Outcomes-Based Contracts Workshop
King’s Business School, Bush House, London
30-31 May 2024

Policymakers have been experimenting with Outcomes-Based Contracts (OBCs), including Social Impact Bonds (SIBs) and Pay-for-Success (PFS) initiatives, since 2010. By design, OBCs emphasize (i) social outcomes to guide public service implementation and oversight; and (ii) inter-sectoral partnerships to coordinate funding, management, and provision of public services. In bundling these multiple contemporary reform efforts – outcomes-orientation, public-private partnerships, and performance management – OBCs enable exploration of related public policy and management innovations increasingly adopted across European countries and beyond. This year, the department of Public Services Management and Organisation at King’s Business School, King’s College London, is hosting an Outcomes-Based Contracts Workshop to provide a dynamic platform to explore OBCs within and across different national European contexts. This workshop brings together scholars, researchers, and practitioners to delve into critical discussions, share insights, and foster collaborations in this burgeoning area of study.

Theme and Focus

This workshop aims to facilitate a comprehensive and comparative exploration of different national and trans-national European approaches and trajectories to OBCs and SIBs, shedding light on their significance and implications for public governance and management.

Format

This two-day workshop is designed to advance scholarship on OBCs whilst encouraging exchange between experts through paper presentations and panel discussions. Participants will engage in insightful discussions fostering meaningful dialogue and offering constructive feedback with detailed reviews for selected paper submissions. Participating in the workshop offers a great opportunity to engage with leading experts, forge and cultivate fresh collaborations, and contribute to advancing our understanding of the diverse approaches OBCs across different European institutional contexts.
Proposed agenda for the workshop

Day 1: Thursday 30th May

09.00h  Welcome reception at Bush House

10-12h  Panel 1
  • *The Contract as a Living Instrument: Formal and relational contracting in an outcomes-based contract* – van Lier
  • *Investigating investors’ willingness to (re)invest in Impact Bonds* – Tira & Le Pendeven

12-13h  Lunch

13-15h  Panel 2
  • *Outcomes-based contracting for resilient health systems: What can Canada learn from cross-sector partnerships with private, nongovernmental, and charitable providers?* – Tan, Tracey, Kramarz & Allin
  • *Systematic review of evaluability of SIBs* – Hulse
  • *A mapping review of health impact bonds: untapped potential or broken promise?* – McHugh, Biosca & Donaldson

15.30-17.30  Panel 3
  • *Completing contracts incompleteness? Theorising Social Impact Measurement in Public-Private Partnerships* – Tropeano & Bellazecca
  • *A Tyranny of Metrics Vs a Tool for Learning: Exploring performance information use on the spectrum of formal to relational in outcomes-based contracts* – Heinrich, Malatesta, Ball, Carter & Gibson
  • *The Performance of Performance-Based Contracting in the Public Sector: A Meta-analysis* – Espaillat, Bel & Esteve

19h  Dinner (venue TBC)
**Day 2: Friday 31st May**

9.00-10.10h  Panel 4a

- *Mythical Realities: Challenging the Government/Nonprofit Nexus in Community Services Procurement* – Gilchrist
- *Collaborative Approaches to Empower Local Economies through Outcome-Based Contracting: A case study from Italy* – Casalini, Mager & Vecchi

10.30-11.40h  European practitioner panel (including James Ronicle from ECORYS, Sam Magne from *The National Lottery Community Fund* & Cyril Gouiffès from the *European Investment Fund*)

12.00-13.10h  Panel 4b

- ‘Building a ship whilst sailing it’: The work of institutional reality in the cultivation of collaborative governance of an alliance contract – Hawkins, Pell, Hesselgreaves, Wilson, Wallace, French, Lowe & Martin

13.15-14h  Lunch

14-16h  Panel 5

- *Charting the Narrative of Social Impact Bonds Over Time: An Innovative Synthesis of Systematic Review and Twitter Data* – Picker
Organising team

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Department of Public Services Management and Organisation

About the Hosting organisation

King’s Business School (KBS) undertakes ground-breaking research that improves the way people do business and engage with organisations around the world to create real value for society. Since 1989, King’s College London has grown into a leading management institution, becoming King’s Business School and the university’s ninth faculty in 2017. KBS is rated in the top five for business and management undergraduate studies in the UK. KBS is a friendly, diverse community committed to high-quality teaching and research. People from over 80 countries come here to study bringing with them varied perspectives to the school. Being in the heart of London, students and academics have unlimited opportunities for collaboration, research, and developing their career prospects. From bold new start-ups to multinational conglomerates, businesses inform the teaching and benefit from the school’s work.