

**“Enhancing Youth Employment and Small Firms Growth”**  
**Conference Hall at Silver Springs, Bugolobi – Kampala, 18 July 2017**

**Summary of presentations**

***Title: The Impact of Skype-based Remote Consulting on Business Performance in Uganda***

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This research seeks to address a significant constraint to growth among businesses in developing countries: managerial capital. Managerial capital refers to the capabilities and confidence associated with managing cash, customers, competition, capital and constraints within businesses (cf. Bruhn, Karlan and Schoar 2012). Improvements in managerial capital offer the possibility of improved growth and prosperity. However, there exists substantial evidence that it is not abundant among micro and small businesses. In this research, we examine how managerial capital might help entrepreneurs in developing countries to transform their businesses: from micro- to small-sized enterprises and from small- to medium-sized enterprises. Despite the importance of this transformation for economic growth, few researchers so far have examined this phenomenon empirically.

This research is important to policy makers wishing to stimulate income generation and employment among the poor in developing countries, most of whom either run or work in a micro/small enterprise. Through this research, we first seek to understand whether high-growth potential entrepreneurs, those more motivated and able to grow their firms (and therefore more likely to benefit from entrepreneurship support programs), can be identified and nurtured. Second, there is still much to learn about the role of business education services (e.g. consulting) and business intelligence tools in stimulating economic growth in developing countries, as well as how these interventions improve firm productivity and performance. Understanding how to deliver such programs cost-effectively, and to the right entrepreneurs, could lead to more effective use of scarce funds available for poverty alleviation.

**Intervention:** Grow Movement ([www.growmovement.org](http://www.growmovement.org)) is a not-for-profit organisation registered in the UK and USA that aims to drive small enterprise growth and employment creation by facilitating remote volunteer consulting projects between growth-oriented entrepreneurs in Uganda.