

The first section of the paper introduces the exogenous and endogenous models and shows why the former is principally concerned with technology gaps, knowledge gaps and information dissemination, while the second one is more concerned with human beings, decision-making processes, and encouraging the poor to make their own society through participatory and inclusive processes of development. This section also includes a note about the method employed in the analysis which follows. In section three, selected texts from a sample of reports from UN agencies and the World Bank are analysed to illustrate visions of information or knowledge societies that are market- and predominately technology-led. In the fourth section, some of the insights from efforts to bring issues more consistent with the endogenous model to the fore are considered. This sets the stage for a discussion in section five about alternative perspectives that acknowledge the idea of 'multiple knowledges' and 'emergent outcomes' as being central to the way that ICTs contribute to poverty reduction. The final section considers changes in intervention strategies that could encourage knowledge societies that are more responsive to the goals of poverty reduction.

The author concludes that if we are to enable multiple knowledges to influence action in the interests of ICT and poverty reduction, a lot still has to be done to trace the flows of contending ideas and instances where the dominant ones are countered successfully. A research and practice-oriented effort will be needed to document the harm done by the exogenous and endogenous models of change and to encourage greater receptivity to the insights drawn from other more critical perspectives which focus on emergent systems and experiences in the field.

About this IKM Summary

This *IKM Summary* provides an overview of the following *IKM Working Paper*: Robin Mansell (2010) 'Power and Interests in Developing Knowledge Societies: Exogenous and Endogenous Discourses in Contention'. *IKM Working Paper* No. 11, September 2010, 44pp.

http://wiki.ikmemergent.net/index.php/File:IKM_Working_Paper-11-Robin_Mansell-July2010-final-pdf.pdf

This *IKM Summary* is produced by the IKM Emergent Research Programme which aims to improve development practice by promoting change in the way the development sector approaches the selection, management and use of knowledge in the formation and implementation of its policies and programmes. www.ikmemergent.net