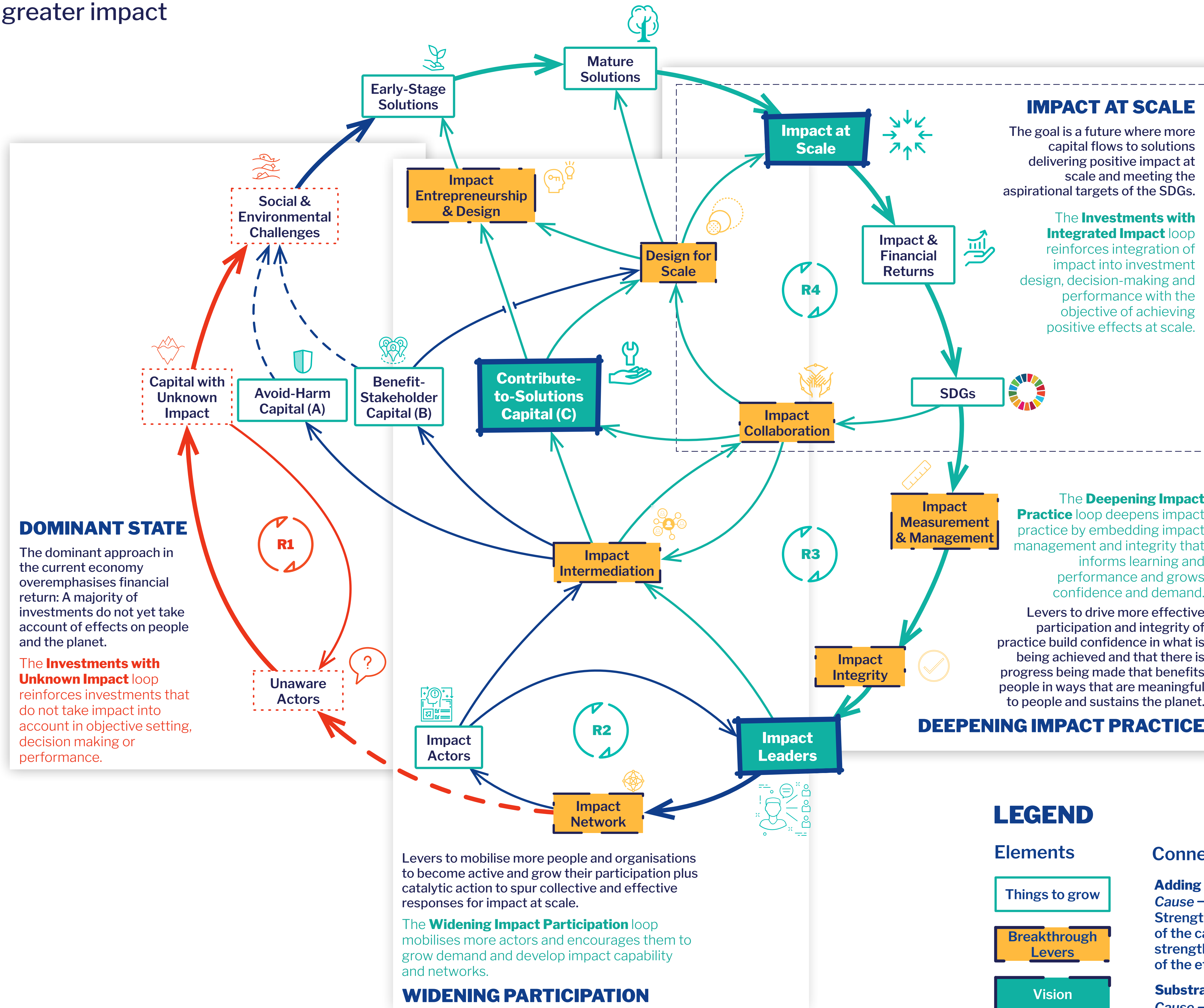


MAPPING THE COURSE TOWARD SCALE

A theory of change for increasing the stock of investment directed to solutions and driving greater impact



GLOSSARY

Impact Actors are all actors entering the impact investment ecosystem and growing practice

Impact Leaders are those impact actors who are pioneers or develop deep specialisation and capacity for impact

Impact Network refers to the range of developing communities of practice and industry for impact

Impact Intermediaries refer to the range of roles and organisations that intermediate solutions, capital and connect, aggregate, advise on, measure and evaluate them

Avoiding Harm Capital, Benefit Stakeholder Capital and Contribute to Solutions Capital refer to the ABC of the impact management project

Design for Scale means design of capital or solutions or both for scaling effects, direct or indirect, including replication and dissemination to increase reach, driving changes in mindset, behaviours and networks and changes that increase capacity for reach and impact invading policy and regulation

Impact Collaboration means collaboration to drive greater scale and positive impact, including between non-traditional partners, with a focus on catalytic action and flexible capital to enable effects unlikely to occur otherwise

Impact Integrity means commitment to commitment to impact management and accountable impact practice and governance, including applicable principles and standards

LEGEND

Elements

- Things to grow
- Breakthrough Levers
- Vision

Connections

- Adding effects**
Cause → Effect
Strengthening/increase of the cause leads to strengthening/increase of the effect
- Substracting effects**
Cause - - -> Effect
Strengthening of the cause leads to weakening of the effect

Loops

Reinforcing loop
These loops reinforce behaviours and actions and have a multiplier effect.

Today's dominant reinforcing feedback loop
Cause → Effect

Priority causes and effects to deliver impact at scale
Cause → Effect