

## Quarterly Report - October 2016

### How can inclusive businesses contribute to inclusive development in Sub-Saharan Africa?

This quarterly update aims to inform you on the progress that has been made in the previous months. We will briefly summarize what we have done so far with respect to research and other outreach activities. In addition, we provide you with an overview of the planned research activities and events for the remaining of 2016.

During the course of the last few months the research team organised 4 successful stakeholder dialogues in Nairobi, Arusha, Kigali and Addis Ababa, welcoming more than a 100 participants from the private and public sector. Moreover, we shared our research findings at the **INCLUDE** research-policy dialogue that was organized by the Dutch Ministry of Foreign Affairs in The Netherlands. This dialogue focussed on the question of how development policies in Africa can be made more inclusive, and showcased research and policy reflections by NWO-WOTRO funded [research groups](#) that form parts of the INCLUDE platform.

Please find regular updates and publications of the project on the INCLUDE Platform: [click here](#).

### Stakeholder Dialogues 12 to 23 September 2016



Following the success of the previous executive trainings we organized in Arusha, Kampala and Rotterdam in 2015, we undertook a new series of stakeholder dialogues in Nairobi, Arusha, Kigali and Addis Ababa from September 12-23, 2016.

Among other things, these stakeholder meetings explored the effect of country-specific institutional factors for inclusive businesses. Each stakeholder dialogue focussed on the specific institutional

context of the country where the meeting took place. The event allowed us to present and validate our interim research findings, including results from preliminary analysis of our survey data and our case study on Safaricom's Mpesa. In addition, we explored what the country context implies in terms of trust gaps, institutional voids, and opportunities for cross-sector partnerships and inclusive business strategies. To make our research more relevant, we went one step further and challenged participants to translate their insights into specific policy messages for inclusive development. In this regard, we zoomed in on three topics: inclusive finance, food security and partnering.

A more detailed report of the stakeholder dialogues can be found in the attachment to this e-mail.

## Preliminary Results 2<sup>nd</sup> Survey

Over the summer of 2016 many of you participated in the second survey we send out on Inclusive Business strategies. In this survey we further explored relevant dimensions of the inclusive business challenge; (i) motivations for inclusiveness; (ii) business model components; (iii) societal impact and financial outcomes and; (iv) internal and external constraints faced by inclusive businesses, (v) country specific processes of trust and institution building in relatively weak institutional contexts. From the over 500 respondents, we gathered some really interesting results which tackled the interaction between both intrinsic and extrinsic elements of motivations to become inclusive, the most important strategies and resources businesses need to achieve societal change. A more detailed report of the survey will be shared with our network upon completion.

## INCLUDE Policy Reflections: ‘How to make development policies in Africa more inclusive?’

Partnerships and knowledge sharing are key to achieving more inclusive development in Africa. This was the main message of presentations made by the INCLUDE & NWO-WOTRO [research groups](#) during the INCLUDE research-policy dialogue on ‘How to make development policies in Africa more inclusive?’ on Friday 30 September in Leiden. During the different sessions, the research groups presented their interim findings and outlined the implications for policy on inclusive development. The presentations were followed by open dialogues with policymakers, researchers and INCLUDE platform members.

The research-policy dialogue was held to meet the request of researchers and platform members for more detailed discussions on research results and their policy implications. It followed on from the discussions held during INCLUDE’s platform meeting in Lusaka, Zambia last May. The dialogue consisted of three parallel sessions with presentations and discussions on the overarching themes of INCLUDE: ‘[Strategic actors for inclusive development](#)’, ‘[Productive employment](#)’ and ‘[Social protection](#)’.

[You can visit the Include Platform website for more information about the meeting.](#)

## Planning 2016

In the table below you can find the key milestones for 2016:

Action/Activity	Description	Date
<b>Max Havelaar Lecture</b>	<p>The ninth Max Havelaar Lecture will be a full day event; giving room to expert workshops, key note speakers, panels and pitches. In the morning there will be workshops on frugal innovation and living wage. In the afternoon three renowned key note speakers will inform us about business and inclusive development. Young entrepreneurs will pitch their view on inclusive business and will have a chance to win the KPN SDG challenge.</p> <p>Please visit the website for more information about the programme and registration: <a href="http://www.maxhavelaarlecture.org/">http://www.maxhavelaarlecture.org/</a></p>	2 November 2016
<b>Africa Works! Innovation in Finance Conference</b>	<p>Africa Works! is the leading international platform, organised by NABC, dedicated to inform, inspire, and connect the private sector with Africa's business opportunities. This year's conference 'Innovation in Finance', will take place 10 and 11 November at the Royal Tropical Institute in Amsterdam. For more information please visit, <a href="http://www.africaworks.nl">www.africaworks.nl</a> .</p>	10-11 November
<b>Stakeholder dialogues Netherlands</b>	<p>The Dutch stakeholder dialogues, will be held at the Rotterdam School of Management at the Erasmus University. The meeting, open to all Dutch consortium members and partners, is the key platform for sharing all the experiences and outcomes of the research.</p>	1st Quarter 2017