

SRI-LANKA MICROENTERPRISE SURVEY

ENTERPRISE SURVEY

2005-Draft 2

ON. Name of Business Owner _____

Relationship _____

Sex 1 - Male 2 - Female

BN. Business Name: _____

AD1. Address of Business _____

AD2. _____

AD3. _____

TN. Telephone number _____

CN. How are you commonly known in the area? _____

RH. Relationship to the head of your household: _____

LOCATION OF THE BUSINESS (*If business operates out of home, this is location of home*)

option DEGREES (ddd) MINUTES (mm.mmm) DIRECTION

LA. GPS Latitude:	ela1,ela2,ela3,ela4	N
AP. GPS Longitude:	elo1,elo2,elo3,elo4	E

PR Province	epr	DS D.S. Division	eds
DI District	edi	GN G.N. Division	egn

Interviewer _____

Date completed

Supervisor _____

Date completed

Data entry operator _____

Date completed

DAY	MONTH	YEAR

IM - Interview Method 1-Random 2-Purposive **TS**-1-Direct Effect 2-Indirect Effect 3-No Effect

*Sketch the location of the business premises
(just give enough detail to allow supervisors to find the same place)*

SECTION 1: PERSONAL INFORMATION

1.1 How many employees work in your enterprise, including yourself?

q1_2

1.2 Before the tsunami, what was the approximate market value of the assets of your enterprise, including inventories of finished and unfinished goods, but not including the building in which you operate?

1. Less than 5000 Rupees
2. 5000 - 49,999 Rupees
3. 50,000 to 99,999 Rupees
4. More than 100,000 Rupees --> End of interview

q1_3

1.3 During the last week, did you work at least one hour in your business or activity?

1. Yes → Go to Q1.6
2. No go to Q1.4

q1_4_1,q1_4_2,q1_4_3,q1_4_4,q1_4_5,q1_4_6,q1_4_7

1.4 What is the reason you did not work last week?

1. Vacations or break
2. Sickness
3. End of work or sale season
4. Arrangement related to business, personal life or temporary closure due to problems with authorities
5. Lack of money or customers
6. Lack or malfunction of vehicles or machinery
7. Other: (specify) _____

q1_5

1.5 In how many weeks will you resume work?

1. Has already started working
2. one week
3. two weeks
4. three weeks
5. four weeks
6. in more than four weeks
7. No plans to resume

q1_6

1.6 In your business or job (from last week) you were:

1. Owner of business/self employed
2. Wage worker -- End of interview
3. Other: (specify) _____

q1_7

1.7.Branch of Activity

What is the nature of your business or what does your activity consist of?

q1_8

1.8 What is the highest level of education you have attained?

0. No schooling
1. Year 1
2. Year 2
- ... Years 3-11 code as 3-11.
12. Year 12
13. Year 13
14. Some years of university
15. University undergraduate degree
16. Post-graduate university work
17. Technical college

q1_9

1.9 What is the highest level of education attained by your father?

Same codes as question 1.8

1.10 What is the highest level of education attained by your mother?

Same codes as question 1.8

q1_10

q1_11

1.11 Has your father ever owned a business?

1. Yes
2. No

q1_12

1.12 Has your mother ever owned a business?

1. Yes
2. No

q1_13

1.13 Did your father's father (paternal grandfather) ever own a business?

1. Yes
2. No

q1_14

1.14 Type of site

What is the type of site where your business operates?

1. Improvised site on public spaces
2. Permanent or semi-permanent site on public spaces
3. Improvised or traveling site in a marketplace
4. Site that is part of a permanent market
5. Traveling door to door or on the street
6. Merchandise, prepared food or services offered on motorcycle, bicycle, vehicle, truck, etc.
7. In transporting people or merchandise without a site: taxi, bus, truck, etc.
8. At customer's residence
9. At your residence without special installations
10. At your residence with special installations.
11. Commercial site (grocery, hardware, etc.)
12. Service site (dry cleaning, restaurant, office, etc.)
13. Production shop (bakery, printing, etc.)
14. Repair service shop (mechanic, electrician, etc.)
15. Guest house, hotel, inn, etc.
16. Transporting people or merchandise with site
17. Other type of site: (specify) _____

If answer is 1 through 10, go to Question 1.16, otherwise go to Question 1.15

q1_15

1.15 Is this site...?

1. Your own property
2. Rented
3. Borrowed
4. Other (specify) _____

q1_16

1.16 Did you have to pay a fee or bribe to begin business in this location?

1. Yes go to Q1.17
2. No → Go to Q1.18

q1_17

1.17 How much was this fee?

(amount in Rupees)

q1_18

1.18 Do you have to pay a regular fee or bribe to local merchants, police, or government officials to be able to continue to operate here?

1. Yes go to Q1.19
2. No → Go to Q1.20

1.19 How much is this fee and what is the time period?

1.19a Amount in Rupees

q1_19a

1.19b Time period 1. daily, 2. weekly, 3. monthly

q1_19b

4. Once in six months 5-Yearly 6-Other

Continued

q1_20a, q1_20b

1.20 When did you start operating this business? (month and year)

Month

Year

q1_21

1.21 Since opening your business, has there been a period of three months or longer during which you worked full-time as a wage worker?

1=Yes, 2=No

q1_22a, q1_22b

1.22 How many months and years of experience did you have in this sector of work before beginning this business?

Months

AND Years

q1_23a, q1_23b

1.23 How many hours a week do you personally spend working in the business?

HOURS LAST WEEK

HOURS IN A NORMAL WEEK

q1_24

1.24 What type of accounts do you keep for your business?

1. Through formal accounting (using the services of a professional)
2. Personal record keeping
3. Does not do any accounting
4. Other: (specify) _____

1.25 Is your business registered with any of the following agencies?

	Is the firm registered with? 1 =Yes 2 =No <i>If No, go to next row</i> row (a)	How much is the one-time registration payment? (Rupees) (b)	How much is the annual license fee? (Rupees) (C)
1. D.S. office	q1_25a1	q1_25b1	q1_25c1
2. Pradeshya Saba			
3. Provincial Govt.			
4. Central Govt.			
5. Business Chamber in your Sector			
6. Other business group			
7. other Specify: _____	q1_25a7	q1_25b7	q1_25c7

1.26 Tell me how many of the following types of workers you currently have in your business:

[Do not count yourself in any of these categories]

1. Wage or salaried workers
2. Partners
3. Unpaid workers
4. Total number of workers (sum of 1, 2 and 3)

q1_26_1

q1_26_4

[Interviewer: ask total separately, and check that it is the sum of 1, 2 and 3]

1.27 I would now like to know about the workers in your business. I would like you to tell me about the three workers who work the most hours in the business.

	Person 1 (a)	Person 2 (b)	Person 3 (c)
First Name	q1_27a1	q1_27b1	q1_27c1
1. Sex (1=Male, 2=Female)			
2. Age			
3. Relation to you (1=Not-related, 2=Spouse, 3=Child, 4=Parent, 5=Other relative)			
4. Years of Schooling			
5. Hours worked last week			
6. Hours worked in a normal week			
7. Position (1=Partner, 2=Paid Employee, 3=Unpaid worker)			
8. Pay last month (Rupees)			
9. Year they were hired	q1_27a9	q1_27b9	q1_27c9

q1_28

1.28 Have you laid off or dismissed any employees in the last 12 months?

1. Yes Q1.29
2. No → Q.1.31

q1_29

1.29 In what month was the employee dismissed?

(1=January, 2=February, 3=March, 4=April, 5=May, 6=June, 7=July, 8=August, 9=September, 10=October, 11=November, 12=December)

q1_30

1.30 What was the reason for the dismissal?

1. fall in sales
2. rise in business costs
3. poor performance of employee
4. personal issues
5. other (Specify) _____

INVENTORIES AND RAW MATERIALS

q1_31

1.31 Were any of the assets of the business damaged or destroyed by the tsunami?

1. Yes Go to Q.1.32
2. No -- **Go to Q. 1.35**

1.32 Business Assets Damaged or Destroyed in the Tsunami

[Interviewer: prompt to make sure that they only record business assets, and not household assets]

	a.	b.	c.	d.	Repaired assets		Replaced	Not replaced or repaired	i.	j.
	Were any of these items damaged or destroyed? 1=Damaged (can be repaired) 2=Destroyed (cannot be repaired)	Name of item	What was the market value of this item before it was damaged or destroyed? (Rupees)	Have you repaired or replaced this item? 1 = repaired (go to e.) 2 = replaced (go to g.) 3=No (go to h.)	e.	f.	g.	h.	Have you sold the damaged item? 1=Yes 2=No	If yes to i, how much did you receive from selling it? (Rupees)
Were any of the following business assets damaged in the tsunami?										
1. Business Tools or Utensils	q1_32_11	q1_32a11								q1_32j11
2. Machinery										
3. Furniture and Equipment										
4. Vehicles used in the business										
5. Site (land and building)										
6. Inventories										
7. Other physical business assets										
	q1_32_o2	q1_32ao2								q_32jo2

q1_32_8

q1_32e

q1_32g

1.32.8 TOTAL AMOUNT SPENT REPAIRING OR REPLACING PHYSICAL ASSETS:

BUSINESS EQUIPMENT

Now I am going to ask you about the characteristics of any utensils, tools, machinery and equipment, vehicles and other property currently used in your business or activity which were not damaged by the tsunami.

q1_36

1.36 Do you have any business assets which are currently used in the business, which were not damaged by the tsunami ? 1.Yes (Mark information about each item in the table) 2.No (Go to Q1.37)

[Interviewer: prompt to make sure that they only record business assets, and not household assets]

	a.	b.	c.	d.	e.	f.	g.
Does your business have any?	Type (code by row category)	Name of item	Condition Acquired 1=new, 2=used, 3=self- made	Ownership Status 1=Own, 2=Rent, 3=Borrow	Date of Acquisition Year	If you had to replace this, how much would it cost you to purchase one in a similar condition? (Rupees)	Is this item also used by your household for non- business uses? 1=Yes 2=No
1. Business Tools or Utensils	q1_36a11						q1_36g11
2. Machinery							
3. Furniture and Equipment							
4. Vehicles used in the business							
5. Site (including business land and building)							
6. Other physical assets of the business (excluding inventories)							
	q1_36ao2						q1_36go2

q1_36_7

7. TOTAL REPLACEMENT COST OF ALL YOUR PHYSICAL BUSINESS ASSETS:

Interviewer: Ask if the description above is incomplete. Otherwise, sum.

q1_37

1.37 Do you have any inventories in stock, products for sale, raw materials, products in production, spare parts, or other such materials currently held at your business?

1. Yes

2. No

q1_38

1.38 At market prices, what is the value you calculate of your current inventories?

Ruppes

SECTION 2: INCOME AND EXPENSES

2.1 Business Expenses During the Past Month

Please report the amount you have spent on each of the following categories of business expenses during the past month.

[Interviewer: include only business and not household expenses, do not include wages the owner pays himself as an expense]

Item:	Cost (Rupees)
1. Purchase of materials and items for resale	q2_1_1
2. Purchase of electricity, water, gas and fuel	
3. Interest paid on loans	
4. Wages and salaries for employees	
5. Rent for machinery and equipment	
6. Rent for land or buildings	
7. Telephone, Cellphone	
8. Taxes	
9. Maintenance and general repairs	
10. Other expenses	
11. TOTAL EXPENSES THIS MONTH	q2_1_11

M Manufacturing Firms

M2. What was the total sales LAST MONTH of products your business makes or alters Rupees qM2

M3. What are three main products you make or alter?

M3a. qM3a

M3b. qM3b

M3c. qM3c

M4. What percentage of last month's sales do these three products represent? qM4

[Interviewer: check answer is number from 0 to 100]

M5. What was the total sales the month before the tsunami? Rupees qM5

T Retail / Trade Firms

T2. What was the total sales LAST MONTH of products your business did not make? Rupees qT2

T3. What are three main goods you sell?

T3a. qT3a

T3b. qT3b

T3c. qT3c

T4 What percentage of last month's sales do these three goods represent? qT4

[Interviewer: check answer is number from 0 to 100]

T5. What was the total sales the month before the tsunami? Rupees qT5

S Service Firms

S2 What was the total business revenue LAST MONTH from selling services? Rupees qS2

S3. What are three main services you provide?

S3.a. qS3a

S3.b. qS3b

S3.c. qS3c

S4. What percentage of last month's service income do these three services represent? qS4

[Interviewer: check answer is number from 0 to 100]

S5 What was the total revenue the month before the tsunami from selling services? Rupees qS5

2.6. In the last month did the business earn income from rental of property or from interest on a business account?

1. Yes Q2.7 q2_6

2. No → Q.2.8

2.7. What was the total amount of income earned from rental of property and interest on business accounts? Rupees q2_8

2.8. What was the total income the business earned LAST MONTH after paying all expenses including wages of employees, but not including any income you paid yourself. That is, what were the PROFITS of your business LAST MONTH? Rupees

[Interviewer: Now go to Q.2.11 an amount is answered]

OR: Mark one of the following boxes with an X

Don't Know → Q.2.9 q2_8A

Refuse to Answer → Q.2.10 q2_8B

2.9. Can you tell me your income after expenses for a different time period, such as the last week, yesterday, or the last year?

(a) Period q2_9B

(b) Rupees q2_9B

1. Daily. How many days a week is this earned? 2.9.1

2. Last week

3. Last 2 weeks

4. Last year

5. Other period(Specify)

[Now go to Q.2.11. If answer is don't know, go to Q.2.10]

q2_10

2.10. Was the income after expenses earned by your business in the past month...?

1. Less than 5000 Rupees

2. Between 5000 and 10000 Rupees

3. Between 10000 and 15000 Rupees

4. Between 15000 and 20000 Rupees

5. Between 20000 and 30000 Rupees

6. Between 30000 and 50000 Rupees

7. Between 50000 and 100,000 Rupees

8. More than 100,000 Rupees

2.11. What was the total income the business earned the month before the tsunami after paying all expenses including wages of employees, but not including any income you paid yourself. That is, what were the PROFITS of your business the month before the tsunami?

Rupees

q2_11

q2_12

2.12. Approximately what percentage of your business profits were reinvested in your firm over the past 12 months?

[Interviewer: check answer is a number from 0 to 100]

q2_13

2.13. Accounts Receivable: What is the total amount owed to you by customers for items sold on credit?

Rupees

q2_14

2.14. Accounts Payable: What is the total amount owed by you to suppliers for items purchased on credit?

Rupees

q2_15

2.15. Do you have a bank account for your business use?

1. Yes Q2.16

2. No → Q2.20.

q2_16

2.16. What is the current amount of money you have in this bank account?

Rupees

1. Less than 5000 Rupees

2. 5000 to 9999 Rupees

3. 10,000 to 25,000 Rupees

4. More than 25,000 Rupees

q2_17

2.17. Does this account have an overdraft facility?

1. Yes

2. No

q2_18

2.18. Do you have a chequebook for this account?

1. Yes

2. No

q2_19

2.19. Do you have a personal bank account with a chequebook?

1. Yes

2. No

2.20. What percentage of the start-up capital of the business came from each of the following sources?

[Interviewer: write 0 if no funds from source]

Source:

1. Own savings

2. Loans from family

3. Loans from friends

4. Remittances from abroad

5. Bank loan

6. Loan from a Microfinance organization

7. Private moneylenders

8. Sale of household assets

9. Credit from Customers

10. Credit from Suppliers

11. Other. Specify _____

TOTAL

Percentage of funds

q2_20_1

q2_20_11

100%

OR:

12. No start-up funds were needed

[Mark the box with an X]

q2_21

2.21. Have you ever purchased raw materials or goods on credit from suppliers?

1. Yes

2. No

q2_22

2.22. What percentage of your inputs are normally purchased on credit from suppliers?

[Interviewer: check answer is between 0 and 100]

q2_23

2.23. What is the average time you have to pay for these goods on credit from suppliers?

OR

OR

OR

Day(s)

Week(s)

Month(s)

Other period: Specify _____

2.24. What percentage of the inputs of this firm comes from...?

1. Suppliers within 1 Km of the business

2. Suppliers in the same G.N. more than 1Km from business

3. Suppliers in the Same D.S. but different G.N.

4. Suppliers in the same district, but different D.S.

5. Suppliers in the same province, different district

6. Suppliers in other provinces

7. Suppliers in other countries

TOTAL

100%

q2_25

2.25. Do you have one major supplier who provides a quarter or more of your inputs?

1. Yes

2. No

2.26. What percentage of the revenue of this firm comes from...?

1. Customers within 1 Km of the business

2. Customers in the same G.N. more than 1Km from business

3. Customers in the Same D.S. but different G.N.

4. Customers in the same district, but different D.S.

5. Customers in the same province, different district

6. Other provinces

7. Other countries

TOTAL

100%

2.27. What percentage of the revenue of this firm comes from sales to...?

1. Consumers

2. the Government

3. Large Domestic Firms (approx 300 or more workers)

4. Small Domestic Firms

5. Multinationals/Foreign Firms

q2_28

2.28. Do you have one major customer who accounts for a quarter or more of your sales?

1. Yes

2. No

q2_29

2.29. Approximately how many customers did your business make a sale to on the last full day you worked?

q2_30

2.30. How does the number of customers you had this week compare to your usual number of customers before the tsunami?

1=more now, 2=less now, 3=about the same

SECTION 3: MORE EFFECTS OF TSUNAMI

3.1 Did your business suffer any of the following effects as a result of the tsunami?

[Interviewer: ask about each effect and mark yes or no for each]

Effect:

- loss of electricity
- closure of banking facilities
- roads to customers or suppliers damaged
- loss of water
- loss of sewerage
- loss of phone service

Yes	No
q3_1a	
q3_1f	

3.2. Were you hit by water during the tsunami?

- Yes → Q3.6. **q3_2**
- No Q3.3

3.3 Were you somewhere where you directly saw the tsunami?

- Yes → Q3..6 **q3_3**
- No Q3.4

3.4 Have you ever been to an area where the tsunami hit?

- Yes Q3.6 **q3_4**
- No → Q.3.6

3.5. How many days or weeks after the tsunami was it before you went to an area where the tsunami had hit?

<input type="text"/>	days	<input type="text"/>	weeks
q3_5a		q3_5b	

3.6 Were any of your family members killed by the tsunami?

- Yes **q3_6**
- No

3.7 Were any of your close friends killed by the tsunami?

- Yes
- No **q3_7**

3.8 For each of the following, say whether you strongly agree, agree, disagree or strongly disagree with the following statements as applied to your life:

- Strongly agree
- Agree
- Disagree
- Strongly disagree

- I feel I am living in a "normal" everyday life. **q3_8_a**
- I have come to feel that everyday life consists of repetitive routines
- I no longer talk about the tsunami these days
- I have changed my outlook on life as a result of the tsunami **q3_8_d**

3.9 How has your level of inventories changed over the past 6 months?

- Increased **q3_9**
- Stayed the Same
- Decreased
- I don't have inventories

3.10 How has the number of employees changed over the past 6 months?

- Increased **q3_10**
- Stayed the Same
- Decreased
- I don't have employees

3.11 Is your business currently smaller than, larger than, or exactly the size you want?

- Smaller than desired size **q3_11**
- Larger than desired size
- Exactly the size I want

3.12 Have any of the following factors constrained your ability to increase the size of your business to your desired size?

[Interviewer: ask whether each of the following has been a constraint]

	Constraint	Not a Constraint
a) lack of demand	q3_12a	
b) lack of inputs		
c) lack of finance		
d) poor quality electricity and phone		
e) lack of trained employees		
f) costs of hiring new employees		
g) legal regulations		
h) poor quality roads		
i) lack of market information		
j) high tax rates		
k) lack of clear ownership of land		
l) high crime rates		
m) economic policy uncertainty	q3_12m	

3.13 If you had 5,000 Rupees to invest in your business in any way, including buying new equipment, increasing inventories, hiring another worker, paying for a legal permit, or other such factors, what would you purchase? List up to three separate items that total no more than 5,000 Rupees.

[Interviewer: ask them to be as specific as possible. E.g. rather than furniture, write desk and chair; rather than machinery, write type of machine and make and model]

Item	Cost (Rupees)
1 q3_13a1	q3_13b1
2 q3_13a2	q3_13b2
3 q3_13a3	q3_13b3

3.14 What would you purchase for your business if you had 10,000 Rupees? (list up to three items)

[Interviewer: again ask them to be as specific as possible]

Item	Cost (Rupees)
1 q3_14a1	q3_14b1
2 q3_14a2	q3_14b2
3 q3_14a3	q3_14b3

3.15 What would you purchase for your business if you had 15,000 Rupees? (list up to three items)

[Interviewer: again ask them to be as specific as possible]

Item	Cost (Rupees)
1 q3_15a1	q3_15b1
2 q3_15a2	q3_15b2
3 q3_15a3	q3_15b3

q3_16

3.16 Think now about the single tool, piece of equipment or machinery, or other asset that would increase the profitability of your enterprise the most. How much money would you need to purchase that asset?

Rupees

q3_17_1, q3_17_2, q3_17_3, q3_17_4, q3_17_5

3.17 Describe this asset:

Item

q3_18

3.18 How much money did you invest to start your business?

Rupees

q3_19

3.19 Would you have started this same business if you had [Q18 amount]+10,000 Rupees at the time?

[Interviewer: substitute in answer from Question 18 and add 10,000 to it]

1. Yes → Q3..21

2. No Q3.20

q3_20

3.20 What would you have done instead of starting this same business?

1. Started a different business in the same industry

2. Started a business in a different industry. Write industry here: _____

3. Not started the business and worked in the wage sector

4. Other. Specify _____

3.21 If you had 10,000 Rupees to spend in any way, including on your household, how much of the 10,000 Rupees would you spend on

1. Your business?

Rupees

2. Durable goods for your household (e.g., washing machines, television)

Rupees

3. Food, clothing and other current expenditures for the household

Rupees

4. Other uses (specify _____)

Rupees

3.22 What would you spend the money on if you didn't spend it on your business?

List up to three items.

[Interviewer: again ask them to be as specific as possible e.g. fridge rather than furniture, meat rather than food]

Item	Cost (Rupees)
1 q3_22a1	q3_22b1
2 q3_22a2	q3_22b2
3 q3_22a3	q3_22b3

SECTION 4: LOANS

4.1 I would like to ask about loans that your business has had or still has. Please provide information on the following types of loans

Type of Loan	a. Have you ever had a loan of this type? 1. Yes 2. No → <i>next type</i>	b. Do you still owe part of this loan? 1. Yes 2. No → <i>next type</i>	c. What is the amount owing? (Rupees)	d. When was the first such loan received? Month Year	e. When was the last such loan received? Month Year	f. What is the MONTHLY/Annually INTEREST rate in percent on this loan? (percent) Monthly Annually
1. Private bank	q4_1a1	q4_1b1	q4_1c1	q4_1dm1	q4_1em1	q4_1fm1 q4_1fy1
2. Government bank				q4_1dy1	q4_1ey1	
3. Microfinance organization						
4. Samurdhi						
5. Sanasa						
6. IDRP/REAP/ABG etc.						
7. Tsunami relief program						
8. Moneylender						
9. Family and friends				q4_1dm10	q4_1em10	q4_1fm10 q4_1fy10
10. Other	q4_1a10	q4_1b10	q4_1c10	q4_1dy10	q4_1ey10	

4.2 Suppose you wanted to borrow money from a moneylender. What is the maximum amount you would be allowed to borrow and the interest rate that would be charged?

- Maximum Amount in Rupees
- Interest rate in Percent or payment in Rupees
- If it pay in Rupees Amount
- Period the interest rate/payment refers to:
1=Daily, 2=Weekly, 3=Monthly, 4=Annual

q4_2_1
↓
q4_2_1

Section 5. Expectations

q5_1

5.1 If you invested 10,000 Rupees in your business today, how much would profits increase 3 months from now?
(answer should be the amount of INCREASE in Rupees PER MONTH)

Rupees per month

q5_2

5.2 If you invested 20,000 Rupees in your business today, how much would profits increase 3 months from now?
(answer should be the amount of INCREASE in Rupees PER MONTH)

Rupees per month

q5_3

5.3 What is the lowest MONTHLY wage you would be willing to accept in order to close your business and take a wage job today?

Rupees per month

q5_4

5.4 If continue operating your current business, what do you think is the LOWEST amount of profits you personally could possibly be earning PER MONTH, THREE MONTHS from now? [Interviewer: prompt that three months from now is e.g. July]

Rupees per month

q5_5

5.5 If continue operating your current business, what do you think is the HIGHEST amount of profits you personally could possibly be earning PER MONTH, THREE MONTHS from now? [Interviewer: prompt that three months from now is e.g. July]

Rupees per month

q5_6

5.6 Suppose I were to offer you a choice between the following two choices:

Choice A: 400 Rupees with certainty

Choice B: A lottery with a 50% chance of winning 800 Rupees and a 50% chance of winning nothing.

Which would you choose, Choice A or Choice B?

q5_7

5.7 Suppose I were to offer you a choice between the following two choices

Choice A: 400 Rupees with certainty

Choice C: A lottery with a 50% chance of winning 1000 Rupees and a 50% chance of winning nothing

Which would you choose, Choice A or Choice C?

q5_8

5.8 Suppose instead the two choices are

Choice A: 400 Rupees with certainty

Choice D: A lottery with a 50% chance of winning 1500 Rupees and a 50% chance of winning nothing

Which would you choose, Choice A or Choice D?

[Interviewer: read the following passage to the principal applicant]

Now, I will ask you some questions about uncertain outcomes. In each case, try to think about the whole range of possible outcomes and think about how likely they are to occur during the specified time period. I will ask you about the PERCENT CHANCE of something happening. The percent chance must be a number between zero and one hundred. Numbers like 2 or 5 percent may be "almost no chance", 20 percent or so may mean "not much chance", a 45 or 55 percent chance may be a "pretty even chance", 80 percent or so may mean a "very good chance", and a 95 or 98 percent chance may be "almost certain". The percent chance can also be thought of as the NUMBER OF CHANCES out of 100.

q5_9

5.9 Let's start with the weather where you live. What do you think is the PERCENT CHANCE (or CHANCES OUT OF 100) that it will rain tomorrow?

[Interviewer: check answer is number from 0 to 100]

5.10

What do you think is the PERCENT CHANCE (or CHANCES OUT OF 100) that you will be operating this same business in THREE MONTHS?

[Interviewer: check answer is number from 0 to 100]

q5_10_1

Interviewer: Record the response to Q. 5 above here:

q5_10_2

Record the response to Q. 6 above here:

q5_10_3

The average of these is Average Income

q5_10_4

q5_11

5.11 What do you think is the PERCENT CHANCE that your MONTHLY INCOME next month will be less than [AVERAGE INCOME]?

[Interviewer: check answer is number from 0 to 100]