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*Harnessing ICT to Increase Agricultural Production:
Evidence From Kenya**

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Abstract

Sending SMS messages with agricultural advice to smallholder farmers increased yields by 11.5% relative to a control group with no messages. These effects are concentrated among farmers who had no agronomy training and had little interaction with sugar cane company staff at baseline. A follow-up trial of the same intervention has, however, no significant impact on yields.

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** Ravindra Ramrattan worked on this research as Project Associate for IPA. In September 2013, he was one of the victims of the Westgate Shopping Center terrorist attack. Ravindra is sorely missed by his countrymen and by all his friends in Kenya.

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