Contents

Acknowledgments vii

INTRODUCTION
The Supply Side of School Reform 1
Frederick M. Hess

CHAPTER 1
Talent Development: Looking Outside the Education Sector 23
Christopher Gergen and Gregg Vanourek

CHAPTER 2
Attracting Entrepreneurs to K–12 45
Bryan C. Hassel

CHAPTER 3
Catalyzing Capital Investment: Lessons from Outside Education 65
Joseph Keeney and Daniel Pianko

CHAPTER 4
Social Purpose Capital Markets in K–12 89
Kim Smith and Julie Petersen

CHAPTER 5
Barriers to Entry: Tales from a Tool Builder 119
Larry Berger and David Stevenson

CHAPTER 6
Supply-Side Reform on the Ground 141
Matt Candler
CHAPTER 7
Quality Control in a Dynamic Sector  
Chester E. Finn Jr.

CHAPTER 8
Reinventing a Research and Development Capacity  
Anthony S. Bryk and Louis M. Gomez

CHAPTER 9
Breaking Regulatory Barriers to Reform  
Ed Kirby

CHAPTER 10
Schools, Tools, and Rules: Creating an Entrepreneurial Future  
Frederick M. Hess

Notes  
247

About the Contributors  
263

Index  
267