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Entrepreneurship in Land Administration

Drivers, Blockers and Enablement

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Key points

Entrepreneurs are often key players in successful land administration systems

They can support the **scalability** and **sustainability** of systems

Land administration development projects often neglect **entrepreneurs**

They can be the **middle-ground** between bottom-up and top-down approaches

Projects should embed **entrepreneurship ecosystems** at the design phase

Issues with **scaling** and **sustaining**

Move from 30% global land rights coverage to **70% by 2030**

Fit-for-purpose approaches are increasingly demanded and used

Numerous **demonstrators** and **pilots**

Going further encounters **push-back** and **lack of capacity**

Sustainable **business models** are often missed

Problems with 'top down' and 'bottom up'

Top-down projects tend to focus on building **government** capacity

Bottom-up tend to be **local community** oriented, sporadic and piecemeal

Both risk neglecting the role of the **private sector**, and particularly entrepreneurship

It is these players that can most efficiently deal with the **scaling** and **sustaining** issues

A middle way...

Correlation exists between thriving **information economies** and the vibrant **entrepreneurial ecosystems**

The association is increasingly **evident in the land sector**

Entrepreneurship can reduce time and costs land data costs

Is there a **failure to capitalize** on entrepreneurship in the 70%

Either in government, the private sector, or civil society

The nature of entrepreneurs

‘The owner or manager of a business enterprise who, by **risk** and initiative, attempts to make **profits**’ (Dictionary definition)

‘Shift economic resources out of an area of **lower** and into an area of **higher** productivity and greater yield’ (Jean-Baptiste Say)

‘Entrepreneurs create **something new**, something different—they change or transmute values’ (Peter Drucker)

‘Creative **destruction**’ (Schumpete)

Can sit within government, private sector, or not-for-profit

Four entrepreneurial elements

Opportunity Space

Synthesis **Skillset**

Risk Taking

Organizing Ability

Shane, S. A. (2003). *A general theory of entrepreneurship: the individual-opportunity nexus*. Northampton, Massachusetts: E. Elgar.

State-of-play in land administration

Opportunity Space ... often not provided

Opportunism Skillset ... not always embedded into education

Risk Taking ... high risk aversion in many cultures

Organizing Ability ... not always held by technical professionals

Shane, S. A. (2003). *A general theory of entrepreneurship: the individual-opportunity nexus*. Northampton, Massachusetts: E. Elgar.

Example: Nepal

NAXA
Location Matters!

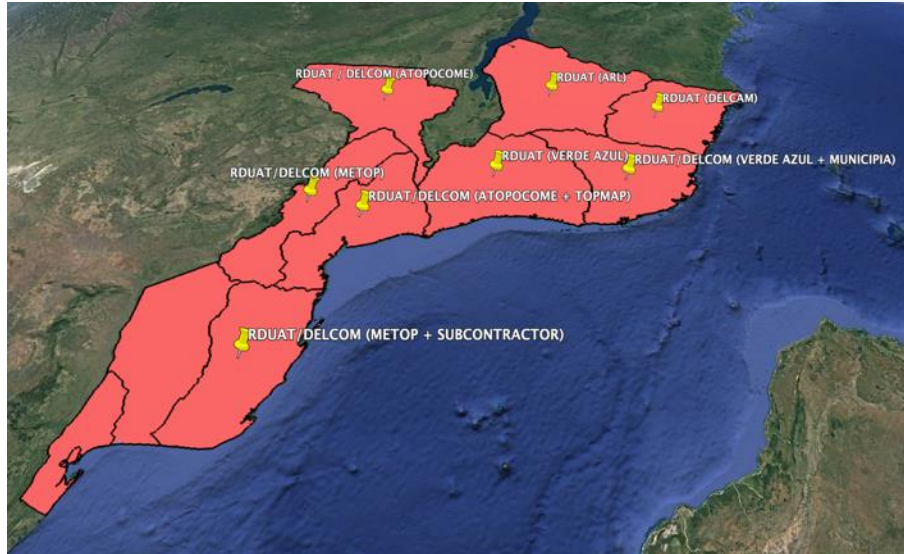
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NAXA-Location Matters

"NAXA" is a Nepali name for maps. And that's what we work on.

Example: Mozambique



Example: Cadastral Start-Ups

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Enablers of entrepreneurship

Historical precedence in many OECD countries

Accessibility of **fit-for-purpose** land administration tools

Youth demographics of developing countries

Changing **nature of work** globally

Blockers for entrepreneurs

Barriers to entry

Capacity issues

Risk aversion

Drawbacks on Entrepreneurs

High **failure** ratio, insurance issues and **continuity of service**

Cost of **regulation** and **enforcement** of agents of state

Rent seeking by private sector has often been part of the land administration problem

Future Frameworks

Awareness - Better acknowledge and create the space for **cadastrepreneurship**

Explore the '**middle way**' over top-down and bottom-up approaches

Embed **cadastrepreneurship 'ecosystem'** into land administration projects

Government program, advice services, lobby groups, incubators, education and training, financing



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