

Staff Annie Duflo Executive Director

Lucia Sanchez Program Director, Small & Medium Enterprises

Start Date August 30, 2012

Aishwarya Lakshmi Ratan

End Date September 01, 2012



Closing Thoughts

Dean Karlan Yale University Innovations for Poverty Action

> Impact and Policy Conference, Bangkok, Thailand September 1, 2012

Inclusion and Development

Vinod Thomas Director General for Independent Evaluation Asian Development Bank



30 August 2012 | Bangkok, Thailand Impact and Policy Conference: Evidence in Governance, Financial Inclusion, and Entrepreneurship





IMPACT AND POLICY CONFERENCE DAY 1 OVERVIEW:

SMALL AND MEDIUM ENTERPRISE DEVELOPMENT

Lucia Sanchez Director, Small & Medium Enterprise Initiative

August 30, 2012



The Personal Side of Relationship Banking

Principal Investigator: Prof. Antoinette Schoar, MIT Presenter: Sharon Buteau, Executive Director SEFC

Impact and Policy Conference: Evidence in Governance, Financial Inclusion, and Entrepreneurship

August 30th, 2012





REWARDING CALCULATED RISK TAKING:

Evidence from a series of experiments with commercial bank loan officers

Shawn Cole (Harvard Business School, J-PAL, IPA, BREAD) Martin Kanz (World Bank) Leora Klapper (World Bank)

REWARDING CALCULATED RISK TAKING:

Evidence from a series of experiments with commercial bank loan officers

Shawn Cole (Harvard Business School, J-PAL, IPA, BREAD) Martin Kanz (World Bank) Leora Klapper (World Bank)



Tracing the Effect of Scores on Small Loan Production

Daniel Paravisini LSE

with Antoinette Schoar (MIT)

9/10/2012

Tracing the Effect of Scores on Small Loan Production

Daniel Paravisini LSE

with Antoinette Schoar (MIT)

9/10/2012



Keeping it Simple: Financial Literacy and Rules of Thumb

Alejandro Drexler UT-Austin Greg Fischer LSE, IPA, J-PAL Antoinette Schoar MIT, NBER, ideas42

Impact & Policy Conference Bangkok 2012

Drexler, Fischer, Schoar

Financial Literacy & Rules of Thumb

30 Aug 2012

Making the Leap from Self-Employed to Employer? What matters – capital, labor, or training?

David McKenzie, *World Bank* (with Suresh de Mel and Chris Woodruff)



The Dynamics of Entrepreneurial Human Capital: Evidence from Indonesia

August 29, 2012

Russell Toth

Lecturer, School of Economics, The University of Sydney Affiliate, Small and Medium Enterprise Initiative, Innovations for Poverty Action







Estimating Spillover Effects of Technology Development Funds (TDF): The case of FONTAR

Victoria Castillo (MTESS Argentina) Alessandro Maffioli (IDB) Sofia Rojo (MTESS Argentina) Rodolfo Stucchi (IDB)

> Office of Strategic Planning and Development Effectiveness Bangkok, August 2012



Debt and Export Dynamics

Veronica Rappoport LSE

with Daniel Paravisini (LSE), Kim Ruhl (NYU-Stern)

IPA Bangkok, August 2012



Elections, Leakages and Conflict Using Impact Evidence to Inform Policy

lqbal Dhaliwal

Director of Policy, J-PAL @ MIT, Cambridge Scientific Director, J-PAL South Asia @ IFMR, Delhi

Impact and Policy Conference, Bangkok, August 31, 2012







Strengthening People's Participation

Impact and Policy Conference Bangkok, Thailand August 30, 2012

Dr S.Y. Quraishi Former Chief Election Commissioner of India



Strengthening People's Participation

Impact and Policy Conference Bangkok, Thailand August 30, 2012

Dr S.Y. Quraishi Former Chief Election Commissioner of India



Increasing Accountability for Better Governance: Evidence from Brazil's Audit Lotteries

Claudio Ferraz PUC-Rio

Impact and Policy Conference Bangkok 2012

Evidence from a Voter Awareness Campaign in Pakistan

> Xavier Gine World Bank

Impact and Policy Conference, Bangkok





Leakages and Market Failures in the Provision of Health Products

David Yanagizawa-Drott Assistant Professor of Public Policy, HKS Harvard University



Targeting and Leakages in Transfer Programs

Rema Hanna Associate Professor, Harvard



Center for International Development at Barvard University EVIDENCE FOR POLICY DESIGN





Service Delivery in India – Targeting, Leakages and Other Such Ills

Impact and Policy Conference Bangkok, Thailand

August 31, 2012

Varad Pande

Ministry of Rural Development Government of India

NOTE: The views expressed in this document are personal



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August 31, 2012

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Reducing leakages: Key lessons and challenges from policy-making in Indonesia

SUDARNO SUMARTO

Senior Research Fellow, The SMERU Research Institute and Policy Adviser, National Team for the Accelerating Poverty Reduction (TNP2K)

IMPACT AND POLICY CONFERENCE: EVIDENCE IN GOVERNANCE, FINANCIAL INCLUSION, AND ENTREPRENEURSHIP AUGUST 30 - SEPTEMBER 1, 2012





CAUSAL MODELS IN CONFLICT RESEARCH



ECONOMIC CONDITIONS, POLITICAL INSTITUTIONS AND CONFLICT

Lakshmi Iyer (Harvard Business School)

Impact and Policy Conference 2012

Financial Inclusion: What are we learning?

Aishwarya Lakshmi Ratan Director, the **Global Financial Inclusion (GFI) Initiative** Yale University & Innovations for Poverty Action (IPA)

Impact and Policy Conference Bangkok 1 September 2012







Orazio Attanasio^{1,2} Britta Augsburg¹ Ralph De Haas³ Emla

Fitzsimons¹ Heike Harmgart³ Costas Meghir⁴

¹EDePo at Institute for Fiscal Studies ²Univeristy College London ³European Bank for Reconstruction and Development ⁴Yale University

IPA-ADB-JPAL Policy Impact Conference, Bangkok, 30 August - 1 September 20

Seasonal Migration and Risk Aversion

Gharad Bryan (LSE) Shyamal Chowdhury (USyd) Mushfig Mobarak (Yale)

September 1, 2012

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Impact of microcredit on poverty reduction





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Beyond MFIs – SHGs and their Silent Revolution

Impact and Policy Conference Bangkok, Thailand Sep 1, 2012

Varad Pande Ministry of Rural Development Government of India

NOTE: The views expressed in this document are personal

Banking the Poor Via Savings Accounts: Evidence from a Field Experiment in Nepal

Silvia Prina

Case Western Reserve University

September 1, 2012

Shia Price Banking the Prev Via Savings Assounts



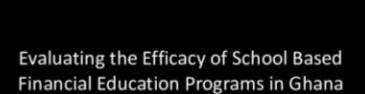


IMPACT OF VILLAGE SAVINGS AND LOAN ASSOCIATIONS

FINDINGS FROM GHANA, MALAWI AND UGANDA

BRAM THUYSBAERT WITH DEAN KARLAN (YALE) AND CHRIS UDRY (YALE)

> IPA-ADB-JPAL Bangkok conference September 1 - 2012



Jim Berry, Dean Karlan, Menno Pradhan

Impact and Policy Conference: Evidence in Governance Financial Inclusion and Entrepreneurship Bangkok September 1, 2012





Financial Illiteracy and Pension Contributions:

A Field Experiment on Compound Interest in China

Changcheng Song National University of Singapore

Impact and Policy Conference Sept 1st, 2012

1

Transnational Household Finance: A Field Experiment on the Cross-Border Impacts of Financial Education for Migrant Workers

Ganesh Seshan Georgetown University

Dean Yang University of Michigan, BREAD, & NBER



Transnational Household Finance: A Field Experiment on the Cross-Border Impacts of Financial Education for Migrant Workers

Ganesh Seshan Georgetown University

Dean Yang University of Michigan, BREAD, & NBER

The ABCs of Financial Literacy

1

Experimental Evidence on Attitudes, Behavior, and Cognitive Biases

> Fenella Carpena (UC Berkeley) Shawn Cole (Harvard Business School) Jeremy Shapiro (Give Directly) Bilal Zia (World Bank)

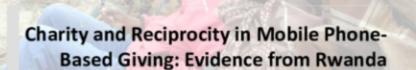
IPA Conference, Thailand, 2012



How Does Risk Management Influence Production Decisions? Evidence from a Field Experiment

Shawn Cole (HBS) Xavier Gine (World Bank) James Vickery (NY Fed)

Xavier Gine Impact and Policy Conference September 1, 2012



Joshua Blumenstock, University of Washington joint with Marcel Fafchamps (Oxford) & Nathan Eagle (Santa Fe Institute)



Risk sharing and the economics of M-PESA

William Jack

Georgetown University

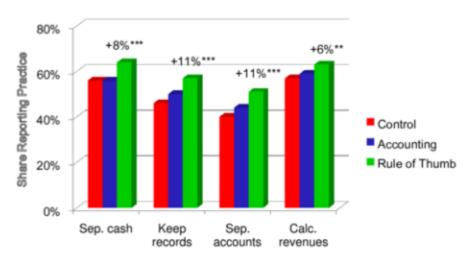
Tavneet Suri

MIT Sloan

With support from the Consortium on Financial Systems and Poverty

Impact and Policy Conference August 30 – September 1, 2012 Bangkok

Rule of Thumb training improves financial practices



* Denotes significance at the 10%-level, ** at the 5%-level, and *** at the 1% level of effect relative to control.

Drexler, Fischer, Schoar

Financial Literacy & Rules of Thumb

22 Oct 2010



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Your Choice of Accommodation



The Imperial Queen's Park in located on Subhummit Road Soi 22, one of the city's business distinct, with private access to Public Park, short walking distance to mass transit stutions, clow to upscale shopping hownes and Queen Sirkk National Conversion Center. The Sky Train (BTS), is 5 minutes array by a binnedy walk through a park to the main Subhummi Road – **Phrom Plang Station**, Hole Jalo nears to there with of the expressiony which makes it convenient possible to much the access to the hole.

With 2 elegant towers that accommodate 1,250 guestrooms, hotel offers various more types each with full amenities to suite individual travelet's requirements.

The holel also dortures a fine selection of avstrumnits offering an array of delectable cullassy choices of That delicacies, sumptions Castronee or Japanese forcette dabes as well as other international delights.

For health enthusiants, the hote?'s Imperial Spa, well equipped fitness center with squash court, 2 swimming pools plus a jugging track in the nearby park will perfectly invigome their adrenalis.

Map & Translations (for Taxi)

The Imperial Queen's Pack batel Teason Ballifus effuibrie 199 auguite 22 easons spanntaviture, Tenifical 02 261 9000



Impact and Policy Conference: Endrore is Gavemance, Financial Inclusion, and Entrepreneurship

ugu st 30-September 1, 2012

WELCOME, OVERVIEW AND KEYNOTE ADDRESS: AUGUST 30, 2012	
Registration	8:00-8:45
Introduction	9:00-9:10
Edgar Cua, Deputy Director General, East Asia Research Department, Asian Development Bank	
Keynote Addresses	9:10-9:50
<u>Yinod Thomas</u> , Director General for Independent Evaluation, Asian Development Bank Annie Dullo, Executive Director, Innovations for Poverty Action	
SMALL AND MEDIUM ENTERPRISE DEVELOPMENT: AUGUST 30, 2012	
Overview: Small and Medium Enterprise Development	9:50-10:00
 Lucia Sanchez, Innovations for Poverty Action 	
Session 1: Access to Finance for Small and Medum Entreprises (SMEs) Access to Finance is widely recoprized as one of the main constaints to entrepreneurship and SME growth. However, little is known about the best ways in which the public and private sector can address this problem. The research included in this session will present evidence from Colombia and India on the effectiveness of various interventions aimed all improving access to finance for SMEs. Questions addressed by the researchers include: Heer can financial institutions improve their products and processes to before serve SMEs" What is the effect of performance incentives on risk assessment and lending decisions? How do credit scoring systems affect the decision making process of loan officers?	10:00-11:20
Shawn Colo, Harvard Business School Cartel Paranters, London School of Economics Sharon Bushaw, HMH/96/PC Commentator: Romy Catadang, Development Bank of the Philippines	
Break	11:20-11:40
Session II: Human Capital and Job Creation This session revolves around the question of how human capital (or the lack thereof) affects firm performance, and provides insights for designing more effective and scalable models of skill- building interventions by private and public institutions. Experimental evidence from Bangladesh, Indoness, Shi Lanka, and Dominican Republic will be presented to help public and private institutions develop more effective training and skill building programs amed at developing entrepreneuria, financia, and managerial capacity. Questions addressed by the researchers include: Do training programs have the potential to address the "skills qay" that is an impodiment to increased productivity in many developing economisms? Can financial Beracybe taught? Is there a causal link between improving financial Beracy and financial docomes? What is the role of tearning by doing in dhiving enterpreneurial dynamics? When does the lesp from self-employed to employee take place and why?	11.40-1.20

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PERSON 41 INFORMATION

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CONFERENCE TRAVEL INFORMATION

IMPACT AND POLICY CONFERENCE: EVIDENCE IN GOVERNANCE. FINANCIAL INCLUSION AND ENTREPRENEURSHIP

AUGUST 30-SEPTEMBER 1, 2012 BANGKOK, THAILAND

CONFERENCE VENUE AND INFORMATION

The conference will be held at <u>The Imperial Queen's Park Hotel, Bang lob.</u> The hotel itself comprises two 37 story towers with 1,251 guestrooms and suites. The property backs on to the beautiful Benjaati Park. The hotel prides tast on delivering the highest quality of outsines whether from the Imperial China Cantonese Restaurant, Kacho Japanese Restaurant, or Parkview Thai & International Buffet Restaurant. The Imperial Queen's Park Hotel, Bangkok is housed in Richarmouff. Biol 22 damesh located in Sukhumvil's Soi 22 (mm)

Dress code for the conference will be business casual.

ACCOMMODATIONS

To book a room at <u>The Imperial Queen's Park Hotel</u>, <u>Barg kok</u>, piease complete this torm, and send to Ms. Patimaporn Kajomburta at <u>patimaporn@Proefsihotels.com</u> or Tel. <u>#56(0) 2281:</u> <u>9300 esc.</u> 4732. Single moms are approximately 83 USD (2500 Baht)/night and double rooms are approximately 93 USD (2900 Baht)/night.

TRAVEL ARRANGEMENTS

Find detailed directions from the Suvarnabhumi International Airport to the Queen's Imperial Park Hotel here.

The Imperial Queen's Park Hotel, Bangkok is located in Sukhumvit's Soi 22 (mmg) which places the hotel within a few minutes' walk of the BTS (Bangkok Mass Transi System) skytesin, withconnectivity to the MRTI Mass Rapid Transport) underground rakway. The international aligont is called Suvarnabhumi which is located in Bang Phi District, Samut Prakan Provin

Transportation Options from the Airport to the Conference Hotel Include:

The Official Airport Limousine Service (AOT Limousine) The international airport is called Suvarnabhumi which is located in Bang Phi District, Samut Prakan Province. To use the official airport limousine which is operated by the Airports of Thalland Public Company Limited (AOT), please contact the "AOT Limousine" counters at the Arrival Level (Level 2) upon your arrival.

In the Luggage Hall before the Customs, there are 3 AOT Limousine counters - besides kuggage beit numbers 9, 12, and 20; two counters after the Customs - one at Exit B and another at Exit C.

Impact and Policy Conference: Evidence in Governance, Financial Inclusion, and **Entrepreneurship**

The Imperial Queen's Park Hotel, Bangkok, Thailand (map)

The Asian Development Bank, in conjunction with Innovations for Poverty Action and the Abdul Latif Jameel Poverty Action Lab, held the Impact and Policy Conference: Evidence in Governance, Financial Inclusion, and Entrepreneurship to share findings in three topic areas of development: Financial Inclusion, Governance and Post-Conflict Recovery, and Small and Medium Enterprise Development.

Each day also included Matchmaking Program for Research and Innovation to develop new collaborations between researchers and practitioners. Funding has been awarded by the Asian Development Bank to eleven researcher-practitioner partnerships.



* * *

Matchmaking Program for Research and Innovation

The **Impact and Policy Conference: Evidence in Governance, Financial Inclusion, and Entrepreneurship** included a matchmaking program facilitating conversations and collaborations between researchers and practitioners on joint research projects, with seed funding awarded to the most promising research partnerships.

Matchmaking sessions and research awards in the areas of Small and Medium Enterprise Development, Governance and Post-Conflict Recovery were sponsored by the **Asian Development Bank**. Those who attended the conference are eligible to apply for a Parntership Development Grant. More information can be found <u>here</u>.

The **Citi - IPA Financial Capability Research Fund** supported by the **Citi Foundation** organized a matchmaking program focused on ideas that will improve the financial capability of individuals and households, as part of the fund's first competitive call for research proposals in this area.

* * *

Find full conference agenda here and shortened agenda with presentations below

Read presentation summaries from presenters on our blog

WELCOME, OVERVIEW AND KEYNOTE ADDRESS: AUGUST 30, 2012

Welcome

• **Edgar Cua**, Deputy Director General, East Asia Research Department, Asian Development Bank

Keynote Addresses

 <u>Vinod Thomas</u>, Director General for Independent Evaluation, Asian Development Bank, Importance of entrepreneurship, innovation, and governance in inclusion and development

• Annie Duflo, Executive Director, Innovations for Poverty Action

SMALL AND MEDIUM ENTERPRISE DEVELOPMENT: AUGUST 30, 2012

Welcome and Overview: Small and Medium Enterprise Development

Lucia Sanchez, Innovations for Poverty Action, SME initiative at IPA and overview of the day
 Session I: Access to Finance for Small and Medium Enterprises (SMEs)



 <u>Shawn Cole</u>, Harvard Business School, Importance of compensation policies in loan officer performance

• <u>Daniel Paravisini</u>, London School of Economics, Impact of credit scoring on productivity in small firm loans

• Sharon Buteau, IFMR/SEFC, Relationship lending for SMEs

• Commentator: Romy Caradang, Development Bank of the Philippines

Session II: Human Capital and Job Creation

• Rocco Macchiavello, Warwick University

• Russell Toth, University of Sydney, Growth of enterprises in Indonesia

- David McKenzie, World Bank, Factors that lead the self-employed to become employers
- Greg Fischer, London School of Economics, Approaches to financial literacy
- Commentator: Michel M. Botzung, International Finance Corporation

Session III: Access to Markets and Technology

• Alessandro Maffioli, Inter-American Development Bank, Spillover effects of Technology Development Funds

- Veronica Rappoport, London School of Economics, Credit and export dynmaics
- Mudit Kapoor, Indian School of Business
- Commentator: Neil McCulloch, AusAID

Matchmaking Program for Research and Innovation

During this matchmaking program, selected practitioners and researchers will present their research proposals. The goal of this session is to match researchers and practitioners to initiate new research with seed funding awarded to the most promising partnerships.

Presentations by Policy Organizations and Feedback from Research panel

• Chair: Dean Karlan, Innovations for Poverty Action & Yale University

GOVERNANCE & POST-CONFLICT RECOVERY: AUGUST 31, 2012

Welcome and Overview: Governance and Post-Conflict

• <u>Iqbal Dhaliwal</u>, The Abdul Latif Jameel Poverty Action Lab, MIT, Impact evidence to inform policy on elections, leakages and conflict

Keynote Address

• <u>S.Y. Quraishi</u>, Former Chief Election Commissioner of India, Strengthening people's participation in elections, the case of India

Session I: Elections

Research Findings:

- Claudio Ferraz, PUC-Rio, Increasing accountability for better governance
- Xavier Giné, World Bank, Voter awareness campaign for women in Pakistan

Practitioner Innovations:

- <u>Ramesh Ramanathan</u>, Janaagraha, Improving voter registration and information in India
 Harsha de Silva, Member of Parliament, Parliament of Sri Lanka
- **Panel Discussion**: How to strengthen elections and increase accountability of elected
- representatives: key issues and areas for further research • Harsha de Silva, Claudio Ferraz, Xavier Giné, Ramesh Ramanathan, SY Quraishi,
- Moderator: Igbal Dhaliwal, The Abdul Latif Jameel Poverty Action Lab, MIT

Session II: Leakages



Research Findings:

• Rema Hanna, Harvard University, Targeting and leakages in transfer programs

• David Yanagizawa-Drott, Harvard University, Fake medicines in the global market place

Practitioner Innovations:

Jayant Sinha, Omidyar Network, How technology enables greater government transparency
 Sudarno Sumarto, The SMERU Research Institute, Reducing leakages in Indonesia

 Varad Pande, India Ministry of Rural Development, Targeting leakages in service delivery in India

Panel Discussion: Key challenges in reducing leakages, evidence based on policy and areas for further research.

Varad Pande, Jayant Sinha, Sudarno Sumarto, David Yanagizawa-Drott
Moderator: Rema Hanna, Harvard University

Session III: Conflict Management and Reconstruction

Research Findings:

• Lakshmi Iyer, Harvard University, Economic conditions and intra-state conflict

• Fotini Christia, Massachusetts Institute of Technology, Reconstructing institutions after violent conflict

• Cyrus Samii, New York University, Reintegrating combatants into civilian life

Panel Discussion: How to prevent conflicts and accelerate post-conflict recovery in Asia, and areas for further research

- Scott Guggenheim, AusAID, Causal models in conflict research
- Lakshmi lyer, Harvard University
- Fotini Christia, Massachusetts Institute of Technology

• Secretary Teresita Quintos-Deles, Philippines Office of the Presidential Adviser on the Peace Process

• Moderator: Cyrus Samii, New York University

Closing Remarks

• Kelly Bidwell, Innovations for Poverty Action

Matchmaking Program for Research and Innovation

During this matchmaking program, selected practitioners and researchers will present their research proposals. The goal of this session is to match researchers and practitioners to initiate new research with seed funding awarded to the most promising partnerships.

Presentations by Policy Organizations and Feedback from Research panelChair: Policymaker (TBC)

FINANCIAL INCLUSION: SEPTEMBER 1, 2012

Welcome and Overview: Landscape of Financial Services for the Poor • Aishwarya Lakshmi Ratan, Yale University & Innovations for Poverty Action, Financial

inclusion intiative at IPA and day overview

Session I: Impact of Microcredit

- **Dean Karlan**, Innovations for Poverty Action & Yale University
- Britta Augsburg, Institute for Fiscal Studies, Impact of microcredit on poverty reduction

• Gharad Bryan, London School of Economics, Seasonal migration and risk aversion

• Commentator: Varad Pande, Ministry of Rural Development, Government of India and Frances Sinha, EDA Rural Systems,

Self-help groups in India

Session II: Access to Savings Services



• Silvia Prina, Case Western Reserve University, Banking the poor via savings accounts
 Bram Thuysbaert, Innovations for Poverty Action, Impact of village savings and loan
associations
 Commentator: Alexia Latortue, Consultative Group Assist the Poor (CGAP)
Session III: Improving Financial Capabilities - Part I
 Menno Pradhan, Free University & University of Amsterdam, School based finanical
education programs in Ghana
 Changcheng Song, National University of Singapore, Financial illiteracy and pension
contributions
 Commentator: Betty Wilkinson, Asian Development Bank (ADB)
Session: Matchmaking Program for Research and Innovation
During this matchmaking program, selected practitioners and researchers will present their
research proposals. The goal of this session is to match researchers and practitioners to
initiate new research with seed funding awarded to the most promising partnerships.
Evaluators:
• Graham Macmillan, Citi Foundation
• Florencia Spangaro, Citi Foundation
 Dean Karlan, Innovations for Poverty Action & Yale University
Moderator: Beniamino Savonitto, Innovations for Poverty Action
Session IV: Improving Financial Capabilities - Part II
• Bilal Zia, World Bank, Financial literacy
 Dean Yang, University of Michigan, Financial education for migrant workers
 Commentator: Graham Macmillan, Citi Foundation
Session V: Managing Risk
Xavier Giné, World Bank, Risk management and production decisions
• David McKenzie, World Bank
 Commentator: Jeanna Holtz, Microinsurance Innovation Facility, ILO
Session VI: New Payment channels
 Billy Jack, Georgetown University, Risk sharing and the economics of M-PESA
• Joshua Blumenstock, University of Washington, Charity and reciprocity in mobile phone-
based giving
Commentator: Gordon Cooper, VISA
CLOSING SESSION: SEPTEMBER 1, 2012
Overview and Closing Remarks
Dean Karlan President and Founder Innovations for Poverty Action IPA initiatives and

• <u>Dean Karlan</u>, President and Founder, Innovations for Poverty Action, IPA initiatives and approach to impact evaluations

* * *

For additional information email events@poverty-action.org



Address

The Imperial Queen's Park Hotel

City

Bangkok

Country

Thailand