

Global South Perspectives in Social Impact

Workshop with Global Community Director Geraldine Hepp
San Francisco | January 10th | 5:30pm - 7:00pm

Agenda

1

Introductions

2

Global South Perspectives - why learn from emerging markets? What can we learn?

3

Exercise - global perspectives in your work, challenges and crucial skills for innovators

Nice to meet you!

1. Why are you here / what is your biggest question?
2. What comes to your mind first when you hear 'Global South Perspectives'?
3. In which sector are you working: Public, Private, Social or are you in transition?
4. Who inspires you and why?
5. Where in the world have you been / are you from?

The Amani Institute



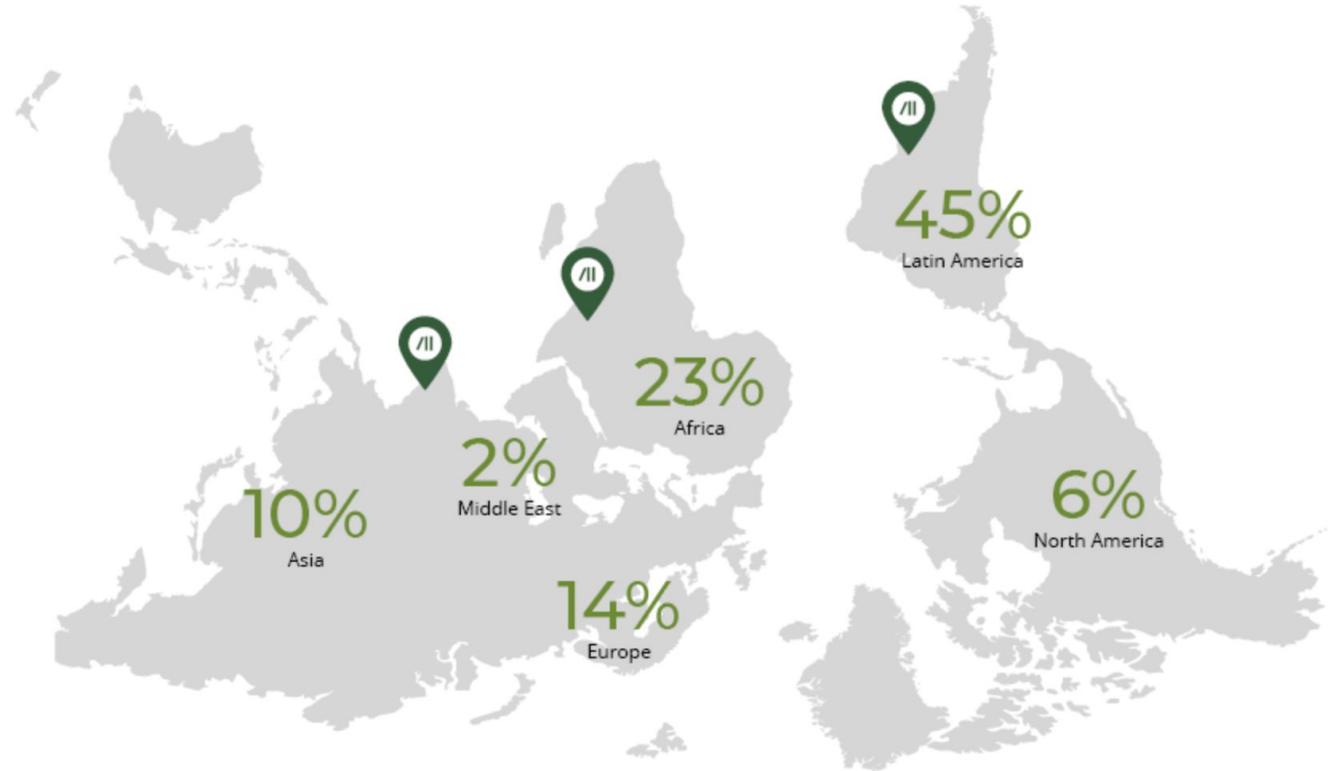
The Amani Institute

Where Amani
Fellows come
from

375 Fellows

52 Countries

100+ Employer
Partners



The Fellow experience



Before we start...



Why learn from emerging markets?

EUROPE NEWS

UNITED KINGDOM | RUSSIA | GERMANY | FRANCE | EUROPEAN UNION

Europe remains as divided as ever over 'almost impossible to solve' migration crisis

- European leaders failed Sunday to come to an agreement over how to confront the migrant crisis together.
- The contentious issue is now firmly on the table for this week's EU summit in Brussels.

Holly Ellyatt | @HollyEllyatt

Published 7:59 AM ET Mon, 25 June 2018



SAN FRANCISCO | NEWS | HOMELESSNESS

UN report calls Bay Area homeless crisis 6 human rights violation

Special rapporteur cites SF and Oakland along with worst slums in the world

By Adam Brinklow | Oct 26, 2018, 10:19am PDT



A man looks for plastic to recycle at a garbage site in Malaysia.

PHOTOGRAPH BY MOHD SAMSUL MOHD SAID, GETTY



ENVIRONMENT | PLANET OR PLASTIC?

China's ban on trash imports shifts waste crisis to Southeast Asia

As plastic scrap piles up, Malaysia and others fight back.

Why learn from emerging markets?

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ENVIRONMENT | PLANET OR PLASTIC?

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News Middle East Documentaries Shows Investigations Opin

NEWS / COLOMBIA

Colombia opens first tent camp for Venezuelan migrants, refugees

Officials open Bogota camp to host 500 Venezuelans who were inhabiting a growing shanty town near a train station.

by Dylan Baddour
16 Nov 2018



Who We Are / News

OPINION

Bolsa Família: Brazil's Quiet Revolution

November 4, 2013

This page in: English Portuguese

Deborah Wetzel
Valor Econômico

Inequality and poverty have walked hand in hand in Brazil for decades and even centuries, the result of non-inclusive growth models and regressive social policies. In the second half of the 20th century, Brazil

WHY BRAZIL IS BREAKING RECORDS FOR RECYCLING ALUMINUM



OK Home > OK Blog > Why Brazil is Breaking Records for Recycling Aluminum



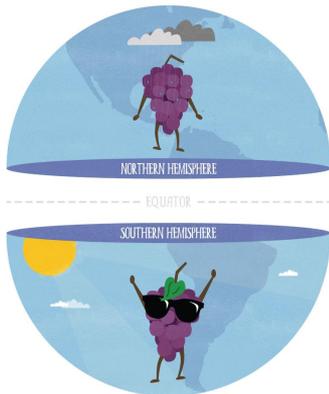
The advantage and beauty of South-South cooperation is that this modality of international relations relies on solidarity expressed in concrete and demonstrable sharing of technical know-how, experience and resources among developing countries.

Jorge Chediek, director, UN Office for South-South Cooperation (UNOSSC)

What can emerging markets teach us about innovation? Examples.

RESEARCH

A successful social innovation begins with accurate research into the problem it addresses, establishing a clear case



Here sometimes we assume we will be able to tap into a customer base that will preferentially buy from providers that emphasize public benefits.

They base their case on empirical evidence from real customers

What emerging markets can teach us about innovation? Examples.

RESEARCH



M-KOPA SOLAR
LIGHT AND MORE FOR LESS

What emerging markets can teach us about innovation? Examples.

SCALE

Social enterprises in emerging markets often have far greater ambitions for growth than those in developed markets. This is partly driven by commercial realities.

They serve a niche segment or they provide alternatives to existing offerings that create greater public benefit. As a result, scale is often more difficult, and less urgent.

Social businesses in emerging markets target majorities who are either underserved or not served at all. These customers often have very low incomes, resulting in very low margins per customer.

What emerging markets can teach us about innovation? Examples.

SCALE



What emerging markets can teach us about innovation? Examples.

SHAPE

Once they are well-established, the most effective social enterprises actively shape the systems they operate in. In order to exercise systemic influence, an organization must formulate a clear idea of the high-level change it seeks to bring about.

They take advantage of their large scale, shaping their activity to direct the economy and the public policies to achieve their mission.

Advocacy / Lobbying / Political Engagement

What emerging markets can teach us about innovation? Examples.

SHAPE



What emerging markets can teach us about innovation? Examples.

- 1 Rigorous research about how best to meet the customer needs.
- 2 Apply their innovation to new contexts and spread it as widely as possible
- 3 Take advantage of the large scale to direct the economy towards achieving their goal

Exercise:
**What can you do to gain a
more global perspective?**

In groups...

How would a global perspective change the work you are doing?

What are traps that you can think of when trying to ‘gain a new perspective’ and how to overcome them?

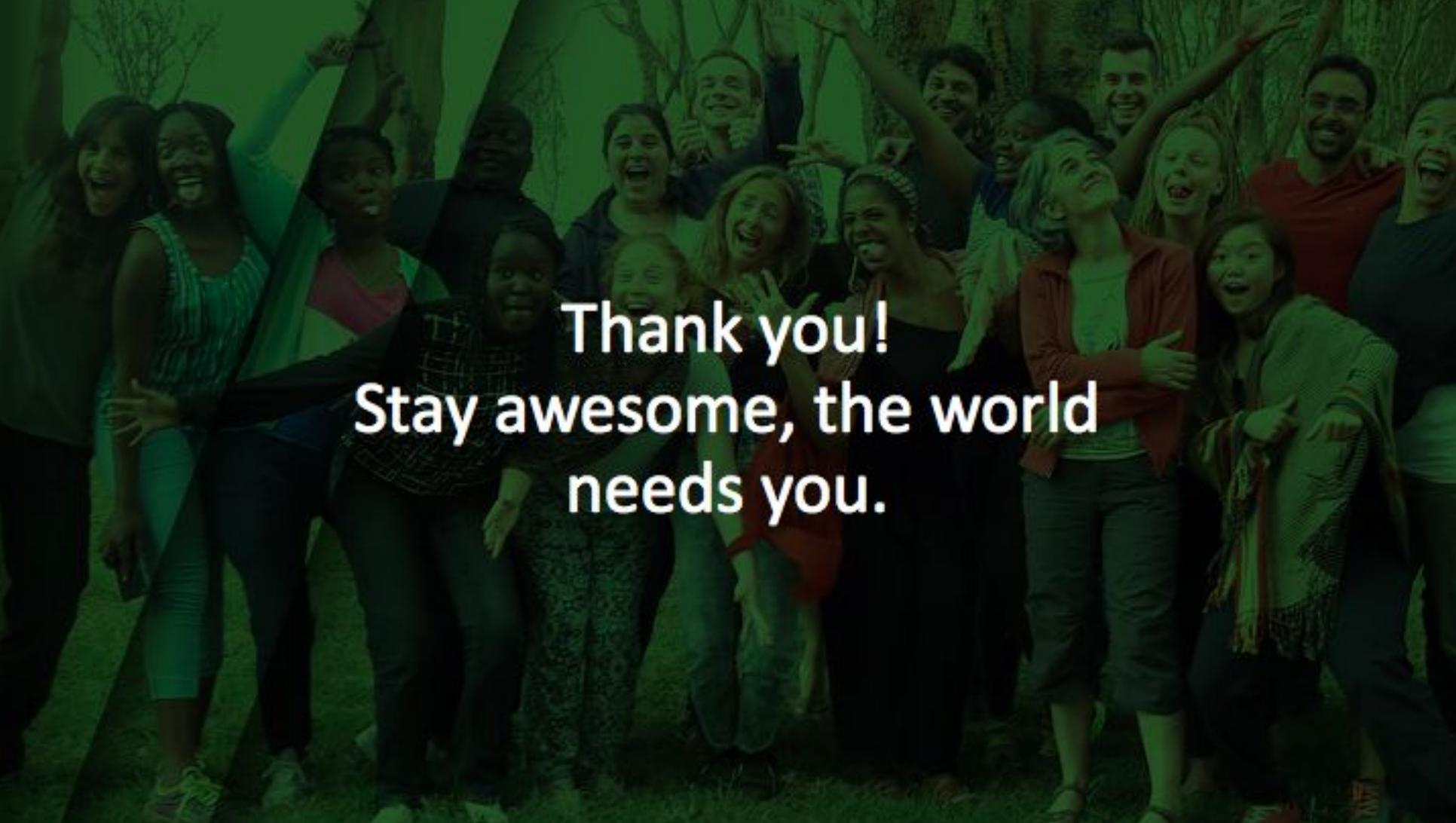
Insights: Crucial skills for innovators

Want to improve your skills? Here are some awesome resources to get started:

- 1 Theory U and generative listening - beyond active listening
- 2 Radical Collaboration: Managing defensiveness to remain open to new perspectives
- 3 5th Discipline and the ladder of inference: Advocacy vs Inquiry - are you inquiring to learn or trying to prove a point?

In pairs:

**How can you gain a global perspective in the next ten days
on a topic that is relevant to you?**

A diverse group of young people, including men and women of various ethnicities, are gathered outdoors in a park-like setting. They are all smiling and cheering, with many raising their arms in the air. The entire image is overlaid with a semi-transparent green filter. In the center, white text reads:

Thank you!
Stay awesome, the world
needs you.



AMANI INSTITUTE

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