Abstract
This document presents some reflections regarding the main variables of market performance using the economics of information approach. It also offers a brief introduction to related topics, such as labour market signalling and the adverse selection model. It uses this conceptual framework to offer considerations regarding a model of suggested 'blackmail', applied to understand the transactions of a hypothetical agent called the 'small-scale farmer'. Some variables are suggested which could explain the decision-making process which such supposed producers become engaged in when they decide to be hired in other activities or look after their crops.

Keywords
Adverse selection, information asymmetry, small farmers.