

## Rapid Scaling Scan Exercise

**Time:** 25- 40 minutes

**Background:** The Scaling Scan (<https://repository.cimmyt.org/handle/10883/21507>) is a simple tool to find out what it takes to scale an innovation in a certain context, what this means for project management and collaboration, and what possible trade-offs there might be for the environment and social dynamics. The Rapid Scaling Scan is a condensed version that allows users to get a sense of the learnings that underpin the Scaling Scan.

### **Learning objectives:**

1. The **context** has a large impact on the scalability of the innovation, while scaling can have unintended consequences for that same context ;
2. Successful scaling depends on more than just a good technology or practice, it **requires innovation and change in many different areas** such as finance, policies, knowledge etc.;
3. Scaling requires much more than one project (team) can provide, it is about **collaboration** and keeping an eye out on changes in the landscape that you are not in control of.











### **For whom?**

Individuals or groups who are working on projects aiming to scale innovations. The exercise can be part of a physical or virtual workshop. For physical workshop the handouts should be printed for each participant. For virtual workshops it is recommended to use Miro, Mural, or other software and let each participant fill out their handout on the board.

### **Instructions:**

1. PLENARY: **Theoretical input** on scaling, for example, along the lines of the learning objectives outlined above, as well as on the Scaling Scan.  
(>5 min)
2. Ask participants to write down a **short scaling ambition** for the project they are working on. A scaling ambition is a statement of what is to be scaled in which context. Ask them to write at least the WHAT they are scaling and WHERE. Encourage them to elaborate on the WHEN? FOR WHOM? WITH WHOM? HOW MUCH? etc.  
The result could look like this:  
*CIMMYT is scaling CONSERVATION AGRICULTURE (= WHAT) in ETHIOPIA (=WHERE) to 1 million hectares (=HOW MUCH) by 2035 (=WHEN)*  
(3 min)
3. Ask participants to **respond to each scaling ingredient question** on a range of 1 (poor 😞) to 5 (excellent 😊) by coloring the blocks from the bottom to up so that they look like bar charts.  
(5-10 min)
4. PLENARY: Ask all participant to show their graph.
  - a) ask 1-3 participants to present their scaling ambition and why they scored as they did. Ask what they can do to address the low scoring ingredients
  - b) Ask what insights this exercise brought them and what they are going to differently moving forward  
(10 min)

## Exercise: Scaling Ingredients

 <b>Technology/Practice</b>	Is the innovation <b>easy to adopt</b> by your target group and <b>better</b> than alternatives?
 <b>Awareness Demand</b> and	Do stakeholders recognize that a <b>new Innovation is necessary</b> , and are they genuinely <b>interested</b> to reach the scaling ambition?
 <b>Business Cases</b>	Are there <b>viable business cases</b> for the innovation for all actors along the value chain?
 <b>Value Chain</b>	Is the value chain <b>adequately organized</b> to supply the innovation in the right <b>quality, quantity</b> and in a timely manner?
 <b>Finance</b>	Are <b>finance mechanisms available, accessible, and affordable</b> for the target group and other stakeholders to <b>use and promote</b> the innovation?
 <b>Knowledge and Skills</b>	Are the knowledge and skills required to <b>use, adapt and scale</b> the innovation available?
 <b>Collaboration</b>	Are all relevant stakeholders <b>to reach and sustain the scaling ambition</b> engaged and collaborating adequately?
 <b>Evidence Learning</b> and	Is there <b>useful and credible information</b> on the scaling process for learning, adaptive management and buy-in?
 <b>Leadership Management</b> and	Is there <b>effective coordination and navigation</b> of the scaling process now, and in the future?
 <b>Public Governance</b> Sector	Are <b>local and national strategies, policies and regulations</b> actively supporting the scaling process?

# Scaling ambition:

	Technology/ Practice	Awareness & Demand	Business Cases	Value Chain	Finance	Knowledge & Skills	Collaboration	Evidence & Learning	Leadership & Management	Public Sector Governance
