The Truth About Training: What we know and don’t know about SME training programs

A Conversation with Tim Ogden and David McKenzie

In a webinar on February 20, 2020, Tim Ogden, Managing Director of the Financial Access Initiative at NYU shared the latest insights on SME business training programs, with guest speaker David McKenzie, Lead Economist in the Development Research Group, Finance and Private Sector Development Unit at the World Bank. Tim and David discussed what we know about small business performance and productivity, the importance of management, and training impact evaluations—all essential for innovating SME training programs. Below are a list of the papers referenced during their conversation. You can access a recording of the webinar here.

Introduction:


What do we know about SMEs around the world?:

- Fafchamps, et al. (Journal of Economic Literature, 2020): “Microenterprise Growth and the Flypaper Effect”, ideas.repec.org/e/c/pmc29.html
- Zia (Journal of Financial Economics, 2008): “Export incentives, financial constraints, and the (mis)allocation of credit”, pdfs.semanticscholar.org/ad3a/3f0c0234af3edd7802a1d07d3a2129c974c4f.pdf
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What do we know about training?


What promising options are out there?

- Campos et al (Science, 2017): “Teaching Personal Initiative Beats Traditional Training in Boosting Small Business”, science.sciencemag.org/content/357/6357/1287

Challenges Ahead:


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