



*Entrepreneurship Programs in Developing
Country: A Meta Regression Analysis*

Feedbacks from my field
experience in Senegal

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Introduction to the GIZ SME development Program in Senegal (funded by BMZ and EU)

- A Program aimed at developing SME competitiveness and growth
- An SME promotion strategy based on a mix of business counseling and networking, business training, and technical training, as well as SME policy making advising and the fostering of a public private dialogue for an enabling business environment for the SME
- A BDS delivery strategy based on partnerships with the business associations (Chambers of Commerce, Chambers of Trade, CNES, UNACOIS)



« A field experience insights » VS « The Study conclusions »

- Constraints to measuring the impacts of interventions on Micro and small enterprises due to the lack of business transparency (no accounting, non formal hiring, etc.)
- The difficulty of disintegrating the impacts for associated interventions to know which one works better (ex. PACC: Counseling + Business networking + Technical training + Business Training)
- For SME indeed « Improving business knowledge and practice is much easier than improving employment and earnings”, for
 - its takes more time to get the later result
 - the business environment is a major inhibiting factor
- Keeping the jobs created by existing SME may be also easier considering the high death rate of “new-born” SME



« A field experience insights » VS « The Study conclusions »

- Small business owners tend to give more value to technical training than to business training and counseling
- Access to finance is as well considered as an accelerator of SME growth; but small business owners don't want that access at any cost
- Small business owners have issues with Microcredit financing regarding mainly interest rates and guarantees
- When they get the financing, many small businesses tend to invest, increase their activity, and hire



« A field experience insights » VS « The Study conclusions »

- Some small business owners have hired after receiving counseling (mostly administrative and commercial workforce)
- Providing access to credit to youth without training and counseling is a very risky business: the example of FNPJ
- The issue with the providers: « Providers which have strong connection with the beneficiaries » have usually very low capacities



Conclusions from our experience (in general)

- Entrepreneurship programs should combine different intervention types (Business training, counseling and networking, Technical training, and financing, as well as stakeholders' dialogue and policy making advising aimed at improving the business environment)
- Programs targeting youth should not be stand-alone business financing program, but always be combined with training and counseling, as well as sector studies in order to guide youth on their investment choices



Conclusions from our experience (in general)

- Programs should not underestimate the potential of existing SME to create and keep jobs
- The private sector may be best suited for programs delivery but business associations need to be adequately supported with public funding and human resources in order to effectively play this role of « Youth enterprise and employment Developer »