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## ACCEPTED MANUSCRIPT

- We model the mission statement design of non-governmental organizations (NGOs) and how it affects donations and project quality.
- We contrast mission-width and donor-width as alternative concepts of NGO scope—in equilibrium they do not coincide.
- Competing NGOs choose missions that are too narrow and overlap, reducing the impactfulness of the sector.
- There is excess entry into the quasi-market for impact.

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