

PSRDEF

JANUARY 2016 - JUNE 2016

SECTION 1: PROJECTSUMMARY

PROJECTNAME: Test an innovative business training method for entrepreneurs in Jamaica

ProjectNum: JA-M1037 - OperationNum: ATN/ME-15296-JA

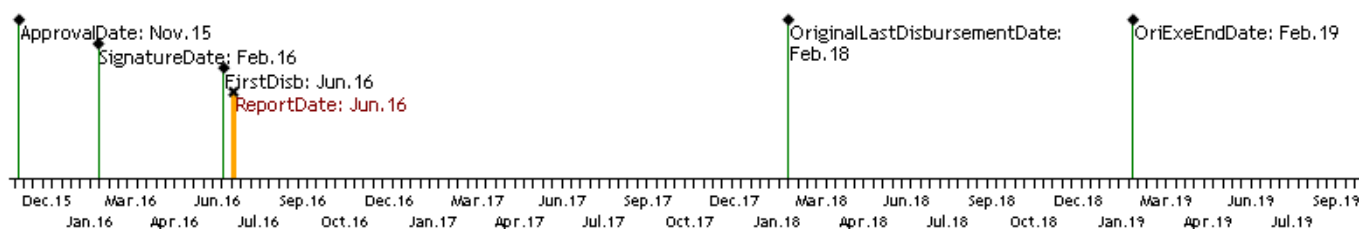
Purpose: Test an innovative entrepreneurial training program for micro entrepreneurs using experimental methods.

CountryAdmin	CountryBeneficiary	Group	SubGroup
JAMAICA	JAMAICA	SME - Small and Medium Enterprise Development	BDEV - Business Development

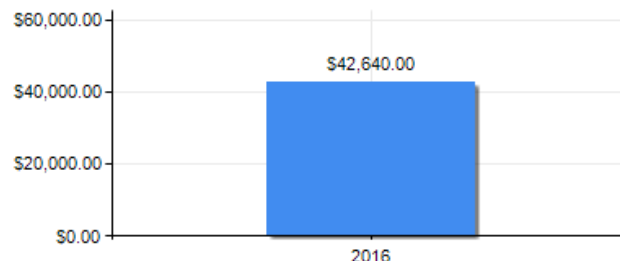
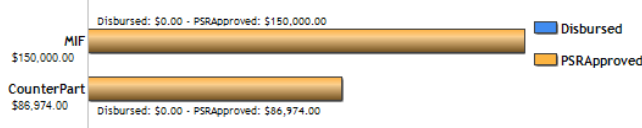
EA: Jamaica Business Development Centre

DesignTeamLeader: DORA MOSCOSO
SupervisionTeamLeader: WAYNE BEECHER

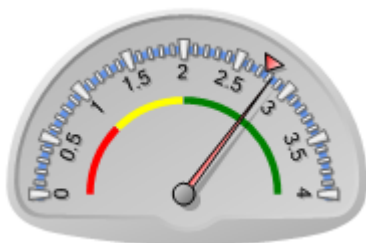
PROJECTCYCLE



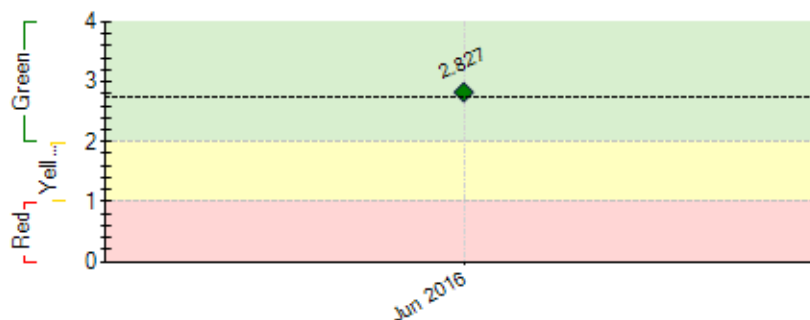
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PERFORMANCERATINGS



CurrentRating: SDesc: 2.827
MIFAverage: 2.755

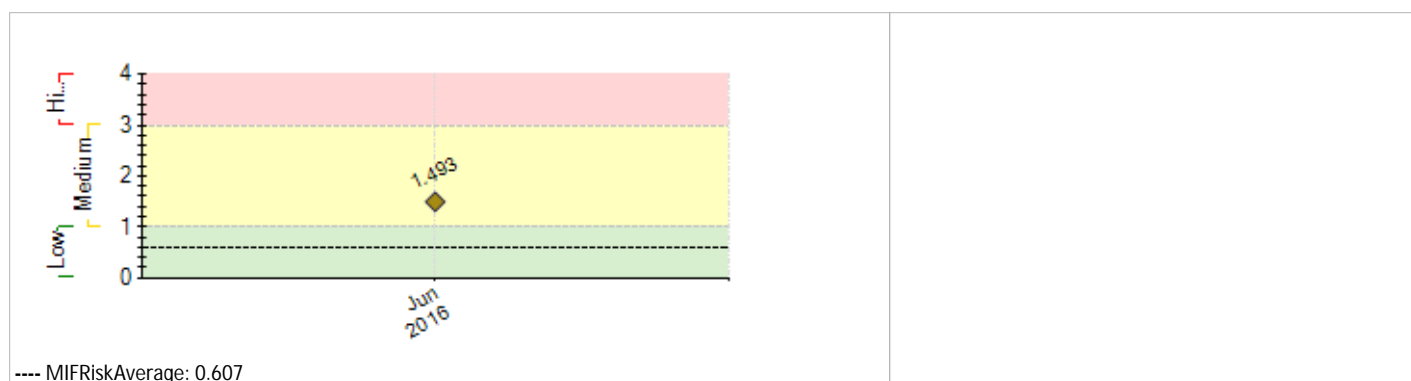


----- MIFPerformanceAverage

EXTERNALRISK

INSTITUTIONALCAPACITY

Risk
FinancialMngt: Low
Procurement: Low
TechnicalCapacity: Medium



SECTION 2: PERFORMANCE

PSRReportSemester

As at January 14, 2018 the following has been achieved:

- 1 All major milestones met
- 2 Approx. 405 MSMEs received training in business practices and cognitive skills by attending 3 or more training sessions. 1050 MSMEs were originally targeted to be trained only 630 MSMEs were selected. Over 1119 applications were received for the training session but 179 were omitted because of lack of interest. The selectors (University of Leuphana) decided in the interest of time to go ahead with the 945 interested persons. 630 were selected for the training sessions and 315 were selected to participate in the control group.
- 3 Over 1500 MSMEs were invited to attend training sessions. invitations were done via telephone calls using numerous databases, emails, advertisement (print and radio) and social media
- 4 294 training sessions have been completed within schedule. 280 sessions were originally schedule however an additional 20 sessions were created to accommodate participants unable to attend during weekdays as well as to boost the attendance.
- 5 2 advertisement (1 print and 1 radio) were developed to promote the training. Over 100 spaces were bought on 3 radio stations and ads were placed in the gleaner
- 6 630 copies of the training kits including manuals (including worksheets), name tags, pens and pencils were prepare for the participants.
- 7 Eight trainers (3 external BSPs and 3 JBDC Staff) were assigned to deliver the over 280 scheduled sessions.

Next Step

Complete Saturday sessions

PSRCommentsMIFSpecialist

Agree with the Executing Agency comments

SECTION 3: INDICATORS AND MILESTONES

	Indicators	Baseline	Intermediate 1	Intermediate 2	Intermediate 3	Planned	Achieved	Status
Goal: Contribute to generating empirical evidence on alternative, effective entrepreneur training programs so that public and private entities in the region, including MIF, have proven alternatives to non-effective traditional training programs.	I.1 Micro entrepreneurs that report an average annual sales growth rate of 10% of more - sex disaggregated	0				10	0	
		Jan 2018				Jan 2018		
	I.2 Number of micro entrepreneurs that have adopted new business skills and non-cognitive practices taught (CRF 23100) - sex disaggregated	0				630	0	
						Mar 2017		
Purpose: Test an innovative entrepreneurial training program for micro entrepreneurs using experimental methods.	R.1 Number of microentrepreneurs receiving training in business practices and cognitive skills (CRF 130100) - sex disaggregated (Number of trainees taught by JBDC in two locations)	0	500			1050	401	
			Aug 2017			Jan 2018	Dec 2016	
Component 1: Preparation of Entrepreneurial Courses Weight: 50% Classification: Satisfactory	C1.I1 Number of trainers either hired or assigned to teach business practices and cognitive skills courses to targeted entrepreneurs (Three Business Service Providers and 3 JBDC staff)	0				6		Finished
						Aug 2017		
	C1.I2 Number of copies of toolkit and printed training material for training sessions produced and distributed to trainees in due time (Material includes toolkit, printed training material, pre and post evaluation forms, names tags, supplies, etc.)	0				1050		Finished
						Aug 2017		
Component 2: Delivery of Entrepreneurial Trainings Weight: 50%	C1.I3 Number of television and print advertisement to promote the trainings (The content, frequency, and target audience of this activity will be determined by the impact evaluation design)	0				2		Finished
						Aug 2017		
	C2.I1 Number of trainings sessions delivered to targeted micro entrepreneurs (business practices, cognitive skills, and a combination of both) within schedule --25 individuals per course--	0				256		OnCourse
						Dec 2017		
	C2.I2 Number of entrepreneurs invited to training sessions through	0				1400		Finished

Classification: Satisfactory	advertising campaign					Aug 2017	
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Milestones	Planned	DueDate	Achieved	DateAchieved	Status
M1 Conditions Prior	5	May 2016	5	May 2016	Achieved
M1 Contracts ready to be signed by 3 Business Service Providers hired and TORs with scope of work for 3 JBDC staff assigned to teach business practices	6	Nov 2016			
M2 Coordinator hired and logistics for Training Workshops confirmed	1	Dec 2016			
M3 At least 1,000 microentrepreneurs invited to participate in training in business practices and cognitive skills	1000	Mar 2017			

PSRCRITICALISSUESTITLE
[NoneReportedFactors]

SECTION 4: RISKS

PSRRISKTITLE

	Level	MitigationAction	Responsible
1. Methodology proves to be ineffective for micro entrepreneurs	Medium	Field work being adapted to Jamaican context, based on successful experience in other parts of the world.	Project Coordinator
2. Micro entrepreneurs do not participate in training sessions at the level expected	Medium	Awareness raising campaign (television and print advertisements) to promote the training will be developed	Project Coordinator
3. Micro entrepreneurs do not find the material useful to increase their business knowledge	Medium	Ensure constant feedback from entrepreneurs on training content	Project Coordinator

OVERALLPROJECTRISK: Medium NRORISKS: 5 INEFFECTRISK: 3 NOTINEFFECTRISK: 0 MITIGATEDRISKS: 2

SECTION 5: SUSTAINABILITY

PSRSustainabilityScore: P - Probable

PSRCRITICALISSUESSUSTAINABILITYTITLE

[NoneReportedFactors]

RelativeActions:

Efforts has been taken to maintain contact with the participants this will not only allow for the provision of continued support to the participants but also to ensure that participants well be accessible for participation in the critical post evaluation process. Activities include contacting and updating of participants information.

SECTION 6: PRACTICALLESSONS

[NoLessons]