

**Staff**

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**Date**

September 29, 2017

# SME Program 2017 Working Group Meeting

The SME Program held its Eighth Working Group meeting at the Sloan School of Management at MIT on September 29, 2016, in Cambridge, Massachusetts. The meeting convened SME Program affiliates to discuss innovative research in the SME space.

Presenters included:

**Opening remarks**

Lucia Sanchez, *Innovations for Poverty Action*

**Making Entrepreneurs: The Returns to Training Youth in Hard Versus Soft Business Skills from An At-Scale Field Experiment**

Paul Gertler, *University of California, Berkeley - Haas School of Business*

**The Skills to Pay the Bills: Returns to On-the-job Soft Skills Training**

Namrata Kala, *MIT Sloan School of Management*

**Shortening Supply Chains for Retail Shops in Colombia**

David McKenzie, *World Bank*

**Direct and spillover effects of a business training program: Experimental evidence from urban Uganda**

Meredith Startz, *Princeton University*

**Aspirations, peer effects, and entrepreneurial role models to improve the performance of retail shop owners (Indonesia)**

Patricio Dalton, *Tilburg University*

**Trust in the City: SMEs and local institutions in Lusaka, Zambia**

Nava Ashraf, *London School of Economics* & Edward Glaeser, *Harvard University*

**Necessity is the Mother of Invention: The Emergence of the Reluctant Entrepreneur in Rural Ethiopia**

Giacomo de Giorgi, *GSEM- University of Geneva*

## **Targeting High Ability Entrepreneurs Using Community Information: Mechanism Design In The Field**

Natalia Rigol, *Harvard University*

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