

Communications, Evidence and Learning (CEL) Organization Capabilities

Who we are?

EconInsight is a hub of cutting-edge research and data analysis in Ethiopia. Through our research management portfolio, we generate high quality data, synthesis reports, review of evidence and provide expert insight and analytical services into various aspects of the Ethiopian economy. We collaborate with key academic institutions and local and international governmental and non-governmental organizations to jointly draft research proposals with the aim of promoting evidence-based policy making and the local ownership of development processes.

EconInsight is established to conduct rigorous development research, carrying out economic policy analysis, collecting and compiling data it requires in the course of its studies and research, providing consultancy services to other local and international institutions, convening seminars, conferences, workshops and trainings for the government, the private sector, civil society groups and other stakeholders. Consultancy services for economic development (88214) and management consultancy activities (88211) are, therefore, the core businesses of EconInsight. Currently, Econinsight has provided consultancy services to collect qualitative and quantitative surveys and conduct data analysis (see www.econinsights.org) for the university of Oxford, World bank, University of Berkeley, university of Stanford, university of Michigan, University of Georgia, Wageningen university ,IFPRI and GRIPS. The brief summary of the ongoing survey projects are presented below.

1. Why do African firms underinvest in management training? Experimental evidence from middle and large Ethiopian firms? The project is a collaborative project with Private Enterprise Development in Low Income Countries (PEDL), CEPR and DFID Research Initiatives. The Project aims to test whether turnover risk contributes to low firm investment in managerial training, we propose an RCT with a sample of middle and large firms in and around Addis Ababa. Treated firms are offered the

opportunity to train one or two middle managers at a reduced cost. Selected trainees are randomly assigned to receive either an unconditional payment or a retention bonus conditional on remaining employed by the same firm. We test whether assignment to the retention bonus arm increases firms' willingness to apply for the program and train their mid-level managers. We also test whether offering the retention bonus influences which worker they send for training. This work is done in conjunction with the collection of a longitudinal dataset of firms.

2. Stanford Economic Development Research Initiative (SEDRI): The project is a collaborative project with Stanford University based in the United States of America to understand the link between urbanization, firm performance and individual welfares. The project also explores the opportunities and challenges that economic growth and urbanization bring about, in terms of local governance and public service provision. It involves survey of public administrators, local bureau heads, community members, firms and households' livings in different parts of Addis Ababa and Oromia.
3. Her Time: A Time Use Study of Women Participating in Livelihoods Programs in Ethiopia (With the University of Georgia and CARE)": This research project involves a novel application of the experience sampling method to the collection of time use data in a developing country setting. The goal of the research is to better understand how time use estimates compare when they are collected through a new experiential sampling method as opposed to the traditional in-person interview. Such comparative design has previously been used to compare different survey methods for measuring agricultural labor inputs and this project complements such studies by examining and measuring the consumption and time use patterns of rural women participating in livelihood programs in Ethiopia.
4. Quality-graded wheat value chain development and agricultural transformation in Ethiopia: The Project brings together IFPRI, the UC at Berkeley, and Wageningen University & Research (WUR) and is undertaken in collaboration with EconInsight. The study will cover 30 wheat producing Woredas, within which two markets will be reached. The study will include three rounds of market surveys with 5940 farmers who sell wheat in these markets, two additional rounds of price experiments for four of these markets, 360 phone-based surveys for households who sell wheat in these selected markets and 360 home-based surveys. The project aims to explore whether quality certification at the farmer level can induce smallholder farmers to produce higher quality crops that will meet import standards.
5. Collaborative Africa Budget Reform Initiative (CABRI) : The Public Financial Management (PFM) Capability Assessment is a knowledge product that the Collaborative Africa Budget Reform

Initiative (CABRI) offers to its member and associate countries as part of its effort to help build PFM capabilities across the African continent. The PFM Capability Assessment seeks to support CABRI and the broader PFM community in: (1) providing CABRI member countries with a diagnosis of the weaknesses and strengths in their PFM capabilities in a way that could lay the groundwork for country-driven reforms to build capabilities, (2) allowing CABRI and other stakeholders in the field of PFM to have a targeted approach to building PFM capabilities, including better matching for peer learning activities and (3) assessing and drawing lessons from improvements in PFM capabilities. Benin, the Central African Republic and Ethiopia are selected to undertake the assessment in this round. The specific objective of the assessment in Ethiopia is undertaking a rigorous review of the institutional and human resource capabilities for planning, monitoring and evaluation of budget programs in Ethiopia.

6. Women in Transition: female Employment and political empowerment during the Ethiopian reform process: The project under this contract “Women in Transition: female Employment and political empowerment during the Ethiopian reform process” is a joint project with Chris Michelson Institute (CMI) and is continuation and addition to the previous data collection and research under the project “Women in the 'developmental state': female employment and empowerment in Ethiopia” (the job randomization project). These projects aim to deliver research that can be published in the highest ranked academic journals in the world and provide policy makers with solid evidence about the impacts of getting industrial jobs.
7. Data collection for the project Quality and Contracting in Agricultural Supply Chains (with The World Bank and University of Michigan): In this project we study the transmission of price incentives for quality upgrading along agricultural value chains through an RCT in the Ethiopian honey sector. When output quality is imperfectly observable and verification is costly, asymmetric information may prevent a quality price premium from being passed upstream to farmers. We create variation in the cost of quality verification by randomizing access to laboratory testing services at different points along the value chain, and cross-randomize a contract farming intervention intended to shorten the chain by linking smallholder beekeepers directly to processors. The results will shed light on how improvements to public quality infrastructure (QI) systems may promote agricultural transformation and access to international markets, and how this interacts with the structure of agricultural value chains.

8. Management Traits as Embodied Human Capital: A Randomized Field Experiment in Ethiopia (with the University of Oxford): This project constitutes an incentivized matching experiment between firms and aspiring entrepreneurs/managers. Understanding how firms are matched with managers of different management styles is a pre-requisite for formulating policies to improve the efficiency of manager-firm matching.
9. Assisting Job Search in Low-Employment Communities: The Effect of Information Provision and Transport Vouchers in Addis Ababa (with the University of Oxford): This project tracks the effect of a job fair that was organized in 2015 by the research team. The job fairs were aimed at creating a platform that bring the two sides of the market together to experimentally study whether match quality could improve in the market. Early results indicate that the fairs affect employers' expectations and search strategy. In particular, firms increase their advertising and recruitment at the main job-vacancy boards, consistent with the idea that they had unrealistic expectations about skill availability in the market.
10. Cognitive skills and Productivity spot-check in industrial parks (with the University of Oxford): In this project, EconInsight runs an experimental study in Hawassa Industrial Park to explore mechanisms that can be used to reduce worker turnover problem in the park. The project further compiles data on cognitive and dexterity test scores and generates high-frequency productivity data from production workers to understand the proclivity to quit and the correlation between worker turnover and productivity.
11. Survey of enterprises and workers (with National Graduate Institute for Policy Studies ,GRIPS):The project aims to construct panel data by conducting interview surveys of the same local enterprises located in Addis Ababa and its vicinity that were surveyed in the fiscal year 2018-2019. The data collected through the enterprises survey and worker survey will constitute valuable inputs for this research project, which is intended to grasp the extent to which the world-standard management and quality control practices, which is called Kaizen in Japan and other countries, are widely adopted by enterprises in Ethiopia, which is a front runner in adopting modern business management among African countries. The research project is also intended to assess how effectively Kaizen is used by local enterprises to improve business performance, work environment, job satisfaction.

What we do?

We mainly work on consultancy and research management in diverse development areas with a strong focus on the collection and analysis of innovative microeconomic datasets. We provide a wide array of services to our clients including impact evaluation designs, primary data collection, data analysis, drafting of research reports and research event organizations. We are principally engaged in four key thematic areas:

1) Research Management

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2) Survey

We have extensive experience in managing large scale firm, household and individuals' surveys and running large scale field experiments. Our data collection protocol adopts rigorous academic standards and consistently ensures the best quality data collection process fit for excellent publications. Organizing Focus Group Discussions and Key Informant Interviews

3) Training

Our training programs aim to equip trainees with the technical skills appropriate to the world of work in academia, research and project management occupations. We have expertise in curricula development and training implementation on topics such as development studies, economics of development, econometrics, statistical analysis, impact evaluation design and implementation. We also have in-house certified management trainers.

4) Event Organization

Our researchers have very strong records in disseminating research results, both through our formal institutional structures and our ongoing professional relationships with policymakers. Our team, which constitute largely spin offs from a public think tank, has enjoyed strong working relationships with policymakers and policy processes in line ministries, federal and regional agencies. We leverage such linkages when organizing events to bring different stakeholders together.

Staff

EconInsight has a large administrative and research staff with extensive experience in running and managing field work including surveys, field experiments and lab-in-the-field experiments. Our researchers have also published several articles in peer-reviewed journals and retain strong links with academic institutions both within Ethiopia and abroad. EconInsight also has a strong team of administrative and support staff who had many years of project management experience in public research institutes and private consultancy firms. We also rely on a strong pool of enumerators, field supervisors and research assistances with more than a decade of field work experience in both urban and rural areas throughout the country.

Illustrative staffs

Tigabu Degu Getahun (PhD) is a general Manager at EconInsight. He is also a lead researcher at the Policy Study Institute, which was formerly called the Ethiopian Development Research Institute (EDRI) and a senior research fellow at Centre for Development Research, University of Bonn since 2015. Dr Getahun had also taught microeconomics at Addis Ababa University from 2008 to 2010. He has been actively engaged in field experiment and RCT designs, particularly in the implementations and impact evaluations of various government programs, entrepreneurial training and industrial Job. Dr Getahun has a long track record of managing and leading several quantitative and qualitative studies in Ethiopia and has been

commissioned to work for the European Commission (EC), the World Bank (WB), UNU-WIDER, the Stanford Center for International Development (SCID), Chr. Michelsen Institute (CMI), International Labor Organization (ILO), POWER Africa (CARE Canada), JEPAL, Forum for Agricultural Studies (FARA), University of Bonn, the National Graduate Institute for Policy Studies (GRIPS) and Japan Foundation for Advanced Studies on International development (FASID). He was the project coordinator of the first and second round PMT verification and main impact evaluation of the UPSNP. He is the principal investigator of the impact evaluation of the Agricultural Growth Program and SME finance project; both are a world bank funded government programs. He successfully leads and manages several research projects including (i)the UPSNP impact evaluation and PMT study (ii)Urbanization and its implication on individual welfare, firm performance and public service delivery (iii)Manufacturing Employment and Empowerment (iv)The Productivity, Wage Structure and Competitiveness dynamics of the Manufacturing Sector in Ethiopia, (v)Industrialization and Structural transformation, (vi) Impact assessment for ILO's Advancing Decent Work and Inclusive Industrialization in Ethiopia Program(vii) Impact of the Small and Medium size Enterprise(SME) Financing Project,(Viii) Impact of Agricultural Growth Program(AGP) (ix) Program of Accompanying research on Agricultural innovation and (x) Impacts of rural youth employment initiatives in Africa. He obtained PhD in development economics from university of Bonn, Germany and M.sc in economics from University of Copenhagen, Denmark and B.A degree in economics from Addis Ababa University, Ethiopia. Dr. Getahun is widely published in the fields of development economics.

Girum Abebe (PhD): is a Research associate at Econinsight. He obtained Ph.D in Development Economics from the National Graduate Institute for Policy Studies (GRIPS) in Tokyo, Japan. He was a visiting scholar at the University of Oxford, Department of Economics, between January and March 2017. His main research interests are the applications of field experiments and behavioral economics to study the constraints that face enterprises and job seekers in developing countries. He has been actively engaged in field experiment designs, particularly in the implementations and impact evaluations of business and management skills training to young entrepreneurs, in the analysis of targeting and drafting of pre-analysis plan in the safety net program to the poorest of the poor and the impact evaluation of job search

assistance schemes to young unemployed job-seekers. He was the project coordinator of the first and second round PMT verification and main impact evaluation of the UPSNP. Dr. Girum is widely publishing in the fields of development economics.

Gebeyehu Manie Fetene (PhD): is a research associate at Econinsight and Ethiopian Policy Studies Institute (former Ethiopian Development Research Institute) since May 2017. He also worked at the Technical University of Denmark (Denmark) as research assistant, at the University of Copenhagen (Denmark) as teaching assistant, at the University of Dresden as visiting research fellow (Germany) and at the DebreMarkos University (Ethiopia) as assistant lecturer. He designed and conducted economic experiments that lead to research publication at peer-reviewed and ISI ranked journals. He published four papers at leading journals. Since joining PSI, Gebeyehu involved in managing data collection and in quantitative and qualitative impact evaluation studies of various donor-funded projects. He also involved in designing questionnaires, providing training for enumerators and analysing data and writing a number of reports and policy brief. Among the projects he involved in include analysis of the decentness and inclusiveness of working conditions in industries and their impacts on the welfare of workers and the productivity of firms in Ethiopia; the qualitative and quantitative impact evaluation studies of both the first and second round Agricultural Growth Programs (AGP I & II); assessment of food and nutrition security of smallholders in Ethiopia, assessment of Ethiopian government initiatives and packages about youth employment; non-farm participation decision of smallholders and its impact on food and nutrition security in Ethiopia; etc. In terms of educational background, he obtained a PhD degree in applied economics (behavioral and experimental economics) from the Technical University of Denmark (2016), MSc in Environmental and Natural Resources Economics from the University of Copenhagen (2012), MSc in Economic Policy Analysis from Addis Ababa University (2013) and BA degree in Economics from Addis Ababa University (2007).

Alemayehu Woldu is a research assistant and field coordinator at EconInsight and was a research officer at the Policy Studies Institute, which was formerly called the Ethiopian Development Research Institute

(EDRI). He obtained his Bachelor degree in Economics and Master's degree in social work from Addis Ababa University in 2007 and 2013 respectively. He had extensive experience in teaching in university (Jigjiga University, Economics department). He also worked with NGOs and private institutions. At PSI, he was involved in different capacities in projects such as Managements Experience in Ethiopia: Internship program, The Selection of Talent: Experimental and Structural Evidence from Ethiopia, Assisting job search in low employment communities/Baseline, End line Survey and follow-up (which is two round survey and biweekly follow-up for more than 1 and half year), Urban Productive Safety Net Program (Impact evaluation and follow up), Job referrals and strategic network formation - experimental evidence from urban neighborhoods in Ethiopia and Understanding industrial parks.

Asamnew Lemma : is a Database programmer at the EconInsight and Policy Studies Institute, which was formerly called the Ethiopian Development Research Institute (EDRI). He had a BA degree from a recognized university in computer science with several years of experience preparing survey templates and monitoring data entry. He obtained a Diploma in Information Technology from Admas University. He obtained a certificate in Applied Statistics with Software Application (STATA) from Addis Ababa University and he also obtained a certificate in Statistical Package for Social Studies (SPSS) from Addis Ababa University. He has been actively engaged in digitalizing forms (Computer Assisted Personal Interviewing) for various projects in Policy Study Institute. He was the database programmer of the various large scale household and enterprise surveys conducted in the Policy Studies Institute (formerly called EDRI).

Gedefaw Kidne : is the finance head at EconInsight. He has a more than 20 years' of experience in managing project finances with various clients, including WB, IFPRI, USAID, UN Agencies, International NGOs such as Save the Children, JSI, ECM, London School Hygiene and Tropical Medicine/LSHTM/ and University of Stanford, university of Oxford. He has MBA degree and BA degree in accounting.