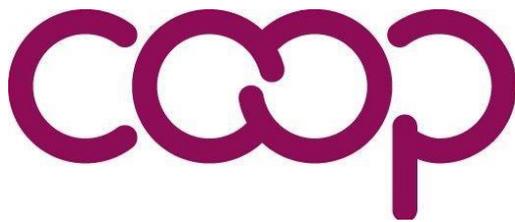


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## **Organizational capacity of Greek wine co-operatives: an assessment tool**

Maria de Fatima Arruda Souza, Federal University of Tocantins (UFT), Brazil,  
mfarrudasouza@uft.edu.br

Constantine Iliopoulos, Agricultural Economics Research Institute (AGRERI),  
Greece, Leibniz Institute of Agricultural in Transition Economies (IAMO), Germany,  
iliopoulosC@agreri.gr

Maria Alebaki, Agricultural Economics Research Institute (AGRERI), Greece,  
mariale@agreri.gr

### **Abstract**

This paper describes how managers assess Greek wine co-operatives by answering a survey developed to identify organizational capacity in wine co-operatives. The questionnaire was adapted from Preliminary criteria to evaluate organizational capacity in wine co-operatives, previously developed to Portuguese wine cooperatives. The research question here is: How is the organizational capacity of Greek wine co-operatives seen by managers or members of the board?

This paper discuss the organizational capacity of wine co-operatives in Greece from the perspective of their managers and members of the board of directors. Each element of the *organizational capacity* of wine co-operatives affects and is affected by the other elements, by members, and by environmental factors. The attempt to evaluate organizational capacity in wine co-operatives presents two sets of categories: *members* and *wine co-operatives*. *Members* is divided into members as suppliers, trust and commitment (members as owners), and *wine co-operatives* into co-operative identity and organizational capacity.

The approach of the research in this paper is quantitative using univariate analysis like frequency tables, diagrams, and so on. The purpose of this approach is to reach all the wine co-operatives in Greece. Data was collected by survey questionnaire using Likert scale and sent to managers and members of co-operatives to know how they assess their own co-operative; and semi-structured interview – with some managers to validate the answers on the questionnaires. A pilot study was conduct to ensure that survey questions and the instrument as a whole function well. The expected results of this study are the creation of a quantitative tool (questionnaire) to assess organizational capacity in wine co-operatives and to identify the organizational capacity of wine co-operative in Greece by the view of their managers.

Keywords: assessment tool, Greece, organizational capacity, wine co-operative.