

FIG WORKING WEEK 2019

22-26 April, Hanoi, Vietnam

Presented by the FIG Working Week 2019,
April 22-26, 2019 in Hanoi, Vietnam

"Geospatial Information for a Smarter Life
and Environmental Resilience"



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Cadastral Entrepreneurs Recognizing the Innovators of Sustainable Land Administration

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Key points

- **Entrepreneurs** play key roles in successful land administration systems
- They support the **scalability** and **sustainability** of systems
- Land administration projects could better capitalize on **entrepreneurship**
- They offer a **middle-ground** between bottom-up and top-down approaches
- Projects should embed **entrepreneurship ecosystems** at the design phase

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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

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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

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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)

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The nature of **entrepreneurs** (cont.)

- 'Entrepreneurs create **something new**, something different—they change or transmute values' (Peter Drucker)
- 'Creative **destruction**' (Schumpete)
- Conventionally from private sector – but, now accepted in government and NFP as **innovation enablers**

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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.

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Four entrepreneurial elements 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.

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The entrepreneurial opportunity in **land administration**

- **Historical precedence** in many OECD countries
- Build from **private sector** acceptance (Cadastre 2014 S5, OGC White Paper)
- Accessibility of **fit-for-purpose** land administration tools
- **Youth demographics** of developing countries
- Changing **nature of work** globally

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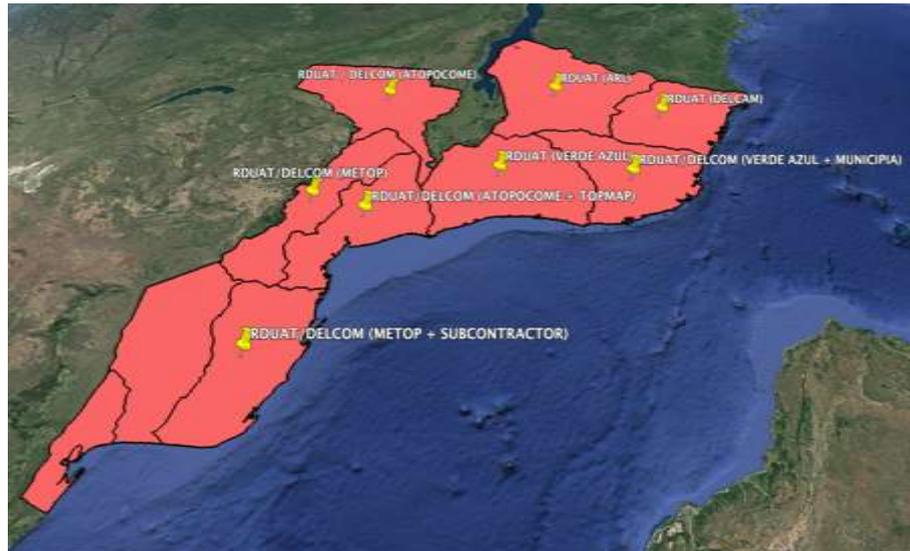
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Example: Mozambique



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Example: Cadastral Start-Ups



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Criticisms of entrepreneurship

- 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
- Government no longer leads... **public good?**

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Better **enabling** entrepreneurship in land administration

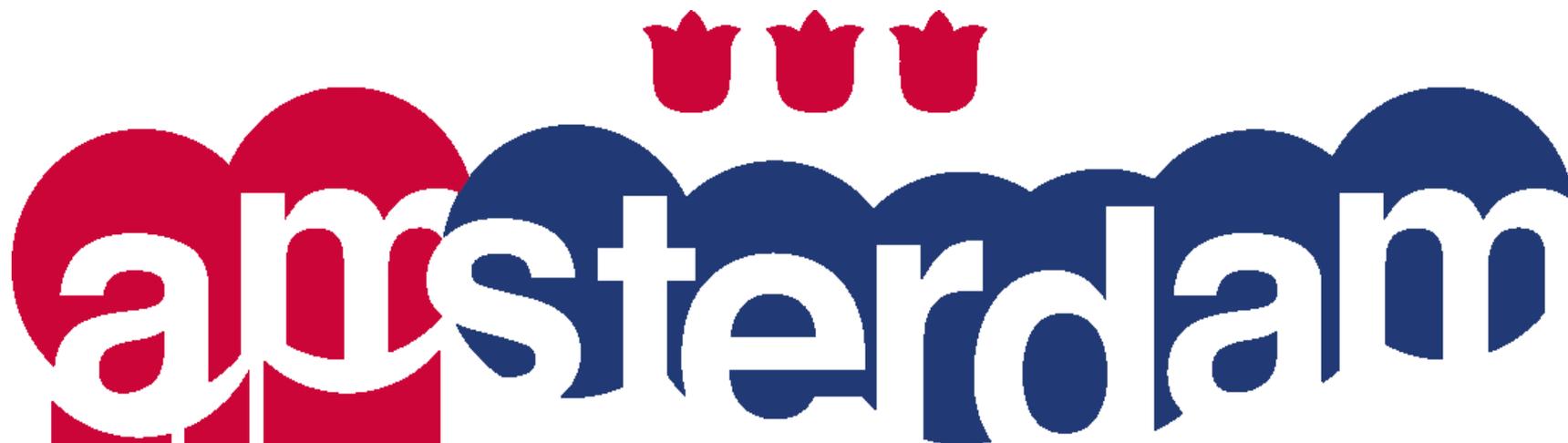
- Better acknowledge and create the space for **cadastrepreneurship**
- Explore the '**middle way**' over top-down and bottom-up approaches
- Embed **cadastrepreneurship 'ecosystem'** into land administration projects
 - Government program, advice services, lobby groups, incubators, education and training, financing

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Smart Surveyors for Land and Water Management

