Case Study:
Supporting entrepreneurship

Sample steps to solve a policy case

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Steps to answers the case study

Understand the context: Ask questions to understand the case context and the problem

Choose an analytical framework: Determine the appropriate framework to answer the case question

Analyse the problem: Use the framework to structure your analysis (should be mutually exclusive and collectively exhaustive), propose hypotheses, and identify data needed to test your hypotheses

Propose recommendations: Use the analysis results to propose policy recommendations to solve the challenge

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Case study: Understand the problem and the question

Case issue and question

Issue: The number of entrepreneurs in this Eastern European country has decreased by 50% over the past three years.

Question: The Minister of Economy has called to ask why this decrease happened and what policies can be implemented to increase the level of entrepreneurship by 25% in the next three years

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Case study: Ask questions and obtain more context

Case issue and question

Sample questions

What was the broader context of the decline? Economic downturn?

Issue: The number of entrepreneurs in this Eastern European country has decreased by 50% over the past three years.

Question: The Minister of Economy has called to ask why decrease happened and what policies can be implemented increase the level of entrepreneurship by 25% in the next three years

Why three years?

What type of entrepreneurship is the country looking to target, for example technology startups?

What are the current numbers of entrepreneurship in the country?

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Case study: Use a framework to structure your analysis

Examples of analytical frameworks

You could use an entrepreneurial ecosystem…
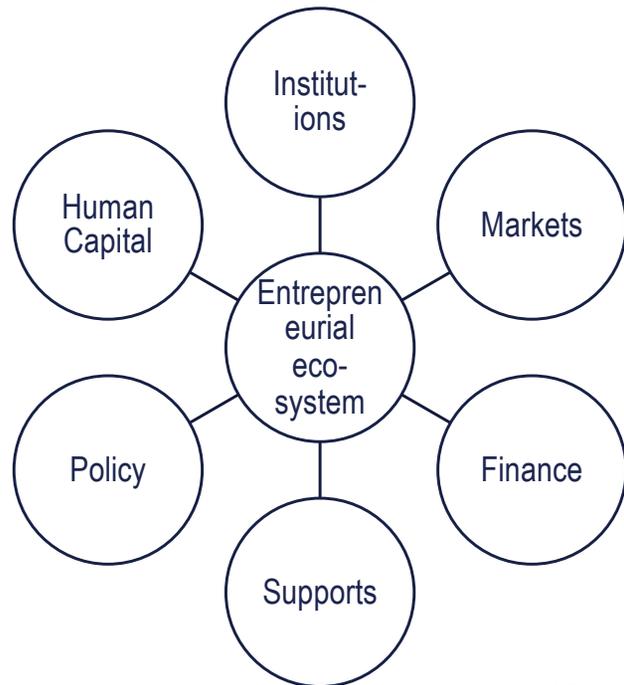
… a decision tree…

	Question and Solution			
Question and Solution	Question: Solution:			
Analysis and recommendation	Analysis	Analysis	Analysis	Analysis
Evidence				

… or another framework that you choose

Case study: Use the framework as a base to analyse the problem and provide recommendations

Sample approach to solve the case

Question and Solution

Question: The number of entrepreneurs in this Eastern European country has decreased by 50% over the past three years. Why has this happened and what are the policies to increase the level of entrepreneurship by 25% in the next three years?

Solution: The country should focus on four pillars: establish and entity to promote and support entrepreneurship, improve its IP legislation, invest in accelerators and incubators, and establish a co-investment fund and an angel investor network.

What analytical lenses will you use?

Policy	Legal + regulatory	Human capital	Finance
Analysis: The country lacks an entrepreneurial strategy and no body to identify and promote support services for entrepreneurs	Analysis: The government has poor intellectual property rights law, which has hurt startups	Analysis: Lack of support services (accelerators and incubators) has caused entrepreneurs to relocate outside of the country	Analysis: Entrepreneurs lack financing options at beginning stages (e.g. pre-seed and seed)
Recommendation: Fund an entity to develop an entrepreneurial ecosystem strategy and help promote support services	Recommendation: Amend the law to align IP standards with good practice countries	Recommendation: Provide public investment for accelerators and incubators	Recommendation: Create co-investment fund, create an angel investor network

Structure the analysis as an issue tree (e.g. using questions) or a decision tree (e.g. state hypotheses, as done here)

Evidence

What evidence is needed to confirm or disprove this hypothesis?	*What evidence is needed to confirm or disprove this hypothesis?*	*What evidence is needed to confirm or disprove this hypothesis?*	*What evidence is needed to confirm or disprove this hypothesis?*

Question and Solution

Analysis and recommendation

Evidence

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