

Workshop Proceedings<sup>1</sup>  
of  
Imp-Act Thematic Group Meeting  
on **Understanding the Wider Impacts of Microfinance**  
BRAC Centre for Development Management, Rajendrapur,  
Bangladesh, 6-9 January 2002

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March 2002

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<sup>1</sup> Available at: <http://www.imp-act.org/>

## Abstract

The proceedings brief the outcomes of the third Imp-Act thematic group meeting on understanding the wider impacts of microfinance (MF) as a part of the three-year Global Impact Assessment Project funded by Ford Foundation. The main objective of this thematic group meeting was deepening the understanding of issues around the direct and indirect impacts of MF services on clients and non-clients, their communities and the local and national economies. The proceeding summarizes findings of all the 17 papers presented by different authors coming from all over the world during the first two day sessions. The authors mainly shared experiences of different MF institutions working in Latin American, South Asian, African and Sub-Saharan countries and their impacts on the changes in socio-political and economic lives at micro, meso- and as well as macro levels. It is also documented all the issues raised during discussions, which have taken place after each and every presentation. There is a consensus in understanding that although it is now well established about the positive contribution of the sector in the development chain, for better understanding of MF impact at different levels there is a need for detailing out further certain issues on, for example, i. Group formation: Need for distinguishing between good/bad approaches; ii. Research should have appeal across disciplines for maximizing impact; iii. Need to think about strategy & methods; iv. Strategy & tactic's (research areas, international approach, dissemination); v. Studies on strategic partnership to provide credit plus plus; vi. Trend and implications of commercialization in MF; vii. Gender needs to be a core underlying theme in all analysis; viii. Financial services (product innovation, spreading and deepening coverage) ix. Need to focus on markets and multi market outcomes; x. Networking to maximize value added and xi. Gender as an agenda and also as a theme.

## **Introduction**

Imp-Act thematic group meeting on understanding the wider impacts of microfinance (MF) is a part of the three-year Global IA Project funded by Ford Foundation. It was the second thematic group meeting under the project held on 6-9 January, 2002 in the BRAC Centre for Development Management, Bangladesh. The first thematic group meeting was on the very poor, held in South Africa on 25-29 November, 2001. It mainly focused on issues related to reaching the very poor by Microfinance Organizations (MFOs) and the impact of MF on their lives in the long run. The main objective of this thematic group meeting was deepening the understanding of issues around the direct and indirect impacts of MF services on clients and non-clients, their communities and the local and national economies.

The specific objectives were to:

- Devise appropriate procedures for the measurement of 'wider impacts' of MF, i.e, the impact going beyond the household level which is the immediate beneficiary of the financial services;
- Review experiences and methodologies of wider impacts measurement;
- Examine the practical issues pertaining to wider impacts within the work of individual MFOs as well as through collaborative regional research in Asia, Africa, Eastern Europe and Latin America; and
- Develop a detailed work-plan for this Thematic Group for the period of Imp-Act programme

36 participants from all over the world attended the meeting (see Annex A for list of participants and programme for the meeting). To set the stage and focus for discussion Paul Mosley in his introductory speech mentioned that by wider impact of MF we basically mean the impact beyond the beneficiary level on, for example, education, health, intra-household relations, contribution to GDP and/or reduction of global poverty. He emphasized that in designing any IA two things should be taken into consideration: how to do IA at a minimum cost and to help the institutions to assess, monitor and improve its program.

In the first two days a number of papers had been presented by participants from different countries describing mainly conceptual and methodological issues of wider impact of MF and illustrating some of their findings with regards to the impact of different MF approaches. The third day was spent in the BRAC MF programme areas to have a practical knowledge about BRAC approach and also to meet with development practitioners and thinkers of Bangladesh. In the fourth day an action plan was prepared on the project's future research activities.

## **Papers Presented:**

- **Sajjad Zohir (BIDS, Bangladesh) and Imran Matin (BRAC, Bangladesh)**  
**Wider Impact of MF Institutions: Issues and Concepts**

Wider impact is a topical theme in the MF impact discourse. Yet, there is a lack of common understanding of the various issues and concepts, which constraints the development of a concrete research agenda. This paper is an attempt to delineate the theme and provide a conceptual framework for understanding wider impacts with reference to MF. There are three ways in which wider impacts is popularly thought of--- as non-economic impacts on the participating households; as impacts on non-participating households and as impacts that take place beyond the household level. This paper argues that though a focus at the level of the households is important for assessing distributional welfare outcomes, greater clarity and insights about wider impact processes may be obtained by abstracting from the household level and concentrating on the changes at the level of the various market and non-market institutions (including intra-household bargaining norms). A better understanding of these changes is crucial for assessing wider impacts implications at the level of the households. The paper suggests that these beyond-household changes be explored on four domains (economic, social, political and cultural) and at three levels (local, regional and national). The impact domains are then related with the various elements of a MF institutions intervention package. The paper concludes with a few examples of possible exercises using this framework.

In the discussion session a number of questions were asked by the participants relating to the concept of wider impacts presented in the paper and methodologies needed to pursue research on wider impacts as suggested in the paper. The issue of attribution was one important methodological challenge raised by the participants. During discussions participants viewed that the wider impact should answer the unanswered questions that household level impact assessments does not cover. The framework offered by the presenters, Naila Kabeer (IDS) viewed to be a narrow presentation of wider impact because it mainly focuses on markets, while impacts on polity, society and economy should all be considered for wider impacts. The framework, some participants thought does not cover all the linkages from household to meso and macro.

While the presenters agreed that the framework should be improved to focus more strongly on non-economic aspects (economic is only one of the four domains considered in the paper—the other three being, social, cultural and political) and developing more explicitly the linkages between the various levels, they argued that the first exercise in wider impacts should be abstracting from the household and focus on market and non market institutions. They also argued that interest in wider impacts being driven by the possibility of finding additional impacts that are not captured by narrow household level impacts may not be the right approach. In their paper, they argue that traditional, 'narrow' household level impact studies may be seen as a reduced form expression of wider impacts.

On questions pertaining to methodological challenges, the authors argued that this will depend on which domain of wider impact is of interest. For the economic sphere wider

impacts, appropriate multi market computable general equilibrium may have to be developed which explicitly models microfinance institutions as a sector. On the other hand, for wider impacts in the other domains more qualitative and socio-anthropological approach may be needed.

- **Kate Roper (Small Enterprise Foundation, South Africa)**  
**Practitioner Approaches to Measuring Impact of MF on the Poorest of the Poor**

Small Enterprise Foundation (SEF), an NGO based in one of the poorest provinces of South Africa offers savings and credit for micro-enterprise. It has two credit programmes, one is especially for the poorest women and the other one is for all other existing micro entrepreneurs within the working areas. SEF follow the Grameen Bank's group approach in lending where credit is given to individuals and group is being used as a pressure and support group for loan recovery. The aim of assessing and monitoring impact for SEF is to increase understanding of the factors that lead to improvement or decline of members' livelihoods, so that the organization can improve its practice. SEF uses an impact management system comprising of a number of inter-related components like livelihood case-studies, internal studies, impact monitoring and evaluation and external studies. Impact monitoring is an integral part of its everyday operations and is done through interviews of clients on their entry and after each completed loan. Three different sets of indicators related to the impact on poverty reduction, business success and social changes have been developed through discussion with clients and the staff. Monitoring results are primarily used by field workers and clients to see the impact of the programme on clients. It is also used to assess management performance at different levels. The SEF MIS is also being used to produce ad hoc reports on impact.

In the discussion sessions it was quite clear that in defining the country context of poverty is very important, otherwise there could be a danger of confusing the debate about the microfinance possibilities for the poorest. For example, Imran Matin (BRAC) pointed out that by 'the poorest' in the Bangladesh microfinance context we mean the destitute and the female headed households. That is why in Bangladesh context when we are talking about any ultra poor programme we need to consider a subsidy element so that loan money is not used for direct consumption. In other country contexts, the existing poverty outreach by microfinance programmes may be shallower and a lot of room may exist in developing pure microfinance for those poor who are not served.

- **Paul Mosley (University of Sheffield, UK)**  
**Results from Africa with Emphasis on Impact of MF on Uncertainty and Coping Strategies of the Poor**

Paul Mosley presented some of the results from the research project on micro-finance for the poorest on 6 institutions in Africa namely the Gatsby Trust of Cameroon, the Kenya Rural Enterprise Programme, Centenary Rural Development Bank of Uganda, CARE-Zimbabwe, the Farmer Support Programme and the Small Enterprise Foundation of South

Africa. The project aims to explore the question of the right types of financial instruments needed to be able to help the poorest in relation to African countries.

In relation to impact the study identified three broad areas. The first is of quality; the second one relates to poverty reduction and the third area is on wider impact issue. There is substantial qualitative evidence that targeting microcredit to the poor and to poor women in particular, enhances human capital through increased expenditure on consumption and education and related improvements in health. In all the case studies microcredit has had a positive impact on all three welfare measures, but women beneficiaries tend to attach a higher value to the asset measure of well-being.

There is also substantial informal evidence to support the finding that MF to the poorest increases their risk management capacity through the enhancement of social capital. In all of the case studies, male and female beneficiaries who are members of farmer groups and/or business associations; share information on markets, prices and technology and cut costs by pooling resources for transporting goods to and from markets and by sharing storage facilities. Members' contributions can also be drawn on in times of need.

Transitions out of poverty, and 'impact success stories', with above-average growth of assets, appear to be partly the result of direct loan impacts, namely investment in working and/or fixed capital, and partly the result of labour-market impacts. Where impacts have been minimal, or there has been a shift into poverty, these are due to poor rainfall and/or crop failure; and for women, as noted above, social norms or, as in the case of two merchants, theft of cash and goods.

Demand for financial services varies by income, with the poorer preferring to combine loans with savings and insurance. But this choice is not always available to them. In all the survey countries, income earned by women heads of households is on average much lower than that earned by their male counterparts; they are also heavily dependent on one source of income for their livelihoods, which increases their vulnerability. Except in South Africa, where there is a savings component in place, all of these women clients expressed a desire for a micro-savings facility. The evidence for South Africa, moreover, is that in times of hardship savings provide an important coping strategy that reduces the risk of forced asset divestment. Drawing on savings in times of stress is a particularly important mechanism for SEF clientele.

To summarize, Paul Mosley argued that loan-only financial products often increase risk for the rural poorest, frustrate coping strategies which are based on the avoidance of risk, and are to be discouraged. Loan-only products containing end-use conditions (e.g. 'working capital only, not fixed capital') frustrate the ability of clients to build up their desired asset mix.

In the discussion Imran Matin (BRAC) in response to Paul Mosley's suggestion that health impacts emerge as more predominant in qualitative studies than quantitative ones, referred to the work of Priya Nanda from John Hopkins who looked at health impact of MF and found that micro-finance participation did increase women's own demand for formal

healthcare<sup>2</sup>. In terms of linkage between poverty graduation and labour, Paul Mosley in Uganda study found that the proportion of the poor who moved out of poverty as a consequence of being hired by micro-finance lenders, was higher than the corresponding figure for being a micro finance borrower, suggesting that the indirect effects of microfinance working through the labour market linkages may be stronger than direct impacts. However, the participants having experience of the African microfinance market pointed out that as many more poverty focused MFOs may be working in poorer areas, the indirect effects working through other markets may be less than the MFOs working in areas that are growth centres.

- **Martin Greeley (Institute of Development Studies, UK)**  
**Comments on the CDP AID and Wider Impact Framework**

The wider impacts framework in Martin Greeley's paper mainly considers three dimensions taken from Paul Mosley's work, which includes: 1) widening and deepening the range of resources available to the poor; 2) improving the conditions for and their ability to achieve entitlements to resources; and 3) improving the basis upon which the poor make choices between potential beings and doings or courses of action and thus build their livelihoods.

The paper raised the following questions that needed focussing:

- What kind of wider impact we expect to see where there is a significant overlap?
- Under what conditions should we consider scale?
- How to isolate market based effect with other effects?

The framework needs to address all these questions. In addition, it has to focus on delivering on targeted poverty reduction, address direct and indirect impact and come up with some indicators and credible results.

- **Nailer Kabeer (IDS, UK)**  
**Micro-finance, Wider Impacts and Social Change: Processes and Outcomes.**

The framework offered by Naila Kabeer discusses social change in the context of three dimensions of peoples' lives. These are resources, agency, and the *ability* to combine resources and agency in order to achieve certain goal i.e., the impact. A change in any one of these elements is a part of the process of social change, is a part of the impact of micro-finance, but is also in turn an input into wider processes of social change. So one set of changes that may be an impact within a certain time frame, can then become a part of the inputs into the processes of social change in a wider time frame.

Resources can be individual or collective, material (income, assets, savings, equipments, livestock, money, new livelihood opportunities), human (health, physical well-being, education, knowledge, cognitive, skills, leisure) and social (family and extra-family

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<sup>2</sup> 'Women's participation in rural credit programmes in Bangladesh and their demand for formal health care: is there a positive impact?', Health Econ, 1999 Aug; Vol. 8 (5), pp. 415-28.

relationships, social standing in community, social networks, friendships, group formation and group federation). Agency entails the ability to reflect upon ones situation, to solve problems, to act as a collective, to mobilise, to manipulate, to coerce, to deceive, to bargain, to negotiate. All these forms of *doings* make up agencies so attention on the 'decision making' element of agency, which has been a focus in many studies on women's empowerment and microfinance, is quite a small part of that sum total agency. Achievements or outcomes can be individual or collective which can relate to changes in resources or changes in the agency in absolute (for instance; an increase in nutritional levels), or relative (for instance, a reduction in gender gap or the poverty gap) measures.

The impact discourse should be about immediate and wider, short term and long term, simple and complex. In terms of MFIs in bringing about social change, it is partly about poverty reduction and partly about changes in other areas of poverty. It is also about how MFIs define and read the poverty problem and they define it partly as lack of access to capital, lack of access to credit from existing financial services providers, etc. But there are also organizations who are working on a broader notion of the poverty problem by covering both financial and social inputs and to separate out the impact of these two different sets of inputs is practically impossible.

These are very broadly the two different models and therefore each organization should have its own form of analysis, of what the problems are, and its strategy. And whether it seeks to provide financial services, either credit, credit plus, or credit plus plus, with a whole lot of other support services, depends crucially on how it analyze and read the poverty problem. Through its activities it allows people either the organization itself or the groups, or the individuals within the groups to make certain achievements and it is these achievements and the extent to which these achievements translate into societal changes at various levels that should be a focus of wider impacts.

This in the final analysis determines whether the organization has got its analysis right, has got its diagnosis of the problem right. Did it identify the constraints correctly? Did the strategies that were devised then succeed in helping people to act upon those constraints? The constraints are not simply the lack of capital, but banking procedures, the way governments look at the poor, the way it responds to the needs of the poor and distributes resources. All of these are a part of the package and the extent to which a micro-finance institution achieves these wider social goals, will partly reflect the extent to which it intended to achieve these wider social goals. There will of course be unintended impacts and it may be that the micro-finance institution without this broader analysis is unable to achieve these wider social goals. We will have to explore the difference in the social impact of a credit only and credit plus plus organization.

Naila argued that the impact of MF cannot be restricted within the economic sphere simply because by giving people who were culturally and customarily not permitted access to resources, their *own* financial resources, is acting in social ways. MFI's have to adopt certain procedures and conscious strategies in those societies where the exclusion of women from the monetary economy is particularly severe. Because these are women who have never handled cash, and certainly never handled cash in large numbers, providing them access to financial services already entails a redefining of these women from being economic



dependants, to being economic actors--- redefining some of the social roles that women are required to play.

Each of the change that women bring about or are able to bring about, through this new economic agency, we can track in terms of a gender division of labour, within the household and within the community. And it is not surprising, that studies of micro-finance are beginning to find that credit in the hands of women is much more likely to have an impact on child survival, on fertility rates, on child education, on closing the gender gap in education, on reductions in child labour, etc. Naila doubted if we would see the same findings reported if the loans had gone into the hands of men, because it would not have redistributed the decision making power in quite the same way, as loans in the hands of women. So one set of difference it makes, that women are being targeted actively in MF, is that certain aspects of peoples' lives, where women have been customarily confined are being redefined in terms of the kind of agency women bring to those aspects of their lives. So one important difference is in the whole demographic change, part of the demographic change's we are seeing in South Asia, is not just credit obviously but it is resources coming into the hands of women.

Another encouraging finding that we are coming across in a number of studies is in the area of women's mobility in areas in which women were not mobile. It is encouraging not simply to be mobile per say, and not simply to be mobile in going to the market, is not always the most important aspect of their lives, but mobile in the sense of making claims, for themselves, in groups. It is mobile in the sense of being able to go to the local authority which holds power at the local level and make demands.

The issue of externalities is another area of impact in terms of gender relations. MF by impacting upon the behaviour of a particular set of people may have effects on a whole range of people that are not directly covered. So another part of wider impact could be to know more concretely the ways in which MFOs, both in their operations challenge local norms but also assist women, men to challenge local norms, about reproduction, about production, about participation, and so on.

- **Anup Dash (CYSD, India)**  
**Self-help Groups and Democratic Governance in India**

The paper described self-help groups in India as a way to ensure peoples participation in the democratic governance. Self-help group (SHG) is a self-governed, peer-controlled small and informal association of the poor, usually from socio-economically homogeneous families who are organized around savings and credit activities. Funds for credit activities are coming through regular savings deposited by all of its members on a weekly or fortnightly basis. In the meetings they discuss common village problems and plan solution, share information, make efforts to improve their health and literacy skills.

SHGs are initially formed on the foundation of the accumulated endowment of bonding social capital already existing in the community. The social capital produced by the SHG as it matures through creation of new ties and linkages, strengthens the community's cooperative capacity to the achievement of group government. As the group members' capacity for

collective action increases and the nature of their preferences changes towards more collective benefits, there is a corresponding increase in the volume and clarity of citizens' demand on government for realizing collective community benefits. When the SHGs grow they begin to articulate the community demands as they become aware of their rights and therefore attitude of the government bureaucratic officials changes and they become more responsive to the needs of the community i.e., with the maturity of SHG the state-society relationship begin to change at the local level towards the better.

In this way, SHGs which were originally established to produce economic benefits for members eventually became an associational framework for collaborative actions that produce public goods. As a result a range of other community-level organizations emerge where often members of the SHGs are recruited. Role of SHGs in strengthening local governance and political democracy can be described by the fact that a number of SHGs members are being elected in the Panchayati Raj system in India, the lowest tier of local democratic governance.

- **Reynaldo Marconi/Carmen Velasco (PRO MUJER/FINURAL, Bolivia)**  
**Group Dynamics, Gender and the Impact of MF in Bolivia**

In Bolivia, both individual and group approaches are being applied by MF institutions. This paper focuses on the group approach conceptualized as extended forms of socialization and community development which takes into account group structure and dynamics as well as potential community impact.

Group is a complex of system of individual interactions, a set of human beings defined by their common space, time, roles and tasks. It is a social experience that transcends individual limits. Groups have a well-defined structure in terms of their existence and essence, with defined characteristics in three areas: totality, transformation and self-regulation. Group dynamics is conceived as the actions of a group as a social phenomenon which develops in three stages: idea, task and project. The group interventions have been developed during the eighties in response to the needs of highly discriminated groups (i.e. women, the poor, suburban migrant, population with low educational levels, with instable economic activity and who lack guarantees) to provide access to credit and integrated development services.

Characteristics of successful group methodologies are solidarity, participation, democratic leadership, social learning, mutual reinforcement, affective links and sense of belonging, gender approach, self-regulation and attitude aimed at seeking the "common good".

However, group interventions often fail to bring about the desired impacts due to deficiencies that include:

- Use of group methodology as a means to grant loans, failing to consider its social dimension
- Violation of social principles of group dynamics
- Mechanic processes to form groups, lacking contents and limited follow up
- Unilateral response to population's needs, focused only on credit
- Failure to acknowledge the potential of group methodology in development processes

The expected impacts of group methodologies may be illustrated through the following table.

On person	On groups	On women	At the community level
<ul style="list-style-type: none"> <li>-Access to information and education</li> <li>-Development of entrepreneurial skills</li> <li>-Development of leadership and self-esteem</li> <li>-Improved personal and family income levels</li> <li>-Increased operational capital</li> <li>-Better education and health for the family</li> </ul>	<ul style="list-style-type: none"> <li>-Efficient organization and autonomy levels (self-regulation)</li> <li>-Group's performance and long-term projects</li> <li>-Addressing individual as well as group needs</li> <li>-Development of affective links and social support networks</li> <li>-Cohesion, solidarity and mutual cooperation</li> </ul>	<ul style="list-style-type: none"> <li>-Empowerment with community projection</li> <li>-Development of leadership at the family and/or economic levels</li> <li>-Active participation in resolution of community problems</li> <li>-Improved women's image at the family and community level</li> </ul>	<ul style="list-style-type: none"> <li>-Establishment of social security networks</li> <li>-Development of social recognition and interrelations</li> <li>-Strengthening of social and community development awareness</li> </ul>

Several points were raised in the discussion session:

- Group approach is very costly for financial institutions. There is also a misuse of group methodology.
- In Bangladesh context bitter experience of group approach and switching to individual approach using the group only as collection centres.
- In Bolivia many MFIs drop the 'plus things' because of cost
- Commercialization of the sector also acts upon shifting from group to individual approach
- Group cohesion and group work is very important in group lending

- **June Rock (University of Sheffield, UK)**  
**Gender Determinants of MF Impact for Rural African Women: Case Studies of Rural Women Beneficiaries in Uganda, Zimbabwe & South Africa**

This paper presents findings of the case studies of MF impact on 37 female loanees from Uganda, Zimbabwe and South Africa. Results show that gender relations are not a determinant factor in women's ability to control loans. Findings show that women's access to loan helps themselves and their households in improving their socio-economic condition. But they are forced to de-capitalize their financial and social assets acquired through their access to loans for taking care of their children and sick family members. To make the MF benefits sustainable there is a need for group schemes with a provision of safety nets for those women who may be forced to exit or default on their loan repayments. It might be an extended grace period and or some form of insurance mechanism. These safety nets would also reduce the potential for conflict within groups by reducing the risks to other group members who may also be forced to withdraw their own savings to cover the arrears of defaulters.

- **Baqi Khalily (Dhaka University, Bangladesh)**

Baqi Khalily discussed some of the core findings of the first comprehensive impact study of micro-finance in Bangladesh jointly carried out jointly by World Bank and BIDS in 1993. Results of the study were presented in a 1995 International Workshop and then published in

two volumes of workshop proceedings. A book was also published recently by Shahid Khandker based on the results of this study. The study handled the issue of selectivity bias through using quasi experimental sampling method and did a comprehensive analysis by using rigorous econometric analysis. The study included a carefully drawn sample of 1,800 participating households of BRAC, Grameen Bank and RD-12.

Baqi Khalily argued that the issue of sustainability should be understood as a long term viability of the borrowers. He mentioned two of his studies where it was found that microcredit increases ability of borrowers to absorb external shocks. In terms of institutional sustainability the World Bank – BIDS study on BRAC, GB and RD-12 and the recent one conducted by Khalily, Imam and Khan (2000) on Grameen Bank and ASA show that they achieve financial sustainability but not economic.

He raised the following issues for discussion and thinking in the context of wider impacts of microfinance:

1. Structure and behaviour of rural credit markets (RCMs) (share of each market in total credit supply, does MFIs change the structure of RCMs?)
2. How micro credit markets (MCMs) impacted formal financial markets (FFMs) (savings mobilization, use of resources, transfer of rural deposits to urban, loan recovery rate, production technology)
3. The structure of the Micro credit market (implicit assumption of wider impact – efficient, borrowers still make choices, overlapping due to high demand for credit, refining of loan, product diversification and competition within MFIs)
4. Micro credit in public sector (key lessons: subsidized, low productivity, high social cost due to loss, political interventions)

Baqi Khalily used the following table to argue that there are important differences in characteristics and performances of Government MFOs (GO MFOs), Government Microfinance Programmes (GO MFPs) and NGO MFOs.

NGOs/MFIs	GO MFIs	GO MFPs
-Long run positive impact	-Inefficient	-Ad hoc in nature
-Viable	-Political intervention	-Fully subsidized in long run
-No govt. intervention	-Low productivity	-Political objectives
-Cost-effective	-No stability	-No institutional development
-High productivity	-In management	

These differences have at least two implications. One is over estimation of impact when GO MFIs and GO MFPs are not considered. Secondly, involvement of GO MFIs/GO MFPs may make MCM unsound. For proper regulation it is necessary to develop sound RCM and MFIs. He therefore argued for restricting GO MFPs/GO MFIs to ensure fair competition, savings mobilization and sustainable MFIs.

- **AMR Chowdhury (BRAC, Bangladesh) and Abbas Bhuiya (ICDDR, Bangladesh)**  
**The Wider Impacts of BRAC Poverty Alleviation Programme**

This paper looks at the poverty alleviation programme of BRAC and presents some of the findings from the different impact studies on selected components of 'human well-being'. The concept of human well-being includes seven dimensions i.e., increased income/livelihood security, increased nutritional status, decreased mortality and morbidity, healthy/sustainable environment, control over fertility and improved women's lives. The study found better child survival and nutritional status in households served by BRAC. Positive impacts were also found in other areas such as expenditure pattern, family planning practice and children's education. Study findings show that BRAC's poverty alleviation programmes focused on women are quite effective in improving well-being, particularly in the areas of child nutrition and mortality. There are also indications that the BRAC programme has been successful in reducing inequality in health between the rich and the poor but not between men and women. In terms of rural power structure at the community level studies found substantial change in the health networking relationship due to the BRAC community health workers.

- **Monirul Islam Khan (Dhaka University, Bangladesh)**  
**Use of BRAC Provided Micro Loans by its Borrowers**

The paper was on the use of BRAC loan by its 35 women borrowers who were traced fortnightly for more than one year during 1996-97. Study results show that the formal objective of taking loan and its actual use varies. Although majority of loans (64%) were used for productive investment such as cultivation, small trading and milk cow rearing, it was also used for repayment of old and current loans of BRAC and others and also for consumption purposes. Most of the borrowers handed over loans to their male counterparts who take the main responsibility of handling the loan money. Borrowers took part in the discussion on the use of loan and in the activities related to management and supervision.

For the borrowers, BRAC loans widened their income opportunities since it provided them running as well as seed capital. In terms of the impact of microcredit on women's mobility it could not impact significantly on the existing social norms. Since cultivation is the major area of investment, existing social norms in rural Bangladesh do not allow women to go and work in the agricultural field unless there is a lack of economically active male labour force in the household. The time constraint of women after completion of all household chores was another reason for that. Regarding the sources of instalment payment, 22.5% came from the revenue derived from the investment of BRAC loan, 61% came from other income sources and the rest 16.7% were paid by loan from others.

- **Merek Markus (INTEGRA Foundation, Slovakia)**  
**Assessment of Impact of MF on Inner-city Regeneration in Eastern Europe**

Integra is an informal network of cooperating agencies in Slovakia, Romania, Bulgaria, Russia, Croatia and the USA. It was founded in 1995 in Slovakia as a grass-root response to the needs of emerging sector of small and medium enterprises (SMEs). Its 3 strategic

programmes are SME development programme, Micro-enterprise Development (MED) programme and business ethics programme.

Integra helps people to start and grow their business and participate in the transformation of their communities by strengthening their social capital. By social capital it refers to the internal social and cultural coherence of the society, the norms and values that govern interactions among people and the institutions in which they are embedded. Social capital seems to be the precondition for economic development as well as for effective government. Integra approach of working include support groups and clusters through SME development programme, MED – training and trust groups, organizing of conferences and networking meetings, cooperation with local networks, anti-corruption research and to help in formulating policy and lobbying.

For Integra poverty is not only a lack of material assets, it is about vulnerability, powerlessness, physical weakness, isolation and spiritual poverty. MED agencies and MFIs should consider this wider perspective on poverty by engaging in intentional activities aiming to increase social capital, developing broader partnerships and coalitions. For Integra investments in physical, financial, human and social capital should be viewed as complementary, not competing alternatives. Integra expects that through their involvement in the wider impact study project it will be able to measure and evaluate the level of social capital building in communities of their clients that ultimately will be able to help it to confirm or re-define its current strategies. It could also help Integra to strengthen its ability to demonstrate social returns on investment of its donors and investors.

- **Susan Johnson (University of Bath, UK)**  
**Assessing the Impact of MFOs in Financial Markets:  
An Alternative Approach'**

This paper describes what the financial market is, who the players are in the market and tries to conceptualize the impact of MFOs on the financial market. It also provides detail methodology in studying local financial markets with particular reference to South Africa.

Financial market broadly consists of suppliers of financial services and economic agents who utilize those services. The suppliers include a range of different types of financial intermediaries (including bank, formal and informal MFOs, informal lenders) not all of whom are independent to their users/clients. MF services as part of the total financial services available in the market which have access to a particular segment of the population.

There may be two domains of impact which we need to examine pertaining to the local financial market: the impact of MFOs on 1) access to and use of financial services by clients and non-clients and 2) other financial intermediaries. It is important to know the characteristics of those who do and do not have access to those services and why for identifying limits of the impact of existing products and services and how MFIs can extend their market. The effect of MFIs intervention in the existing financial market could be another interesting area which needs to be explored. The other area of interest could be to know the impact pathways involved i.e. the mechanisms through which MFOs might affect the practice and performance of other financial intermediaries, and the access and use by clients and non-clients of financial services.

The paper suggests two pathways: competition effects i.e. the direct loss of clients to a financial intermediary and demonstration effects: first, from MFOs to other financial intermediaries through demonstrating alternative products and methods of service delivery which other financial intermediaries then seek to copy or adapt; and second, through the behaviour that MFO clients demonstrate which can influence the behaviour of non-clients. The proposed methodology for measuring impact employs mainly qualitative techniques to assess causation and attribution of changes by actors, although some quantitative data can be collected where possible.

Methodology in studying local financial markets in South Africa considers the demand and supply side components and also the competitive and non-competitive environment by including 3 different locations: where there are no MFOs, where there is only one MFO and where there is more than one MFO. The supply side study includes both formal and informal financial service providers. A survey instrument has been devised based on the MicroSave, Africa (MSA) Competition Analysis Framework to collect information from the formal and semi-formal financial institutions such as banks, building societies, credit unions, post office or post bank, government lenders or parastatals. The survey should be conducted with a senior official at the institutions. Information from the informal financial service providers such as moneylenders, ROSCAa, ASCAs , trade credit will also be collected by using the same instrument with some minor modification.

The demand side study includes both survey and individual case studies on clients and non-clients. MSA tools with client groups include financial services matrix (gives overview of range of services available and their relative use by different well-being categories), financial sector trend analysis (provides overview of changing their use over time), relative preference ranking (compares providers on basis of characteristics of service), financial landscape analysis (provides overview of financial services available, their terms and conditions) and gender matrices, the latter investigate financial responsibilities by gender. MSA tools with non-clients include wealth ranking exercise, key informant interviews to identify non-client respondent groups from different wealth categories. Then similar tool used with the client groups will be applied to collect information from the non-client groups.

In the discussion session, the following points were made:

- It can be a useful framework also for formal bankers if the concept of collateral can be included
- Different intervention contributes differently to social change making the comparing of results by using this framework difficult
- Difficult to disaggregate competition and demonstration effects

- Paul Mosley (University of Sheffield, UK)  
Micro insurance (MI): India, Ethiopia and Uganda.

The *argument* for micro insurance in the context of poverty reduction is that:

- The poorer you are the lower your tolerance of risk, and where as MF in the conventional sense of loans will not necessarily reduce risk, MF in the sense of saving or insurance will;
- The poorer you are the more you want to avoid risk even at the expense of giving up some asset growth;
- The poorer you are the harder it is for you to access insurance;
- The insurance markets that tend to be urban biased and limited to a few financial products, theft and fire insurance;
- Scars insurance markets in Africa

### Impact of MI

- Insurance can stabilize the income not only of clients, but also of an entire region, if the clients are a good proportion of a local population. Therefore a region which is drought damaged can by the effects of micro insurance, become stabilized.
- Micro insurance is going to be attractive to people to whom the conventional credit driven products are not, and therefore it is going to enable a whole MF movement to go down market, in the same way as for example the BRAC, IGVGD scheme for vulnerable groups does. This is another route by which this can be done and probably it can be implemented in conjunction with related schemes for vulnerable groups.

### Learning

- Cover only cost
- It can stabilize income and smoothen the MF market
- Difference between intended and actual effect
- Insurance may have unintended side affects, such as less precautionary behaviour of the insured.
- Comparing effects of MF and MI is difficult

Paul Mosley concluded by suggesting the need for future research on comparing effects of saving, social capital building, asset diversification, and insurance on risk management.



- **Jamie MacDade (CERUDEB, Uganda)**  
**Knowledge Management and Impact Monitoring at**  
**Centenary Rural Development Bank**

Commercial banks generate enormous amounts of data that can be transformed into information for sharing with different stakeholders. This information could be more effective in managing customer relationships, in discerning poverty alleviation impacts of services/products and in fostering innovations within the organization. Data is the facts, figures and statistics. Information is also data but organized for human comprehension. Knowledge is the information that can be used to take action. Knowledge management is about managing, filtering, refining, synthesizing, summarizing of information to fit the exact needs of the recipients. Knowledge can be measured through intangible assets (patents, goodwill), proxies (investment in IT, research & development expense, number of IT employees and return on assets and investments. Characteristics of high knowledge organizations are: they are small but productive, knowledge intensive, high education, can engage in complex problem solving, and deliver high value-added products. To convert a bank as a service to knowledge organization it is necessary to create internal communities of affinity groups, develop widely accessible information system, and continuously test assumptions.

The Centenary Rural Development Bank has developed a knowledge management (KM) and client impact monitoring (CIM) model which it expects to use as basis for credit scoring system to extend outreach of credit products. Once validated CIM will allow entry-point client level data to be transformed into information which will be converted into knowledge that will be used to guide customer relationship management. It is expected that the use of CIM would help for extracting information for both external i.e., assessing changes in client groups' vulnerability, new product development (price differentiation and credit scoring) and internal purposes, i.e. assumption testing, enhanced information-sharing and communication and sensitization to poverty and gender issues.

The CIM approach to knowledge creation and management is expected to:

- Encourage sharing of experience in a group of equals will help in fostering communities of practice
- Make poverty and gender issues as fundamental business concern which leads to innovation
- Enable continuous feedback mechanism that will reinforce banks mission

In the discussion session participants opined that this model can be used for other purposes like advocacy, processing of loan approval, market segmentation, new product development, etc.

**Asif Zaidi and Dhruvaa Mukhopadhyay (PRADAN, India)**  
**Wider Impacts of MF through Self Help Groups (SHGs):**  
**Presentations from PRADAN**

PRADAN is an NGO working in six states of India covering mainly eastern parts, some central parts, and one state in the west, which is Rajasthan. It works with poor people in rural areas, particularly with women and tribal people. PRADAN provides developing supportive structures for the marginalized through the promotion of Self Help Groups (SHGs) consisting of women. PRADAN makes a conscious effort to link SHGs directly with the banks, financial institutions and supplementary credit and health insurance as well as government programs. Individual SHGs should evolve as a socially and financially sustainable institution. They support each other and their livelihood supports. At the SHG level they are also acting as pressure groups in the case of dealing with the outside world. If there is some delay in repayment, they are providing mutual support to ensure the repayments. PRADAN presently has 3000 SHG's involving 45,000 families.

SHG is expected to achieve a variety of wider impacts in different dimensions:

- Mutual help dimension – building the group cohesion, trust among members, transparent systems that strengthens group autonomy
- External financial intermediation – banks linkage - SHG should act as a moderator for individual behaviour to fulfill the expectations and requirement of financial institutions which will have an impact on increasing access to bank loans by SHG members
- Empowering of SHG women at the level of self, family, the community and the external world e.g. public representatives, government systems etc.

Methodologies that PRADAN would use to measure wider impact:

- Comprehensive impact survey in three locations - two in the east, one in the west. For understanding impact at the community level, extent of bank linkages and effects on the policy environment
- Internal learning system to monitor changes at individual, group, family and community levels. It is a participatory IA tool for NGO development programmes designed to meet the learning needs of participants and programme staff which is now under trial stage. Programme staff will use the system to meet a variety of IA objectives. On the other hand, participants use it to track and analyze changes in their lives.
- PRA techniques, interviews with the bankers, public representatives and government offices

On the question whether PRADAN offers any kind of guarantee on these loans when it links groups with banks the presenter explained that there is no physical guarantee involved in the process. PRADAN just facilitates the process, and the solidarity of the group plays the role of a social guarantee. Regarding sustainability of PRADAN, it is explained that although PRADAN does not get involved in any kind of income generating activity but believes that groups will stay even if PRADAN phases out in the future. The main objective of PRADAN is not to stay in one place for a long but to empower the poor women so that they can bargain for their rights themselves. It is expected that after some time PRADAN will

- **Rekha Mehra (Ford Foundation, India)**  
**Summary of Presentations and Discussions**

- The workshop has covered a wide range of issues and examines the theme of wider impacts from a wide range of perspectives
- Realizing the importance of differences in objectives for various organizations in approaching microfinance and the poverty problem is critical
- MF is an important and attractive tool for development and poverty alleviation
  - There is a gender element it targets mainly the women. Through MF firstly women are recognized as active agents and given something concrete for their development
  - Opens up the possibility of sustainability
- However, it is also important to appreciate that MF is not a magic bullet. This is only a tool that cannot solve everything

### Questions

1. What are wider impacts?  
Is it about financial/economic impact linking with market, broader social change, direct and indirect and positive and negative impact?
2. Why do we care?  
For proving and improving, fixing strategies and avoiding pitfalls.
3. How do we know?  
Need for credible, low cost, practitioner friendly method
4. Where does it leave us?  
Creation of choices – credit, credit plus, credit plus plus  
Costs and resource constraints  
Desired impact

### Concerns

1. Contextual factors should be taken into consideration  
For instance, gender issue is more relevant for South Asia not for America or Africa  
Health issues, especially women's reproductive health is more relevant for Africa
2. Model and the role of MF in Asia and Africa differs  
More credit plus plus in South Asia and credit only in Africa and Latin America
3. Role of donor policies varies  
Dominance of donors is the reason for credit only approach in Africa

withdraw from these areas and this has happened in many blocks where PRADAN has promoted groups then withdrawn from that area. These groups have been sustaining for more than 10 years.

The Third day of the workshop was spent on field trip to BRAC MF programmes, Dhaka city trip and meeting development practitioners and thinkers of Bangladesh in a dinner hosted by BRAC. Before field trip a short presentation was given including showing of 30 minutes video on BRAC activities to outline the trip.

### **The Fourth Day: Developing an Action Plan**

The fourth day focussed on the preparation of an action plan of the future research work arising from the workshop on the theme of wider impacts. Martin Greeley based on the presentations and discussions from the first two days highlighted a number of issues that could serve as background as the action plan is developed. These included:

- ⇒ Group formation: Need for distinguishing between good/bad approaches
- ⇒ Research should have appeal across disciplines for maximizing impact
- ⇒ Need to think about strategy & methods
- ⇒ Strategy & tactic's (research areas, international approach, dissemination)
- ⇒ Studies on strategic partnership to provide C++
- ⇒ Trend and implications of commercialization in MF
- ⇒ Gender needs to be a core underlying theme in all analysis
- ⇒ Financial services (product innovation, spreading and deepening coverage)
- ⇒ Need to focus on markets and multi market outcomes
- ⇒ Networking: To maximize value added
- ⇒ Gender as an agenda and also as a theme

The participants were provided with two cards and were asked to identify in the card #1 research issues/activities which can be carried out by the participating organizations themselves. In the card #2 they were also asked to mention other wider impact research activities which need to be done but where the participating organizations feel that they do not have the capacity to carry out the work independently. From card one two themes came out; first one is group formation and group dynamics and the other one is the financial market theme.

The research themes from card #2 included:

- Impact of commercial and donor funding
- Role of strategic partnerships
- Impact on social and political structure
- The issue of multipliers (i.e., the impact on labour market, macro economic indicators of production, employment, investment, income and social capital)
- Implications of the commercialization of the sector

The next agenda for the day was to make an action plan of the future research programme - who will be responsible for what and when. Two themes were selected for group discussion: group dynamics and the issue of wider impact pertaining to the economic domain. All the participants of the workshop were asked to select one of these two issues for discussion. Those who were interested in the economic domain related wider impact issues joined Group A and those who were interested in the issue of group dynamics joined Group B. Both the groups were asked to think strategically and prepare a working guideline.

- **Group A: Wider Impacts from the Economic Domain**

Group A in discussing the issue of wider impact from the economic domain concluded that since the MF sector is directly linked with labour, product, commodity and financial markets at various levels, there is a need to think carefully about these linkages and their effects on the various market structure, how to measure such impact, i.e., what will be the methodology for such impact measurement. Following is a framework suggested by the group showing those linkages at different levels and the probable methodology of measuring the impact of such linkages at different levels.

### **Wider Impact: Economic Domain**

Levels of impact	Causal linkages	Methodology
Programme/ organization level	Labour market Product/commodity market Impact on clients and non-clients Strategic partnership Commercialization	Qualitative and quantitative data through survey and PRA exercise
Village/local level	Financial market Labour market Migration Land market	Multi-market modelling by using existing data PRA and case studies to figure out new dimensions
Macro/country level		

The group decided to limit discussion on only first two levels and identify some of the issues to be considered under labour and financial market studies.

#### ➤ **Labour Market Study**

Size, prices, contracts, seasonality, migration, gender and sector (as cross cutting issue), types, wage vs self employment, age and the context which include economic vibrancy, physical infrastructure, rural/urban definitions, macro perspectives and presence of other programmes.

Methodology to be used under labour market issue will be to use available existing data and also collect village level data with financial market group.

## ➤ Financial Market Study

- Share of market by different providers over time
  - Products & prices
  - Demand for micro-insurance (Commodities, agriculture, HIV/AIDS)
  - MFO vs formal borrowing
  - Client risk Management Mechanisms
  - Why choose, Can you move? Issues of Entry/Exit barriers for supply + demand
  - Do MFO clients gain access to other services
  - Regulation effects on MF
  - Profile of clients for different services
- MF influences on other sectors, eg. Formal financial sector.
- Demonstration effects of MF on other organizations (may operate at national level)
  - Networks & credit bureaus: effects on MFO Market penetration, MFO portfolio.

This will largely follow the methodology Susan Johnson presented in her paper.

Share, India, MFC and the EA cluster showed interest to carry out the financial market study. The University of Bath agreed to provide technical assistance to them. CMF, UMU/CE, CERNDEB, KREP and PRADAN expressed interest in pursuing the labour market study under the guidance of the University of Sussex, IDS. BRAC and BIDS agreed to go for multi-market modelling where the experience of Bolivia and Indonesia will be explored. In the context of Bangladesh it can be a very important exercise for two reasons. First of all, there is a lot of secondary data that can be used to make the exercise cost-effective. Secondly high density and the scale of micro-finance program across Bangladesh will allow to look at the effects of all the markets as a whole—for instance, what effect does micro-finance provision have on wages and what effect does that have on the commodity market and the land market. So it will take all the markets as a whole but also consider the feedback effects at the level of the household. There will be second study of this nature using existing household level data from East Africa by adopting the multi-market model.

### • Group B: Wider Impacts from the Socio-Political Change Domain

Group B discussed the issue of **group dynamics and its wider impact perspectives from a socio-political change domain**. Participants had given lot of emphasis on group dynamics and identified a number of areas where groups made significant positive contributions in:

- ⇒ Self-esteem (Find Indicators)
- ⇒ Opportunities—health, education, recreation, new space, occupation change, domestic violence, etc.
- ⇒ Change Community perception of say Women
- ⇒ Claim over existing resources--- Collective action
- ⇒ Better bargaining power
- ⇒ Groups participation in Community Institutions and making new ones
- ⇒ Influence on local values

There may be some trade-off between the social and financial gains when the organization takes a decision of investing resources in group dynamics over a longer period of time. From such investment it may sacrifice some financial gains but can achieve on the social front. There may be impacts which are context specific and there may be some which are common. So, the group decided that SEF, PRADAN, UMU, K-REP and SHARE who were interested to carry out research activities on group dynamics will collect available information on group dynamics, social capital and social impacts from their own countries. IDS will try and assimilate any key finding or reading on this area, and they will also engage in some group discussions with these organizations, to see if there are impact areas that have not yet been identified, that may emerge out of group discussions. So that will be in a sense the first step.

In discussing the measuring of impact on social capital as a form of group dynamics several issues came up through discussion which needs to be focused. Those were as follows:

- ⇒ Credit only, credit plus approach and their role in value addition
- ⇒ Identification of impact areas in social sectors
- ⇒ Interaction with Govt. and other market agencies - frequency and intensity of interaction and the roots of that interaction
- ⇒ From Given to Chosen
- ⇒ Solving common problems
- ⇒ Understand common goals and actions
- ⇒ Issues of exclusion and discrimination
- ⇒ Issues of comparison and attribution (before-after, with-without, old vs new)

**Future Work Plan of Group B:**

Jan 2002 to April 2002	<p>Collection of available information on social capital, group dynamics, social impacts. IDS will try and assimilate any key finding or reading on this area, and they will also engage in some group discussions within these organizations, to see if there are impacts that have not yet been identified</p> <p>Prepare one page write-up describing organization's group dynamics and share it with others</p> <p>Identify all work on themes and share</p> <p>Identifying what is common</p> <p>Describe in detail meaning of Group Dynamics</p>
22-26 April 2002	Sharing of information between groups
May 2002 to August 2002	<p>Prepare, test &amp; semi-finalize indicators, methodologies, design, instruments, process and analysis.</p> <p>Prepare and finalize budget.</p>
Sept 2002	Bolivia Workshop, Finalize work plan and budget.

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**Imp-Act**  
**Improving impact of Microfinance on Poverty:**  
 An Action Research Programme

Thematic Group Meeting on  
 Understanding the Wider Impacts of Microfinance

**Programme**

<b>Sunday 6<sup>th</sup> January</b>	<b>WELCOME &amp; INTRODUCTIONS</b>
09.00-9.30	Dr. Mushtaque Chowdhury (BRAC, Bangladesh) Introduction Paul Molsey (University of Sheffield, UK) Introduction to the Imp-Act Programme and the Thematic Group on Understanding the Wider Impacts of Microfinance Rekha Mehra (Ford Foundation, New Delhi) Introductory welcoming remarks
9.30-10.30	<b>PRESTATIONS</b> Sajjad Zohir (Bangladesh Institute of Development Studies) and Imran Matin (BRAC, Bangladesh) Wider Impacts of Microfinance Institutions: Issues and concepts
10.30-11.30	<b>MORNING TEA</b>
11.30-12.30	<b>IMPACT ON POOREST</b> Kate Roper (Small Enterprise Foundation, South Africa) Practitioner approaches to measuring impact of Microfinance on the poorest of the poor
12.30-1.00	Paul Mosely (University of Sheffield, UK) Results from Africa, with emphasis on impact of Microfinance on uncertainty and coping strategies of the poor
1.00-2.00	<b>LUNCH</b>
2.00-2.30	Martin Greeley (Institute of Development Studies, UK) Comments on the CDR AID and Wider Impacts framework
2.30-3.15	<b>GENDER IMPACTS</b> Naila Kabeer (IDS, UK) Microfinance, wider impacts and social change: processes and outcomes
3.15-4.00	Maria Alvarado Vasquez (PROMUC, Peru) Topic to be confirmed
4.00-4.30	<b>AFTERNOON TEA</b>
4.30-5.15	Reynaldo Marconi/Carmen Velasco (PRO MUJER/FINURAL, Bolivia) Group dynamics, gender and the impact of Microfinance in Bolivia
5.15-6.00	June Rock (University of Sheffield, UK) Microfinance use patterns of African female-headed households.

<b>Monday 7<sup>th</sup> January</b>	<b>BANGLADESH: RIPPLES FROM THE 'MOTHER OF ALL SURVEYS'</b>
9.00-9.45	Muhammad Abdul Latif (BIDS, Bangladesh) Microcredit and Savings of rural households in Bangladesh: The BIDS/World Bank study on the impact of microfinance in Bangladesh
9.45-10.30	Mushtaque Chowdhury (BRAC) and Abbas Bhuiya (ICDDR,B) Wider impacts: child survival and others.
10.30-11.00	Monirul Islam Khan (Dhaka University, Bangladesh) BRAC's Loan and the Rural Poor in Bangladesh: Special Focus on Women
11.00-11.30	<b>MORNING TEA</b>
	<b>SOCIAL CAPITAL &amp; COMMUNITY BUILDING</b>
11.30-11.45	Merek Markus (INTEGRA Foundation, Slovakia) Assessment of impact of microfinance on inner-city regeneration in Eastern Europe.
	<b>MICROFINANCE, SKILL &amp; LABOUR MARKETS</b>
11.45-12.30	Susan Johnson (University of Bath, UK) Assessing the impact of MFOs in financial markets: an alternative approach.
12.30-1.30	<b>LUNCH</b>
	<b>SPECIALISED FINANCIAL PRODUCTS-WIDER IMPACTS</b>
1.30-2.15	David Hulme, joint paper with Stuart Rutherford Impact of savings behaviour on poverty in Bangladesh and elsewhere. To be confirmed.
2.15-3.00	Paul Mosley (University of Sheffield, UK) Microinsurance, India, Ethiopia, and Uganda.
3.00-3.30	<b>AFTERNOON TEA</b>
3.30-4.15	Jamie MacDade (CERUDEB, Uganda) Knowledge Management and Impact Monitoring at Centenary Rural Development Bank
4.15-5.15	Discussion and feedback
5.15-5.45	Rekha Mehra (Ford Foundation) Reflections on the presentations and discussion
6.30-8.00	<b>Dinner</b>

<b>Tuesday 8<sup>th</sup></b>	<b>FIELD TRIP &amp; DHAKA CITY TRIP</b>
<b>January</b>	
8.00-9.00	FIELD TRIP briefing, video and questions and answer session
9.00-1.00	FIELD TRIP to BRAC Microfinance Programs
2.00-4.00	Dhaka City Trip
6.30-9.00	Dhaka City Dinner – Meeting development practitioners & thinkers of Bangladesh
	Back to BCDM
<b>Wednesday 9<sup>th</sup></b>	
<b>January</b>	
9:15-9:45	PRADAN presentation
9:45-10:00	Short statements: Martin Greeley and Susan Johnson
10:00-11:00	Priority issues selection through Card exercise
	<b>Card 1:</b> List Research priorities for my MFO
	<b>Card 2:</b> Other research that should be done, but not by my MFO
11:00-11:30	(Tea Break)
11:30 - 1:00	Group discussion
1:00-2:00	Lunch
2:00-5:00	Group presentation and preparation of action plan