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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!

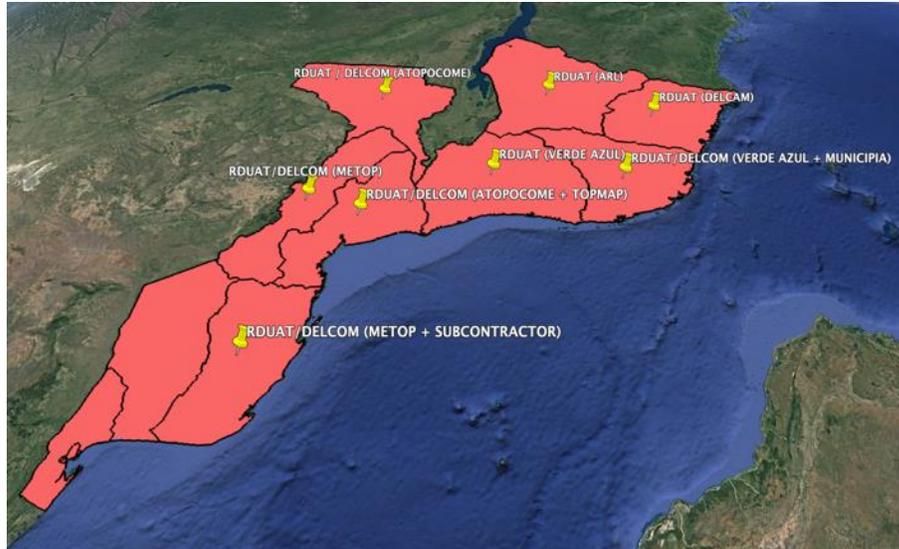
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A Maptastic Innovation Hub  
NAXA-Location Matters

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

# Example: Mozambique



## Example: Cadastral Start-Ups

**MERIDIA**



**CADASTA**

**DESOTO**

# 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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