

Personal Initiative Training — Rewiring Entrepreneurial Mindset for Microenterprises in Lomé

City Innovation Library · Good practice · Togo

Quality score: 71/100

Evidence strength: Randomised controlled trial

Summary

A psychology-based 'personal initiative' training for 1,500 Lomé microentrepreneurs raised monthly profits 30% within 2.5 years and USD 91 (52%) after 7 years — far outperforming traditional business training, though women's gains dissipated while men's kept growing.

Key dimensions

Dimension	Score
Evidence of impact / measured results	3/3
Transferability / demonstrated replication	2/3
Scalability	2/3
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 2026-08-17

[World Bank Africa Gender Innovation Lab; Innovations for Poverty Action \(IPA\)](#) — accessed 2026-08-17

[Campos et al. \(2017\), Science](#) — 'Teaching personal initiative beats traditional training' — accessed 2026-08-17

[IPA — Thinking Like an Entrepreneur: Boosting Small Business Growth with Mindset Training in Togo](#) — accessed 2026-08-17

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