

CNP Auto-Parts Consulting Trial — Individual vs. Group Management Coaching in Colombia

City Innovation Library · Good practice · Colombia

Quality score: 81/100

Evidence strength: Randomised controlled trial

Summary

Colombia's Centro Nacional de Productividad randomly assigned 159 auto-parts firms to individual consulting, one-third-cost group consulting, or a control; both raised management scores 8-10 points, but group coaching also lifted sales and jobs at a third of the price.

Key dimensions

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

Evaluated by C-NAPSE

Data sources

[C-NAPSE web research](#) — accessed 2026-08-28

[Centro Nacional de Productividad \(CNP\)](#) — accessed 2026-08-28

[Review of Economic Studies: Improving Management with Individual and Group-Based Consulting](#) — accessed 2026-08-28

[World Bank Blog: One-on-one or small group-based consulting](#) — accessed 2026-08-28

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