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## **The diverging South : comparing the cashew sectors of Tanzania and Vietnam**

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1. To be successful, market-led reforms in socialist settings do not depend only on releasing market forces through liberalisation policies; they also require targeted state action through industrial policies.
2. Anti-poverty programmes in peasant societies are more effective if they link with production strategies than if they operate independently from one another.
3. When farmers neglect their crops, there is usually a good economic reason for doing so.
4. Tree crops which require longer gestation are particularly prone to sunk cost fallacies and hold-up problems.
5. Radical change provoked by big bang policies are likely to be less effective in transforming rural production than gradual policy changes involving trial and error adaptive innovation.
6. It is not the frequency of new rural development policy statements but the cumulative consistency in implementation that matters most for effective rural transformation.
7. Land grabbing by leasing large tracks of land for large-scale entrepreneurial agricultural production at the expense of the peasantry is not necessarily the most effective way to achieve growth with poverty reduction.
8. A falling share of agricultural value added in total GDP is not necessarily an indicator of economic development.
9. Learning a language, no matter how painful, provides a humbling opportunity for inclusiveness.
10. If managing the economy gets easy you may be going downhill.