

Can Traditional Leaders help the state raise revenue?

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Outline

Motivation

Research design

Findings & Implications

Motivation

- ▶ District Councils in Sierra Leone struggle to raise "own source" revenue

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This project: We test one strategy for improving compliance with a newly introduced (rural) property tax.

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Research question: What strategies can increase tax compliance?

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Hypothesis: Property owners are more likely to pay tax when they know Chiefdom Councils are working with KDC

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▶ Tax collectors showed videos during collection

Making the videos (1)



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Analysis:

- ▶ Difference-in-means (T vs. C)

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Specific: Government can work with Chiefs to *raise revenue*

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Specific: Government can work with Chiefs to *raise revenue*

General: Government can work with Chiefs to *accomplish policy goals*