



# **Succession of sons/daughters in rural properties from the perspective of parental styles**

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## **Abstract**

This study aimed to demonstrate the association between family characteristics and the succession processes in rural properties based on the theory of parenting styles. This study was conducted in the Northwest and Mid-Eastern regions of Rio Grande do Sul, Brazil, having 308 rural properties with succession or succession prospects as units of analysis. In general, the results show that the relationship between parents and their sons/daughters, especially regarding how work, management, income, and incentives are established in the properties, are fundamental in the succession process. Such relationships later influence the preparation of the successor or potential successor to take over the rural property, as well as the successor's permanence on the property. The results also indicate most characteristics that include the authoritative parenting style, which, in addition to encouraging children to remain in the rural environment as successors, enable their active participation in rural property, compared to the characteristics of the authoritarian parenting style.

**Keywords:** Generational Transfer. Parent-child Relationship. Succession. Authoritarian. Authoritative.

## **Sucessão dos filhos em propriedades rurais sob a perspectiva dos estilos parentais**

### **Resumo**

Este artigo tem como objetivo demonstrar a associação entre as características familiares e a concretização dos processos sucessórios nas propriedades rurais, com base na abordagem dos estilos parentais. Trata-se de um estudo realizado na região Noroeste e Centro Oriental do estado do Rio Grande do Sul, Brasil, tendo como unidades de análise, 308 propriedades rurais com sucessão ou perspectivas sucessórias. De modo geral, os resultados demonstram que, a relação entre pais e filhos, sobretudo a forma como se estabelecem nas propriedades o trabalho, a gestão, a renda e o incentivo, são fundamentais no processo sucessório. Tais

relações influenciam na preparação do sucessor ou potencial sucessor para assumir a propriedade rural, bem como sua permanência ou não. Os resultados apontam ainda para a presença majoritária de características que contemplam o estilo parental autoritativo, as quais, além de incentivar os filhos a permanecer no meio rural na condição de sucessores, possibilitam a participação ativa na propriedade rural, comparativamente as características do estilo parental autoritário.

**Palavras chaves:** Transferência Geracional. Relação pais- filhos. Sucessão. Autoritário. Autoritativo.

### **Sucesión de los hijos en propiedades rurales bajo la perspectiva de los estilos parentales**

#### **Resumen**

Este artículo tiene el objetivo de mostrar la asociación entre las características familiares y la concretización de los procesos sucesorios en las propiedades rurales con base en el abordaje de los estilos parentales. Se trata de un estudio realizado en la región noroeste y centro Oriental del estado de Rio Grande do Sul, Brasil, que tomó, como unidades de análisis, 308 propiedades rurales con sucesión o perspectivas sucesorias. De modo general, los resultados muestran que la relación entre padres e hijos, principalmente la forma como se establece en las propiedades el trabajo, la gestión, los ingresos y el incentivo, son fundamentales en el proceso sucesorio. Tales relaciones influyen en la preparación del sucesor o potencial sucesor para asumir la propiedad rural, como también en su permanencia o no. Los resultados también indican la presencia mayoritaria de características que contemplan el estilo parental autoritativo, que además de incentivar a los hijos a permanecer en el medio rural como sucesores, posibilitan su participación activa en la propiedad rural, comparativamente a las características del estilo parental autoritario.

**Palabras clave:** Transferencia Generacional. Relación padres e hijos. Sucesión. Autoritario. Autoritativo.

## **1 Introduction**

In agriculture, especially family-based agriculture, agricultural transfer, both of property and occupation, usually occurs intergenerationally; that is, between generations. Thus, the family relationships established, especially between parents and sons/daughters, become fundamental for this process. In this context, families, especially parents, represent the first context of socialization influencing the trajectories of their sons/daughters, especially those linked to agricultural occupation.

In the conception of Fisher and Burton (2014), there are three essential processes in generational transference. The first refers to the construction of successor identities, that is, how children, from childhood, are inserted in the identification processes with the rural environment; the second concerns how children can progressively become involved in the hierarchy of agricultural work and decision-making tasks; and the third addresses the development of agricultural business trajectories related to changes made in the property business due to the influence of the potential successor (Fisher e Burton, 2014).

From this perspective, the authors emphasize that the reduction in the socialization of children to agricultural work in childhood partially explains the crisis in generational transfer experienced today (Fisher e Burton, 2014), which has instigated and aroused the interest of a considerable number of researchers to study and analyze succession in different countries under different aspects. Most of these

studies focus on factor-based approaches, seeking to identify the reasons that can positively or negatively influence the generational transfer of rural properties.

Regarding the studies mentioned above, among the factors listed as critical issues related to the structure of rural property (Glauben *et al.*, 2009), family issues (Fisher e Burton, 2014), and individual issues that consider the involvement of the successor, already in childhood, in agricultural activities are highlighted, developing knowledge and skills and emotional attachment to rural property (Bertolozzi-Caredio *et al.*, 2020).

Bednarikova *et al.* (2016) found that the probability of sons/daughters leaving the rural environment decreases if parents support and encourage studies related to agriculture and if the family owns land areas. Morais *et al.* (2017) also add the “satisfaction” by the sons/daughters in taking care of family assets due to their reluctance to dispose of family property.

Regarding the prospects for succession, there is more likely to be succession in larger properties (Aldanondo Ochoa *et al.*, 2007; Glauben *et al.*, 2009), with greater availability of assets and a satisfactory income from agricultural sources (Wheeler *et al.*, 2012). The possibilities also increase in properties more prosperous and efficient, more technologically advanced, and directed to innovation (Cavicchioli *et al.*, 2018).

For Glauben *et al.* (2009), the probability of succession is negatively related to the number of daughters. According to the authors, parents prefer to deal with their son as opposed to their son-in-law as the future owner of the property. In addition, daughters may be less willing to continue living from agriculture. Cavicchioli *et al.* (2018) also found that succession rates increase significantly among older sons/daughters (firstborns).

Other factors, such as a larger share of leased land (Cavicchioli *et al.*, 2018), the reluctance of the older generation to move away from work and especially from property management (Conway *et al.*, 2017), and rural properties located in areas further from the urban environment (Aldanondo Ochoa *et al.*, 2007) can demotivate succession.

In contrast, specialized properties are more likely to have a successor (Glauben *et al.*, 2009). On the other hand, property diversification is also positively related to the possibility of succession since additional activities reduce risks and increase revenues (Sottomayor *et al.*, 2011). Therefore, the central factor is possibly not specialization or diversification but the specificities linked to each situation of the studies since they are findings that contradict each other.

In the Brazilian context, there have been increasing studies that show that the perspective of parents having successors goes through a series of structural factors of families and properties, involving income, valorization of rural and farmer occupation, and parental encouragement, among others (Foguesatto *et al.*, 2020; Matte *et al.*, 2019; Pessotto *et al.*, 2019) or even the development of non-agricultural activities (Duarte *et al.* 2020). In other words, young people remain in the succession of property when certain economic and social conditions are met. According to Duarte *et al.* (2021), when young people remain, they can establish themselves in the paternal property by making the traditional generational succession (understood as one in which a son/daughter takes the place of the current manager in the business management) or by performing rural succession (sons/daughters remain on the

properties or in the rural environment exercising other distinct activities, such as non-agricultural activities).

Meanwhile, Morais *et al.* (2018) and Morais *et al.* (2017) highlight that studies concerning generational succession do not privilege or consider psychological factors inherent in the permanence or not of young people in rural areas. Thus, the authors are pioneers in the attempt to approximate the rational action approach to identify the impact of psychological factors on the intention of successors to take over rural properties. Under this approach within psychology, the individual chooses action through a behavior (Morais *et al.*, 2018; Morais *et al.*, 2017).

Like the studies mentioned above, we are specifically interested in analyzing the generational succession approaching the parenting styles in the agricultural context. This theoretical approach has been widely discussed in psychology, aiming to analyze the relationships between parents and their sons/daughters and how they are expressed in their behavior and the establishment of future patterns.

This approach is considered appropriate for studies of this nature since, in the conception of Marin *et al.* (2013), the knowledge, practices, and skills transmitted by parents are essential for the “professional formation” of the farmer. For Dumas *et al.* (1995), the socialization of children tends to begin in early childhood, usually because the family's place of work and residence are the same. Thus, the insertion of sons/daughters in the work of the properties represents the preparation and the first means of socialization for rural activity.

Thus, this study aimed to demonstrate the association between family characteristics and the succession processes in rural properties based on the theory of parenting styles. The approach chosen aims to understand the relationships between parents and sons/daughters since it is considered that they are fundamental for the implementation of succession.

This article is organized into five other sections after this introduction. The second section presents the methodology used for building and elaborating this work. The third contemplates the presentation of family characteristics and relationships. The fifth section shows the results of the study. Finally, the final remarks are presented in the sixth section.

## 2 Methodology and data

### 2.1 Approach to Parenting Styles

Parenting styles were examined using the models proposed by Diana Baumrind (1966; 1971). Within the scope of psychology, a series of studies have been dedicated to understanding the relationships between parents and their sons/daughters and their expression in the latter's behavior, called parenting styles. Regarding this approach, research and studies conducted by Baumrind (1971; 1966) have driven this debate. For the author, this approach refers to how parents face the issues of power and hierarchy in their relationship with their sons/daughters.

Baumrind (1971; 1966) proposed the existence of three styles: 1) authoritative, 2) authoritarian, and 3) permissive. In this study, two of the parenting styles initially proposed by the author will be considered: authoritative and authoritarian since,

conceptually analyzing the characteristics of each of them, we considered them more adapted to the context we intended to analyze.

The authoritative style, considered by the author as the most effective, is characterized by parents who exercise firm control and are affectionate. They share the reasons for the decisions made, acknowledge the sons'/daughters' rights, and promote an intellectually stimulating environment (Baumrind, 1971; 1966).

The second style, authoritarian, is characterized by parents with reduced affectionate values and high control and restrictiveness, exercising rigid control over their sons/daughters (Baumrind, 1971; 1966).

## 2.2 Sample Selection and Family Aspects Analyzed

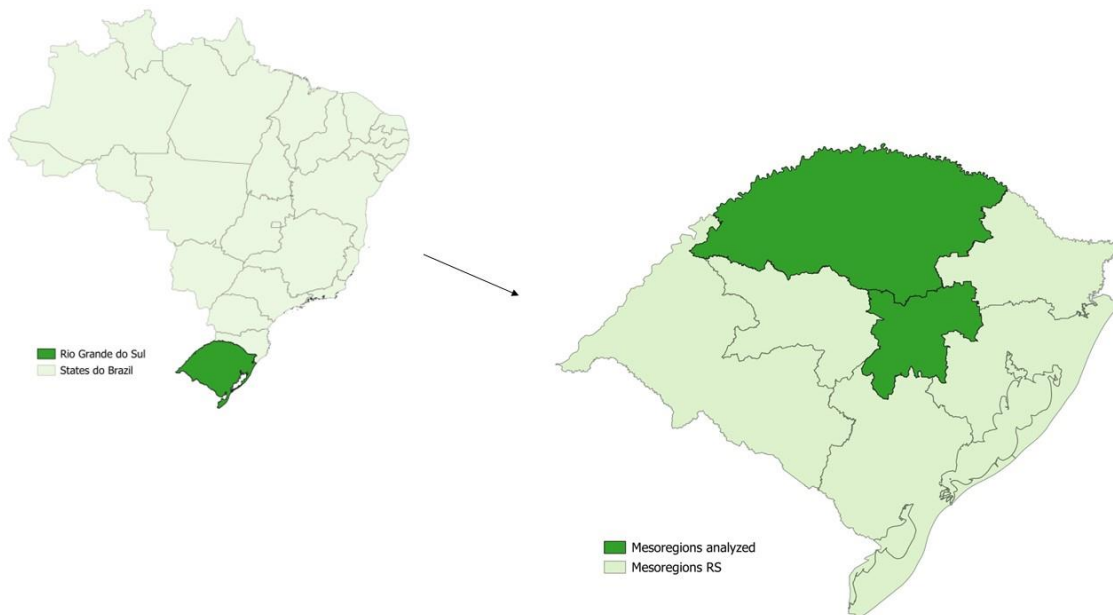
There is some difficulty in identifying the successors or potential successors of rural properties in Brazil, especially since there is no official registry that provides such information (Morais *et al.*, 2018). For this purpose and to reach the intended audience, previous contact was made with three agricultural cooperatives inserted in the regions mentioned above, two cooperatives in the Northwest region and one cooperative in the Mid-Eastern region, which, through the register of members, made available the list of rural properties with a successor or potential successor.

Conceptually addressing the terms, Chiswell (2014, our translation) characterizes the figure of the successor as “someone who has already achieved managerial control of the rural property”. In turn, the potential successor refers “to someone who could potentially, in the future, obtain managerial control of the property” (Chiswell, 2014, our translation).

The age group between 18 and 30 years was determined as a sampling criterion. Scholars consider this age range appropriate for studies of this genre since life projects are already defined or in the definition phase; that is, it is assumed that the sons/daughters have already chosen whether to remain in the rural environment at this age. Therefore, this study has as participants young producers or sons/daughters of rural producers and members of agricultural cooperatives.

The data were obtained through a questionnaire Applied to 308 successors or potential successors of the Northeastern or Mid-Western regions of Rio Grande do Sul, Brazil, from 2019 to 2020 (Figure 1). The questionnaire consisted of four blocks: Block I – respondent characterization; Block II – rural property characterization; Block III – participation on decision-making in the property; and Block IV – issues related to generational succession.

Figure 1: Location of the study region



Source: Prepared by the authors (2020).

We analyzed six variables to approach the parenting styles of concerning the successional context. Table 1 shows the variables and measurements.

**Table 1:** Aspects analyzed.

Aspects analyzed	Measures
Division of labor in the property	Fully involved Partially involved Strictly involved
Property management	Has full autonomy Has partial autonomy Has no autonomy
Division of income in the property	Involved in the income Is not involved in the income
Parents encourage to stay in rural areas	Parents encourage Parents did not encourage
Preparation to assume generational succession	Sons/Daughters are prepared Sons/Daughters are not prepared
Difficulties in succeeding the properties	Has difficulties Has no difficulties

Source: Field research data (2020).

The *Statistical Package for the Social Sciences* (SPSS) software was used to analyze and compile the data. The frequencies were calculated using the sample characteristics. It is noteworthy that the research was conducted within the standards precognized by the ethics committee of the Universidade Federal de Santa Maria (UFSM) and is approved and registered in the Plataforma Brasil, under Ethics Appreciation Presentation Certificate (CAAE) No. 20800719.9.0000.5346.

### 3 Family characteristics and relationships in the context of generational succession

Table 2 presents the socioeconomic characteristics of the sample. Most young successors are male (81.82%) and single (71.75%), with an average age of 24.25 years. Most young people have completed high school (41.23%), corresponding to the last stage of primary education.

Concerning the total area available for agricultural activities, most reported owning between 20 and 50 hectares (35.06%), followed by 10 to 20 hectares (23.38%).

**Table 2:** Socioeconomic characteristics of the sample

Variables	Percentage
Gender	Female – 18.18% Male – 81.82%
Age	From 18 to 24 years – 48.70% From 24 to 30 years – 51.30%
Marital Status	Single - 71.75% Married - 16.88% Divorced - 0.65% Steady Union - 10.39%
Education	Incomplete Elementary School - 1.30% Complete Elementary School - 2.92% Incomplete High School - 6.49% Complete High School - 41.23% Incomplete Higher Education - 18.18% Complete Higher Education - 11.36 % Graduate - 1.95% Technical Education - 16.56%
Total area of the rural properties	More than 0 to less than 10 hectares - 4.55% From 10 to less than 20 hectares - 23.38% From 20 to less than 50 hectares - 35.06% From 50 to less than 100 hectares - 19.48% From 100 to less than 200 hectares - 11.36% From 200 to less than 500 hectares - 5.19% From 500 to less than 1000 hectares - 0.32% From 1000 to less than 2500 hectares - 0.32% Did not know - 0.32%

Source: Research data (2020).

Table 3 addresses the inclusion of sons/daughters in issues related to the division of labor, management, and income.

**Table 3** - Participation of sons/daughters in the work performed on the rural properties

	Variables	%
Fully involved	<ul style="list-style-type: none"> <li>- The son/daughter shares tasks equally with the parents.</li> <li>- The son/daughter works autonomously alone, and the parents only help.</li> <li>- The son/daughter has leased the parents' lands and has responsibility over them.</li> <li>- The son/daughter performs the work alone since the parents are deceased.</li> </ul>	69.48%
Partially involved	<ul style="list-style-type: none"> <li>- The parents are responsible, and the son/daughter only assists.</li> <li>- The son/daughter shares work with another family member and/or parent.</li> <li>- The son/daughter is responsible for a productive activity.</li> </ul>	22.41%
Strictly involved	<ul style="list-style-type: none"> <li>- The parents take most of the work, and the son/daughter helps only when necessary.</li> </ul>	8.12%

Source: Research data (2020).

As demonstrated, most sons/daughters actively participate with their parents in the work performed on the rural properties, representing 69.48%. In these conditions, the sons/daughters share the activities equally with their parents or develop the work autonomously.

Then, 22.41% of the children are partially involved in the activities on the property; in these cases, the parents or other family members are usually in charge of the activities, and the sons/daughters assist in all activities or are responsible for some specific activity performed on the property.

It is also noteworthy that a lower percentage of sons/daughters are involved in practically none of the activities developed by their parents on the properties, which represents 8.12%. In these situations, the parents take most of the work, and the sons/daughters help only when necessary. It should be noted that the participation and insertion of sons/daughters in the work performed by parents on rural properties is an essential factor in the succession process.

Concerning the division of labor, Glauben *et al.* (2009) highlight that properties specialized in dairy production allow a more convenient division of labor between generations. Therefore, they are significantly more likely to have a successor. Added to the division of labor, this activity enables a more stable income than, for example, plant production activities, making it more attractive for successors. A second factor analyzed was the involvement of sons/daughters with their parents in managing the properties (Table 4).



**Table 4:** Participation of children in managing rural properties

	Variables	%
Full autonomy	<ul style="list-style-type: none"> <li>- The son/daughter has autonomy in business decisions.</li> <li>- The son/daughter has autonomy over investments and use of money.</li> <li>- The son/daughter has autonomy over the land area.</li> <li>- The son/daughter has autonomy since the parent is deceased.</li> </ul>	8.76%
Partial autonomy	<ul style="list-style-type: none"> <li>- The son/daughter divides decisions concerning business with their parents.</li> <li>- The son/daughter has autonomy in some productive activities on the property.</li> <li>- The son/daughter shares decisions with a brother/sister and/or parent.</li> </ul>	67.53%
No autonomy	<ul style="list-style-type: none"> <li>- The parent makes the final decision.</li> <li>- The parent shares decisions with another family member; the son/daughter does not participate.</li> </ul>	23.05%
Not answered	-	0.65%

Source: Research data (2020).

The results showed that most sons/daughters, 67.53%, have partial autonomy in managing the properties with their parents. In these cases, the sons/daughters share decisions with their parents or other family members or have autonomy over some specific productive activity performed on the rural property. Moreira et al. (2020) exemplify cases in which parents invest in a specific activity to ensure the autonomy of the management and income of the activity for the son/daughter, leaving the responsibility to the latter while the parent takes care of another activity. This is the case of parents who invest in dairy activity and leave the burden of the successor daughter to manage the activity, while the parents follow in grain production.

A significant percentage of sons/daughters have no autonomy concerning managing rural properties (23.05%). These are cases in which the final decisions are always made by the parents, or the parents share the decisions with other family members, and the son/daughter is not involved.

Finally, fewer sons/daughters have total autonomy over decisions (8.76%). These sons/daughters have autonomy over business, investments, and the use of money.

This study shows that autonomy may affect the son's/daughter's ability to manifest and apply their knowledge and skills with rural properties. Parental control also limits the sons/daughters' confidence in their ideas, especially as potential successors; that is, sons/daughters who are still to take control of rural properties.

Also concerning the participation and insertion of sons/daughters in rural properties, together with their parents, we analyzed how income division is performed in the properties. This information is presented in Table 5.

**Table 5-** Participation of children in the incomes of rural properties

Income involvement	Variables	%
Involved in the income	<ul style="list-style-type: none"> <li>- The son/daughter earns commissions on the production.</li> <li>- The son/daughter has a fixed salary.</li> <li>- The successor receives a fixed salary plus commissions.</li> <li>- The son/daughter keeps the money from the activity they manage.</li> <li>- The son/daughter receives all farm income; the parents are retired or deceased.</li> <li>- The son/daughter receives and manages the income.</li> </ul>	50.33%
Is not involved in the income	<ul style="list-style-type: none"> <li>- The son/daughter asks their parents whenever they need money.</li> <li>- The son/daughter has an urban income and, therefore, is not involved with the property income.</li> <li>- There is no income division, only cash in the property, which is used as necessary.</li> </ul>	49.67%

Source: Research data (2020).

The sons/daughters have a share in the income of the properties (50.33%) in most situations analyzed. The organization of the division of income occurs distinctly within the properties: they receive commissions on production, they have a fixed salary, they receive the income of some specific activity that they manage, or they manage all the agricultural income.

On the other hand, many sons/daughters are not involved with the income of the rural property (49.67%). In these cases, the parents manage the income, and the sons/daughters ask them for money when they need it, or there are situations in which there is no division, and there is a “single cashier” in the property, which is used as necessary.

In this group, the sons/daughters with urban incomes from jobs also stand out. For Aldanondo Ochoa *et al.* (2007), pluriactivity or part-time agricultural activities may be an option, especially when agricultural income is limited. In these cases, the possibility of combining agricultural activities with a job outside the property is a central factor in the decision to take over the family property. To this end, properties in more distant areas are less likely to have succession, as are cities with worse job opportunities (Aldanondo Ochoa *et al.*, 2007). According to Duarte *et al.* (2021), rural Properties Where non-agricultural activities take place present greater possibilities of ensuring generational succession since, in this type of activity, the young have Monthly or Weekly income and work autonomy. Duarte *et al.* (2021) also states that Properties with non-agricultural activities can generate two successional models: generational succession and rural succession.

The income was identified by Foguesatto *et al.* (2020) as exerting the most influence on the succession process in a study conducted in the state of Santa Catarina, followed by quality of life and parental encouragement.

Table 6 presents questions concerning parents' attitudes and sons'/daughters' feelings since they tend to influence this process.

**Table 6-** Family relations in the context of generational succession

<b>Parent encouragement</b>	<b>N</b>	<b>%</b>
Parents encourage	247	80.19%
Parents did not encourage	61	19.81%
<b>Feeling of preparation</b>	<b>N</b>	<b>%</b>
Son/daughter feels prepared	242	78.57%
Son/daughter is not prepared	61	19.81%
Could not answer	5	1.62%
<b>Acknowledgment of difficulties</b>	<b>N</b>	<b>%</b>
Sons/Daughters recognize difficulties	166	53.90%
Sons/Daughters do not acknowledge having difficulties	139	45.13%
Not answered	3	0.97%

Source: Research data (2020).

As demonstrated, 80.19% of the sons/daughters were encouraged by their parents to remain in the rural properties as successors. Among the forms of encouragement, the sons/daughters received both material and symbolic goods.

Autonomy over income, business, and work stands out in the scope of symbolic goods, received by 86.64% of the sons/daughters. On the other hand, material goods, cars, a house separated from the parents, and land are some of the incentives received by 39.68% of the sons/daughters.

Investments made in rural properties, in the form of machinery and infrastructure, and investments in study for the sons/daughters, especially in areas related to agricultural sciences, for 4.45%, stood out as a form of incentive for 10.12%.

In a study conducted in Rio Grande Sul, Moreira *et al.* (2020) found that generational succession loses the character of a natural event as it was in past generations when sons/daughters remained on the property of their parents out of moral obligation, love for the land, and to maintain the properties throughout the generations. The authors identified six types of strategies promoted by parents to ensure succession, namely occupation-related strategy, autonomy strategy, new investment strategy, study supply strategy, urban occupation strategy, and asset donation strategy.

Still concerning generational succession, the sons/daughters were asked whether or not they were prepared to assume the rural property of their parents. As can be seen, most young people (78.57%) stated positively. Meanwhile, 19.81% said they were not prepared.

Among the preparation forms, insertion and participation in agricultural activities stood out for 87.19%, and dialogue with parents for 31.40%. Regarding this last aspect, the trust and knowledge passed on by the parents are linked to preparing the sons/daughters for succession.

The sons/daughters who demonstrated not being prepared to assume the succession in the property of their parents listed some reasons, among which, the lack of experience and knowledge in management and activities of the property, highlighted by 77.05% of the sons/daughters. In other words, they are probably those sons/daughters who only help their parents but have no participation in management decisions.

The sons/daughters were also asked about difficulties encountered and experienced during the succession process of their parents' property. As can be seen, most (53.90%) highlighted, among other difficulties, the restricted participation in property management (27.11%) and in agricultural activities (12.05%), and the relationship with their parents (17.47%), among other issues.

These factors demonstrate the close relationship between the succession process and the parents. Still, in the conception of Glauben *et al.* (2009), the timing of succession is strongly affected by the age of the parents; that is, as the age of the current owner increases, they will be more aware of the need to make succession plans and therefore have more chances to have a successor.

#### 4 Parenting styles and the implementation of generational succession processes

This section aims to approximate the results of this study and the characteristics of the approach to parenting styles. Therefore, the attitudes of the parents and the parental styles they result were identified to address their inferences for generational succession subsequently. Table 7 summarizes the characteristics of the two parenting styles discussed in this study: authoritative and authoritarian parents, based on Baumrind (1971; 1966) and parents' attitudes towards their sons/daughters, successors, or potential successors.

**Table 7-** The parenting styles in the analyzed context

Parenting styles	Characteristics	Adapted characteristics
Authoritative	- Parents are characterized by firm control; however, they are affectionate with their sons/daughters; they influence open communication, autonomy, and individuality of their sons/daughters; decisions made are divided between the parties, acknowledging the merits of each one; parents who present these characteristics tend to encourage and support their sons'/daughters' initiatives (Baumrind,1971; 1966).	1-Son/daughter is fully or partially involved in the work on the property (91.89%). 2-Son/daughter has total or partial autonomy in property management (76.29%). 3-Son/daughter is involved in the property's income (50.33%). 4-Son/daughter was incentivized to remain in the property (80.19%). 5-Son/daughter feels prepared to assume the succession of the rural property (78.57%). 6-Son/daughter does not acknowledge having difficulty in the succession process (53.90%).
Authoritarian	- Parents are characterized by presenting little affection and high levels of control and restrictiveness with their sons/daughters; they are rigid, do not influence the independence and individuality of their sons/daughters, and there are few verbal exchanges between the parties; authoritarian parents tend to adopt their perspectives and not that of their sons/daughters, and act in a controlling way (Baumrind,1971; 1966).	1-Son/daughter is strictly involved in the work on the property (8.12%). 2-Son/daughter does not have autonomy in property management (23.05%). 3-Son/daughter does not participate in the property's income (49.67%). 4-Son/daughter was not incentivized to remain on the property (19.81%). 5-Son/daughter does not feel prepared to assume the succession of rural property (19.81%). 6-Son/daughter acknowledges having difficulties in the succession process (45.13%).

Source: Research data (2020); Baumrind (1971;1966).

In the context of this study, and based on parenting styles (Baumrind, 1971; 1966), authoritative parents allow their sons/daughters to actively participate or at least share tasks and assignments with them, both in work and in managing the rural properties. This group also focuses on sons/daughters who receive some type of remuneration through the income from the properties, either a fixed salary or commissions for selling agricultural products.

Regarding income, Moreira *et al.* (2020) highlight that successors remunerated by their parents through commissions and/or salaries have greater independence than young people who must ask their parents for money, thus having greater potential to invest in property or family well-being and quality of life.

The authoritative parents are those who encourage or encouraged the successors or potential successors to remain in the rural environment. This support and encouragement are related to the feeling of preparation of this son/daughter to be a successor since generational succession takes place through the dialogue with parents and involvement and insertion in the activities performed on the property.

For Pessotto *et al.* (2019), the succession process requires long-term planning and involves economic and emotional issues. Succession of the rural property is possible if there is parental encouragement, ensuring the conservation of the property under the domain of the family. The authors also indicate that parental encouragement can increase the likelihood that the potential successor will remain on the property. Moreira and Spanevello (2019) state that parents mount different strategies to captivate their sons/daughters as successors to create a favorable environment for succession, which includes strategies within the property. According to the authors, strategies within the property involve land leases (the contracts being made in the name of the sons/daughters), encouragement of higher education, an increase of new productive activities in the properties under the sons'/daughters' management, and separate housing in the case of newly married sons/daughters. Sons/daughters of authoritative parents still demonstrated not finding difficulties during the succession process since they are inserted in aspects related to work and management of rural properties. According to Matte *et al.* (2019), factors such as autonomy to manage property, family acknowledgment, and financial independence are essential to ensure succession. On the other hand, the lack of incentive may be related to the advanced age of the current owner or when they are not clear that planning the succession process is essential (Pessotto *et al.*, 2019).

The scenario is different concerning rural properties in which the parents are authoritarian. In these situations, the sons/daughters have restricted involvement in the work performed on the property or practically no involvement. The same occurs concerning managing these properties since the parents make the decisions alone, without the participation of the sons/daughters. Sons/daughters of authoritarian parents do not have the autonomy to decide on business, production commercialization, investments, and use of money, among others.

Leonard *et al.* (2020) attribute to these conditions the fact that farmers perceive risks and uncertainties concerning the transfer process and thus avoid handing over to their successors, which results in a “late succession”.

Conway *et al.* (2017) believe the older generation sustains its control and managerial mastery of the property by considering themselves indispensable to the

management and daily operations of the property, having a mentality that retirement would bring disastrous consequences to the property.

To this end, farmers resist the transfer of ownership to sustain their influence on decision-making and positional dominance as head of the property business. Farmers emphasize the importance of their knowledge and experience to compensate for the inevitable reductions in physical capacities with age to legitimize themselves, as they consider that their daily contribution is fundamental to the continued success of the property (Conway *et al.*, 2017).

In addition, the sons/daughters of authoritarian parents do not have an income; that is, they do not receive any type of periodic remuneration for the activities they perform on the property, financially depending on their parents and depending on them whenever necessary. Insecurity and dependence are evident among the characteristics of sons/daughters exposed to the authoritarian parenting style.

It is also noteworthy that authoritarian parents did not encourage their sons/daughters to remain on the rural properties as successors. This lack of parental encouragement and support, coupled with the low insertion in the activities performed on the property, leads these sons/daughters to feel unprepared for the succession, visualizing and experiencing difficulties in this process, among them, the lack of experience in management and productive activities due to restricted participation and difficulties in the relationship with parents.

In general, the study indicated a significant presence of parents with authoritative characteristics. The results show that most sons/daughters are inserted and significantly involved in rural properties in most of the analyzed items. Thus, 91.89% are fully involved or at least share the work tasks with their parents; 76.29% have total autonomy or at least are involved in decisions with their parents on issues related to the management of rural properties; 80.19% were encouraged to remain on the rural property; 78.57% feel prepared to assume the succession of properties; and 53.90% do not recognize difficulties in the succession process.

It is verified that the successors have a trajectory of dedication since childhood concerning the time or experience of the successor in performing agricultural activities. In other words, the insertion in the activities was marked long before they were considered successors. This trajectory is directly related to socialization for work, in which the son/daughter develops an aptitude for work from the initial approaches.

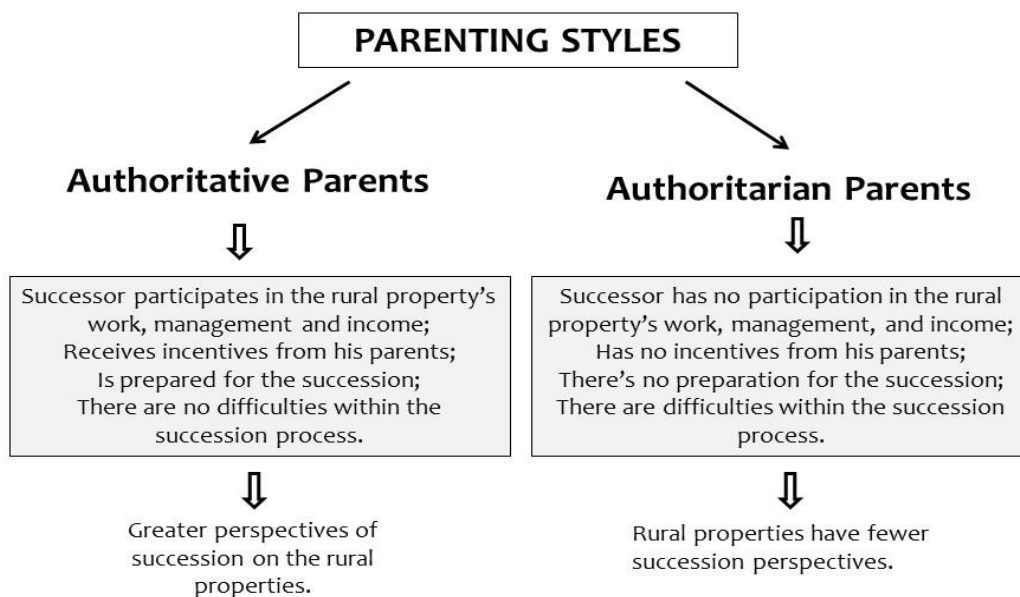
It is also worth highlighting the analyzed variable, income participation, which did not present a significant difference between the group of sons/daughters of authoritative and authoritarian parents. When analyzing this variable, we found that 50.33% receive (sons/daughters of authoritative parents) and 49.67% do not receive (sons/daughters of authoritarian parents), which demonstrates that, despite insertion and significant involvement in the properties, both at work and in management, this involvement does not apply to the income factor, with a tendency of centrality of income in the figure of the parent.

It is essential to highlight that the presence of the authoritative parental style leads to a greater probability of successors in rural properties. For Foguesatto and Machado (2017), the non-appreciation of sons'/daughters' knowledge and work makes them not want to take ownership of their parents' property. To that end,

Morais *et al.* (2018) highlight the importance of accepting innovative ideas and knowledge from sons/daughters to be applied to the properties.

Cassidy and McGrath (2014) found that young people are assigned different roles in rural properties, being “workers” and “helpers”. These assignments will significantly impact their acknowledgment as a successor. The young person, acknowledged as a worker, is attributed to a relatively fixed status, similar to having a job, which brings a set of ongoing responsibilities and clearly defined roles in the ownership dynamics (Cassidy e McGrath, 2014).

Figure 2: Summary of parental styles



Source: Prepared by the authors (2024).

In the theory of parenting styles, adapted to generational succession, the greatest succession prospects are linked to the influence of the characteristics of authoritative parents.

## 5 Final Remarks

This study aimed to demonstrate the association between family characteristics and the succession processes in rural areas based on the theory of parenting styles.

The results show that the relationship between parents and sons/daughters is fundamental to the succession process, especially in how the work, management, income, and encouragement relationship of parents are established, given that these relationships later influence the preparation of the successor or potential successor to take over the rural property and their permanence.

In the approximation of the theory of parental styles to the agricultural context, we found the presence of primarily authoritative characteristics, which, in addition to encouraging sons/daughters to remain in the rural environment as successors, enable them to participate in work, management, and income of the properties, allowing the preparation for succession.

However, it must be considered that the same young person interviewed may have an authoritative parent, according to one of the characteristics, and authoritarian in another characteristic since each was individually analyzed, following the frameworks proposed by Baumrind (1971;1966). However, one can affirm the prevalence of authoritative parents concerning authoritarian parents.

Finally, it is understood that the theory of parenting styles is adequate to explain the relationships between parents and sons/daughters in defining the successor since the cases analyzed (308 young people interviewed) were those who are already successors or are in the process of definition. In other words, it reinforces the thesis that parental relationships, expressed in the figure of authoritative parents, are fundamental in achieving generational succession.

It is essential to conduct a specific study with non-successor sons/daughters to analyze whether the characteristics of authoritarian parents result in non-successor sons/daughters.

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#### Declaration of competing interest

The authors declare the following financial interests/personal relationships which may be considered as potential competing interests: Rosani Marisa Spanevello reports financial support provided by Coordination for the Improvement of Higher Education Personnel (CAPES/Brazil).