

# Adding training on financial management and gender equality to microfinance in Vietnam

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## Highlights

### Evidence impact

- The 3ie-supported evaluation led Tao Yeu May (TYM) Fund to integrate gender and business trainings with their regular meetings.
- The positive findings prompted the organisation to scale up the training intervention and make it accessible to all of its clients.

### Factors that contributed to impact

- Early engagement and involvement of the implementing agency (TYM) in the study design allowed the study team to advocate the results for effective uptake.

## Impact evaluation details

Title: [The impact of gender and business training for female microfinance clients in V...](#)

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Status : Completed March 2015



## Context

Throughout the Global South, women make tremendous economic contributions to their households. Microfinance – financial services to poor individuals – aims to empower women by influencing their decision-making power and enhancing their socio-economic status. However, studies have shown that microfinance support in the form of physical capital alone cannot help micro-enterprises become profitable, especially the ones owned by women. Researchers contend that hard skills such as business management are important to make an enterprise productive and profitable. Therefore, many microfinance organisations include business training programmes to improve enterprise outcomes.

Tao Yeu May Fund (TYM), a large microfinance institute in north Vietnam, has been imparting business trainings to its clients, in which it combines modules on gender issues and modules on business knowledge into one training program on gender and business.

In 2011, 3ie collaborated with researchers from University of Groningen, Wageningen University and Can Tho University to determine the socio-economic impact of the gender and business training provided by TYM to its female clients. The trainings provided by TYM are based on the Gender and Entrepreneurship Together Ahead for Women in Enterprise Training Package and Resource Kit, designed by the International Labour Organization, which have been modified according to Vietnam's context.

The randomised controlled trial compared two treatment groups with a control group. In the first treatment group, female clients and their male partners were invited to join the trainings. In the second treatment group, only the women joined the trainings. There were no extra trainings in the control group.

# Evidence

The study found that the combined gender and business training led to significant improvement of gender and business knowledge of the women who participated in the trainings. The improved knowledge resulted in improved business practices. The results were similar for the groups that included male partners and those that did not.

The study findings also found positive impacts of the trainings on business performance, such as improvements in profits and profit margins.

## Evidence impacts

### **TYM added gender and business trainings to its programming**

Encouraged by the positive study findings, TYM has decided to integrate the trainings at their regular member meetings, beginning with financial training. TYM has also integrated gender training as part of the services offered to their clients. These trainings are part of a module developed by the International Labour Organization called the Gender and Entrepreneurship Together Ahead training. They are centred on promoting gender equality, developing women's confidence, promoting basic enterprise management and identifying business opportunities.

### **Gender and business training to reach all of TYM's clients**

The positive findings prompted TYM to make the component a mandatory part of TYM's member meetings. This change expands the reach of the trainings to all its 21 branches in 13 provinces and cities in north and north-central Vietnam.

## Suggested citation

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