

**Day 3 Closing Session**  
**Scott Jacobs**  
**Final keynote address**

Interesting to note: there was no debate on the importance of BE reform. There seems to be a consensus on this.

The issues addressed in Cairo and Bangkok are generally similar to this conference, which is a sign that the critical issues are being addressed.

Not so many practical successes presented. Maybe there are few successes, and not much documenting going on.

Donor's need to talk less and act more in the field of BE reform.

Importance of systemic change. The shift from quick wins and short-term solutions toward changes to the institutions and processes.

Picking the low-hanging fruit, when the whole orchard is dying. Need to be careful with the language of "low hanging fruit" when it is the tip of the iceberg. Broader changing is often the key issue.

BE reform often deals with the hidden side of doing business. These aren't always obvious or hot-button issues.

Need to focus on the political economy of reform – as hard as this is. Can't always wait for consensus. Need to build alliances and coalitions.

Need to invest more in evaluating BE reforms. What are the impacts.

The elephant in the room in the informal economy. We cannot focus on the formal sector. There is a need to give the informal sector more focus in the context of BE reform.

Need to embrace market development and free markets as a pro-poor development strategy.

Critique of donor practices: too rigid, too focussed on the supply of their products. This was a constructive discussion.

All kinds of poverty that come from bad BEs. Poverty of skills, of minds, of attitude. Liberating the energies of people in Africa to improve their own lives.