1. Record Nr. UNINA9910786765703321 Autore Venugopal Pingali <1958-> Titolo Agri-input marketing in India / / Pingali Venugopal, Ram Kaundinya Pubbl/distr/stampa New Delhi, India:,: Sage,, 2014 ©2014 **ISBN** 93-5150-442-5 93-5150-096-9 Descrizione fisica 1 online resource (271 p.) Disciplina 338.10954 Soggetti Agricultural industries - India - Marketing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and indexes. Nota di contenuto Cover; Contents; Foreword; Preface; Acknowledgments; 1 -Introduction: Agri-input Market at Crossroads; Part I: The Past; 2 -Agricultural Situation in India and Agri-inputs; 3 - Land: The Fixed Factor of Production: 4 - Government Policies: Creating an Environment for Input Usage; 5 - Improve Agronomic Potential; 6 - Infrastructure Development: Removing Constraints; 7 - Agricultural Extension Programs in India: 8 - Adoption: The Beginning of the Agri-input Sector; Part II - The Present; 9 - Agri-input Market: Current Competitive Situation; 10 - Buying Behavior for Inputs 11 - Impact of Agri-input Usagein IndiaPART III: The Future: 12 -Sustainable Agriculture: New Objective: 13 - Strategies for Agri-input Marketing (Basis for Positioning Strategy); 14 - Technical KnowledgebasedMarketing (Basis for Product and Pricing Strategy): 15 - Building Trust through Knowledge Transfer (Basis for Promotion Strategy); 16 -Integrated Agri-input Supply Model (Basis for Place Strategy): 17 -Future Directions (Implementation Aspects); Bibliography; Profile of Industry Experts Who Shared Their Views on the Subject; Author Index: Subject Index; About the Authors Agri-input companies have played a

significant role in transforming the post-Independence "ship-to-

mouth" Indian economy, dependent on food grain imports, into a selfsufficient economy. Though agricultural productivity is declining and

Sommario/riassunto

environmentalists are questioning the use of agri-inputs, Indian agriculture cannot do away with agri-inputs. This book, after understanding the past policy environment, agri-input marketing, and promotion strategies of both the government and private companies, suggests frameworks for agri-input marketing companies to align th