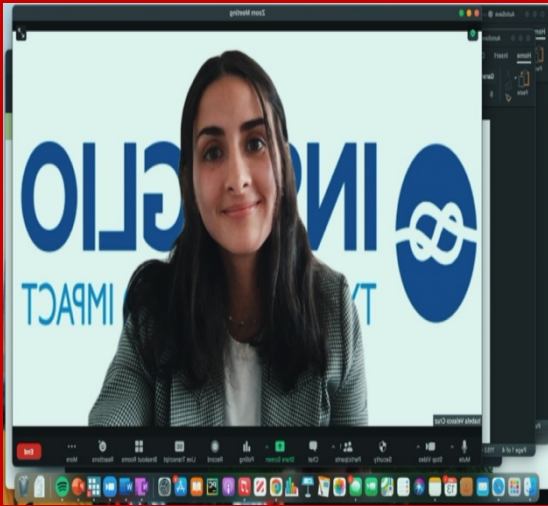




John French 1930 Memorial Fund INTERN PROFILE



Isabela Velasco Cruz '21 Instiglio

Isabela Velasco '21 graduated from Dartmouth College, with a degree in economics and romance studies. Originally from Bogotá, Colombia, Isabela was exposed in her economics classes where she developed a keen interest for complex social issues. At Dartmouth, Isabela was involved with the Latin American Student Association and is passionate about global leadership. She was actively involved with Rockefeller Center programs and worked as a student leader in the Rockefeller Global Leadership Program. She also conducted research as a Presidential Scholar in the Economics Department. In her free time, Isabela enjoys being outdoors, watching sports, and traveling with friends and family. In the future, Isabela hopes to bring her creativity, multi-language skills, and drive to the intersection of business development and social growth. She is exploring

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Executive Summary from Isabela's final report:

In the fall term of 2020, I was a project intern at Instiglio. Instiglio is non-profit developmental consulting organization whose goal is to ensure that every cent spent to alleviate poverty has the greatest possible impact on the lives of the 2.4 billion men, women, and children afflicted by it. At Instiglio, this is done through result-based financing. During my internship this past fall at such organization, I was able to have a unique work experience at the intersection of the private, public, and social sectors. While interning at this non-profit consulting firm, I was able to experience first-hand fundamentals of a growing global business and contribute to the momentum of the results movement in international development. Similarly, I got the opportunity to further my knowledge of result-based financing (RBF) and social financial instruments, like social impact bonds, and how they

can be leveraged by governments and organizations to improve a project's outcome and, thus, people's lives and conditions. As a project intern at Instiglio, I was staffed on a financing mechanism design project where I was able to contribute to the creation of a result-based grant which is expected to improve the effectiveness of the program in question by over 30%. Moreover, as an intern, I was expected to contribute to the construction and improvement of Instiglio's structure and organization as a whole by actively engaging in the day-to-day work involved in any social program.

While at Instiglio, the three most positive parts of my internship were my co-workers, the opportunities I got to attend important meetings, and the trust I received from my boss to do the work. Firstly, my co-workers played an incredibly important role throughout my internship because they were all extremely kind and willing to help me. Everyone at the office was young and, thus, even though it was a challenging and demanding work environment, they all still remembered what it was like to be an intern and understood where I was coming from with my doubts and questions. Secondly, I was lucky to have been staffed in projects with interesting clients. I was constantly given the opportunity to attend important meetings and learn from the exchange between the Instiglio team and our client counterparts. Finally, the trust given to me by my boss to do my job was immensely important. Even though sometimes I felt like I didn't know what I was doing, I was never scared to try my best and deliver the work because my boss was always encouraging me to push myself and grow. In contrast, the hardest and most challenging part of my internship was learning how to manage up, especially in a virtual setting. At various different occasions I found myself feeling scared to ask more clarifying questions. What I learned towards the end of my internship is that people wanted me to ask questions to make sure the task was clear. This clarity meant that that no one wasted time checking or redoing something that could have been clarified by a single question.

During my time at Dartmouth, I participated in the Rockefeller Global Leadership Program (RGLP). During my participation in such a program, I was able to learn a lot about working in a diverse team and taking advantage of every teammates' unique skills. The lessons and skills I acquired during RGLP were really helpful during my work at Instiglio because I was constantly working with people from different backgrounds. I was able to learn things beyond the work we were doing from every single one of my teammates thanks to what RGLP taught me.

I feel incredibly lucky and grateful to have been able to work at such an amazing organization like Instiglio, all thanks to the Rockefeller Center Internship Program. I will remember this experience forever and hope to continue working in the public sector after graduation.