**Teaching Case Study on India Education Outcomes Fund and Development Impact Bond**

Interview with Mr. Satyajit Salian, Tata Trusts

**Preliminary**

1. Case study agreement – to be kindly signed and emailed
2. Video shoot – 15 minutes, when would it be convenient?
3. Oral permission to record the interview (will help for transcribing notes)

**Questions**

| About IEOF | 1. When and how did Tata Trusts get involved in innovative financing on education?
2. How did the idea of IEOF come up? How was the business plan made?
3. How was the maturity of the education sector determined for launching IEOF?
4. In what ways is the IEOF trying to transform education sector?
5. What were the reasons for moving away from the traditional funding model?
6. What is the extent of innovativeness of the programs supported and how much are proven initiatives going to be supported?
7. Why was it important to institute this fully at the domestic level? What is the role of international stakeholders, like the GSG?
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| Stakeholders | 1. Who are the key stakeholders? How were they identified? What are their motivations and contributions? Have there been any changes in the key stakeholders involved, related reasons?
2. Are governments open to this concept and are they willing to support outcome funding?
3. In what way have the two supporters Tata Trusts and Omidyar Network contributed? What role do you play currently in IEOF?
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| Experiences & Insights | 1. What is the stage of implementation currently, with regards to IEOF and DIB?
2. What are the initial experiences of IEOF and implementing the DIB?
3. Have there been any changes/revisions in the plans and targets after the initial implementation?
4. What are the main challenges confronting IEOF and the DIB? At what stage did these challenges come up? How were the challenges addressed?
5. What new opportunities have been identified and how will these be tapped?
6. What are the key lessons learnt from the design, development, operationalization and implementation of the IEOF and the DIB?
7. What questions need to be asked with regards to innovative financing based on the experience of IEOF and DIB?
8. To what extent are these lessons transferable within the India and what lessons are transferable even outside India?
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