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**INTRO, BACKGROUND AND AIMS.** In recent years, increasing attention is paid to political actions and public interventions that are established as a result of a share owned by citizens of a nation, by the local population.

Social inclusion in decision-making has become a central element also in the preparation of rural development policies of the EU.

Similarly, increasing attention is paid to the development of products / services that are produced in compliance with the conditions and social welfare of workers included in the production process.

**The Stakeholder Analysis (SA)** is a method of investigation that, through the systematic collection of qualitative information and their interpretation, allow to understand what are the interests that must be taken into account in the design of a policy, program or any other action, identify the key players and interact with them effectively. The SA allows us to understand the values, interests, aptitudes and aspirations of stakeholders favoring a dialogue between the parties more transparent and coherent.

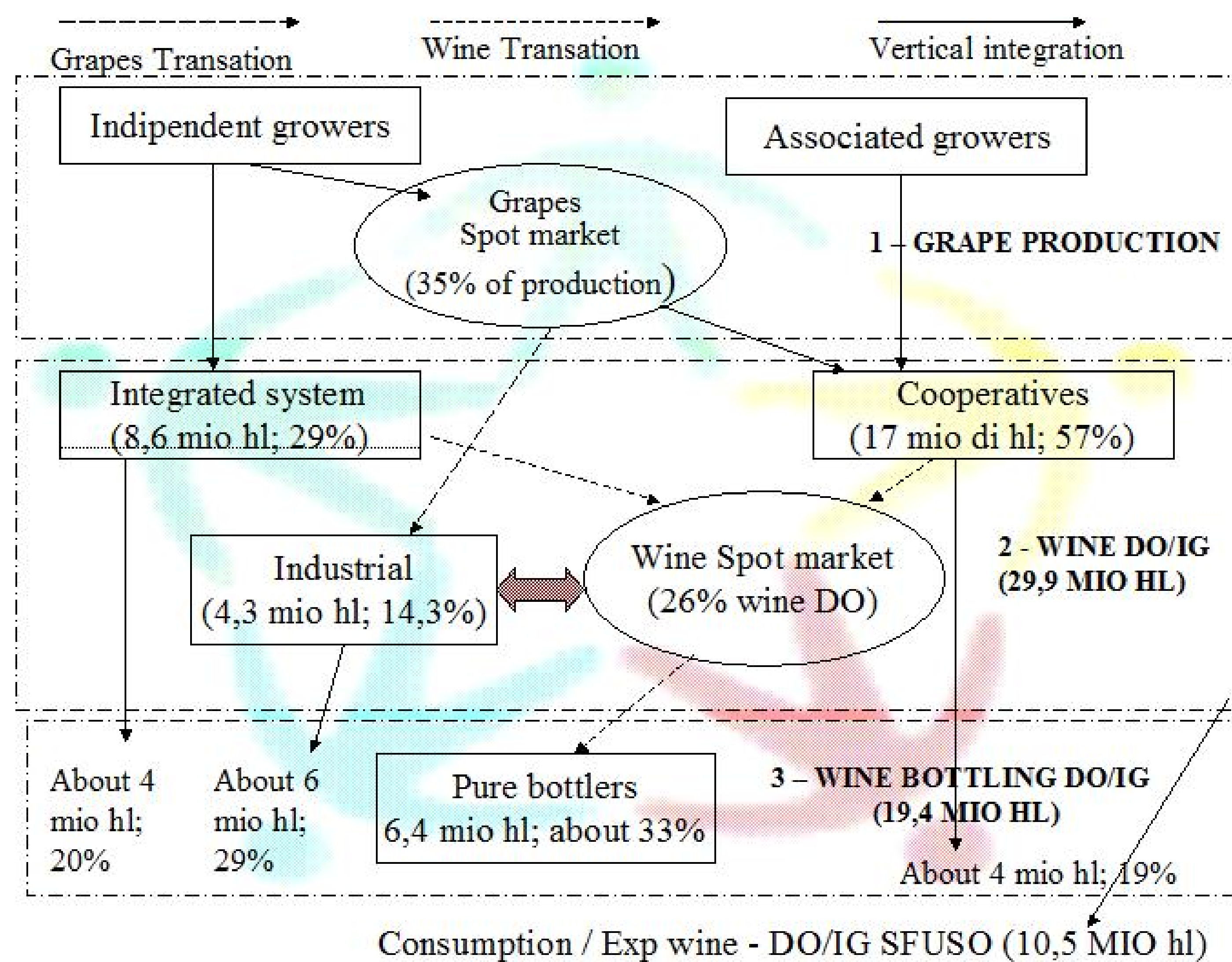
**Social-LCA (S-LCA)** assesses social and socio-economic impacts found along the life cycle (supply chain, including the use phase and disposal) with generic and site specific data. It differs from other social impacts assessment techniques by its objects: products and services, and its scope: the entire life cycle. Social and socioeconomic aspects assessed in S-LCA are those that may directly affect stakeholders positively or negatively during the life cycle of a product. They may be linked to the behaviors of enterprises, to socio-economic processes, or to impacts on social capital. Depending on the scope of the study, indirect impacts on stakeholders may also be considered.

**OBJECTIVES.** The aim of this study is to identify elements of overlapping and complementarity between these SA and S-LCA; explore the possibilities of their use in combination, to improve the robustness of the results during the evaluation process and using the wine sector as a case study.

What goals could face the S-LCA in this scheme?

- Assess the “social footprint” within the value chain, identifying the location of “humans” and checking if their rights are respected;
- Define the quality of life and worker satisfaction in food processing industry;
- Ensure an adequate wage;
- Determine the social hot spots of the wine production, once established the system boundaries (for example, inside a wine integrated industry considering the grape production phase, the processing phase, the sales at company gate)

An example of agri-food system complexity, the DOP / IGP Italian wine system (our adaptation from Malorgio et al. 2011)



What goals could face the SA in this scheme?

- to enucleate interests of parties (eg in vertical integration: contribution price or market price; profit vs employments);
- to identify key stakeholders and their power and leadership for or against (eg power and leadership of industrials vs producers; power and leadership of cooperatives in the market integration down to consumers)
- to reveal agency behavior (eg strategic and opportunistic behavior in cooperatives and/or Individual producers on price and quality of grape);

- to find a compromise among conflicting interests;
- to consider subjective position of people along the value chain;
- to reduce risk of failure due to the opposition of one or more parts;
- to facilitate the work of policy implementation;
- to develop an advocacy strategy;
- to legitimate policy and give it effectiveness;
- The SA can support the S-LCA to solve some difficult problems (eg suppliers evaluation);

**CONCLUSIVE CONSIDERATIONS** It's good to point out that the reasoning presented suffers from several limitations, one for all the fact that the scheme which was used only considers the supply relating to the value chain and does not consider the demand side as well as the end of life. In addition, we have considered only some of the possible applications of SA and S-LCA. Nevertheless, combining S-LCA and SA we can gather quantitative and qualitative informations in order to implement different level policies considering even the subjective opinion of all the stakeholders involved in a product life-cycle. Thus, this combination should fit for the necessities of diverse sets of stakeholders, who in the reality have a broad lists of varied aspirations. Eventually the agro-industrial system can benefit of an effective governance.