

## ProZorro Study Questions

1. Was development of an e-procurement system the right starting point for public procurement reform?
2. What are the advantages, disadvantages and risks for each scenario?
3. What is the main role of civil society in policy development and implementation?  
What should the role of civil society be if the government is weak and incapable of continuing reform(s)? What are the main risks?
4. What are the main pros and cons of the top-down vs. bottom-up approach for implementation of the reforms in scenarios 1, 2 and 3?
5. What arguments would be most persuasive in selling the idea of the reforms to potential investors (donors in scenario 2 and private marketplaces in scenario 3)?  
What are the main goals of donors vs. the goals of marketplaces in supporting procurement reform? How are these goals connected to the public good?
6. What should the role of business be in policy development and implementation?
7. Who are the main stakeholders in this case? How can a stakeholders coalition be established and sustained based on their interests?