

IRSA - CONGRESSO MUNDIAL DE SOCIOLOGIA RURAL (01/10/2025 A
20/01/2026) - IRSA 07 - THE GOVERNANCE OF LOCAL PRODUCTIVE
SYSTEMS AND TERRITORIAL DEVELOPMENT: ANALYSIS AND CASE
STUDIES

**NETWORKS, INSTITUTIONS, AND FAMILY FARMING IN THE AMAZON: AN
ESSAY ON COCOA PRODUCTION IN PARÁ**

Raíssa Rocha (raidinha@gmail.com)

Hilder André Bezerra Farias (hilder033@gmail.com)

Family farming in the Amazon faces unevenly distributed public policies across its territories and local production networks. Despite the expansion of policy instruments, structural asymmetries hinder farmers' capacity to organize, cooperate, and access markets, reinforcing regional disparities. Our research examines how agricultural policies interface with local cocoa production networks in the Amazon and how these interactions shape the institutional organization of family farming across heterogeneous contexts. By mobilizing concepts of interdependence, coordination, and territorial organization, this study explains how diverse productive arrangements are structured. The study is based on secondary data from public administrative databases associated with PRONAF, PAA, and PNAE, combined with information on cocoa production flows in the state of Pará. The analysis is conducted at the intermunicipal scale,

using descriptive statistics and social network analysis techniques. The empirical trajectory covers different periods between 2006 and 2018, defined according to data availability, including the construction and comparison of intermunicipal cocoa commercialization networks based on REGIC–IBGE data, which capture commercial interactions among municipalities and allow the identification of functional hierarchies and patterns of territorial connectivity. The results indicate that cocoa production in the Amazonian region of Pará is organized through productive networks characterized by strong institutional dependence and high territorial heterogeneity. Municipalities with greater presence and articulation of public policies exhibit higher productive integration and better access to markets, while peripheral areas remain fragmented. These findings demonstrate that production-oriented public policies operate unevenly across the territory, highlighting the need for more integrated and territorially tailored policy designs aimed at promoting rural development in the Amazon.

Palavras-chave: family farming; public policies; production chain; amazonia; social network analysis.