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# **«Recent Trends in the Organization of Brazilian Agricultural Chains»**

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Universität St.Gallen

**The Latin-American-Swiss Center (CLS-HSG) of the University of St.Gallen  
would like to invite you to the public lecture of**

**Prof. Maria Sylvia Macchione Saes  
Faculdade de Economia, Administração e Contabilidade,  
Universidade de São Paulo (FEA/USP)**

## **«Recent Trends in the Organization of Brazilian Agricultural Chains»**



From the late 1980s on, the Brazilian agricultural chains have experienced significant changes, particularly with the deregulation of the domestic market and the increased industrial concentration. The most substantial and comprehensive change occurred in the organization of agribusiness systems, with consequences, on the one hand, on the distribution mechanism of inputs and, on the other hand, on the coordination mechanisms between agriculture and the processing and retail industry.

In this speech we will discuss the new forms of organization of Brazilian agricultural markets. By seeking to understand the logic of the relationship between business strategy and the organization of agricultural production chains, one should take into account the institutional and competitive environments that surround them.

Prof. Macchione Saes holds a BA (1979), MA (1983) and PhD (1995) in Economics from the University of São Paulo. Currently she is the director of the Center for Organization Studies (CORS) at USP and her research areas cover the Economics of Organizations with a focus on New Institutional Economics, especially regarding the agricultural sector (e.g. coffee roasting and grinding). She is currently working on energy scarcity, transformational growth in food supply chains, and poverty reduction, looking at governance structures and innovation capacity of agroindustrial networks and small producers.