

# BEHAVIOR PROFILE: GOVERNMENT IMPROVES POLICY FORMULATION AND EXECUTION FOR PRIVATE SECTOR INVESTMENT

OTHER GOAL

Goal has not been set

BEHAVIOR

Government improves policy formulation and execution for private sector investment



## BEHAVIOR ANALYSIS

## STRATEGY

BEHAVIOR AND STEPS	FACTORS	SUPPORTING ACTORS AND ACTIONS	POSSIBLE PROGRAM STRATEGIES
<p>What steps are needed to practice this behavior?</p> <p><b>Behavior</b></p> <p>Government improves policy formulation and execution for private sector investment</p> <p><b>Steps</b></p> <ol style="list-style-type: none"> <li>1. Understand market dynamics through gathering and use of market intelligence.</li> <li>2. Develop policies to increase business participation in these markets</li> <li>3. Reduce the cost of doing business, including business registrations and licensing, key infrastructure, commercial law, and access to energy</li> <li>4. Streamline port procedures for the import and export of goods</li> <li>5. Create open dialogue opportunities with the private sector to obtain feedback, and respond accordingly</li> <li>6. Builds capacity to understand and properly value and exploit market opportunities for trade acceleration. Tools for valuation include risk mitigation, emerging technologies, competitive dynamics and others.</li> <li>7. Build capacity to source, negotiate, and structure, and close complex deal structures.</li> </ol>	<p>What factors may prevent or support practice of this behavior?</p> <p><b>STRUCTURAL</b></p> <p><b>Accessibility:</b> External constraints such as lack of access to finance, information, and land tenure stifle private sector investments <span style="float: right;">B</span></p> <p><b>Service Provider Competencies:</b> Government does not improve private sector enabling environment because its institutions do not offer appropriate services and its workers lack appropriate skills <span style="float: right;">B</span></p> <p><b>Service Experience:</b> Government has limited coordination with the private sector around the business enabling environment and associated policies <span style="float: right;">B</span></p> <p><b>SOCIAL</b></p> <p><b>Gender:</b> Government does not have gender-sensitive policies in the business enabling environment to foster inclusion in the economic growth space <span style="float: right;">B</span></p> <p><b>Norms:</b> Government employees do not enforce regulations or follow rules to enable transparent and equitable services <span style="float: right;">B</span></p> <p><b>INTERNAL</b></p> <p><b>Self-Efficacy:</b> Investors often terminate planned activities due to bottlenecks and frustrating processes, reducing Government confidence in its own service delivery <span style="float: right;">B</span></p> <p><b>Knowledge:</b> "One stop shop" services and transparent processes do not exist in the country <span style="float: right;">B</span></p>	<p>Who must support the practice of this behavior, and what actions must they take?</p> <p><b>INSTITUTIONAL</b></p> <p><b>Policymakers:</b> Review and update skills of staff to promote efficient service delivery</p> <p><b>Policymakers:</b> Review and streamline policies to create a conducive environment for investments</p> <p><b>Policymakers:</b> Directly engage with the private sector to a greater extent</p> <p><b>Policymakers:</b> Develop and promote equitable policies that ensure inclusiveness, particularly for women and youth</p> <p><b>Policymakers:</b> Engage with its own institutions to review and update staff and introduce sanctions and rewards</p> <p><b>Providers:</b> (Government, analysts, and business development services) Develop innovative ways to provide timely service and support to investors</p> <p><b>Providers:</b> (Front-line institutions) Demonstrate the ability to provide essential information and skills to clients</p> <p><b>Providers:</b> Pursue opportunities to engage investors and become more service oriented</p> <p><b>Private sector:</b> Actively engage Government policymakers and implementing agencies to advocate for a better investment environment</p>	<p>What strategies will best focus our efforts based on this analysis?</p> <p>Strategy requires Communication Support</p> <p><b>ENABLING ENVIRONMENT</b></p> <p><b>Institutional Capacity Building:</b> Invest in soft infrastructure to upgrade staff skills</p> <p><b>Institutional Capacity Building:</b> Strengthen the Government's ability to enforce regulations and ensure accountability</p> <p><b>Institutional Capacity Building:</b> Develop an integrated investment promotion and policy framework</p> <p><b>Policies and Governance:</b> Formulate regulatory reforms, upgrade the legal framework and renew obsolete laws</p> <p><b>Policies and Governance:</b> Implement policies that foster inclusion, particularly for women and youth</p> <p><b>Policies and Governance:</b> Enforce policies that are client friendly and aimed at attracting investors</p> <p><b>Policies and Governance:</b> Develop a structured policy framework and set up "one stop shops" to provide efficient services</p> <p><b>Policies and Governance:</b> Cultivate and use data from a variety of sources to formulate policy</p> <p><b>Policies and Governance:</b> Involve the private sector to formulate policy to reduce risk and increase certainty for private sector</p> <p><b>SYSTEMS, PRODUCTS AND SERVICES</b></p> <p><b>Infrastructure:</b> Incentivize formalization through efficient business registration process</p> <p><b>DEMAND AND USE</b></p> <p><b>Communication:</b> Exploit digital tools to enable decentralization of services and access to information</p> <p><b>Communication:</b> Transparently promote laws and regulations pertaining to private sector investment</p>

