

March 16, 2005

## **BoP Protocol Kenya Pilot Project**

### ***Pre-Reading Preparation***

#### Week 1: Business and Development - The Base of the Pyramid

- ?? Prahalad & Hart, “The Fortune at the Bottom of the Pyramid”, *Business + Strategy*.
- ?? Hart & Christensen, “The Great Leap”, *Sloan Management*.
- ?? Christensen, Craig & Hart, “The Great Disruption”, *Foreign Affairs*.

#### Week 2: Critical Perspectives on the Business of Development

- ?? Chambers, *Rural Development: Putting the Last First*, Chpt 1 (“Rural Poverty Unperceived”)
- ?? Chambers, *Whose Reality Counts: Putting the First Last*, Chpts 4 & 5 (“The Transfer of Reality” and “All Power Deceives”)
- ?? Simanis, “Entrepreneurship and Global Development: An Anti-Essentialist Critique and Extension”
- ?? Simanis, “Sustaining Our Un/common Futures: Innovation at the Borders of Thought”, part 1

#### Week 3: Engaging the BoP Differently

- ?? Chambers, *Rural Development: Putting the Last First*, Chpt 7 (“The New Professionalism: Putting the Last First”)
- ?? Hart, *Capitalism at the Crossroads*, 2005, Part III: Chpts 7, 8 & 9 (“Broadening the Corporate Bandwidth”, “Developing Native Capability” and “Toward a Sustainable Global Enterprise”)
- ?? London & Hart, 2004, “Reinventing Strategies for Emerging Markets: Beyond the Transnational Model”, *Journal of International Business Studies*.
- ?? Simanis, “The Practice and Politics of Stakeholder Engagement: Toward a Power-Sensitive Theory of Stakeholder Interests”

#### Week 4: Methods 1

- ?? Chambers, *Rural Development: Putting the Last First*, Chpt 8 (“Practical Action”)
- ?? Chambers, *Whose Reality Counts: Putting the First Last*, Chpts 6 & 7 (“Learning to Learn” and “What Works and Why”)
- ?? Chambers, *Participatory Workshops: A Sourcebook of 21 Sets of Ideas and Activities*, 2002, Part V: Analysis and Learning, 109-164.
- ?? Krishna et al, “Pathways out of Poverty in Western Kenya and the Role of Livestock”, Pro-Poor Livestock Policy Initiative Working Paper No 14, International Livestock Research Institute.

#### Week 5: Methods 2

- ?? Beebe, *Rapid Assessment Process*, Introduction and Chpts 1, 2, & 3 (“To RAP or not to RAP and the Basic Concepts”, “Data Collection: Triangulation and Getting the Insider’s Perspective” & “Iterative Analysis and Additional Data Collection”)

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?? De Jager, “Facilitated learning in soil fertility management: assessing potentials of low-external-input technologies in east African farming systems”, 2004, *Agricultural Systems*, 79, 205-223.

Week 6: Kenya Ecological & Socio-Cultural I

?? Anderson, 2002, *Eroding the Commons: The Politics of Ecology in Baringo, Kenya 1890-1963*, Introduction and Chaps 1-3.

?? Wandahwa et al, 1996, “Pyrethrum cultivation in West Kenya: origin, ecological conditions and management, *Industrial Crops and Products*, 5, 307-322.

Week 7: Kenya Ecological & Socio-Cultural II

?? Anderson, 2002, *Eroding the Commons: The Politics of Ecology in Baringo, Kenya 1890-1963*, Chpts. 4-6.

?? Ajulu, “Politicised Ethnicity, Competitive Politics and Conflict in Kenya: A Historical Perspective”, *African Studies*, 61 (2), 251-268.

Week 8: Kenya Ecological & Socio-Cultural III

?? Anderson, 2002, *Eroding the Commons: The Politics of Ecology in Baringo, Kenya 1890-1963*, Chpts 7-9 and Conclusion.

?? Nandwa et al, “Soil Fertility Regeneration in Kenya”