Development Entrepreneurship
Philippine Policy Reforms and Improved Outcomes

Telecommunications
millions of users

- Interconnection rules (2000)
- Liberalization policy (1993)

Civil Aviation
millions of users

- Open Skies
  Secondary Gateways 2011
- Liberalization 1993
- Bilateral air agreements 2007-2010

Excise Tax on Alcohol and Tobacco
in billions of constant 2000 pesos

- Law passed December 2012
- $1.3 B

Property Rights
residential titles issued

- Residential Free Patent Act
  March 2010

The Asia Foundation
I. Institutional Change
- Institutions matter
- Politics matters
- Elites matter
- Context matters
- Ideas matter

II. Development Entrepreneurship: An Operational Model

1. Reform
- 1. Likely to have impact
- 2. Likely to scale
- 3. Likely to be sustained
- 4. Likely to be introduced
- Work with what you have and who you know
- Iterative 'learning by doing' through 'small bets'
- Entrepreneurial logic

2. Process
- Power of networks and coalitions
- Expect and leverage surprises

3. People
- Team of Development Entrepreneurs
- Coalitions and networks
- Autonomy
- Grit
- Trust and Candor
- Ethical
- Intellectual Humility

4. Donors and Intermediaries
- Grants to balance rules and autonomy
- Staff as 'development intrapreneurs'