

## Part II

# Analytical and strategic framework

This section describes an analytical and strategic framework for sustainable and pro-poor value chain development in mountain areas. The first part presents an analytical framework which can be used to gain a greater understanding and comprehension of the mountain specificity of value chains. The second part discusses specific value chain strategies, which are prioritised according to mountain specificities. Regional pilots proved that these strategies are particularly relevant when working for improved and sustainable returns to poor mountain producers or service providers. The final part presents practical guiding questions for value chain development practitioners with reference to these strategies. Together, these sections offer an orientation and decision-making aid for the design and implementation of value chain development projects in mountain areas based on thorough regional experience and analysis towards pro-poor mountain value chains.



