

# CEGA Financial Inclusion Lab

## Fall 2016 Pilot Funding Awardees

With support from Visa, CEGA's Financial Inclusion Lab is supporting four early-stage, exploratory research projects on digital financial inclusion in emerging markets

### **"Financial Inclusion and Credit Contracts in Repeated Borrowing Relationships"**

**Lead Researcher:** Ganesh Iyer, Professor of Business Administration, Haas School of Business, UC Berkeley  
**Country:** Sierra Leone  
**Pilot Objective:** To examine the impact of the access to formal credit in a repeating borrowing relationship on entrepreneurial performance and financial inclusion among women entrepreneurs.

### **"Government to Beneficiary Payments in Nepal: A Pilot Study"**

**Lead Researcher:** Michael Callen, Assistant Professor of Economics and Strategy, Rady School of Management, UC San Diego  
**Country:** Nepal  
**Pilot Objective:** To evaluate the implementation of Mobile Grant Payments (MGPs) - grant payments transferred from the government directly to beneficiaries via mobile money - of earthquake reconstruction funds in Nepal on leakage, beneficiary welfare, and the mobile money ecosystem.

### **"Incentivizing Small Merchants in Emerging Markets to Adopt Digital Payment Technologies"**

**Lead Researcher:** Sean Higgins, Post-Doctoral Fellow, UC Berkeley  
**Country:** Dominican Republic  
**Pilot Objective:** To better understand what value propositions can best incentivize small merchants to adopt digital payment technologies by piloting a technology that bundles the capability to accept digital payments, digitally track inventory, and optionally provide banks with the newly generated data on digital revenues to assess creditworthiness and increase access to affordable credit.

### **"Marginal Rates of Substitution, Technology Adoption and Welfare: Evidence from Commitment Savings in Kenya"**

**Lead Researcher:** John Loeser, PhD Candidate, Agricultural and Resource Economics, UC Berkeley  
**Country:** Kenya  
**Pilot Objective:** To test whether a household's demand for money on different dates can be used to ex-ante predict take-up of riskless financial products (such as credit products or savings accounts), to ex-post measure the full welfare effects of access to those financial products.



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