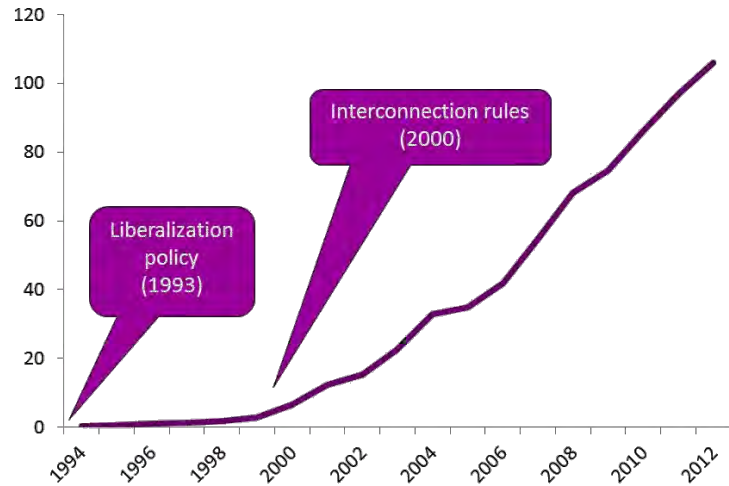


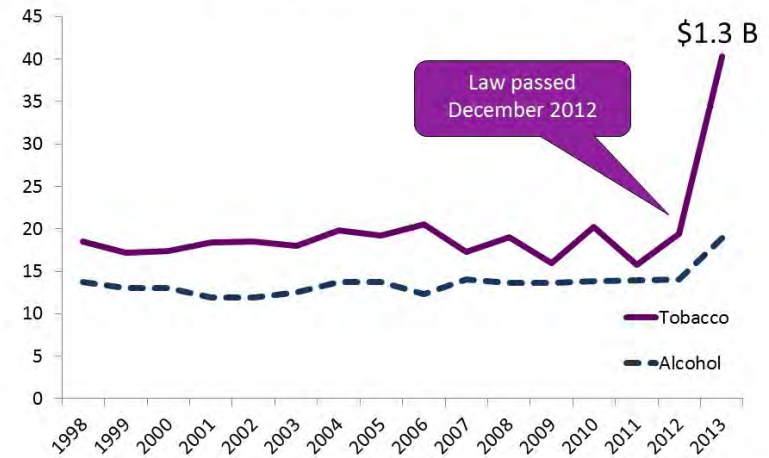
Development Entrepreneurship

Philippine Policy Reforms and Improved Outcomes

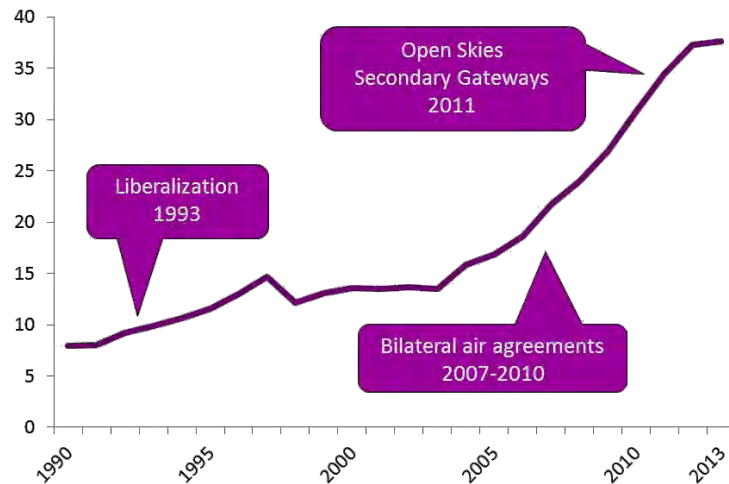
Telecommunications
millions of users



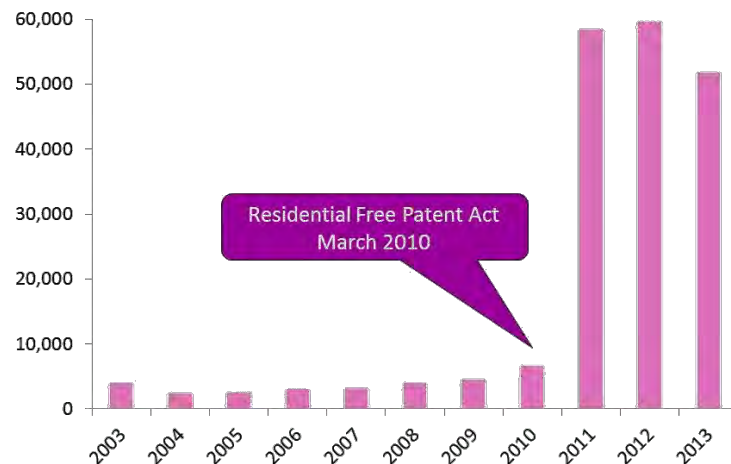
Excise Tax on Alcohol and Tobacco
in billions of constant 2000 pesos



Civil Aviation
millions of users



Property Rights
residential titles issued



I. Institutional Change

- Institutions matter
- Politics matters
- Elites matter
- Ideas matter
- Coalitions matter
- Context matters

- 1. Likely to have impact
 - 2. Likely to scale
 - 3. Likely to be sustained
 - 4. Likely to be introduced
- Technically sound
- Politically possible

1. Reform

4. Donors and intermediaries

- Staff as 'development intrapreneurs'
- Grants to balance rules and autonomy

II. Development Entrepreneurship: An Operational Model

- Work with what you have and who you know
 - Iterative 'learning by doing' through 'small bets'
 - Power of networks and coalitions
 - Expect and leverage surprises
- Entrepreneurial logic

2. Process

3. People

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