**Teaching Case Study on India Education Outcomes Fund and Development Impact Bond**

Interview with Mr. Adwait Hebbar, IndusInd

**Preliminary**

1. Informed Consent Form – to be kindly reviewed and signed.
2. Oral permission to record the interview (for transcribing notes)

**Questions**

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| About IndusInd’s engagement with IEOF and the proposed pilot DIB | 1. **When and how** did IndusInd get involved in the proposed impact bond on language learning?
2. What are the **main reasons and motivations** forIndusInd to step in as an Outcome Payer for the proposed DIB?
3. How **similar or different** is this support from the rest of CSR activities of our organization?
4. Could you please elaborate on the **specific role** that IndusInd would play in the proposed impact bond?
5. What were the **main requirements and conditions** that IndusInd wanted the ensure before coming in as an Outcome Payer?
6. Besides funds, what else does IndusInd **bring to the table**?
7. What are your **main concerns** about the proposed DIB?
8. What kind of **overall impact** do you hope to create with this support?
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| Stakeholders | 1. What has your **engagement been with the other stakeholders** of the proposed DIB – the service provider, the assessment agency, the performance guarantor, IEOF/SFI?
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| Experiences & Insights | 1. What is the **stage you are currently** at? What has **your experience** been so far?
2. Have you had **to change/iterate any of your plans or expectations** that you’d made?
3. What aspects have been **smooth sailing** and what has been **challenging**?
4. What are the **areas that you may have to pay more attention** to?
5. Although this is too early, but based on your experience, do you have any **lessons or insights on role of CSR as Outcome Payers for education impact bonds in India?**
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