

**Date**

November 09, 2023

## Scaling Up Psychological Preparedness for Entrepreneurial Actions

Prof. Dr. Michael Frese

Asia School of Business, Kuala Lumpur  
and Leuphana, Univ. of Lueneburg, Germany

Workshop of Innovation for Poverty Action (IPA) on  
*Entrepreneurial Mindset and Soft Skills Training for  
Business Growth*

November, 9, 2023

Michael Frese - Presentation

# Doorways

## Implementing Personal Initiative Training



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Jakob Weers - Presentation



David McKenzie - Presentation

## Best Bets Webinar Series: Entrepreneurial Mindset and Soft Skills Training for Business Growth

As part of IPA's [Best Bets](#) launch, IPA hosted a Best Bets Webinar focused on Entrepreneurial Mindset and Soft Skills Training Programs. The webinar took place on November 9, 2023 from 9:00-10:30AM EST.

Following a brief introduction to IPA's Best Bets, the webinar featured presentations by [David McKenzie](#), Lead Economist at the World Bank's Development Research Group and expert in enterprise development; Dr. Michael Frese, co-creator of the Personal Initiative (PI) Training program for businesses; and Jakob Weers, Co-Founder and Managing Director of Doorways, an organization adapting PI training across languages and contexts.

Following the presentations, the three presenters along with other panelists—Anita Shankar (SEE Change Initiative), Salman Alibhai (World Bank Group), and Benjamin Scharweit (Doorways)—discussed the current evidence surrounding entrepreneurial mindset and soft skills training as well as the challenges faced when implementing and scaling these interventions for businesses in low- and middle-income countries.

For more on the research and IPA studies on the topic, see [this page](#).

**Watch the webinar recording below:**