Sialkot's Soccer-Ball Cutting-Die Experiment — Why a Cost-Saving Technology Stalled Until Workers Were Paid to Adopt It

City Innovation Library · Good practice · Pakistan

Quality score: 52/100

Evidence strength: Moderate

Summary

Researchers gave a waste-cutting die to 35 Sialkot ball makers in 2012; after 15 months only 5 had adopted it. Paying one cutter and one printer per firm about a month's wage to master it raised adoption by 27–32 points.

Key dimensions

Dimension	Score
Evidence of impact / measured results	2/3
Transferability / demonstrated replication	1/3
Scalability	1/3
Sustainability / continuity	1/3
Innovation	3/3
Inclusiveness / equity	1/3
Multi-stakeholder collaboration	2/3

Evaluated by C-NAPSE

Data sources

C-NAPSE web research — accessed 2026-11-15

Lahore School of Economics / Columbia University / MIT (International Growth Centre-funded) — accessed 2026-11-15

NBER Working Paper 21417 (Atkin et al.) — accessed 2026-11-15

IZA Discussion Paper 9222 (full text) — accessed 2026-11-15

NBER Digest summary — accessed 2026-11-15

International Growth Centre working paper — accessed 2026-11-15

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