

Contents

Acknowledgements	9
Technical Remarks	11
Anonymization	11
Language	11
Chapter 1	
Introduction: The Postcolonial Making of Technology	13
1.1 Situating the Silicon Savannah: Postcolonial Positionalities in Technocapitalism	18
1.2 Affects at Work: Making Technologies, Stories, and Positionalities	27
1.3 Methods and Sites: An Ethnography of Tech Entrepreneurship	34
1.4 Book Overview	41
Chapter 2	
The Politics of Postcolonial Technology Entrepreneurship	47
2.1 Kenyan Industrial Policies: Striving for Global Market Integration and Improved Living Standards	49
2.2 Staging the Technology Entrepreneur	59
2.3 Conclusion: The Making of Technologies to Industrialize and Decolonize Kenya's Future	72
Part I	
Storytelling: Affective Promises and Performances about Technology	77
Defining Ubiquitous Terms: Story and Narrative	78

Research Lens: Analyzing the Performative Productivity of Kenya's Tech Story	79
Overview: The Storytelling Chapters	85

Chapter 3

The Normativity of Kenya's Tech Story	89
3.1 The Single Story about Kenyan Technology Development	91
3.2 Heroism and its Missing Parts: The Universalization of a Partial Story	94
3.3 Precarity and Exoticization: The Narrative Production of Norms and Affects ...	103
3.4 Conclusion: A Narrative Closure of Kenyan Technology Development	109

Chapter 4

Tangible Tech Stories – The Embodied Performances of Visitor Tours	113
4.1 Visitor Tours as Touristic Events	116
4.2 Scripted Stories Script Nairobi's Tech Places	120
4.3 Feelings of Objectification	122
4.4 Conclusion: The Affective Ambiguities of Performing Stories	126

Chapter 5

Writing Media Stories – The Socio-Technical Care Work of Storytelling	129
5.1 Writing Stories along Technoscientific Narrative Norms	130
5.2 The Lack of Innovation Stories	132
5.3 The Absence of Technical Infrastructures	135
5.4 Conclusion: The Careful Making of Media Stories	137

Chapter 6

Marketing Poverty – The Conservatism of Social Impact Technologies	139
6.1 'Made in Africa, for Africa': An Empowering Brand	141
6.2 'Made in Africa, for Africa': Marketing's Performance of Poverty	145
6.3 Negotiating Investment's Postcolonial Power Asymmetries	154
6.4 Conclusion: Emancipatory Moments within the Capitalization of Poverty	163

Part I

Conclusion: Technocapitalism – An Affective Economy of Promises and Performances169

Part II

Making: The Careful and Calculative Manufacturing of Professional Products ... 177
(Re-)Making Positionalities by Performing Professionalism..... 178
Overview: The Making Chapters 186

Chapter 7

Hustle – The Making of Technologies in Kenya 189
7.1 The Scarcity of Prototyping Resources192
7.2 The Scarcity of Financial Resources 197
7.3 Conclusion: The Challenges of Postcolonial Technology Entrepreneurship199

Chapter 8

Love – The Careful Making of Technologies.....201
8.1 The Art of Making Technology 205
8.2 Caring Human-Machine Relations 212
8.3 Conclusion: The Socio-Technical Care for Professionalism..... 218

Chapter 9

Fear – The Calculative Making of Technologies219
9.1 Fear of Unprofessionalism: Calculating Scarcity 223
9.2 Fear of Theft: Calculating Competition 228
9.3 Conclusion: The Responsibilization of Surviving in Technocapitalism 233

Chapter 10

Resisting – Incalculable and Unloved Working Conditions 235
10.1 The Incalculability of Technology Development 236
10.2 Unloved Design and Calculation Work 239
10.3 (Resisting) Positionalities within the Workplace 241
10.4 Conclusion: The Resistant Appropriation of Making..... 244

Part II

**Conclusion: Technocapitalism’s Responsibilization to Calculate and Care
(for Liberating Products) 245**

Chapter 11

Conclusion: Performing Technocapitalism 249
11.1 Postcolonial Technocapitalist Positionalities 250
11.2 Technocapitalism and its Affective Promises and Performances..... 251
11.3 Performing Poverty and Professionalism: The (Re-)Production of Norms 253
11.4 The Politics and Affects of Postcolonial Technology Entrepreneurship 256
11.5 Africanfuturist Speculation on Emancipation 260

References 263