**Socio-economic determinants of innovation in horticultural production systems**

INNOVATION can be defined as a socio-technical process appropriate to rural companies in which can be distinguished: (i) The invention or find (herbicide, organization, culture...) which can be the fact of a farmer, a researcher, an actor of the field, (ii) The innovation which can be defined as a new practice (Schumpeter, 1935). The innovation is thus a process which values invention by integrating it into a system of production. The diversification of the agriculture on the horticulture of export comes under this process. We propose (Temple and Sibelet, on 2005) to qualify the socioeconomic conditions of its realization and to conceptualize it by a grid of analysis.

**An innovation of diversification linked to exogenous investments**

The emergence of horticulture sector of export in the tropical countries is often bound to foreign investments, finalized towards the satisfaction of the international markets. These investments are mainly implemented by big companies (farm-produce, multinational industries) within the framework of integrated fields or plural-active urban investors. This dynamic is frequently based on intensive industrial mode of production of fertilizers. This last one sometimes meets limits in its environmental/sanitary “externalities”.

**An innovation of horticultural diversification linked to endogenous investments**

Others situations concern some processes of horticultural diversification coming from domestic agricultures. These last ones mobilize extensive systems of production in fertilizers, in small scale farms. They are materialized by adaptations of the technical trajectories of the domestic agricultures. Their competitiveness on the regional and international markets implies economy of scale and commercial economy. These last ones are done in three ways of additional collective coordinations: (i) vertical coordinations (contracts, networks) between farmers and downstream companies, (ii) horizontal organizations between farmers (cooperatives, groupings...) which mutualize the means of production (iii) the interactions between both by coordinations between actors of the fields and institutional (popularization, research...).

**A typological grid of analysis of the innovations**

The elaboration of a grid of analysis of the innovation of a horticultural diversification mobilizes works on other productions (Sibelet, 2005). It is based on the principle that any process of agricultural innovation is carried by actors of the fields. (Table 1). Two factors distinguish these processes:

- The origin of the invention: where the idea comes from? Who is the leader?
- The Vector which has allowed that the invention became innovation: we distinguish in that case the processes
- The ability of the various actors to work in synegy leaning on the recognition of the pre-existent dynamics.

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<table>
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<th>Table 1. Framework of the innovation analysis</th>
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<td><strong>Origin of invention</strong></td>
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<td><strong>Origin of supported innovation</strong></td>
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<td><strong>Origin of spontaneous innovation</strong></td>
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**Conclusion**

This grid of analysis underlines that socioeconomic conditions of the horticultural diversification of export are determined by two structuring axis:

- The ability of the farmers and upstream/downstream companies to stabilize the contractual coordinations (homogeneity of the quality, traceability of the batches).
- The ability of the various actors to work in syneity leaning on the recognition of the pre-existent dynamics.