

Personal Initiative Training — Lomé's Psychology-Based Alternative to Standard Business Training

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Quality score: 71/100

Evidence strength: Randomised controlled trial

Summary

A Science-published RCT in Lomé assigned 1,500 microfinance clients to psychology-based 'personal initiative' training, traditional business training, or no training; initiative training raised two-year profits by 30% versus an insignificant 11% for traditional training.

Key dimensions

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

Evaluated by C-NAPSE

Data sources

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

[FUCEC-Togo](#) — accessed 2026-08-28

[Science: Teaching personal initiative beats traditional training](#) — accessed 2026-08-28

[IPA/J-PAL PDF of the Science paper](#) — accessed 2026-08-28

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