

Homework for Session 18

1. Adesemi in Tanzania

- a. What is the opportunity that the entrepreneurs see?
- b. What are the key operational obstacles to Adesemi's success in Tanzania? How does Adesemi seek to overcome these obstacles?
- c. What international development organizations were involved with Adesemi, and in what capacities? What do these organizations want?
- d. What is the lesson about "do-good" investors that Maddy takes from her experiences? Does this seem like the right lesson?
- e. Did Adesemi make use of international development organizations in an effective manner? What kinds of roles do the different development agencies appear to play or not play in this case?

2. Mozal in Mozambique

- a. What is the nature of the opportunity for the sponsors of the Mozal project?
- b. What are the greatest risks?
- c. How do the investors in Mozal manage and try to limit their non-market risks in Mozambique?
- d. What kinds of government/international development organizations are involved in this project?
- e. What roles did the IFC play in the project?
- f. Was Mozal an unusual project for the IFC? What are the benefits of participation from the IFC's perspective?
- g. Why does Mozal appear to be successful in its objectives, while Adesemi ultimately is not?