

Mentors or Teachers? Local Mentorship Outperforms Classroom Training for Nairobi's Dandora Microentrepreneurs

City Innovation Library · Good practice · Kenya

Quality score: 43/100

Evidence strength: Randomised controlled trial

Summary

An RCT with 372 young female microentrepreneurs in Nairobi's Dandora slum found mentorship from a local successful entrepreneur raised profits 20% over 17 months, while an equivalent-cost Strathmore University classroom course changed record-keeping but had no effect on profits.

Key dimensions

Dimension	Score
Evidence of impact / measured results	3/3
Transferability / demonstrated replication	1/3
Scalability	0/3
Sustainability / continuity	0/3
Innovation	1/3
Inclusiveness / equity	3/3
Multi-stakeholder collaboration	1/3

Evaluated by C-NAPSE

Data sources

[C-NAPSE web research](#) — accessed 2026-08-19

[Strathmore University Business School with independent academic researchers](#) — accessed 2026-08-19

[Arizona State University Research Portal — Mentors or Teachers? Microenterprise Training in Kenya](#) — accessed 2026-08-19

[American Economic Journal: Applied Economics — Mentors or Teachers?](#) — accessed 2026-08-19

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