GEST-D-603

Contracting and Microfinance Products

1st semester EMP 2012-13

Prof. Roy MERSLAND, Prof. Niels HERMES

Planning

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<th>Lecturer</th>
<th>Guest speaker</th>
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<td>15/10/2012</td>
<td>6 pm – 9 pm</td>
<td>Prof. R. Mersland</td>
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<td>16/10/2012</td>
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<td>24/10/2012</td>
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<td>Prof. R. Mersland</td>
<td>Prof. A. Ashta</td>
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<td>26/11/2012</td>
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<td>27/11/2012</td>
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<td>10/12/2012</td>
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<td>11/12/2012</td>
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Part 1: Prof. R. MERSLAND

Objectives of the course

To introduce students to key concepts in the development of the microfinance industry, and to present recent research in combination with case experiences related to the topics covered.

Topics covered

1) Transformation of Microfinance Institutions

References:


2) Mission Drift in Microfinance?


3) The future of the microfinance product innovations and institutional designs

References:


4) Pro-poor microfinance products: The case of the disability market

• Pro-poor microfinance products: The case of the disability market

• Beisland and Mersland, Barriers to microfinance for disabled persons: Evidence from Uganda. Working Paper (in journal review)


• Handicap International (2011), Good practices for the Economic Inclusion of People with disabilities in developing countries. Lyon, France, Handicap International.

5) International influence on MFI performance


• Mersland, R. , D’Espallier, B. & Supphellen, M. (in review),"The effect of religion on development efforts: Evidence from the microfinance industry and a research agenda


**Guest speaker Prof Arvind Ashta (Wednesday 16/11/2011)**

**Topics covered**

1. Theoretical Introduction to technology, innovation, adoption (1 hour)

   Innovation models in the information age

References

(Rogers 2003)
(Friedman 2006)
(Shuen 2008)
(Ashta and Assadi 2010a)
(Ashta 2011), Introduction to the Book
2. Online Lending (2 hours)

Different online lending models (commercial and microfinance)

Governance, Strategy and Marketing of different online lending sites, commercial as well as microfinance base, direct as well as intermediary, profit as well as not-for-profits.

References

(Attali 2000)
(McAfee 2006)
(Kupp and Anderson 2007)
(Robinson 2007)
(Wolfe 2007)
(Powers et al. 2008)
(Assadi and Ashta 2009)
(Flannery 2009)
(Roodman 2009)

(Johnson et al. 2010)
(Ash and Assadi 2010b)
(Assadi and Hudson 2011)
(Ash and Assadi 2011)

Bibliography

- Flannery, M. 2009. 'Kiva at Four.' Innovations, 4:2, 31-49.
• Robinson, K. 2007. 'Peer-to-peer lending strives to break the banking mould.' *Banker*, 157:974, 110-11.
Part 2: Prof. N. Hermes

Objectives of the course

- Get an understanding of microfinance lending services
- Focus on the economics of group lending versus individual lending
- Get an understanding of microfinance savings and insurance services
- Get an understanding of microfinance pension fund services
- Discuss the interrelationship between microfinance services and remittances

Topics covered

1) Group lending
2) Beyond group lending
3) Savings and insurance
4) Pensions and remittances

Required (!) Readings

Group lending:


Beyond group lending:


**Savings and insurance**


**Pensions and remittances**


**Both parts**

**Evaluation**

Written exam