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Title: Repayment Flexibility in Microfinance Contracts: Theory and Experimental Evidence on Take-Up and Selection

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Highlights

Provides a theoretical model of repayment flexibility in microfinance contracts

Predicts the existence of a separating equilibrium that dominates the pooling one

Elicits take-up rates of the flexible schedule with a sample of Indian microentrepreneurs

Borrowers' characteristics predict take-up rates, both theoretically and experimentally

Lenders should use this information to design and offer more profitable contracts

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