Second Edition of *Moneyball for Government* Calls for Data and Evidence to Drive U.S. Foreign Assistance
Book Features New Bipartisan Chapter Jointly-Written by Former White House Senior Advisor Michael Gerson and Former USAID Administrator Raj Shah

WASHINGTON, D.C. – Results for America today released the second edition of the national best-selling book *Moneyball for Government,* featuring a new bipartisan chapter jointly-written by **Michael Gerson**, former Assistant to the President for Policy & Strategic Planning under President George W. Bush, and **Raj Shah**, former Administrator for the U.S. Agency for International Development under President Barack Obama. The chapter, titled "Foreign Assistance and the Revolution of Rigor," calls for data and evidence to drive U.S. foreign aid and provides a roadmap for improving and sustaining foreign assistance programs, particularly in conflict zones and to address global disasters.

In the new chapter, Gerson and Shah draw on their experiences in government to highlight successful humanitarian programs, as well as ongoing challenges – both at home and abroad – to implementing results-oriented initiatives designed to improve outcomes and save lives. With foreign policy and national security concerns dominating public debate, they emphasize the critical role of effective foreign assistance in doing good, while advancing U.S. interests and security.

"Mike and Raj have been on the front lines of developing successful policies for U.S. foreign assistance – we should heed their call for greater use of data and evidence in this area," **said Michele Jolin**, CEO and Co-Founder of Results for America. "By ensuring that foreign assistance policies are informed by the best possible data and evidence about what works, we can maximize the impact of our aid and improve lives around the world."

Specifically, the authors highlight seven best practices for Congress and the Administration, including:

- Building and maintaining a strong political consensus for results-driven outcomes;
- Employing technology and innovation to drive measurable outcomes and save lives;
- Appointing people to lead international development who believe in the power of evidence and data;
- Designing strategies that focus on measurable outcomes;
- Refraining from reverting to old practices that don't rely on data and evidence for results;

- Protecting spending on results-oriented aid and assistance; and
- Developing effective conflict-zone strategies using the best data and evidence available.

"Using a Moneyball approach to foreign assistance is an idea that Republicans and Democrats can and must support if we are serious about making sure that our aid dollars have an impact," said **Michael Gerson**. "By supporting smartly run, data-driven aid programs, we can ensure that communities worldwide succeed, which is the best path to advancing American interests internationally."

"America has been the world's humanitarian leader for decades, but success is too often defined by dollars spent rather than results achieved," said **Raj Shah**. "From fighting HIV/AIDS to ending hunger to ensuring every child can survive and thrive, U.S. development aid can be a transformational force for justice, peace and stability. But to achieve these goals, we have to focus on results, data and accountability, and apply the concepts of Moneyball to every aspect of the global fight against poverty."

The first edition of *Moneyball for Government,* released in November, 2014, described 25 organizations that are successfully using data and evidence to improve outcomes, 12 high profile Republican and Democratic leaders supporting the use of data and evidence in policymaking, six interviews with leaders who have driven this change, and more than two dozen policy recommendations for how to make this happen even in today's challenging environment.

In addition to the new chapter by Gerson and Shah, *Moneyball for Government* includes jointly-written chapters by former Obama and George W. Bush budget directors Peter Orszag and Jim Nussle, U.S. Senators Kelly Ayotte (R-NH) and Mark Warner (D-VA), former Obama and George W. Bush domestic policy advisors Melody Barnes and John Bridgeland; and former spokesmen for the Mitt Romney (2012) and Hillary Clinton (2008) presidential campaigns Kevin Madden and Howard Wolfson. It also includes chapters by former Obama and George W. Bush economic advisors Gene Sperling and Glenn Hubbard, and Obama and George W. Bush policy experts Robert Gordon and Ron Haskins.

The second edition of *Moneyball for Government,* including the new chapter by Gerson and Shah, is now available for purchase through Amazon. Digital copies can be downloaded for free through Amazon on January 5 and 6.

About Results for America
Results for America (RFA) improves outcomes for young people, their families, and communities by shifting public resources toward evidence-based, results-driven solutions. RFA is working to achieve this goal by building a strong bipartisan "Invest in What Works" coalition; developing and advancing the next generation of evidence-based, results-driven practices, policies, and programs; and supporting leaders at all levels of government to invest in what works. For more information about Results for America, visit www.results4america.org.

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