

BRAC Liberia's Small Enterprise Programme — Testing Soft-Skills Training Against Standard Business Training

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Quality score: 48/100

Evidence strength: Moderate

Summary

A randomised trial with 570 small entrepreneurs in BRAC Liberia's microfinance programme found that adding interpersonal-skills training to standard business training raised customer attention but produced no extra gains in profits or sales — a rigorous, honest null result for a

Key dimensions

Dimension	Score
Evidence of impact / measured results	2/3
Transferability / demonstrated replication	2/3
Scalability	1/3
Sustainability / continuity	1/3
Innovation	1/3
Inclusiveness / equity	1/3
Multi-stakeholder collaboration	2/3

Evaluated by C-NAPSE

Data sources

[C-NAPSE web research](#) — accessed 2026-09-28

[BRAC Liberia](#) — accessed 2026-09-28

[World Development \(ScienceDirect\)](#) — accessed 2026-09-28

[BRAC International — Liberia](#) — accessed 2026-09-28

[Working paper, PIERI 2019-24 \(RePEc\)](#) — accessed 2026-09-28

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