

Example of a Guideline on How to Develop Intervention Results Chains and Document the Assumptions and Support Research MDF

- The first step is to list down key activities that need to be carried out in order to trigger the intended changes in the support market, or what will trigger the new business model to start functioning. This would be a list of the key activities within the partnership agreement with MDF and its partner. For this example, what activities does MDF need to carry out to trigger the cement manufacturer (who is currently only producing cement) to produce and market agricultural grade lime. In this case, there are two key activities: a feasibility study and market plan.

Note: there might be activities for which the partner is responsible, that MDF is not involved in. These may or may not be incorporated into the partnership agreement, but in either case they are pre-conditions. These should also be included in the results chain as a dotted red box showing the appropriate links with other activities and outputs.

- Then, arrange the key activities in logical order. For example, the marketing plan cannot be carried out before the feasibility study since they need to know the market demand and customer information beforehand.
- The next step is to map out the result of the activities on the partners or support market players in terms of changes in capacity, incentive or knowledge and understanding. For this example, with the feasibility study, the partner will know the business potential and profitability for producing agricultural lime, what additional investment in machinery needed to produce this grade and how to distribute and market it.
- Then, map out how changes in the capacity of the players will lead to the new business model. For this example, they have to invest in the additional machinery and equipment, produce it, distribute to the regional distribution centres and sell it to different type of intermediaries who will retail to the farmers with advice on usage.
- Then, map out how the beneficiaries are expected to respond to the solutions. For this example, farmers are expected to buy the lime and use it according to the instructions they received.
- The next step is to map out the expected changes in the performance of the target beneficiaries which are a result of their response. For this example, if the farmers use lime properly, their yields are expected to be increased. Then, they will be able to sell more produce to the market.
- Then, link the changes in performance to the increase in net additional income and job creation. For this example, an increase in sales volume will lead to an increase in income. Once they have higher income, they may expand their cultivation areas and possibly employ more workers.
- The next step is to consider the possibility of copying and crowding in and map them out in the results chain accordingly. For this example, copying is not likely to be possible. They need to buy lime from someone. However, crowding-in is possible. Once other intermediaries see the existing ones make more money, they are likely to copy and enter into the agricultural lime business. The explanation on what and how systemic changes are likely to happen will be recorded in the Intervention Guide as well as the completed intervention results chain.

- The last step is to document the key supporting research and assumptions that underlie the logic of the result chains in a table. The assumptions need to be clear – they should explain why one change leads to another.

Standard Format of the Results Chain Box.

