" being those engaged actively and coordinated in creating value for the chain, and not just indirectly or just for themselves as the periferal ones are (SMB)	VC actor
VC	Value Chain				See "GVC" and "Value Chain"	
VC4D	Value Chains for Development	KIT			On Twitter and Facebook	VCD
VCA	Value Chain Actor					VC Actor
VCA	Value Chain Approach				Embraces VCO, VCD, VC analysis, VC-themes focusing etc	
VCA	Value Chain Analysis				Aspects include understanding of: value adding, power dynamics, upgrading possibilities etc. Most used VCA acronym	
VCC	Value Chain Concept					

Acronym,Concept	English	Source	Other language	Links	Notes	See also
VCCON	Value Chain Concept Course, HPC Hans Posthumus Consultancy & MDF Training and Consultancy BV			www.hposthumus.nl and www.mdf.nl		
VCD	Value Chain Development				Development of product , organisation, integration, marketing, efficiency, quality, etc	VC4D, VCO
VCF	Value Chain Framework				USAID concept?	
VCI	Value Chain Influencer					VC Actor, VCO, VCS
VCO	Value Chain Operator					Value chain operator
VCP	Value Chain Promotion	GVC ID 117				
VCS	Value Chain Supporter					VC Actor, VCO, VCI
Vertical integration	Vertical integration means taking on additional activities in the value chain: processing or grading produce, for example	GVC-ID-111 KIT			Could be more or less integration, from acquisition through strategic alliances to frequent trade?	Horizontal integration
Vertical linkages	Between firms that buy from and sell to one another. Contractualisation between producers and buyers	GVC-ID-7 p 21				
VIH/SIDA	HIV/AIDS		Virus de la Inmunodeficiencia Humana / Síndrome de Inmunodeficiencia Adquirida (Spa)			
VLO	Verification of Legality of Origin	Rainforest Alliance	Verificación de la Legalidad del Origen de la Madera			
Watchdog	A person or group of people whose job is to check that companies are not doing anything illegal or ignoring people's rights	OALD			An NGO role	

Acronym,Concept	English	Source	Other language	Links	Notes	See also
WB	World Bank		Banco Mundial = BM			
WBCSD	World Business Council for Sustainable Development			www.wbcsd.org	Related to SNV. Inclusive business	Inclusive business
WCED	World Commission on Environment and Development		Comisión Mundial sobre Medio Ambiente y Desarrollo			
WCO	World Customs Organization	GVC-ID-7				
WHO	World Health Organization		OMS		Controls f.ex. HACCP	
WIPO	World Intellectual Property Orgainzation					
WTO	World Trade Organization		OMC (spa)			
WWF	World Wide Fund for Nature		Fondo Mundial para la Naturaleza (Spa)			
ZIL	Swiss Centre for International Agriculture					