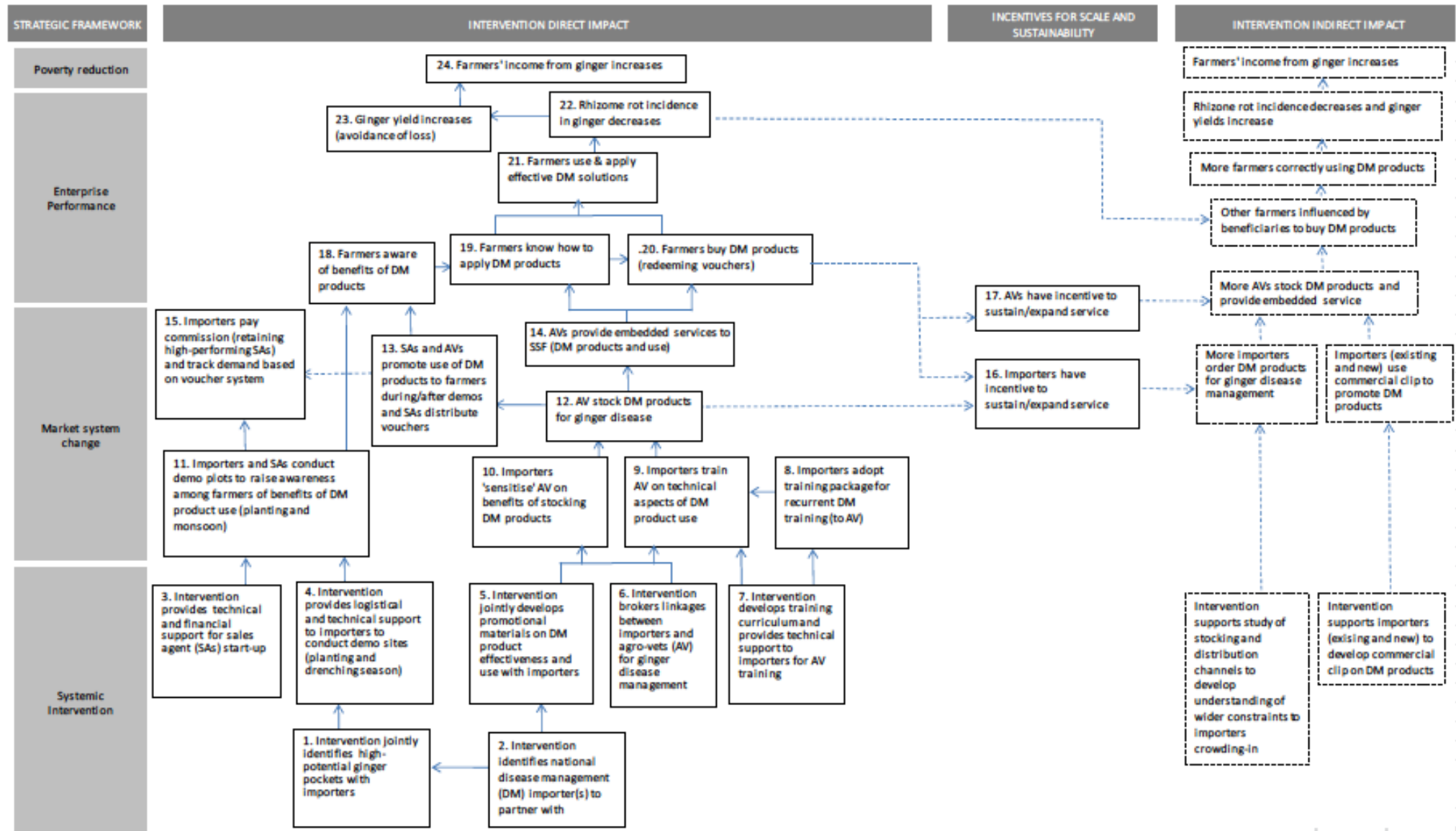


Results chains: sample results chain from the ginger disease management intervention



Augmenting the results chain

Samarth-NMDP categorises impact in two ways: 'first-wave' and 'second-wave' impact^x. First-wave impact is generated as a result of the market players with whom the project has initially and temporarily partnered having successfully piloted role changes or a pro-poor innovation. However, the intention is always for more players to crowd-in to this space and themselves adopt new behaviours, either as a result of a further intervention or autonomously. This second-wave impact not only brings a greater breadth of impact, but also strengthens the sustainability of pro-poor outcomes^{xi}.

It is important that second-wave impact is understood and tracked. To aid in this, Samarth-NMDP augmented the standard results chain by adding the node from where second-wave impact was predicted to stem. A new column, '*incentives for sustainability and scale*', was inserted as depicted in [Figure 1](#) to capture the specific intent of initial pilot-phase partners to continue, or even expand upon, the pro-poor innovation^{xii}. This acknowledges the need for market players to first realise a benefit from experimenting with a new way of working before further investments are made in promoting and amplifying something that has not yet been proven to stick, even at a localised level. The boxes in the additional column therefore mark the point where what has been pioneered is deemed more likely to sustain, grow and evolve - and where, in effect, market player ownership confers some measure of systemic status on what was previously only an intervention-supported experiment. An example of this from a Samarth-NMDP results chain from in ginger sector is included in [Annex A](#).

Figure 1: Augmented results chain depicting 'first-wave' and 'second-wave' changes

