FIRM UP PERFORMANCE

ATHENS, GREECE
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Impact Evaluations for Achieving Impact

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Still, why should we care about IE?

• For Governments
  – Improve design/implementation of the *current* project
  – Strengthen capacity for collecting and analyzing data
  – Help your institution to better design the *next* project
  – Improve accountability to beneficiaries/citizens
  – Strengthen results narrative to other Ministries and donors
Still, why should we care about IE?

- For WB TTLs
  - Improve design/implementation of the *current* project
  - Build stronger relationships with government counterparts
  - Help yourself, and colleagues, to better design the *next* project
  - Contribute to the institutional narrative on development impact
ComPEL focus areas

- Improving regulatory efficiency
- Connecting businesses to markets (linkages)
- Targeting firms with high-growth potential
- Access to SME finance
- Technology adoption
State of current evidence

Constraints

Firm capabilities (lacking managerial and organizational skills)
- Training/Mentoring
- Consulting
- Labor incentives
- Learn skills from demand
- Support to innovate

Access to finance
- Application support
- Grants/Vouchers
- Guarantees/Collateral
- Crowdfunding/Fintech

Markets/demand
- Finding buyers
- Securing orders
- Marketing/Export support
- Public procurement
- Networks/Alliances

Regulatory compliance
- Information
- Monitoring
- Feedback channels

Interventions

Intermediate Outcomes
- Change practices
- Improve workers’ skills
- Adopt technology
- Invest in innovation
- Learn from buyers and competitors
- Secure contracts/sales
- Access new markets
- Improve performance (sales, profits)
- Grow (employees)
- Improve productivity
- Improve product (quality, variety)
Thank you!