

# What you should know about HCD Insights in ASRH

May 2022 Learning event



Photo credit: PS

# Running order

---

- 1 Welcome and Introductions
- 2 Demystifying insights
- 3 How HCD-generated insights add value to ASRH programming: Mindsets & process
- 4 What it takes to do quality insight generation, and use them well
- 5 Launch of new resource on Adolescent Insights
- 6 Q & A





HCD EXCHANGE



Rimjhim Surana  
HCD Consultant  
HCDEXchange



Muthoni Wachira  
Project Director  
HCDEXchange



Tracy Johnson  
Global Delivery Programs' Insights  
Bill & Melinda Gates Foundation



Meru Vashisht  
Design Strategist  
Tinkerlabs



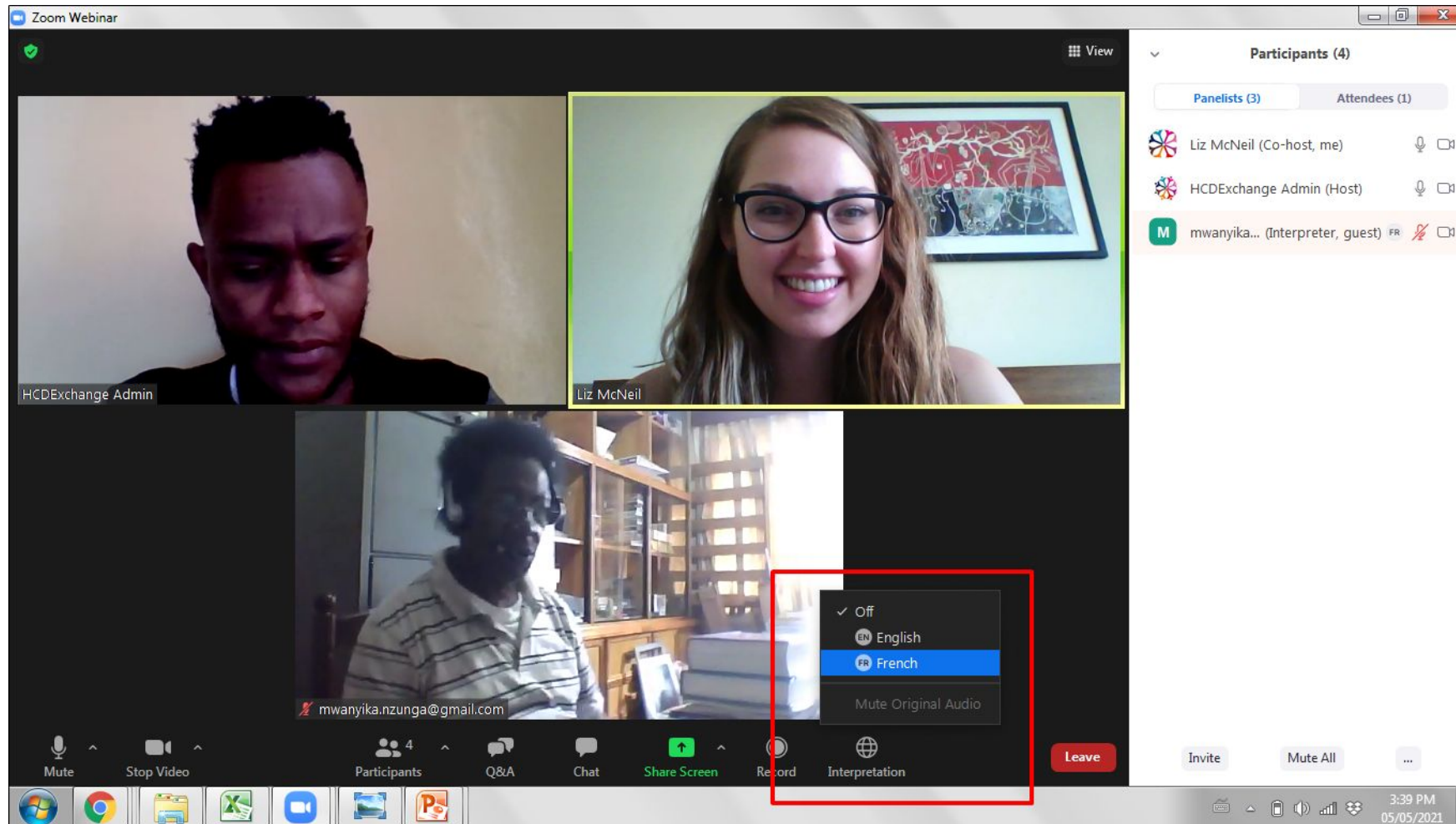
Andy Awiti  
Lead Creative Strategist  
Scope Impact



Mary Philips  
Public Health Consultant  
PSI/Ethiopia



# Join an Interpretation Room

A screenshot of a Zoom Webinar interface. The main window displays three video feeds: "HCDExchange Admin" (a man in a suit), "Liz McNeil" (a woman with glasses), and "mwanyika.nzunga@gmail.com" (a man wearing a headset). A red box highlights the "Interpretation" menu in the bottom toolbar, which is open, showing options: "Off" (checked), "English", "French" (highlighted in blue), and "Mute Original Audio". On the right, the "Participants (4)" list shows "Panelists (3)" and "Attendees (1)": Liz McNeil (Co-host, me), HCDExchange Admin (Host), and mwanyika... (Interpreter, guest) with a "FR" language tag. The bottom status bar shows the time as 3:39 PM on 05/05/2021.

## **What are insights?**

---

Please get out your mobile phones and go to [www.mentimeter.com](https://www.mentimeter.com)

Use code: 8884 3474





HCD EXCHANGE

---

# Demystifying insights through storytelling

---

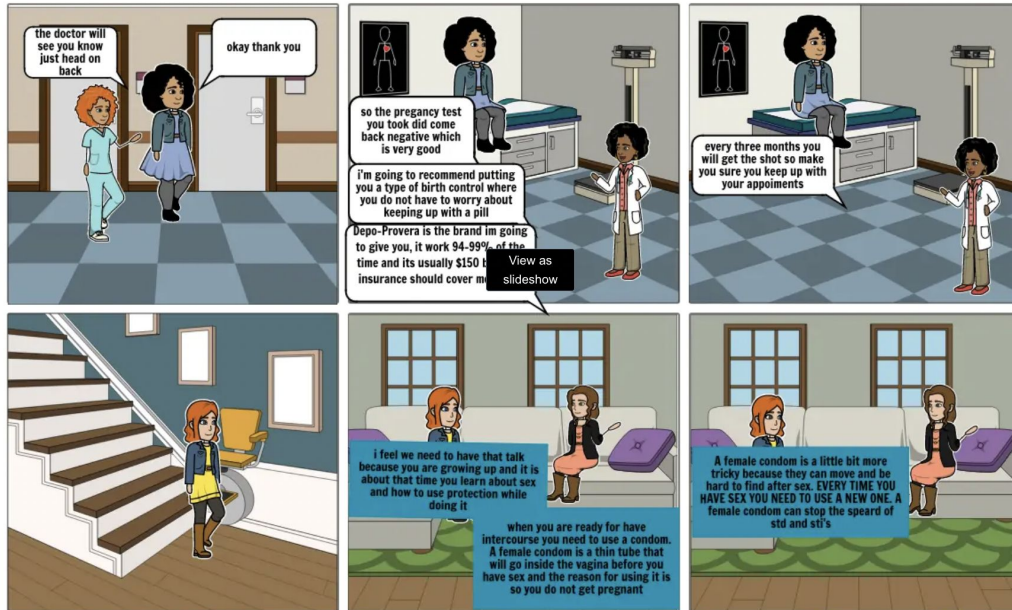


**Meet Kelemi...**





HCD EXCHANGE



## Storyboards

Image source:

<https://www.storyboardthat.com/storyboards/miyabando/birth-control-method>



## Cards

Image source:



# Insights.....

## Challenges

Lack of FP knowledge

Inability for spousal consultation

## Fears

Having too many children and the cost implications of that

Concerns regarding her fertility

## Needs

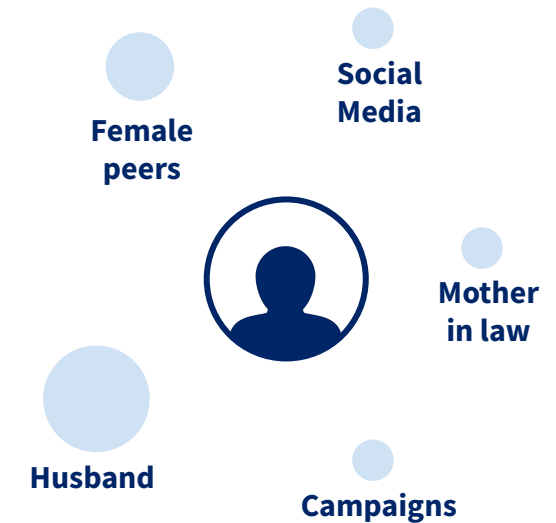
Provide a high quality life for her children

## Aspiration

Space & limit in a healthy manner

Achieve the family size she desires

## SRH Ecosystem



## How might we...

---

Equip Kelemi and young women like her with **complete information about family planning** so that they can actively make decisions about their lives?

Help Kelemi and her husband **discuss their family planning goals and how to achieve them** so that she feels supported in her decisions about contraception?

Support Kelemi in **being an active contributor in the way that she desires, to provide a quality life for her children**?





# Solution Concepts

---

**Skills  
Development  
Group**

**Couple  
Engagement**

**Community  
Champion**



# Blended Solution

---

**Couple  
Engagement**



**Community  
Champion**

---

# HCD Process

by Mary Phillips, Public Health Consultant

---





# Process

---

**1**

**Define the  
question**

**2**

**Conduct rapid  
desk review**

**3**

**Identify  
what you  
want to ask**

**4**

**Create  
tools &  
interview  
guides**

**5**

**Conduct  
your  
interviews**

**6**

**Synthesize  
& define  
insights**

---

# HCD Mindsets

by Meru Vashist, Design Strategist, TinkerLabs

---





# HCD Mindsets

---



**Empathy**

---



**Iteration**

---



**Act of Making**



## Empathy

---

Instead of judging her action, we find echoes of her emotions in our own lives.



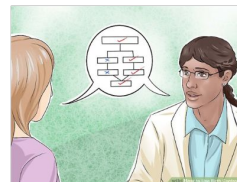
I need to get 100% proof of having avoided pregnancy (post the act) because I am super scared of the consequences of unintended pregnancy.

Visit the list of HCD insights at <https://www.brewingequality.in/>



# Iteration

Instead of confirming our hypothesis, we iterate on the go.



User learns about ECP service from HW



User registers for ECP service. HW assigns an ECP card to the user



User calls for ECP when needed. HW makes an entry against her card



User receives ECP within 24 hours





## Act of Making

---

Instead of hesitating, we  
act



Visit the entire case study at <https://www.tinkerlabs-socialinnovation.com>

# When can you use insights during the HCD process?

---

Please get out your mobile phones and go to [www.mentimeter.com](https://www.mentimeter.com)

Use code: 8884 3474





---

Let go of your judgements to empathise,  
let go of your ego to iterate, and let go of  
your hesitation to make.

---



---

# Insights for co-creation of movements

by Andy Awiti, Lead Creative Strategist, Scope Impact

---



Think of all the hundreds of songs  
you have heard, with a piano  
tune...

A piano can play 88 keys over  
around 7 octaves.





HCD EXCHANGE

Her friend is tempting  
her to do sth. bad  
Rafiki yake anamshawid  
kufanya vitendo vibaya

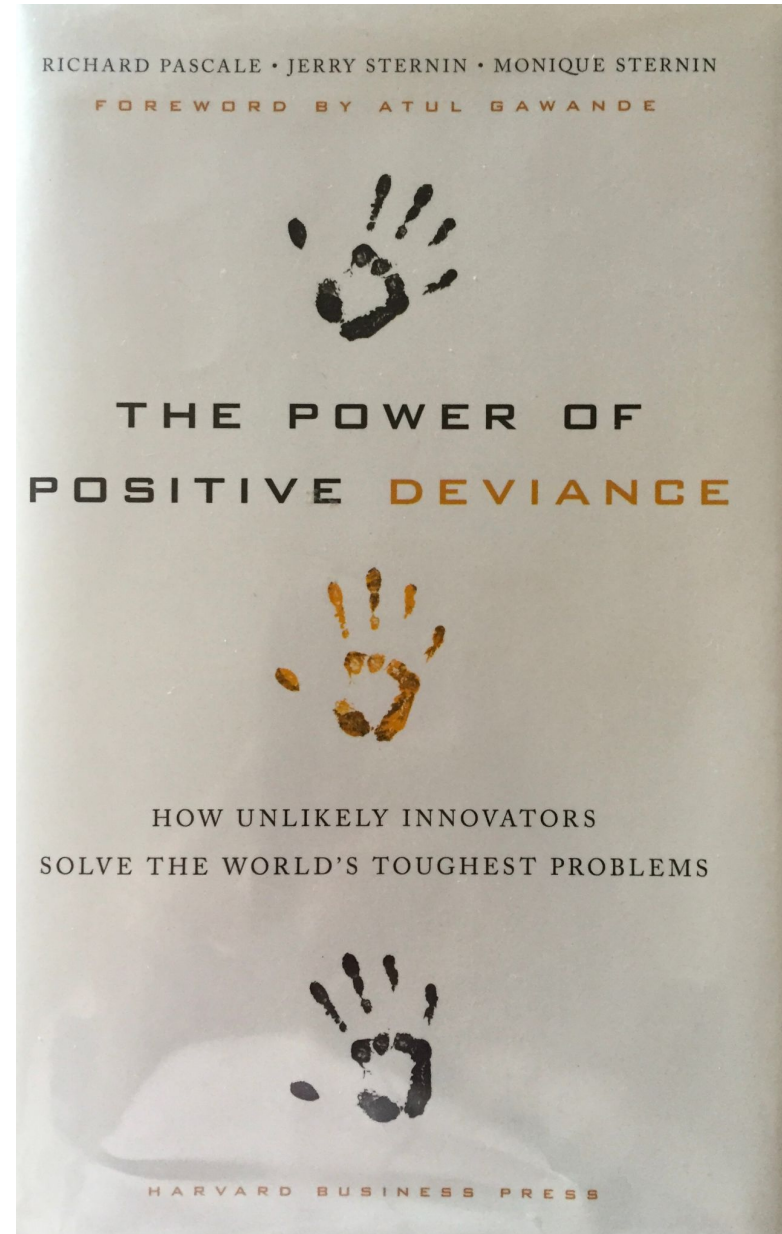
A refreshed take on insights



## Positive deviance - The answer already exists with the community

---

- Solutions to intractable problems already exist in one form or the other
- Solutions have already been discovered by the community
- Innovators (deviants) have registered success facing similar challenges and constraints as peers





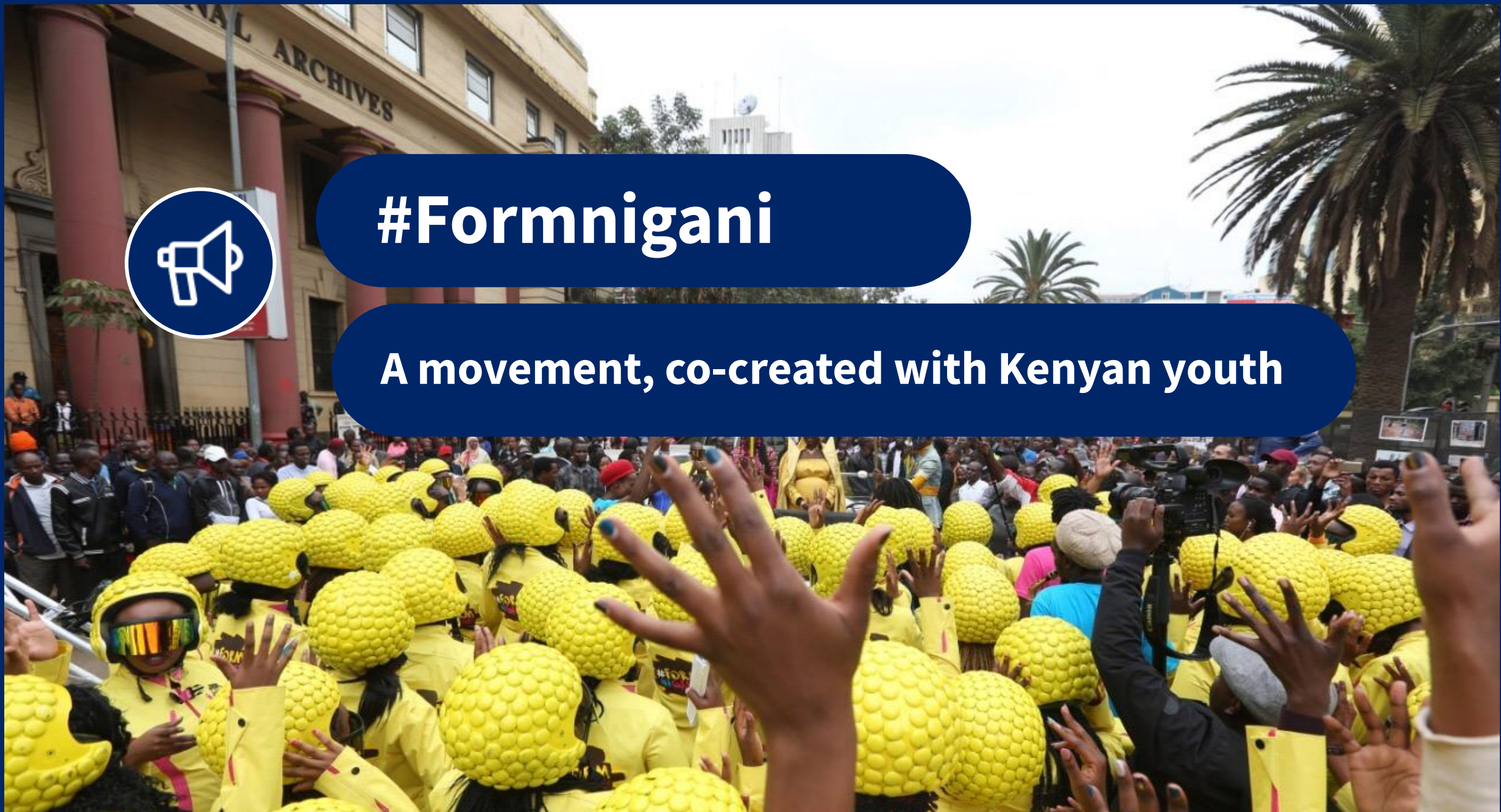
## Insights: A pathway to amplifying the voice of the community





# #Formnigani

A movement, co-created with Kenyan youth





## The challenge:

Factors that define the SRH space for youth are rooted in complex social systems, and thus solutions are prone to unforeseeable consequences.





## Key insights:

- Youth wanted and needed contraception
- Stifled public discussion hindered advocacy and access to quality contraceptives
- Youth felt they were neither understood nor in a position of influence



# Co-creating with youth to develop interventions

---



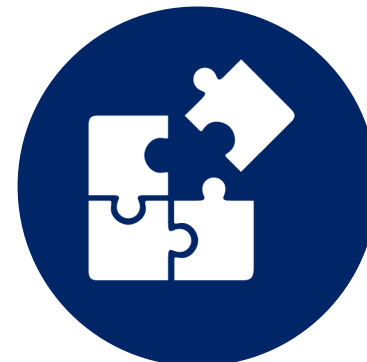
**Messaging** - Defining messaging reflective of youth needs - ability to plan



**Open discourse** - Create an environment for conversations around sensitive topics and personal experiences



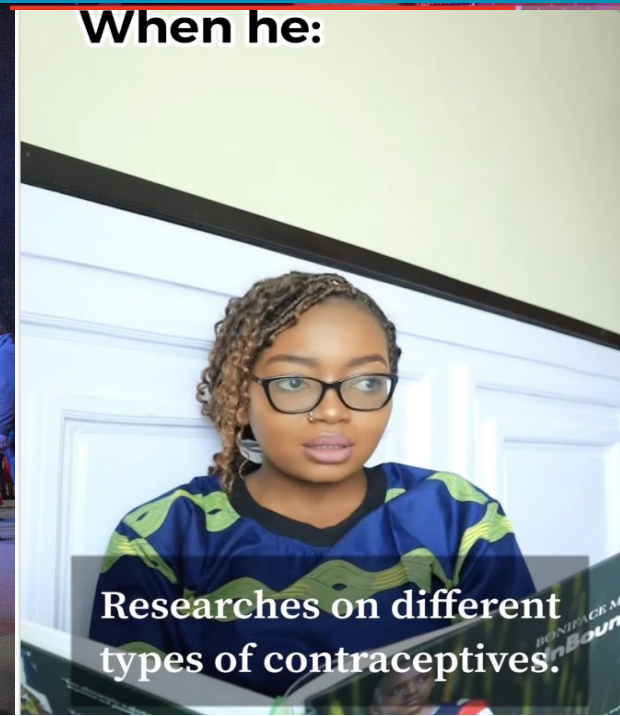
**Vision casting** - Scenarios building to exploring what the future holds for Kenya in the context of contraception



**Collaboration for empowerment** - Working across stakeholders to empower youth and local actors to drive SRH self care



# Content: Amplification of conversations and ideas by youth



**#FORM  
NI GANI?**

# RESULTS + IMPACT

- Bungoma County budget for contraception increased by 6% in 2019
- Trained 40+ youth champions and advocacy organizations
- Brand awareness of over 40% in Nairobi, and 50% in Bungoma
- 132% increase in demand for services from partner facilities in November 2021, in collaboration with RHNK

**382**  
MILLION  
**Social Media**

USD  
**2.81**  
MILLION  
PR Value

**7,000**  
Bungoma  
event  
attendance

**700**  
MILLION  
**AUDIENCE  
REACH**

**153.6**  
MILLION  
**Radio  
listenership of  
theme song**

**112.7**  
MILLION  
Broadcast, online  
and print media  
reach

**110,000**  
Nairobi event  
attendance



---

# Insights on Insights

by Tracy Johnson, Bill & Melinda Gates Foundation

---



# Why We Believe Insights are Critical

---

- Provide decision-makers with the information they need to make informed decisions
- Transform data into insights that can be easily understood and are actionable
- Brings customer's voice to the decision-making process
- Makes visible the system – identifying tension points, opportunities, reframing



## How we define Insights

---

**An insight is new understanding that clarifies decisions, actions, and ways forward.**

Insights arise from reframing;

1. **Insight formation** involves studying a situation from multiple (interdisciplinary) perspectives and weaving together information to arrive at an understanding of what's at the core of a situation.
2. **Insight presentation** invokes storytelling through multiple kinds of data to present the evidence in a way that manifests the insight. These may not be radically new but they do involve reframing the situation.
3. **Insight activation** embeds the new understanding into strategy, clarifying decisions and actions.



# Some key do's and don'ts of Insights

---

## An Insight:

Identifies a **root cause** or an underlying finding

Sees a larger **pattern or correlation**; aligns perspectives

Tells a **compelling story**, elevating people's voices

Points to **action** to solve a real problem

## An insight is NOT:

Raw data

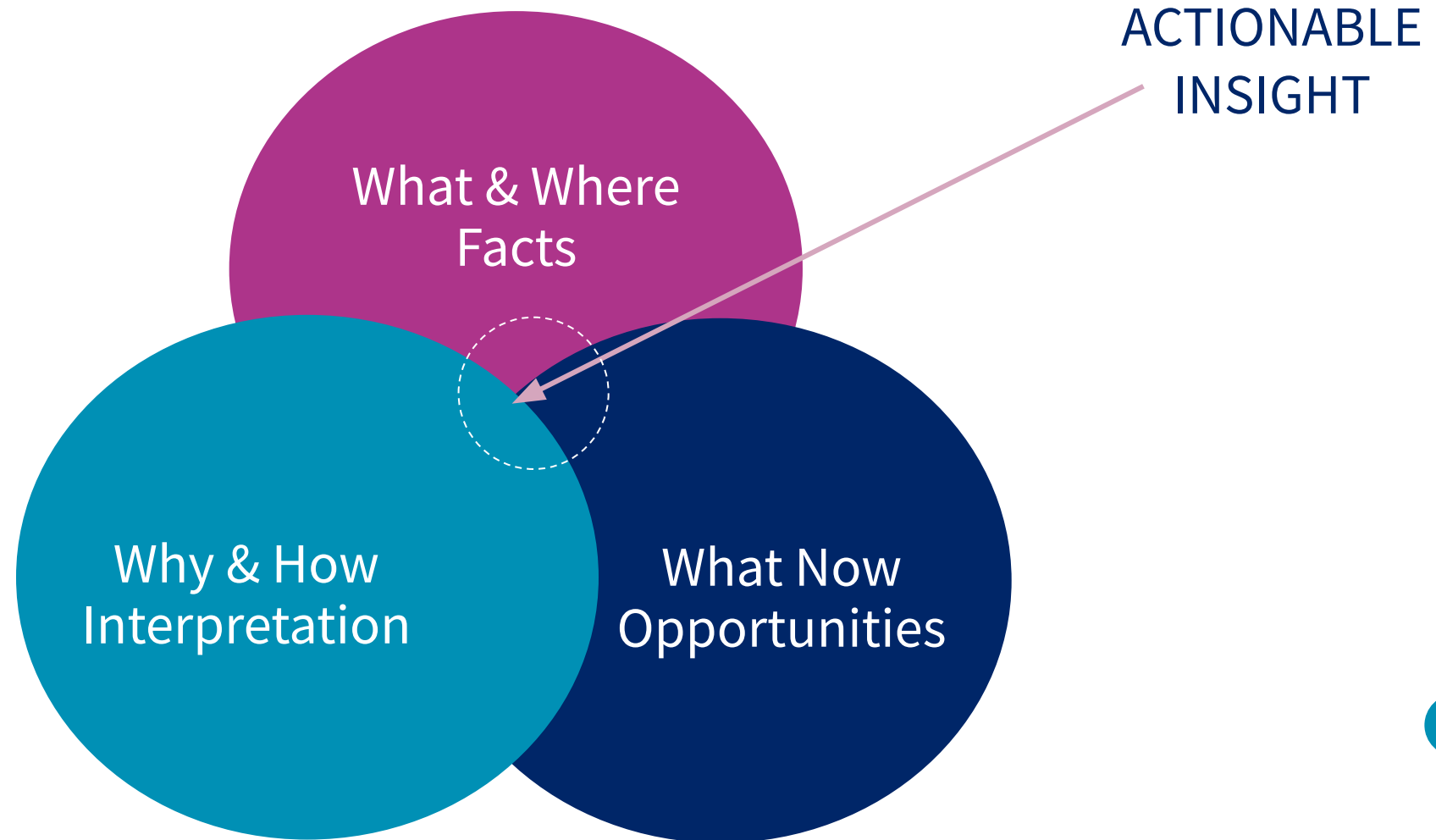
An observation

A “customer statement”

A feature



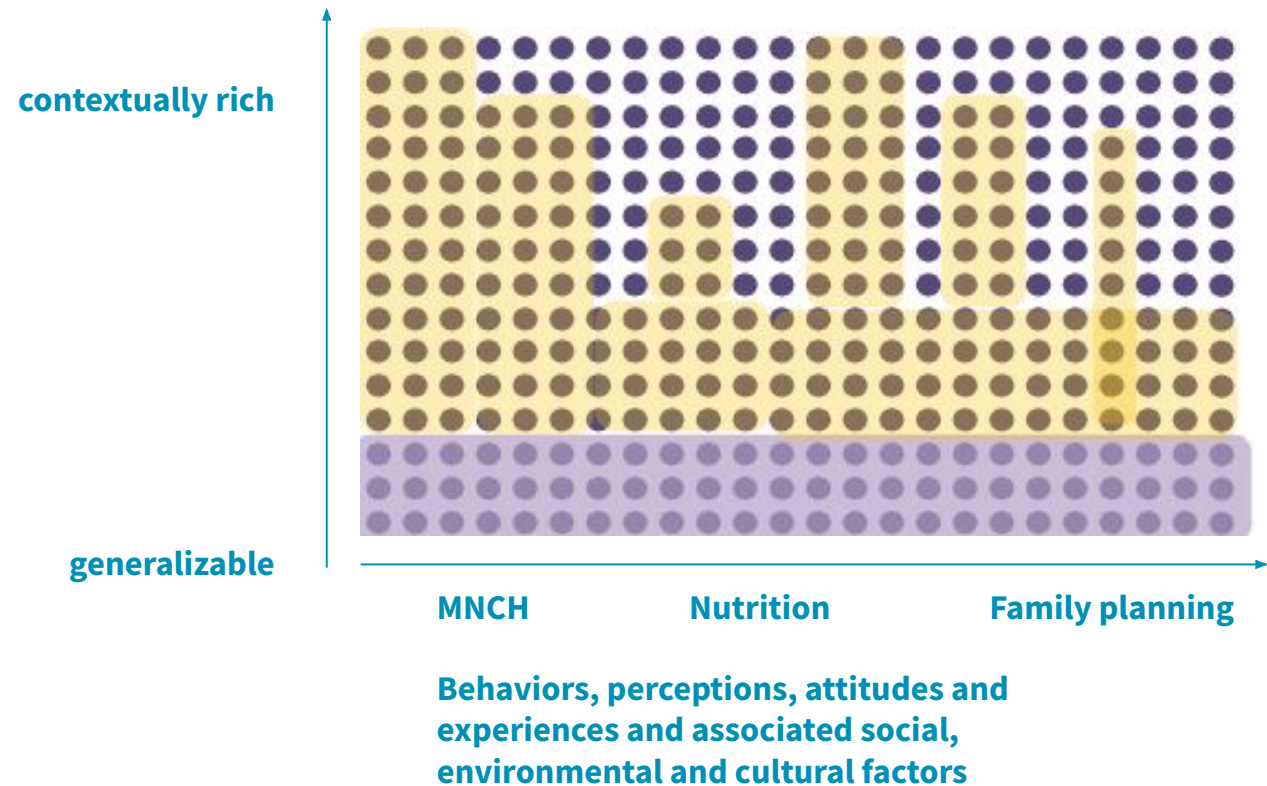
## How do we know if an insight is actionable?



# The biggest mistake: not doing the analysis

**Big Data** generated from quantitative methods must be analyzed against **Thick Data** generated from qualitative methods.

Big + Thick data generates insights that answer **What & Where plus Why & How**





HCD EXCHANGE

---

# Launching our new report: Findings and future learning

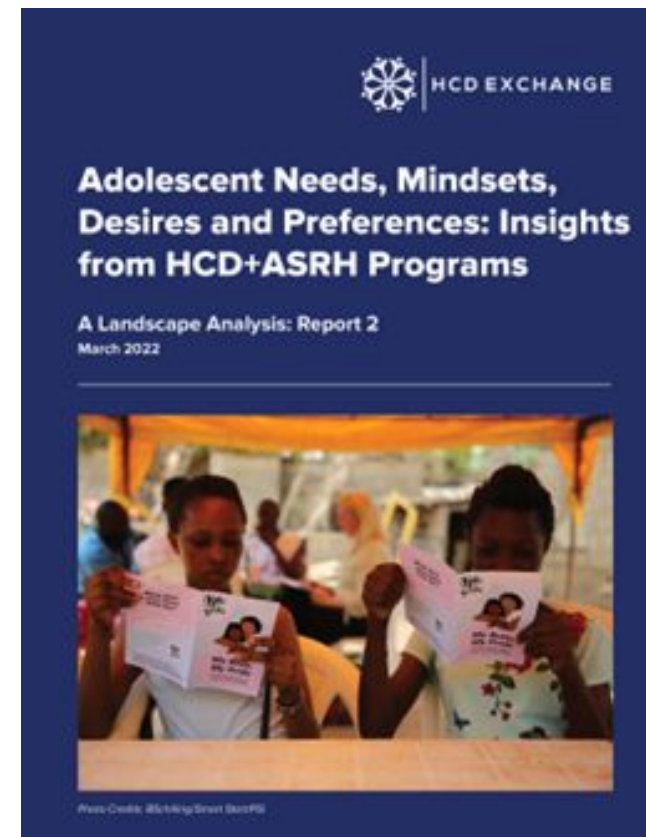
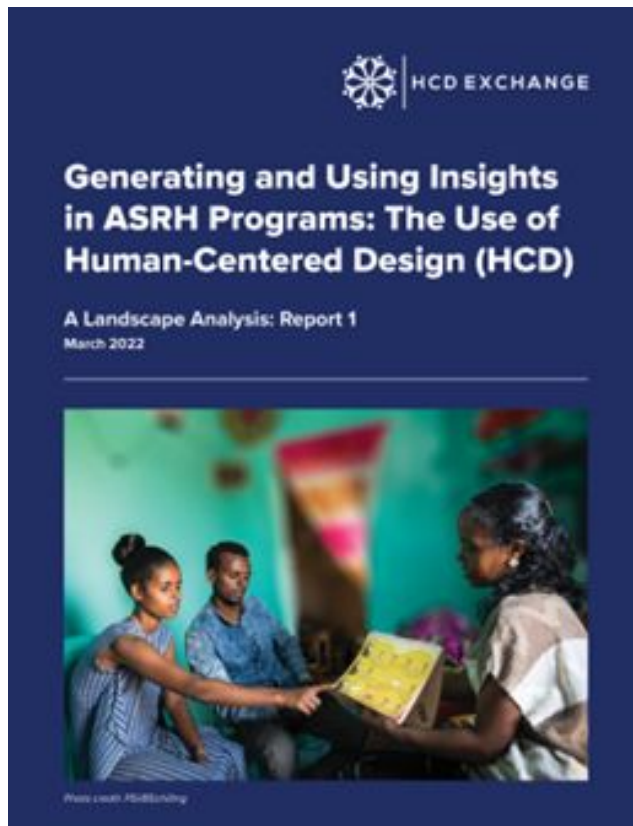
by Anne LaFond, HCDExchange

---





# New sector resources: Landscape analysis



---

# Questions?

---



# Thank you

Access our reports [here](#)

Our work would not be possible without the support of the Bill & Melinda Gates Foundation, the Children's Investment Fund Foundation and The William and Flora Hewlett Foundation.

