



THE NEW HEROES HOUSE PARTY DISCUSSION QUESTIONS

The stories in *The New Heroes* raise many thought-provoking questions. Can these solutions work on a scale to make a difference? What other issues need to be addressed? Should these projects be supported? What kinds of support would be valuable for them?

Here are some questions that might help start a discussion among the people attending your House Party.

New Technology for Farmers in Kenya

- “Poor people want to work,” says John Celhya in the segment. “But many people remain poor because they do not have access to technologies.” Do you agree? Is this idea unique to Kenya and Africa? Or is this concept applicable around the world?
- Why doesn’t ApproTEC just give the pumps away? Do you think it is important that individual farmers pay for their pumps – even though they have to sell assets or take a financial risk?
- How do you feel about the decision to spend money on a pump instead of education for children?
- “We must take a businesslike approach to the business of development. Otherwise, we are going to be locked forever in this cycle of handouts and giveaways,” says Martin Fisher. Do you think business can be the key to breaking the cycle Martin is talking about? What other lessons from the world of business could be adopted to help empower poor people?
- Has learning about ApproTEC changed your ideas about poverty in Africa? Has it changed your view about possible solutions to the problems Africans face?
- What qualities do you think make a person become a “social entrepreneur”?

Train Platform Schools for Children in India

- Do you think that educating children should be the responsibility of the government?
- What do you think Inderjit Khurana is trying to achieve?
- Providing children with learning and assistance through train schools seems like a good idea. Might there be any negative consequences to this kind of an approach?
- What other resources do you think these children need to be able to escape from poverty?
- Do you have any ideas about how to help Inderjit Khurana achieve her goals?

- Are there any ideas from the train platform schools in India that could be used in America?

Affordable Eye Surgery Prevents Blindness in India

- Why is blindness especially debilitating to poor Indians? Is health care an economic issue?
- David Green, Dr. V's American partner, says, "Let's face it, the market economy is based on fundamental deception. I know how much it costs to make something, but I am going to fool you, the consumer, into paying as much as possible." Do you think that's true?? How does David Green approach the market economy differently?
- Dr. V says, "The purpose of life is not just earning money and living comfortably, but realizing God. Whether you are a doctor, a teacher or a housewife, realizing the divine is your job." What does he mean? Is religion a part of his business?
- What would happen if people tried to take this approach to eye care – or health care in general – in the United States? Would they succeed?
- "You can be an entrepreneur and feed a few mouths," says David Green. "Or you can be a social entrepreneur and feed many mouths." What does he mean?
- Do you know of any other "social entrepreneurs" in health care?

Designer Fashions from the Shantytowns of Rio

- Why are the seamstresses better off in the cooperative than on their own in the market?
- "I'm proud," says one of the seamstresses, "because I've always worked on the fashion show, but I never got to go see it. And today I'm going. First time I'm going to see it." What role does pride play in helping poor people change their circumstances?
- "Consumers are really interested to wear something that is promoting a better life for the person who made it," says Teté Leal. Do you agree? Do you think about where your clothes come from?
- Can you think of any ways to encourage consumers to make purchasing decisions based on an awareness of labor practices?
- In the slums of Brazil, or anywhere in the world, what special needs do women have when it comes to overcoming adversity?
- Did you know how the international economy in illegal drugs affects ordinary people in other parts of the world?