



## Bibliographical Note

**T**HIS REPORT HAS DRAWN on a wide range of World Bank documents and on numerous outside sources. World Bank sources include ongoing research as well as country economic, sector, and project work. These and other sources are listed alphabetically by author or organization in two groups: background papers commissioned for this Report and a selected bibliography. The background papers, some of which will be made available through the Policy Research Working Paper series, and the rest through the *World Development Report* office, synthesize relevant literature and Bank work. The views they express are not necessarily those of the World Bank or of this Report.

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#### Overview

The comparison of Korea and Ghana is based on data from Summers and Heston 1994 and World Bank 1993b. Data on the number of new varieties of rice and maize released by national research organizations are from Byerlee and Moya 1993 and López-Pereira and Morris 1994. Foster and Rosenzweig 1996 is the source of the finding that more-educated farmers adopted green revolution techniques more rapidly and that returns to education among farmers rose in those areas with the greatest potential gains from adoption of new varieties. The estimate of income loss to farmers due to slow adoption and inefficient use of high-yielding varieties is from Foster and Rosenzweig 1995. The southern Indian survey of the boost in the real incomes of small farmers when they did adopt new seeds is from the Rosenzweig background paper. The survey of incomes and nutrient intakes among farmers in southern India is reported in Hazell and others 1991. The Mookherjee background paper discusses Porto Alegre's public budgeting initiative. Other material in the Overview is documented in the bibliographical notes for other chapters.

#### Chapter 1

The quotation from Thomas Jefferson is from David 1993. Reasons for the shifting relationship between income and infant mortality are based on the discussion of improving health standards in World Bank 1993c. The study of the effect of maternal education on infant mortality is Filmer and Pritchett 1997, which also shows mortality rates in 45 developing countries. Box 1.1 draws on information provided by Luis Saenz. Reference to the ef-

fect of smoke on children and women can be found in World Bank 1996. Figures on the effect of the level of education of the household head on household incomes and poverty rates in Vietnam come from World Bank 1995b.

The total factor productivity approach is described in Solow 1956. Box 1.2 is based on Young 1995, Kim and Lau 1992, Krugman 1994, Klenow and Rodriguez-Clare 1997b, and Stiglitz 1996. Studies of the contribution of education to growth in U.S. GDP per capita are from Denison 1985. The study of total factor productivity in 98 countries is Klenow and Rodriguez-Clare 1997b. The quotation from Alfred Marshall is from Marshall 1890. The two authors who pioneered the incorporation of purposeful investment in education, innovation, and adaptation of knowledge in growth models are Romer 1990 and Lucas 1988. Box 1.3 is based on World Bank staff calculations (see the Technical Note). One study of the effect of institutional quality and sound policy on economic growth is Olson, Sarna, and Swamy 1997. Figures on the growth of international trade between 1960 and 1995 are based on World Bank 1998d; figures on the proportion of that trade that is between multinationals and their affiliates are from World Bank 1997d.

Estimates of the proportion of GDP in major OECD countries that is based on the production and distribution of knowledge are made by OECD 1996b. Statistics on the number of patents issued worldwide are from the Braga, Fink, and Sepulveda background paper. Projections of average product cycles for the U.S. and Japanese automobile industries are from Wester 1993. The hypothetical example of the \$500 Boeing 767, illustrating the dramatic fall in costs and gains in performance of information technology, is from WHO 1988. The statistic on the growth in telephone traffic from 1975 to 1995 is from World Bank 1997d.

### Chapter 2

This chapter draws on Evenson and Westphal 1995. The study of productivity in 200 firms in Kenya is RPED 1998, which also contains the surveys in Ghana and Zimbabwe showing similar results. The section on acquiring global technical knowledge draws on Lall's background paper (b) and Dahlman 1994. The figure on average productivity in Kenya's spinning is from Pack 1987. The percentages of the world's R&D and of its scientific publications produced by the more industrialized nations are from UNESCO 1996 and European Commission 1994, respectively. The lesson from Japan on the value of importing is discussed in Nagaoka 1989. The change in the structure of international trade since the 1970s is discussed in the Lall background paper (b). Box 2.1 is based on Plaza and Sananikone 1997. The survey cited in that box is UNIDO 1995. The improvements made by Sudarshan Chemical Industries are discussed in Chemical Week 1994.

The statistic on multinationals' share of U.S. patents is from the Kumar background paper. On subcontracting by Intel's Malaysian plant see World Bank 1993b. The studies cited in Box 2.2 are Levine and Renelt 1992, Malhotra 1995, and World Bank 1993b. Notes on *maquiladoras* and their relative isolation from the rest of the Mexican economy were provided by Alpha Southwest Corporation.

The statistic on the growth of technology transfer payments is from IMF, various years. An account of the Korean firms' licensing negotiations is in Enos 1991. The effort by Japan's Ministry of International Trade and Industry to weaken the bargaining power of foreign licensors in the 1950s and 1960s is described in Nagaoka 1989. The story of U.S. knowledge sharing with Europeans under the Marshall Plan is told in Silberman and Weiss 1992. UNESCO 1997 provides data on numbers of students from developing countries who get their tertiary education abroad. Success stories among developing economies that have instituted programs to counter brain drain are presented in Dahlman and Sananikone 1990 and in Kim 1997. How Côte d'Ivoire diminished the incentive of its textile producers to move toward efficient production is described in Mytelka 1985. The account of Brazil's attempt to develop a national computer industry is in Dahlman 1993. Evidence that making subsidies contingent on export performance ensured the use of technology sophisticated enough for East Asian economies to compete in world markets is from Westphal 1990. Box 2.3 draws on Ray 1998. The different ways in which Japan, Korea, and Taiwan, China, emphasized a government role in promoting industry are discussed in World Bank 1993b. How Hong Kong (China) and Singapore followed more conventional outward policies with much less state intervention is discussed in World Bank 1993b and Dahlman 1994. For an early study of technology exports from developing countries see Dahlman and Sercovich 1984. Box 2.4 draws on the Braga, Fink, and Sepulveda background paper. Box 2.5 is based on Mansfield 1994 and 1995. The background paper by Braga, Fink, and Sepulveda discusses the cost of developing, testing, and marketing a new drug in the United States. Analysts who have found that IPR protection has a small positive impact on economic growth across countries are Mazzoleni and Nelson forthcoming and Mansfield 1994 and 1995. The figures on the increase in the number of developing countries to sign the Paris or Berne conventions on IPRs are from the World Intellectual Property Organization (WIPO) and are given in the Braga, Fink, and Sepulveda background paper. Box 2.6 is taken from the Braga, Fink, and Sepulveda background paper. The same paper explores new IPR challenges for developing countries in biotechnology and information technology and discusses the WIPO Copyright Treaty and the WIPO Performance and Phonograms Treaty.

The study of technology institutions and policies in China, Japan, Korea, Mexico, and Taiwan, China, is Ergas and others 1997. The figures for the proportion of GDP spent on R&D in developing countries compared with industrial countries is from the Lall background paper (b), which also describes the expansion of private firms into R&D in developing countries in the past 15 years and Korea's strategy to promote domestic R&D. Box 2.7 is based on World Bank 1997f. The estimate of the return on agricultural research is from Alston and others 1998. Lack of IPR protection for critical agricultural technologies is discussed in the Pray background paper. Programs to reform public R&D laboratories in Brazil, China, India, Korea, and Mexico and focus them on the needs of the productive sector are described in the Lall background paper (b). Figures on Korea's ascendancy in private R&D and the reasons for it are given in Kim 1997. The statistics on sales of medicines derived from plants discovered by indigenous peoples and the statistic on natural pharmaceuticals in the United States are from Brush and Sabinsky 1995 and UNICEF 1995. Oral rehydration as a contrary example of where local knowledge was ignored is discussed in UNICEF 1995 and Werner and Sanders 1997. Box 2.8 is based on Quisumbing and others 1995. Box 2.9 draws on ESMAP 1991b.

### Chapter 3

The studies of labor markets that find an association between wages and basic schooling are Glewwe 1998 (for Ghana), Knight and Sabot 1990 (for Kenya and Tanzania), Alderman and others 1996 (for Pakistan), and Moll 1998 (for South Africa). Studies from Côte d'Ivoire, Pakistan, and Peru on "sheepskin" or credentialing effects of education are van der Gaag and Vijverberg 1989, Tayyeb 1991, and King 1990.

See the bibliographical note to the Overview for references to studies that find greater productivity and a greater likelihood of profiting from technological improvements among more-educated farmers. Orazem and Vodopivec 1995 find that more-educated Slovenian workers experienced smaller declines in employment and real wages. Jejeebhoy 1995 is the source of evidence that persons with more schooling are more likely to adopt new contraceptive technology. Beneficial effects on IQ, innate ability, and cognitive development are discussed in Sternberg and Grigorenko 1997. Box 3.1 is based on Young 1997. On the four ways in which schooling enables mothers to raise healthier children see Glewwe 1997, Thomas and Strauss 1992, Barrera 1990, Frankenberg 1995, Rosenzweig and Schultz 1982, and Thomas, Lavy, and Strauss 1996. Examples of how schooling complements health services and reduces mortality rates among children can be found in Alderman and Lavy 1996. On the rela-

tionship between educational attainment and condom use see Filmer 1997.

The study of educational attainment among inventors in India is from Deolalikar and Evenson 1990. Evidence for the association between mathematics and science test performance and subsequent growth is in Hanushek 1995.

Box 3.2 is based on Murphy, Shleifer, and Vishny 1992. Box 3.3 draws on OECD 1996a and Amsden 1989. The trend toward including linkages between universities and the private sector is discussed in Lee 1996.

See the bibliographical note to the Overview for documentation of the fact that farmers with basic schooling gained a substantial advantage over farmers with no schooling as they acquired experience. Westphal, Rhee, and Pursell 1981 argue that Korea's rapid rate of technological learning was due to the short intervals between construction of successive industrial plants. Tan and Batra 1995 discuss the fact that larger firms are more likely to train their workers formally.

The fact that children of more-educated parents, particularly mothers, obtain more education is discussed in Alderman, Orazem, and Paterno 1996. The study that estimated the proportion of educated people in an Indian village that was optimal for learning about new farm technologies is Yamauchi 1997. The source of the ratio of males with and without high school diplomas within the ambit of the U.S. criminal justice system is Council of Economic Advisers 1995. A recent study showing a lack of correlation between public spending on education and economic growth is Devarajan, Swaroop, and Zou 1996, and a study finding a lack of correlation between such spending and educational outcomes is Hanushek and Kim 1996. Editions of *World Development Report* for 1988, 1990, 1991, and 1997 discuss the efficiency and equity issues bedeviling education, as do several World Bank strategy papers on education: see, for example, World Bank 1995a. Assessments showing that students have not mastered skills that the curriculum was intended to teach are from Glewwe 1998 and Glewwe, Kremer, and Moulin 1997. Box 3.4 draws on Knowles and others 1998.

For a discussion of the role of decentralization see Lauglo and McLean 1985. A discussion of decentralization of education as a means of overcoming information problems with monitoring and incentives is in Pritchett and Filmer forthcoming. King and Ozler 1998 examine Nicaragua's experience with school reform and its effect on test scores. On the post-civil war improvement and expansion of El Salvador's community-managed schools see Jimenez and Sawada 1998. Evidence of how information affected behavior during the AIDS epidemic in Thailand is from World Bank 1997b. Box 3.5 is based on Middleton, Ziderman, and Van Adams 1993.

Accreditation is discussed in Cooney and Paqueo-Arrezo 1993. Estimates of private rates of return to education are from Psacharopoulos 1994. Surveys from 21 countries showing income to be a major constraint are described in Behrman and Knowles 1997. Results for Peru are from Jacoby 1994, and those for Vietnam are from Glewwe and Jacoby 1995. The study of student selection for higher education in Colombia is Jimenez and Tan 1987. The statistics provided on higher education in the Philippines are from James 1991. The cross-country review of government-financed student loan programs is that by Albrecht and Ziderman 1991. Box 3.6 draws on Harding 1995 and Harrison 1997. The figure for the share of noneducational expenses in tertiary education budgets in francophone Africa is from World Bank 1995a.

The source for the information on curriculum development in Europe and Central Asia is Heyneman 1998. Documentation on distance education in Latin America is from World Bank 1998a. Background on interactive radio instruction can be found in Bosch 1997. A recent assessment of computer-aided instruction is in Osin 1998. The gains from computer-assisted instruction are documented in Kulik, Kulik, and Baangert-Drowns 1985. A review of distance education and virtual universities is in Perraton and Potashnik 1997. Box 3.7 is based on World Bank forthcoming (b).

#### *Chapter 4*

The discussion of the information revolution and the forces driving it draws on Bond 1997a. The story of how community street theaters have communicated information on AIDS prevention is from McIntyre 1998. The statistics on the rise of computing power per dollar invested and on the falling cost of voice transmission circuits are from Bond 1997a. Box 4.1 is based on the Flamm background paper (a) and information provided by the Energy, Mining, and Telecommunications Department of the World Bank. Figures on the rate of growth in the world supply of information technology and on the industrial countries' share in its production are from Mansell and Wehn 1998.

Examples of the uses of technology by individual investors in China are taken from Smith 1997. The example of the use of information technology to improve opportunities for generating income in Vietnam is from *24 Hours in Cyberspace* 1996; the example from Panama was provided by Daniel Salcedo. Box 4.2 is from Clottes 1997, with additional material provided by Rema Balasundram.

Examples of the use of telecommunications and computer links to provide marketing information to farmers in Costa Rica, and of cellular phones to inform Ivorian farmers of current international cocoa prices, are taken, respectively, from Zijp 1994 (quoting Annis 1992) and Rischar

1996. The use by Filipino farmers of telex and fax machines for research and marketing, and the description of how Mexican farmer associations used computers to monitor the government's rural credit program, are described in Zijp 1994. Saunders, Warford, and Wellenius 1993 report on the impact of telephone service on fruit farmers in Sri Lanka, on the small grocer in Uruguay, and on the spare parts distributor in Kenya. The examples from Kenya and Morocco of how governments can use technology to improve governance by sharing knowledge among policymaking institutions and think tanks are from Schware and Kimberley 1995 and Hanna 1991, respectively. Box 4.3 draws on Schware and Kimberley 1995. The information technology objectives in Malaysia's national development strategy were provided by the Malaysia Country Management Unit of the World Bank and presented in Multimedia Development Corporation 1998. The discussion of the Y2K problem and Box 4.4 are based on material provided by the Information Support Group and the Information for Development program at the World Bank.

The survey of Internet users in Africa is discussed in Menou 1998. Figures on telephone density in South Asia, Sub-Saharan Africa, and the United States are from the International Telecommunication Union database, as are figures showing that the majority of people on waiting lists for telephones are in developing countries. The figure on annual telecommunications investment in developing countries is from Clottes 1997.

General references for the section on competition and the role of public policy are drawn from Stiglitz 1998, which also documents the high capital cost of telephone installation in many developing countries. The share of private telephones in Sub-Saharan Africa is from the International Telecommunication Union database. Box 4.5 is based on Braga 1997. Figures on price competition for cellular phones in Sri Lanka are from World Bank data. Changes since the 1980s in the way information infrastructure is supplied, priced, financed, used, and regulated are discussed in Smith 1995.

Box 4.6 draws on Braga and others 1998. Statistics on the availability of pay phones in Africa and Singapore are from the International Telecommunication Union database. Stories on obstacles to telephone communication in poor countries are from Hope 1997 and Wade-Barrett 1997. Wellenius 1997b describes and gives figures for what happened in Chile and the Philippines when they adopted competitive telecommunications systems. The IENTI Telecommunications Reform database documents Uganda's initiative in bringing about competition in telephone services. Wellenius 1997b discusses the benefits to consumers of competition in cellular service in Ghana. Box 4.7 is based on information received from Paul Bermingham.

The principles for privatization in the telecommunications sector are discussed in Stiglitz 1998. How poor regulation thwarted the benefits of liberalization in Poland is described in Wellenius 1997b. Regulatory measures in Guatemala to open up competitive pricing of connectivity charges are described in Spiller and Cardilli 1997. Measures for bringing telephone access to the poor are described in Zongo 1997 for Senegal; information on such measures for South Africa was provided by staff in the Energy Management and Communications department of the World Bank. Spiller and Cardilli 1997 describe how Chile and New Zealand have successfully privatized. The Chilean model of competitive bidding for subsidies is discussed in Wellenius 1997a. The private company that will bring world-class programs to low-income consumers in Africa, Latin America, and Asia through low-orbit satellites is WorldSpace (see WorldSpace 1998).

#### *Chapter 5*

The role of guilds as providers of quality control in medieval Europe and in the Arab world in the 19th century is discussed in Kuran 1989. Box 5.1 is based on Klitgaard 1991. Dimitri 1997 is the source of the discussion of quality problems in the fresh fruit market in the United States. For a discussion of quality problems in the labor market, and of the 1986 survey in West Bengal, India, documenting territorial segmentation of the labor market, see Bardhan and Rudra 1986. Box 5.2 is from Aleem 1993.

The discussion of sharecropping is based on Stiglitz 1974. Statistics on the proportion of land under share tenancy in different countries are drawn from Otsuka, Chuma, and Hayami 1992. Box 5.3 is based on Shaban 1987. For a discussion of tenancy arrangements in rural Tunisia see Laffont and Matoussi 1995. Land reforms in Brazil to address the productivity problems of poor farmers are discussed in World Bank 1997e. The discussion of permanent labor contracts and the figures on their decline in two Indian villages are drawn from Ray 1998.

#### *Chapter 6*

For a general review of the role of finance in development see Levine 1997. Some basic references for information-related market failures in finance are Stiglitz 1993 and Stiglitz and Weiss 1981. The informational foundations of banking are treated at a detailed theoretical level in Freixas and Rochet 1997. Box 6.1 is based on Kane 1994. Evidence from Ecuador and India on the relationship of productivity to access to credit is from Caprio and Demirgüç-Kunt 1997. Box 6.2 draws on Jorion 1997. The dynamic feedback of weakening collateral values is developed in a systematic way by Kiyotaki and Moore 1997. The point that financial markets do not provide full incentives for information gathering derives from Gross-

man and Stiglitz 1980. Details of the modifications to Botswana's system of land ownership, which strengthened collateral, were provided by Quill Hermans. Box 6.3 was written by Randi Ryterman. James 1987 provides evidence that announcement of a bank loan agreement boosts the stock price of the borrowing firm. The quotation from Walter Bagehot is from Bagehot 1873. The discussion of international differences in accounting standards and legal systems, including differential protection of managers, creditors, and shareholders, is based on the work of La Porta and others 1998. The related analysis of quantitative links between these accounting and legal differences and growth is based on Levine, Loayza, and Beck 1998. An analytical discussion of the "looting" problem is in Akerlof and Romer 1993. The discussion of the relationship between liquid stock exchanges and economic growth draws on Levine and Zervos 1998. The point about the need for a different approach to legal system design in transition economies is from Black, Kraakman, and Hay 1998. Box 6.4 is based in part on Weiss and Nikitin 1998. Box 6.5 draws on Garcia 1996 and White 1997. The contribution of complex derivatives in the Mexican exchange rate crisis is described by Garber 1998. Box 6.6 was written by Gerard Caprio. The Suffolk Bank system of private regulation is described by Calomiris and Kahn 1996. For discussion of evidence that mild restraints on deposit interest rates may have contributed to growth in some East Asian economies see World Bank 1993b. For economic evidence linking capital account with financial market vulnerability see Demirgüç-Kunt and Detragiache 1997. On the theory of financial restraint see Hellman, Murdock, and Stiglitz 1997.

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#### *Chapter 7*

The chapter draws on a wide range of sources, including Dasgupta and Mäler 1994, Tietenberg 1997, Thomas, Kishor, and Belt 1997, and World Bank 1998b. Figures on pollution in four Chinese cities are from World Bank 1997a. Figures and other evidence on disease and damage from environmental degradation come from Crosson and Anderson 1991, Esrey 1990, and Nelson 1990. The anecdote on the durian tree in Malaysia is based on Lewin 1987 and World Bank 1992. Data on wheat production and resource degradation in Pakistan are from Byerlee 1992, Byerlee and Siddiq 1994, and Ali 1998.

The chronology in Box 7.1 was taken from Handel and Risbey 1992 and Jäger 1992, with updates. The notion of sustainable development based on the substitution of human-made for natural capital is discussed by many authors; see, for example, Pezzey 1989.

In Box 7.2 the notion of option value is from Arrow and Fisher 1974; the estimate of the option value of conserving the wilderness area of Sierra de Manantlán is from Fisher and Hanemann 1990. Suggestions for effective indicators of environmental quality are drawn from World Bank 1997c. The notion of genuine saving and the figures for Latin America and the Caribbean and for Sub-Saharan Africa are from World Bank 1997c. Box 7.3 is based on World Bank 1998b. The example of Botswana's natural resource accounts was provided by Kirk Hamilton. Nordhaus and Popp 1997 estimate the value of information about climate change. The discussion of El Niño forecasting is based on information provided by Maxx Dilley and Robert Watson. The anecdote about firewood use in the Republic of Yemen comes from ESMAP 1991a. World Bank 1997a reports on the Waigaoqiao thermal power plant in China. Box 7.4 is based on a summary of the project provided by Dely Gapasin.

The example of the West African Newsmedia and Development Center is taken from Ariasingam, Abedin, and Chee 1997. Box 7.5 is based on information supplied by Kulsum Ahmed and Paul Martin. On the Sub-Saharan African Knowledge and Experience Resource Network see MELISSA 1998. Box 7.6 is based on Ostrom and Wer-time 1995. Box 7.7 is based on information from Maureen Cropper and Donald Larson and on the analysis by Schmalensee and others 1997. On China's scheme for reducing water pollution see Wang and Wheeler 1996. The estimate of the benefits of market-based greenhouse gas abatement is based on Richels and others 1996. On joint implementation and related mechanisms see UNFCCC 1998. The link between lack of insurance and land degradation is described by Dasgupta and Måler 1994. The discussion of energy service companies is based on Cabraal, Cosgrove-Davies, and Schaeffer 1996. The estimate of increased affordability of energy comes from the Solar Electric Light Company, Chevy Chase, Md. Some issues related to the decentralization of environmental management functions are discussed in Lutz and Caldecott 1996. For recent literature on how industry responds to community environmental pressure see World Bank 1998b. Box 7.8 is from World Bank 1998b. Box 7.9 is based on Blackman and Bannister 1998. Box 7.10 is based on a summary of the project provided by Karin Kemper and Donald Larson.

Information on the work of parataxonomists in Costa Rica can be found in Reid 1993. The projection of demand for organic products in Canada is from Weymes 1990. The discussion of free riding in international agreements is based on Barrett 1992.

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### *Chapter 8*

Statistics on poverty in the introductory section are from World Bank data. Researchers' estimates of the impact of an increase in literacy on environmental awareness are from Dasgupta and Wheeler 1997. Box 8.1 draws on Thomas, Strauss, and Henriques 1991. The Jamaican living standards survey providing information about food supplementation in poor households is discussed in Grosh 1992. The study of 121 rural water supply projects in 49 countries is Narayan and Pritchett 1995. On the donor-funded irrigation program in Nepal that nearly missed the fact that farmers had already installed their own systems see Ostrom 1995. Cooperative groups in Kenya and the effectiveness of group-centered extension among female farmers are described in Bindlish and Evenson 1993 and Purcell and Anderson 1997. The study showing evidence of peer influence in a family planning program in Bangladesh is Munshi and Mayaux 1998. Box 8.2 draws on Tendler 1994 and Tendler and Freedheim 1994. The survey in rural Tanzania to measure the density and importance of social capital is Narayan and Pritchett 1997. Issues in promoting oral rehydration therapy are described in UNICEF 1997 and Werner and Sanders 1997.

Jalan and Ravallion 1998 study the effects of individual and covariate shocks to income on rural southern Chinese households of varying wealth. The study of ICRISAT data on farmers' choices of traditional versus high-yielding rice varieties, reported in Box 8.3, is Morduch 1995; Binswanger and Rosenzweig 1993 relate farm profits to the predictability of the monsoon. Jacoby and Skoufias 1997 examine the response of school attendance to seasonal income fluctuations in India. Box 8.4 is based on Udry 1994.

The findings in Thailand that farmers with land title, who could offer collateral, could borrow significantly more than those without are from Feder, Onchan, and Raparla 1986, as is evidence that farmers with title in Thailand and other countries invested more in their land and obtained better access to credit. Feder 1991 gathers evidence for other countries. Qualifying evidence from Paraguay on the value of land titling in providing access to credit is from Olinto 1997. The study of land titling in Ghana, Kenya, and Rwanda is Bruce and Migot-Adholla 1994. The discussion of the Grameen Bank and other microfinance institutions draws on Morduch 1998. Box 8.5 draws on Woolcock 1998.

Information on the Unit Desa program in Indonesia is from Jonathan Morduch. How short-term relief programs combined with institutional credit reduced distress sales of land in India after a natural disaster is described in Cain 1983. Self-selection programs of assistance are discussed in Subbarao and others 1997; the 1997 World Bank project in Argentina is described in an internal World Bank report. Tuck and Lindert 1996 describe the food price subsidy program in Tunisia. Box 8.6 is based on Case and Deaton 1996.

The discussion of P4K in Indonesia is drawn from International Fund for Agricultural Development 1994. For a discussion of the Grameen Bank's programs to promote social development see Khandker, Khalily, and Khan 1998. Grameen's cellular phone enterprise is discussed by Yunus 1996. Details of the human rights and legal education of the Bangladesh Rural Advancement Committee were provided by Jonathan Morduch. Morduch 1998 describes the formation of consortia to link microfinance programs globally.

### *Chapter 9*

Information for the section on knowledge creation and for Boxes 9.1, 9.2, and 9.3 was provided by the Consultative Group on International Agricultural Research, Mead Over, and the Global Environment Facility.

The section on transferring and adapting knowledge draws heavily on World Bank forthcoming (a). The account of the workings of PROSANEAR comes from World Bank 1994b and other World Bank documents. The description of AGETIPs is taken from Dia 1995. The story of Guinea's water sector is from a 1996 edition of *Viewpoint*, a World Bank internal newsletter published by the Industry and Energy Department. Box 9.4 draws from Heggie 1995. Family planning services in rural Bangladesh are described in World Bank forthcoming (a). The allusion to the Kenya textbook experiment draws on Glewwe, Kremer, and Moulin 1997. The reference for the Vietnam story is World Bank forthcoming (a). World Bank 1994a discusses international assistance and pension reform. The recent U.K. white paper on international development is United Kingdom Secretary of State for International Development 1997. The discussion of the return to analytical work is drawn from Deininger, Squire, and Basu forthcoming. Information for Box 9.5 came from an internal Bank document. The quotation from the United Nations Development Programme evaluation is from Berg 1993.

Descriptions of the spread of formal knowledge management programs in Europe and the United States appear in American Productivity and Quality Center 1996, 1997, and 1998. Desisto and Harris 1998 predict that during the next five years knowledge sharing programs

will shift from an internal to an external focus. Box 9.6 draws on material supplied by Bruce Ross-Larson. Box 9.7 draws on material supplied by Roberto Chavez. On the question of the choice of appropriate technology for knowledge sharing, a general discussion is in Davenport and Prusak 1998. Box 9.8 was written by Peter Armstrong. Willmott 1998 discusses the fact that many systems are still not quick, easy to use, or easy to maintain. Davenport and Prusak 1998 further note that we do not yet have useful technology to assist with knowledge creation and discuss more traditional modes of communication as tools for knowledge sharing.

Studies of the costs of knowledge management programs have been produced by the Gartner Group (Bair and Hunter 1998), including estimates of knowledge management expenditure in budgets for enterprises or, in the case of consulting companies, in revenue (Hunter 1998). American Productivity and Quality Center 1996 documents how organizations like Price Waterhouse and Ernst & Young have made knowledge sharing an integral part of their formal personnel evaluation systems. On the use of knowledge-sharing awards, see a general discussion in Davenport and Prusak 1998, and the description of the Texas Instruments "Not Invented Here But I Used It Anyway" award in American Productivity and Quality Center 1997. The use of incentives is identified as a critical success factor in Davenport, De Long, and Beers 1998; the study of whether knowledge management programs actually succeed appears in the same source. Box 9.9 was written by David Gray.

### *Chapter 10*

Much of the material in this chapter summarizes discussions in other chapters. Documentation is provided in the bibliographical note for the chapter where the original discussion appears.

King and Anne 1993 reports on the provision of educational stipends to girls in Bangladesh. Aiyer 1996 describes how Mexican accounting methods failed to show the true status of bank loans. On the role of India's media in warning of famine and agitating for public action see Drèze and Sen 1989 and Ram 1990. The source for the statement that several South and Central American countries have increased the quality and quantity of information about individual taxpayers is the Mookherjee background paper.

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