Trade and Traders. The Making of the Cattle Market in Benin
Quarles van Ufford, P.E.J.

Citation for published version (APA):
# Table of contents

## Table of contents

<table>
<thead>
<tr>
<th>List of Tables, Maps, Graphs and Schemes</th>
<th>vii</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abbreviations</td>
<td>ix</td>
</tr>
<tr>
<td>Preface and Acknowledgements</td>
<td>xi</td>
</tr>
</tbody>
</table>

## 1 Introduction

1.1 Fields of relevance  
1.2 The study of trade and traders  
1.3 Objectives and research questions  
1.4 Research methodology

## 2 (Cattle) trade and (cattle) traders in West Africa

2.1 The ideological setting of trade  
2.2 The organisation of trade networks  
2.3 Patterns of cattle trade in West Africa  
2.4 Concluding remarks

## 3 History of the cattle trade (1900s-1960s)

3.1 The origins of the cattle trade  
3.2 French colonial policy and concern for an adequate meat supply  
3.3 The expansion of the cattle trade  
3.4 The traders  
3.5 The organisation of the cattle trade up to the 1960s  
3.6 Concluding remarks

## 4 Trade setting and market structure (1970s-1990s)

4.1 The cotton boom in the Borgou region  
4.2 Fulani pastoralists and the market economy  
4.3 More traders, more markets  
4.4 State interventions in the cattle trade  
4.5 Concluding remarks
## Cattle markets and trade flows

5.1 Supply and demand at four markets in northern Benin
5.2 Cattle prices
5.3 The structure of trade flows
5.4 Trade flows of cattle: the local and regional levels
5.5 Trade flows of cattle: the long-distance trade
5.6 Marketing costs and the profitability of long-distance trade
5.7 Concluding remarks

## Entry modes into the cattle trade

6.1 Requirements for involvement in the cattle trade
6.2 Entry modes into the cattle trade
6.3 Concluding remarks

## Accumulation paths of cattle traders: on success and failure

7.1 Wealth
7.2 Determinants of success and failure
7.3 Concluding remarks

## Strategies of cattle traders

8.1 Trade networks
8.2 Strategies in response to a fluctuating trade setting
8.3 Identity, skills and strategies

## Conclusions

9.1 Trade and traders
9.2 Methodological remarks
9.3 Final remarks

References
Samenvatting
Résumé