THE 2006 SKOLL WORLD FORUM
ON SOCIAL ENTREPRENEURSHIP
MARCH 29–31

Conference moderator: Stan Thekaekara, Director, Just Change, and Visiting Fellow at the Skoll Centre
All around the world the social sector is approaching a tipping point. If the last century was one of economic growth, the 21st century has the prospect of coupling wealth with well-being, and bringing to the fore the people and processes by which we can sustain social resilience.

While there are many approaches to social change, social entrepreneurs are in the vanguard of this shift, innovating, growing new models, and demonstrating how others can be more effective.

The 2006 Skoll World Forum on Social Entrepreneurship aims to expand these efforts by helping broaden and deepen the range of financial resources creating social and environmental impacts.

Building on the growing number of international experiments in philanthropy, social investing and the socially focused activity of corporations, this Forum aims to:

- Showcase leading innovations in the supply of finance to social change work – advocacy groups and non-profits, but also social businesses, and public sector and corporate activity where it prioritises social value;
- Demonstrate the ways social entrepreneurs use a diverse array of assets to manifest social or environmental value and drive social change;
- Enable a growing community of people developing the capital markets crucial to social change work to review the state of the field and identify ways to scale their efforts, and ultimately mobilise new and different resources.

We hope the Forum proves an effective platform for you to gain traction for your own priorities. Let us know your thoughts.

A warm welcome to the 2006 Skoll World Forum on Social Entrepreneurship.
During the Forum, you can join friends and allies around the world at www.socialedge.org to share your thoughts and debate the issues. Skoll Scholars and other students from the Saïd Business School will be blogging alongside Victor d’Allant and Phil Collis from the Social Edge team. Meet them and log on in the internet rooms on the first floor.

NEW THIS YEAR:  
THE ORANGE PROGRAMME

Networking and testing new ideas has always been an important part of the Skoll World Forum. But last year you told us you wanted more opportunities to meet others with shared interests. Bring on The Orange Programme.

The Orange Programme offers a series of satellite meetings hosted by delegates from around the world. Topics range from state-of-the-art approaches to accountability, to research findings on the ways social ventures grow and replicate.

These sessions – at breakfast and lunch throughout the Forum – are very informal. A chance to get up close and personal with social entrepreneurs and their supporters. See the programme in your packs – it’s orange.
Strengthening cultural traditions has been a source of confidence among the adivasi communities organising through Accord in the Nilgiri Hills of Southern India. No major gathering happens without music and dance. Let the music begin.

Anthony Hopwood, Dean, Saïd Business School.

Jeff Skoll, Founder and Chairman, Skoll Foundation, and Founder and CEO, Participant Productions.

Bunker Roy, Founder and Director, Barefoot College.

In 2005, there was an unprecedented focus on overcoming world poverty. But debate focused on the ‘what’s’ without sufficient attention to the ‘how’s’. Bunker Roy argues that people in poverty must – and can – be the authors of better livelihoods. Top-down approaches won’t work.

This important address is intended to ground the Forum’s predominant concern with finance and capital market development in real needs, and the practical ways social entrepreneurs utilise different assets to bring about change.

Ian Goldin, Vice President, World Bank and author of Globalization for Development and Noreena Hertz, Associate Director, Centre for International Business & Management, Judge Business School, Cambridge.

Q&A

Radicalism and pragmatism can co-exist, but there are essential pre-conditions to social entrepreneurship. Access to new and different financial resources forms a critical part of the answer. But the ethics, policy, regulation and governance have got to be right too.
Q&A

The global context for business is changing. Challenges such as climate change, HIV/AIDS, and poverty have reached a point where civil society is demanding a response from business. This session will explore Generation’s view of a sustainable firm and how it aims to impact capital markets through its own investment strategies.

With support from UnLtd: the Foundation for Social Entrepreneurs.

Choose from:
- Environment
- Global health
- Education
- Working in countries with weak support or hostile attitudes toward civil society
- Microfinance
- The equity/profit challenge
- Socially responsible investment
- Venture philanthropy

An informal opportunity to meet like-minded people for food and discussion. Meals and drinks at participants’ own expense in affordable restaurants.

18.00–19.15
IN CONVERSATION
SUSTAINABILITY AND CAPITAL MARKETS

19.15–20.30
RECEPTION

20.30–22.30
NETWORKING DINNERS
Supplied in your delegate pack. Bring your own breakfast.

Meetings convened by delegates on topics ranging from state of the art approaches to accountability, to scaling social ventures.

Sir Ronald Cohen, Chair, UK Social Investment Taskforce, Chair, Commission on Unclaimed Assets, Chairman, Bridges Community Ventures.

The last decade has seen a proliferation of experiments in investing for the social good. It is time to draw the lessons and map the steps to replicating and scaling up their impact.

Iqbal Paroo, President and COO, Omidyar Network

Jed Emerson, Visiting Fellow, Skoll Centre, Said Business School, and originator of the Blended Value approach.

Discussants:
- David Carrington, consultant,
- Bill Drayton, CEO and Chair, Ashoka,
- Andrew Robinson, Head of Community Development Banking, RBS/Natwest,
- Jacqueline Novogratz, CEO, Acumen Fund.

Q&A

All aboard. This session will set out the spectrum of opportunities for social investing and leading efforts to forge the way. As such, it will examine new investment instruments, new strategies and the ways philanthropists and social investors can work together. It will begin to explore some of the differences and shared learning from working in developed and emerging economies and ask how these innovations are really making a difference.

This session provides a structure for thinking about the landscape of finance for change and is designed to contextualise the breakout sessions that follow.

Jan Piercy, former VP at the World Bank and advisor to Shorebank and ShoreCap International, Aliko Dondo, Managing Director, K-Rep Development Services – Kenya, and Mo Ibrahim, Chair of CellTel International. Q&A

Members of the development finance movement have, for the past decade, been evolving investment strategies which are capable of the scale of response Africa needs for its citizens to enjoy sustainable livelihoods. The movement practices a 'capital plus' approach, where capital provides
the glue for the other skills and support needed to help poor people enjoy viable businesses and personal and societal sustainability. How can this method work where aid has proven ineffectual? How has this community learnt from each other to grow a now-recognised field? What else is needed to enable social entrepreneurs to thrive? This panel shares lessons from Africa which have a bearing on the social investment movement around the world.

Drill down on the issues relating to the area which interests you most, with pioneering institutions in their field. Participants will share their key insights and ask you to debate the priorities moving forward. Participants will share their key insights and ask you to debate the priorities moving forward.

Betty Murungi, Director, Urgent Action Fund – Africa, William Fulbright Foote, Founding President and Executive Director, Ecologic Finance, and Victoria Hornby, Sainsbury Family Charitable Trusts.

Melissa Berman, President and CEO, Rockefeller Philanthropy Advisors, Jennifer Moses, CEO, Centre for Reform, Maximilian Martin, Global Head of Philanthropy Services, UBS, and DK Matai, Executive Chairman, mi2g and Founder, the Philanthropia Trinity.

Malcolm Hayday, Chief Executive, Charity Bank, Philip Angier, Chair, Shared Interest Society Ltd and Louis Boorstin, Gates Foundation.

Mark Campanile, Head, SRI Business Development, Henderson Global Investors Ltd, James Vaccaro, Commercial Manager, Triodos Bank and Jamie Hartzell, Managing Director, Ethical Property Company.

Geoff Mulgan, Director, The Young Foundation, Olga Allozena, Head of Development, CRF Global Trustees, and Li Zhan, Director, Shanghai NPO Network and Deputy, China NPO Network.

Michele Goldstein, Director, Bridges Community Ventures Ltd, and Gerd McMillan of Toronto, Advisor, CARE Venture Fund.
### Thursday, 30 March

#### 12.30–14.00

**The Lunchtime Session**

**Time:**
- **12.30–14.00**
- **12.45–14.00**

**Topics:**
- **1. The Orange Programme**
- **2. Seminar**

**Entrance Hall and Seminar Rooms A & B**

**1. The Orange Programme**

- A bagged lunch is served, which you may take to seminar rooms or public spaces in the School. However, if you wish to attend events in the lecture theatres, you will need to eat your lunch before you go.

- Supplied in your delegate pack. Meetings convened by delegates on topics ranging from state of the art approaches to accountability, to scaling social ventures.

**2. Seminar**

- New approaches to bring supply and demand together.
- John Kingston, Venturesome, James Austin, Eliot I Snider and Family Professor of Business Administration, Harvard Business School, John Goldstein, Medley Advisors, and Maurice Machenbaum, founder, WISE.

**14.00–15.15**

**Parallel Case Studies**

**Topics:**
- Grants and Global Health
- Private Equity and Environmental Sustainability
- Debt, Environmental Sustainability and Community Transport
- Social Equity and Social and Economic Equality
- Government Investments and Urban Migration
- Social Investment in Emerging Markets

**Entrance Hall and Seminar Rooms A & B**

**1. Grants and Global Health**

- While rooted in an account of the uptake of particular financing instruments, these case studies go far further to look holistically at the changes adopting new approaches to financing entail.

**2. Private Equity and Environmental Sustainability**

- Victoria Hale, CEO, Institute for OneWorld Health.
- Angela Duignan, Development Director, Energy4All.

**3. Debt, Environmental Sustainability and Community Transport**

- Stephen Sears, Chief Executive, ECT Group.
- Paul Harrod, Director of Social and Environmental Business Development, SETsquared Partnership.

**4. Social Equity and Social and Economic Equality**

- Sheela Patel, Director, SPARC.
This session will explore how social entrepreneurs and new capital opportunities can come together to seize a new ‘social development market opportunity’ in the fastest-growing country on the planet.

Just as China adopted an ‘open door’ policy on economic development nearly thirty years ago, so it has cracked open the doors to social development. State agencies admit they must change; NGOs, Chinese enterprises and multi-national corporations have all been called upon to play their role.

At this historic juncture, this panel will assess whether the costs of such rapid economic growth are too great, or whether China can broker a new marriage between wealth and well-being and achieve what the Premier has envisaged as ‘a harmonious society’. This state in transition has reflections – and new opportunities – for everyone.

Celebrate the 2006 Skoll Awardees – leading social entrepreneurs from around the globe

With Jeff Skoll, Founder and Chairman, Skoll Foundation, and Founder and CEO, Participant Productions, Sally Osberg, President and CEO, Skoll Foundation, and Sir Ben Kingsley, Academy Award winning actor.
Supplied in your delegate pack. Bring your own breakfast.

Meetings convened by delegates on topics ranging from state of the art approaches to accountability, to scaling social ventures.

Moderated by Peter Wheeler, Chair, Futurebuilders.
Muhammad Yunus, Founder, Grameen, Ron Grzywinski, Co-founder, ShoreBank Corporation, and Celso Grecco, President, Atitude.

Experiments with one investment approach or another are good. But we will need new processes of exchange if their use is to grow and lever significant new resources for social change. Different models of social stock exchange offer one such mechanism – but how could they work?

After a day on finance, we return to the themes of our opening keynote address. One of the distinctive attributes of social entrepreneurs is their ability to identify and mobilise very different kinds of assets – human, social and cultural. These case studies examine the ways social entrepreneurs can couple new financial resources with other assets and put both in the service of their mission and pursuit of social and environmental value.

Alex Nicholls, Lecturer in Social Entrepreneurship, Alex Jacobs, Visiting Fellow, and Paul Jepson, Senior Research Fellow, Skoll Centre, Saïd Business School.

Douglas Holt, L’Oréal Professor of Marketing, Saïd Business School.

K T Subramanian, Chathi, T K Ayappan, Bindu, Lalitha, Chandu, V Rajan, Kuttan, and Manoharan, all advise from Accord.

MODERATED BY GORDON BLOOM, DIRECTOR, SOCIAL ENTREPRENEURSHIP COLLABORATORY, HAUSER CENTRE FOR NON-PROFIT ORGANISATIONS, HARVARD UNIVERSITY, SAÏD BUSINESS SCHOOL AND HARVARD STUDENTS.

08.00–09.00 THE ORANGE PROGRAMME

09.00–10.30 PARALLEL CASE STUDIES

TOWARDS A SOCIAL STOCK EXCHANGE

COFFEE

11.00–12.15 PARALLEL CASE STUDIES

MOBILISING UNDER-UTILISED ASSETS TO REALISE SOCIAL AND ENVIRONMENTAL VALUE

1. LEGITIMATING ASSETS
Alex Nicholls, Lecturer in Social Entrepreneurship, Alex Jacobs, Visiting Fellow, and Paul Jepson, Senior Research Fellow, Skoll Centre, Saïd Business School.

2. BRANDING SOCIAL MOVEMENTS
Douglas Holt, L’Oréal Professor of Marketing, Saïd Business School.

3. SOCIAL ASSETS
K T Subramanian, Chathi, T K Ayappan, Bindu, Lalitha, Chandu, V Rajan, Kuttan, and Manoharan, all advise from Accord.

4. NEXT GENERATION MODELS
Moderated by Gordon Bloom, Director, Social Entrepreneurship Collaboratory, Hauser Centre for Non-Profit Organisations, Harvard University, Saïd Business School and Harvard students.
Jake Eberts, Executive Producer of Jacques Perrin’s Oceans and Chairman of National Geographic Feature Films, distributor of March of the Penguins.

J B Schramm, Founder and CEO, College Summit.

Moritz Flockenhaus, Head of Research, UnLtd,

Matthew Bolton, Living Wage Campaign,

Eric Samuel, Chief Executive, Community Food Enterprise, and

Carmel McConnell, Magic Breakfast.

Arthur Wood, Head, Social Financial Services, and

Susan Davis, Vice President and Director, Global Academy for Social Entrepreneurship, Ashoka.

Roger Martin, Dean, Rotman School of Management, University of Toronto.

Jackie Khor, Associate Director, Programme Venture Experiments (Provenex), Rockefeller Foundation

Glenn Yago, Director, Capital Studies, Milken Institute

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Andrew McCormack

Seminar Room

Nelson Mandela Lecture Theatre

Andrew McCormack Seminar Room

5. CULTURAL ASSETS

Jake Eberts, Executive Producer of Jacques Perrin’s Oceans and Chairman of National Geographic Feature Films, distributor of March of the Penguins.

6. HUMAN ASSETS

J B Schramm, Founder and CEO, College Summit.

7. LEVERAGING TALENT THROUGH EARLY STAGE INVESTMENT

Moritz Flockenhaus, Head of Research, UnLtd, Matthew Bolton, Living Wage Campaign, Eric Samuel, Chief Executive, Community Food Enterprise, and Carmel McConnell, Magic Breakfast.

8. MOVING FROM TOP DOWN TO BOTTOM UP STRATEGIES

Arthur Wood, Head, Social Financial Services, and Susan Davis, Vice President and Director, Global Academy for Social Entrepreneurship, Ashoka

Andrew McCormack

Seminar Room

Nelson Mandela Lecture Theatre

Andrew McCormack Seminar Room

12.15–13.15

AUDIENCE DISCUSSION

NEXT STEPS ON PRO-SOCIAL CAPITAL MARKET DEVELOPMENT

Introduced and moderated by Roger Martin, Dean, Rotman School of Management, University of Toronto.

With expert counsel from Jackie Khor, Associate Director, Programme Venture Experiments (Provenex), Rockefeller Foundation, Matthew Bishop, American Editor, The Economist, Glenn Yago, Director, Capital Studies, Milken Institute, Henry Oli, Partner, Aureos Capital.

This capstone discussion, led by your questions, concludes the Forum with an opportunity to:
- review the major themes that have emerged;
- confirm priorities;
- and gain traction for your efforts to develop the capital environment social entrepreneurs need to drive social change.

13.15–13.30

REFLECTION FROM THE ADIVASIS

As changemakers who have lived through poverty, and successive waves of development approaches, the adivasis reflect on the significance of the 2006 Skoll World Forum.

13.30–15.00

LUNCH

15.00

CLOSE
ABOUT THE SKOLL CENTRE FOR SOCIAL ENTREPRENEURSHIP

The Skoll Centre for Social Entrepreneurship was launched in November 2003 at the Saïd Business School, Oxford University, to promote the advancement of social entrepreneurship worldwide. It was created with a donation of £4.44m by the Skoll Foundation.

In addition to delivering innovative teaching programmes, the Skoll Centre has developed a portfolio of research which employs theory but that is also valuable to practitioners in the field. The Centre acts as a network hub for social entrepreneurship, linking together key actors in the sector and contributing towards creating new and effective partnerships for sustainable social change. It engages in social innovation and aims to have a decisive influence on policy.

For full details of current activities, see our new magazine Postings, enclosed in your delegate pack and available on our website. See www.sbs.ox.ac.uk/skoll

Access our new University Network for Social Entrepreneurship, developed in conjunction with Ashoka. A gateway to university research and teaching, you can view or join in at: www.universitynetwork.org

ABOUT THE SKOLL FOUNDATION

The Skoll World Forum on Social Entrepreneurship is produced in partnership with the Skoll Foundation.

Headquartered in California’s Silicon Valley, the Skoll Foundation was created by eBay’s first president, Jeff Skoll, to promote his vision for a more peaceful and prosperous world. Today the Skoll Foundation advances systemic change to benefit communities around the world by investing in, connecting and celebrating social entrepreneurs – individuals dedicated to pioneering new solutions that result in lasting improvements to complex social problems.

The Skoll Foundation invests in social entrepreneurs through the Skoll Awards for Social Entrepreneurship. It connects them through Social Edge, an online community at www.socialedge.org, and via the annual Skoll World Forum on Social Entrepreneurship at the Skoll Centre for Social Entrepreneurship at Said Business School, University of Oxford. It celebrates social entrepreneurs through projects such as The New Heroes, a public television documentary series that tells 12 dramatic stories of social entrepreneurs who bring innovative, empowering solutions to intractable social problems around the world.

For more information, visit www.skollfoundation.org

LEVERAGING ASSETS, GROWING SOCIAL CAPITAL MARKETS – SUSTAINABLE ROUTES TO WEALTH AND WELL-BEING.
The Social Enterprise Unit at the UK’s Small Business Service has driven forward the development of an enabling environment for businesses trading for a social or environmental purpose through a co-ordinated national strategy over the past three years, working both across government and in partnership with practitioners.

Successes of this period include:

1. The introduction of the Community Interest Company – a new legal company form which locks in community assets, communicates a business’s social purpose and encourages public trust

2. The establishment of the Social Enterprise Coalition, which has become a strategic voice for social enterprise and a respected membership organisation

3. A scoping study increasing the volume and quality of data available on the social enterprise sector in the UK.

We are pleased to sponsor this year’s Skoll World Forum on Social Entrepreneurship and the first step of the Skoll Centre’s social capital markets research in order to enhance understanding of financial resources available to social enterprises and encourage innovative thinking when tackling issues concerning access to finance.

2006 SKOLL WORLD FORUM

THANKS

We are grateful for the continued support of our sponsors:
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