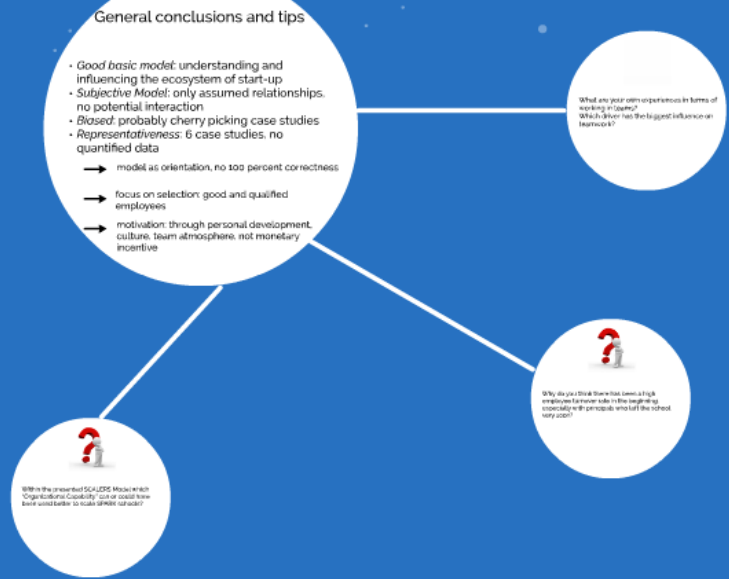




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# Primary Education in Pakistan: Show Me the Evidence

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General conclusions and tips

- *Good basic model*: understanding and influencing the ecosystem of start-up
  - *Subjective Model*: only assumed relationships, no potential interaction
  - *Biased*: probably cherry picking case studies
  - *Representativeness*: 6 case studies, no quantified data
- model as orientation, no 100 percent correctness

What are your own experiences in terms of working in teams? Which driver has the biggest influence on teamwork?

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## Scaling Social Entrepreneurial Impact

Paul N. Bloom  
Aaron K. Chatterji

**F**ounded by Kevin McDonald in 1994 in Durham, North Carolina, the Triangle Residential Options for Substance Abusers (TROSA) is viewed by most observers as a very successful substance abuse recovery program. McDonald has nurtured a venture that guides recovering substance abusers through a two-year residential treatment program. The program supports itself financially, in large part, by having successful moving, lawn maintenance, Christmas tree, and other businesses that employ the TROSA residents. According to its management, they generated \$5 million from



# Structure

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## **INTRO**

*Overarching topics paper & case*

## **SCIENTIFIC PAPER**

*Purpose*

*Conceptual model*

*Method of study*

*Results*

*Practical implications*

*Critique*

## **CASE STUDY**

*Intro*

*Innovating actors & facilitation*

*Managerial challenges*

## **SYNTHESIS**

*SCALERS & SPARK?*

*What went well?*

*General conclusions & tips*

## **DISCUSSION**

# Overarching themes

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*Social* entrepreneurship  
*Scaling* social impact  
*Drivers* for scaling

**Paper**

Internal *structure*  
*Teams* SPARK  
*Scaling* SPARK

**SPARK**

Paper  
**Scaling Social  
Entrepreneurial Impact**

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Social entrepreneurship

# Paper contents

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Problems scaling SEO's

Conceptual model: SCALERS

Situational contingencies

# **SCALERS**

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Staffing

Communications

Alliance building

Lobbying

Earnings generation

Replication

Stimulating market forces



# Conceptual model I

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