

SHENO NO:

**SRI-LANKA FEMALE POTENTIAL ENTERPRISES SURVEY**

**January 2009**

<b>ON.</b> Name of Potential Business Owner :					
<b>NB.</b> Nature of the Potential Business: 1 = Manufacturing    2 = Services    3 = Retail / Sales					
<b>GN:</b> Gender of Potential Business Owner: 1 = Male –stop interview, 2 = Owned by Husband and Wife jointly – stop interview, 3 = Female – continue interview					
<b>AD1.</b> Home Address:					
<b>AD2.</b>					
<b>AD3.</b>					
TN. Telephone number: 1.Land:		<b>TN1</b>	2.Mobile:		<b>TN2</b>
<b>CN.</b> By what name are you commonly known in this area?					
<b>LN.</b> Language: 1. Sinhala    2. Tamil    3. English					

**Use codes and names**

Province (PR)	<b>PR</b>	Divisional Secretariat (DS)	<b>DS</b>
District (DI)	<b>DI</b>	Grama Niladhari Division (GN)	<b>GN</b>
Town (TO)	<b>TO</b>	G.N.Division (GN) number	

**Interviewer Records:**

Interviewer Name	Number
Date and Time of Interview. Use 24 hour system for time..	
First Interview: Date: ..... Time: .....From..... To: .....	
Second Interview: Date ..... Time: ..... From..... To: .....	
Third Interview: Date ..... Time: .....From..... To: .....	
I certify that all the information contained in this document was obtained as accurately as possible from the respondent to questions asked according to given instructions.	
.....	
Interviewer Signature	

**Supervisor's Records**

Method	Accompanied by Supervisor	Recheck	Check only questionnaire	Supervisor's Name:
Date Y/M/D	2008./...../.....	2008./...../.....	2008./...../.....	
Time(Use 24 hour system for time)	From    To	From    To	From    To	Signature:

**Record of Process**

	Yes	Name/ No	Signature	Date (Year/ Month/ Date)
Field Scrutinization	1			____/____/____
Coding	1			____/____/____
Data Entry	1			____/____/____
Cleaning	1			____/____/____
Researchers	1			____/____/____
Analysis	1			____/____/____

**Sketch the location of the home: (Sufficient details for supervisor to locate the place)**

## SECTION 1: PERSONAL AND BUSINESS INFORMATION

I would like to ask you some questions about the business you expect to start.

- 1.1 What is the nature of your business or what would your activity consist of? (If no firm answer is given stop survey)  
(Interviewer: describe and use code ISIC-R3)  
1. Respondent's answer : \_\_\_\_\_  
2. Description of ISIC: \_\_\_\_\_ 

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- 1.2. How many hours a week do you personally expect to spend working in the business ? Hrs: \_\_\_\_\_
- 1.3. Have you identified a place for your business  
1. Yes go to Qn 1.4  
2. No go to Qn 1.7
- 1.4 Where do you expect to locate your business; in your home, or some other place? (SA)  
1. At home  
2. Outside of the home but separate building in own land  
3. Outside of the home and outside own land, but in the same GN division  
4. Outside of GN Division but within the DS Division  
5. Outside DS Division but within the District  
6. District outside the resident district  
7. Other (please explain) \_\_\_\_\_
- 1.5. Would your business operate in a permanent place, or would it be mobile?  
1. Fixed location (go to 1.5a)  
2. Mobile business (go to 1.7)
- 1.5a Which of the following best describes that fixed location?  
1. Located in a main marketplace  
2. Located in a secondary marketplace  
3. Located on a busy street with lots of other businesses around  
4. Located on a quiet street with other businesses around  
5. Located in a residential area
- 1.6. Would this site be your own property/ rented/ borrowed? Q1\_6  
1. Your own property  
2. Expecting to buy  
3. Rented/Leased property  
4. Expecting to rent/lease  
5. Borrowed  
6. Expecting to borrow  
7. Other (specify).....
- 1.7. Will you be starting the business from scratch or expect to inherit/purchase from your parents or someone else? Q1\_7  
1. Expect to start the business from scratch Go to Qn. 1.9  
2. Expect to purchase or inherit the business Go to Qn. 1.8
- 1.8. If you would not start the business from scratch , would it be: Q1\_8  
1. Inherited from your parents?  
2. Inherited from another family member?  
3. Owned from marriage  
4. Purchased from a family member?

5. Purchased from someone outside the family?
6. Other (Specify \_\_\_\_\_)

1.9. When will you take over the activities/ ownership/ management of this business? (If don't know mention it)  
 1.9m Month \_\_\_\_Q1\_9M\_\_\_\_ 1.9y Year \_\_\_\_Q1\_9Y\_\_\_\_ 99. Don't know

**Personal Information**

1.10. What is your age? Years :

1.11. Gender  
 1. Male - Stop Interview  
 2. Female

1.12. Marital Status  
 1. Single/Never Married go to Qn 1.15  
 2. Married  
 3. Widowed  
 4. Divorced  
 5. Separated

1.13. At what age were you married? Age\_\_\_\_ (Interviewer: If married more than once, record the age of the first marriage.)

*Interviewer: If answer is 3 to 5 for Qn 1.12, then go to Qn 1.15*

1.13a What is your husband's occupation ?  
 1. Salaried/Wage employee  
 2. Owns a separate business / self employed  
 3. Works in the business owned by the wife  
 4. Unemployed and looking for work  
 5. Full time Student  
 6. Retired  
 7. Overseas worker  
 8. Other (specify)\_\_\_\_\_

1.14. How much does your husband earn in a normal month? Rs.\_\_\_\_\_

1.15. What ethnic group do you belong to?  
 1. Sinhalese  
 2. Sri Lankan Tamil  
 3. Indian Tamil  
 4. Sri Lankan Moor  
 5. Burgher  
 6. Malay  
 7. Other (Please Specify.....)

1.16 What religious group do you belong to?  
 1. Buddhist  
 2. Hindu  
 3. Islam  
 4. Roman Catholic  
 5. Other Christian

6. Other (Please Specify.....)

1.17 Number of people living in your household (including yourself)

	No.
a. Adults aged 18 to 59	
b. Adults aged 60 or older	
c. Children (under 18)	

*Interviewer : If answer to Qn 1.12 is 1, go to next Section*

1.18. How many children under 18 do you have? \_\_\_\_\_

*If answer is none, write 0, and go to next section*

1.19. What is the age of the youngest child under 18? \_\_\_\_\_

1.19a What is the age of the oldest child under 18?

1.20. Who is the person with most responsibility for looking after the children during the daytime?

1. Me
2. My spouse
3. My parents or parents-in-law
4. Older child
5. Other family member
6. Childcare agency
7. School teacher
8. Neighbour or friend
9. Domestic helper
10. Other (specify)\_\_\_\_\_

1.21 If you were to work outside of your home on a regular basis, do you have someone who could look after your children?

1. Yes
2. No
3. Don't know

## SECTION 2 : EDUCATION AND EMPLOYMENT BACKGROUND

### Educational Background

2.1. What is the highest level of education that you have completed? Q2\_1

1 = Completed Year 1, 2 = Completed Year 2 / Grade 1, 3= Completed Year 3 / Grade 2, 4 = Completed Year 4 / Grade 3, 5 = Completed Year 5 / Grade 4 , 6 = Completed Year 6 / Grade 5, 7 = Completed Year 7 / Grade 6, 8 = Completed Year 8 / Grade 7, 9 = Completed Year 9 / Grade 8, 10 = Completed Year 10 / Grade 9, 11 = Completed Year 11 / G.C.E. (Ordinary Level) / NCGE, 12 = Completed Year 12 / Grade 11, 13 = Completed Year 13 / G.C.E. (Advanced Level) / HNCE, 14 = Completed some years at university, 15 = Completed university degree, 16 = Postgraduate work, 17 = Technical College , 18. = Not gone to school/ Entered Year 1 only

*Interviewer: If answer to Qn.2.1 is 14-17, ask Qn. 2.2. If not (i.e. 1-13 or 18), go to Qn. 2.3*

2.2. Then how many years of formal education have you had? Q2\_2

Years:

*(Interviewer: This should be 11 or higher.)*

**Employment background and history**

2.3. How many different jobs have you done before?

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*If answer to Qn 2.3 is 0 go to Next Section*

2.4. At what age did you begin to work Q2\_3

Years: 

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I'd like to ask you about your work experience during three periods of your life.

2.5. Between the time you finished schooling and the time you were married (to this date if unmarried), how many years did you work as:

Experience	No. of Years
a. A wage worker	
b. A casual / daily worker	
c. Own account worker / business owner	
d. Unpaid family worker	
e. Apprentice worker	
f. Overseas employee	
g. Other (specify)	
h. No work experience	

2.5a. In what industry did you work for the longest time between the time you finished schooling and the time you were married? \_\_\_\_\_ ISIC CODE 

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*If never married (1.15 Ans 1) go to QN 2.8*

2.6. Between the time you were married and the time you had your first child (if no children to date), how many years did you work as:

Experience	No. of Years
a. A wage worker	
b. A casual / daily worker	
c. Own account worker / business owner	
d. Unpaid family worker	
e. Apprentice worker	
f. Overseas employee	
g. Other (specify)	
h. No work experience	

2.6a. In what industry did you work for the longest time between the time you were married and the time you had your first child? \_\_\_\_\_ ISIC CODE 

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*If no children go to QN 2.8*

2.7. Between the time you had your first child and now, how many years did you work as:

Experience	No of Years
a. A wage worker	
b. A casual / daily worker	
c. Own account worker / business owner	

d. Unpaid family worker	
e. Apprentice worker	
f. Overseas employee	
g. Other (specify)	
h. No work experience	

2.7a. In what industry did you work for the longest time between the time you had your first child and now?  
 \_\_\_\_\_ ISIC CODE

*If the person has ever worked as a wage worker or daily paid worker (categories a and b), ask 2.8 (what type of business they were a wage worker or other paid worker in. Be specific. E.g. worked as a hairdressing assistant rather than worked in personal services.)*

2.8 What is the industry that you have worked (or what type of business) most in, as a wage worker or daily paid worker \_\_\_\_\_

*(Give specific information. E.g. worked as a hairdressing assistant rather than worked in personal services.)*

ISIC CODE

ISOC CODE

### SECTION 3 : CHILDHOOD AND FAMILY BACKGROUND

3.1. What is the highest level of education attained by your father? (Same codes as question 2.1)  
 \_\_\_\_\_ Q3\_1

3.2. What is the highest level of education attained by your mother? (Same codes as question 2.1)  
 \_\_\_\_\_ Q3\_2

3.3. Has your father ever owned a business or been self-employed? Q3\_3  
 1. Yes  
 2. No            Go to Qn. 3.5

3.4. What is the largest number of employees your father's business ever had? Q3\_4  
 \_\_\_\_\_ 99. There were not any workers

3.5. Has your mother ever owned a business or been self employed? Q3\_5  
 1. Yes  
 2. No            Go to Qn. 3.7

3.6. What is the largest number of employees your mother's business ever had? Q3\_6  
 \_\_\_\_\_ 99. There were not any workers

3.7. When you left school, were you a student leader or prefect?  
 1. Yes  
 2. No

3.8. At age 12, what percentage of your neighbours did not have enough to eat or got by with difficulty?  
 \_\_\_\_\_% 999. Don't know/Can't say

3.9. At age 12, did your family sometimes not have enough to eat, or get by with difficulty?  
 1. Yes  
 2. No

3. Don't know/ Can't say

3.10. What percentage of the children in your neighborhood sat for the O/Level examinations?  
 \_\_\_\_\_% 999- Don't know/ Don't remember

3.11 What percentage of the children in your neighborhood sat for the A/Level examinations? \_\_\_\_\_%  
 999- Don't know/ Don't remember

3.12 (Show picture of ladder with nine rungs.) Here is a picture of a ladder. Suppose we say that the top of the ladder (POINTING) represents the tallest (boy / girl) aged 12 in your childhood neighborhood, and the bottom (POINTING) represents the shortest (boy/girl). Which rung on the ladder (MOVING FINGER RAPIDLY UP AND DOWN THE LADDER) best represents your height at age 12?  
 \_\_\_\_\_

3.13 Do you or the members of your household own any of the following items?

1. Iron and heaters
2. Refrigerator or freezer
3. Fans
4. Sewing machines
5. Radio, cassette players, CD players and record players
6. Television sets, VCR, DVDs
7. Motorcycles ,scooters, threewheelers
8. Motor cars, vans, lorries etc.
9. Oven
10. Gas cooker

3.14 What is your relationship to the head of household: **Q4\_1**  
 [Relationship to Head: 1=Head, 2=Wife/Husband, 3=Son/Daughter, 4=Son-in-law/Daughter-in-law, 5=Grandchild/Great Grandchild, 6=parent of head or spouse, 7=other relative, 8=domestic employee, 9=non-relative]

3.15. Name all persons who usually live in this household, including individuals temporarily living elsewhere or temporarily working in another location. Also include those in overseas employment or armed forces. Include the household members according to the relationship. Eg: first Head of household, second wife/husband etc.

*INTERVIEWER: Don't include the respondent as a member to this section since all information is collected in previous sections.*

Household Member ID	4.2 Name	4.3 Sex 1=M 2=F	4.4 Relationship to household head [Use Codes 4.1]	4.5 Age	4.6 Marital Status 1=Never Married 2=Married 3=Widowed 4=Divorced 5=Separated	4.7 What activities is he/she involved in at the present {Interviewer: See activities codes below}	4.8 If employed, how many hours does/did this person work in a normal week?	4.9 If employed, how much does he/she earn in a normal month?	4.10 What is the highest level of education he/she has obtained (number of years)? [Use 2.1 Codes]
		Code	Code	Year	Code	Code	Hours	Rupees	
1		<b>Q4_3_1</b>	<b>Q4_4_1</b>	<b>Q4_5_1</b>	<b>Q4_6_1</b>	<b>Q4_7_1</b>	<b>Q4_8_1</b>	<b>Q4_9_1</b>	<b>Q4_10_1</b>
2									

3									
4									
5									
6									
7									
8									
9									
10									
11									
12		Q4_3_12	Q4_4_12	Q4_5_1 2	Q4_6_12	Q4_7_12	Q4_8_12	Q4_9_12	Q4_10_1 2

Code for activities involved: 1=salaried/wage employee, 2=self-economic activities, 3=employer, 4=unpaid family worker, 5=expecting a job (unemployment), 6=student, 7=housekeeping, 8=retired(pension), 9=economically inactive, 10=non-schooling kid, 11=other non-economic activities, 12. Overseas worker

3.16 Can you tell about how you spent your time during the last week. Please describe the hours which you spent for the following activities during last week.

Activities	No of Hours
1. Looking after children	
2. Picking and dropping children at school	
3. Looking after own parents or other elderly persons	
4. Preparing food or cooking	
5. Consumption of meals	
6. Tidying and cleaning the house	
7. Washing clothes	
8. Gardening and household chores	
9. Household Shopping or Marketing	
10. Working for a family member's business as a non-waged worker	
11. Working for a non-family member's business as a non-waged worker	
12. Working for a family member's business as a waged worker	
11. Working for a non-family member's business as a waged worker	

3.17 Please tell me to what degree you would agree or disagree with the following statements.

- 1 Strongly disagree
- 2 Disagree
- 3 Neither agree or disagree
- 4 Agree
- 5 Strongly agree
- 6 Do not know

Statement	Response
a. When I have money in my hand, I am compelled to spend it on the needs of my husband or my family	



b. Those who run their business well, tend to get requests from their friends and family for financial help for expenditure or other needs	
c. Investing in machinery or equipment for the business is one way of saving money. Then it also avoids others asking for money	

## SECTION 4 : FINANCE AND LOANS INFORMATION

- 4.1. Think about the investment you are hoping to make to start the business. At the start how much money would you need to invest in equipment, inventories, etc.:

Investment	Value	Rental per month (if rented)
a. Land and Buildings		
b. Machinery, equipment and working capital i.e raw material.		

### LOANS

- 4.2 I would like to ask about loans that you have or hope to have for your business. Please provide information on the following types of loans

Type of Loan	4.2a. Have you ever had a loan of this type / or hope to have? 1. Yes 2. No <i>If answer No strat from next row</i>	4.2b. Loan Amount Rs.
1. Private bank (Sampath, Seylan)		
2. Government bank (Bank of Ceylon, People's bank)		
3. Microfinance organization (eg. Seeds)		
4. Development Bank (e.g., RDB)		
5. Samurdhi		
6. Sanasa		
7. Development project loans IDRP/REAP/ABG etc		
8. Tsunami relief program		
9. Moneylender		
10. Family and friends		
11. Other		

- 4.3 Suppose someone was going to pay you Rs 10,000 one month from now. He/she offers to pay you a lower amount today instead. What amount today would make you just as happy as receiving Rs 10,000 in a month's time? Rs : \_\_\_\_\_

*Interviewer: Probe: "You wouldn't be willing to take (100 Rs. less)?"*

- 4.4 In December how much was your household income from all sources? Rs. \_\_\_\_\_

## SECTION 6 : CHOICE OF SECTOR

6.1. We would now like to understand why you chose the sector of work that you are currently hoping to work in, rather than being self-employed in another sector. In particular, we are interested in why you have chosen to start work in [*Give name of current sector such as retail trade or tailoring*] instead of other self-employment occupations such as [*give other sector names such as repair services, transport, tailoring, retail trade, food preparation*]. Which of the following are reasons why you hope to work in this sector or industry of self-employment rather than another self-employed occupation?

1 = reason 2= not a reason

Reason	Return
1. A family member had worked in the same industry	
2. Friends were working in the same industry	
3. The cost of equipment and materials to begin a business in this sector are low	
4. I have worked as a wage worker in this sector or industry before	
5. Working in this occupation allows me more flexibility to look after children or other family members than other sectors or industries	
6. I received training as an apprentice in this industry	
7. I believe I can earn more money working in this sector than any other sector	
8. I didn't have enough money to open a business in another sector I wanted to work in	
9. I will receive a safe, reliable stream of income from this sector, whereas other industries are more risky	
10. This industry receives less inspections from the Government than other industries	
11. This is an industry where it is socially acceptable for someone of my sex to work	
12. I don't know how to do anything else	
13. Other (specify) _____	

6.2 Which of the reasons above are the two most important reasons for deciding to work in the sector or industry you are currently hoping to work in rather than another industry? If there is another reason that we haven't mentioned, say what this reason is? *Interviewer: mark answer as 1 through 12 from responses from 6.1, or mark 13, other and enter reason here.*

First most important reason \_\_\_\_\_

Second most important reason \_\_\_\_\_

6.3. Some people feel confident talking with strangers and enjoy meeting customers, while others prefer to work at a job where they do not have to talk with customers as much. Which do you prefer?

1. A job where I talk with customers a lot
2. A job where I do not have to talk with customers very much
3. I don't mind either way.

6.4. Some women are concerned about safety if they work alone in a public place (away from their house). Others are less worried about such things. Which best describes you?

1. Concerned about safety if I work alone in a public location
2. Not worried about my safety if I work alone in a public location

6.5. Have you taken any steps in the past year towards starting a business in any line of work?

1. Yes
2. No go to Qn 6.7

6.6 Have you taken any of the following steps towards opening a business in this sector?

1 = Yes 2= No

- a. Have decided on a product or service that I would like to produce
- b. Have looked for or decided on a location to operate this other business
- c. Have talked to people in the neighborhood to gauge the demand for this new business
- d. Worked out how much money you would need to start this new business
- e. Taken a training course to get skills for this new line of business
- f. Other (specify)\_\_\_\_\_

6.7. Which of the following are you able to do with sufficient skill to use in a business?

1 = Can do 2 = Can't do 3= not sure

- a. Sew a shirt
- b. Make short eats
- c. Bake a cake
- d. Give a haircut
- e. Keep business records
- f. Make string hoppers
- g. Embroidery
- h. Make a batik tablecloth

6.8 Which of the following businesses is it socially acceptable for women like you to work in?  
(more than one choice)

- a. Making string hoppers
- b. Bicycle repair shop
- c. Grocery store operated from within the home
- d. Grocery store operated outside the home
- e. Beauty shop
- f. Tea shop operated from outside the home
- g. Bakery

6.9 Which of the following businesses would your husband / family be supportive of you operating? (More than one choice)

- a. Making string hoppers
- b. Bicycle repair shop
- c. Grocery store operated from within the home
- d. Grocery store operated outside the home
- e. Beauty shop
- f. Tea shop operated from outside the home
- g. Bakery

Now I am going to ask you about several common occupations which women in Sri Lanka work in. For each, I would like to know what you think the average monthly income of a woman business owner working full-time in this occupation is, how much you think it would cost to start a business in this sector, and whether you think you have the necessary skills to run a business in this sector if you wanted to start this type of business in the next year.

6.10 Let's start with thinking about operating a neighborhood grocery store in a location outside your home.

- a. What do you think are the average monthly profits for a women in your area operating a grocery store? Rs. \_\_\_\_\_ or 999 Can't say/Don't Know \_\_\_\_
- b. How much do you think it would cost to begin a grocery store business? Rs. \_\_\_\_\_ or 999 Can't say/Don't know
- c. How many female friends do you have who operate grocery stores? \_\_\_\_\_
- d. How confident are you that you have the necessary skills to operate a grocery store profitably if you wanted to start a business in this sector?
  1. Very confident
  2. Somewhat confident
  3. Not very confident
  4. I know I couldn't do this.
  5. I run a grocery store part-time or occasionally but would like to do this or some other business on a full time basis.

6.11 How about running a beauty shop?

- a. What do you think are the average monthly profits for a women in your area operating a beauty shop?Rs. \_\_\_\_\_ or 999 Don't Know \_\_\_\_
- b. How much do you think it would cost to begin a beauty shop business? Rs. \_\_\_\_\_ or 999 Don't know
- c. How many female friends do you have who operate beauty shop? \_\_\_\_\_
- d. How confident are you that you have the necessary skills to operate a beauty shop profitably if you wanted to start a business in this sector? [Interviewer: answer 5 if the person currently owns a beauty shop]
  1. Very confident
  2. Somewhat confident
  3. Not very confident
  4. I know I couldn't do this.
  5. I run a beauty shop part-time or occasionally but would like to do this or some other business on a full time basis.

6.12 How about running a bakery?

- a. What do you think are the average monthly profits for a women in your area operating a bakery? Rs. \_\_\_\_\_ or Don't Know/can't say
- b. How much do you think it would cost to begin a bakery business? Rs. \_\_\_\_\_ or Don't know/can't say\_\_\_\_\_
- c. How many female friends do you have who operate bakery? \_\_\_\_\_
- d. How confident are you that you have the necessary skills to operate a bakery profitably if you wanted to start a business in this sector? [Interviewer: answer 5 if the person currently owns a bakery]
  1. Very confident
  2. Somewhat confident
  3. Not very confident

4. I know I couldn't do this.
5. I run a bakery part-time or occasionally but would like to do this or some other business on a full time basis.

6.13 How about running a tea shop?

- a. What do you think are the average monthly profits for a women in your area operating a tea shop? Rs. \_\_\_\_\_ or Don't Know/can't say \_\_\_\_
- b. How much do you think it would cost to begin a tea shop? Rs. \_\_\_\_\_ or Don't know/can't say \_\_\_\_\_
- c. How many female friends do you have who operate a tea shop? \_\_\_\_\_
- d. How confident are you that you have the necessary skills to operate a tea shop profitably if you wanted to start a business in this sector? [Interviewer: answer 5 if the person currently owns a tea shop]
  1. Very confident
  2. Somewhat confident
  3. Not very confident
  4. I know I couldn't do this.
  5. I run a tea shop part-time or occasionally but would like to do this or some other business on a full time basis.

## SECTION 7: SKILLS AND TRAINING

7.1 Have you ever taken part in any training to improve your business skills? (General/Higher education not considered)

1. Yes
2. No                                   if No Go to Qn. 7.5

7.2 Where did you receive the training?

1. Secondary or technical school
2. College or university
3. Short course offered government / NGO
4. Short course offered by consulting firm
5. Paid for individual consultancy
6. Other ( \_\_\_\_\_ )

7.3 Approximately how many hours of training did you receive? \_\_\_\_\_hrs

7.4 What general areas of running a business were covered by the training

1=Covered, 2=Not Covered

1. Accounting / maintaining business records
2. Customer/supplier relations
3. Marketing
4. Management of employees
5. Organization of production
6. Technical training
7. Other (specify): \_\_\_\_\_

7.5 If you were offered training related to general business skills at a very subsidized price would you be interested?

1. Yes
2. No
3. Not sure/Don't know

- 7.6 If you were offered such general business training for 40-45 hrs (i.e. 5-6 days), how much would you be willing to pay for such a training programme? Rs. \_\_\_\_\_
- 7.7 If you were offered specialized technical training related to your business or intended business sector at a very subsidized price would you be interested?
1. Yes
  2. No
  3. Not sure/Don't know
- 7.8 If you were offered such specialized technical training for 40-45 hrs (i.e. 5-6 days), how much would you be willing to pay for such a training programme? Rs. \_\_\_\_\_

## SECTION 8 : COMPETITIVE ENVIRONMENT

- 8.1 How many firms operate in the same proposed line of business in your G.N? □ □ □ □  
999. Don't know
- 8.2 What percentage of your expected sales will be to the following:
1. Small firms \_\_\_\_\_ %
  2. Medium and large firms \_\_\_\_\_ %
  3. Individual consumers \_\_\_\_\_ %
  4. Government and Government Agencies \_\_\_\_\_ %
  5. Foreign firms \_\_\_\_\_ %
  6. Other \_\_\_\_\_ %
- 8.3 What are the three main products or services you hope to sell, and the price per unit you will sell at?

Main products	(a) Type of units	(b) Price per unit
1. Most important item		
2. Second most important		
3. Third most important		

## SECTION 10 : EXPECTATIONS

### EXPECTATIONS

- 10.1 What do you expect you will be doing to earn a living in 5 years time? (SA)
1. Continue in same line of business      Go to Qn 10.2
  2. Operating a different line of business      Go to Qn 10.2
  3. Wage work      Go to Next Section
  4. Retired      Go to Next Section
  5. Other \_\_\_\_\_      Go to Next Section
- 10.2 Imagine you are still running a business five years from now. How many employees would you expect your business to have at that point in time? \_\_\_\_\_ 99- Can't say/not sure

## SECTION 11 : TRUST AND RAVEN TEST

### TRUST

- 11.1 Generally speaking would you say that most people can be trusted or that you need to be very careful in dealing with people.

1. Most people can be trusted
2. You need to be very careful.

11.2 I'd like to ask you how much you trust people from various groups. Could you tell me for each whether you trust people from this group completely, somewhat, not very much, or not at all?  
 1= Trust completely, 2= Trust somewhat, 3 = Do not trust very much, 4= Do not trust at all.

1. Your neighbors
2. People you meet for the first time

11.3 I am going to name a number of organizations. For each one, could you tell me how much confidence you have in them: is it a great deal of confidence, quite a lot of confidence, not very much confidence, or none at all?  
 1 = A great deal, 2= Quite a lot, 3= Not very much, 4= None at all.

1. The press
2. The police
3. The courts
4. The national government
5. The district government
6. The municipal council, urban council or Pradeshiya Saba

**11.4**

**RAVEN TEST**

**Show the card**

I will show you a series of pictures. Each picture has figures in three rows and three columns. One figure is missing. You should find the missing part required to complete a pattern. You will be given 5 minutes. During that time, do as many as possible. Feel free to Go a picture and come back later..

**(Record answers)**

1.	2.	3.	4.
5.	6.	7.	8.
9.	10.	11.	12.

INTERVIEWER: The respondent needs 5 minutes of uninterrupted time. If they do get interrupted, take the pictures back and return it to them for the remaining time

**SECTION 12 : RISK ATTITUDES AND RECALL ABILITIES**

12.1 Are you generally a person who is fully prepared to take risks or do you try to avoid taking risks? Please tick a box on the scale, where the value 0 means:"unwilling to take risks" and the value 10 means: "fully prepared to take risks."  
 The value 0 means:"unwilling to take risks" and the value 10 means: "fully prepared to take risks."

0	1	2	3	4	5	6	7	8	9	10
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Unwilling to take risks

Fully prepared to take risks

## 12.2 DIGIT-SPAN RECALL

**INTERVIEWER:** Start with the card with 3 numbers marked on it, listed as card number 3. Tell the enterprise owner the following:

### Show the card

I am now going to show you a card with several numbers written on it. I will show you the card for 10 seconds. I will then wait 10 seconds, and ask you to repeat the numbers back to me. For example, if I showed you this card:

[INTERVIEWER: pull out card with three digits on it and show it to the owner.]

Then you would look at this card, remember the numbers, and after 10 seconds repeat back to me 7-5-2. Okay, let's start with a card with 4 numbers on it.

**INTERVIEWER:** Show them the card with 4 numbers on it for 10 seconds, then wait for 10 seconds, and ask them to repeat the numbers back to you. If they get the numbers correct on the first attempt, mark 1 for correct in the box and move onto the next card with 5 numbers on it. Otherwise, if they do not get the numbers right, mark 2 for incorrect in the box, and move onto the next section.

	1=correct (If 1 go to the next card)	2=wrong (If 2 go to Q 13.5)
a. 4 numbers	1	2
b. 5 numbers	1	2
c. 6 numbers	1	2
d. 7 numbers	1	2
e. 8 numbers	1	2
f. 9 numbers	1	2
g. 10 numbers	1	2
h. 11 numbers	1	2

- 12.3 Suppose someone was going to pay you Rs 10,000 six months from now. He/she offers to pay you a lower amount in five months time. What amount in five months would make you just as happy as receiving Rs 10,000 in six months? Rs : \_\_\_\_\_

**INTERVIEWER: Probe:** "You wouldn't be willing to take (100 Rs. less)?"

## SECTION 13 : ATTITUDES AND BEHAVIOUR

### ATTITUDES

#### Show the card

- 13.1 Please rate how much you agree/disagree with each statement below, using this scale:

1. Disagree strongly 2. Disagree 3. Neutral 4. Agree 5. Agree strongly 6. Other

Statement	Response					
	1	2	3	4	5	6
a. I plan tasks carefully	1	2	3	4	5	6
b. I make up my mind quickly	1	2	3	4	5	6
c. In uncertain times I usually expect the best	1	2	3	4	5	6
d. I can think of many times when I persisted with work when others quit	1	2	3	4	5	6
e. I continue to work on hard projects even when others oppose me	1	2	3	4	5	6
f. I like to juggle several activities at the same time	1	2	3	4	5	6
g. If something can go wrong for me, it will	1	2	3	4	5	6
h. I never try anything that I am not sure of	1	2	3	4	5	6
i. Generally speaking, most people in this community are honest and can	1	2	3	4	5	6



be trusted						
j. I'm always optimistic about my future	1	2	3	4	5	6
k. A person can get rich by taking risks	1	2	3	4	5	6

**Show the card**

13.2 Please rate how much you agree/disagree with each statement below, using this scale:  
 1. Disagree strongly 2. Disagree 3. Neutral 4. Agree 5. Agree strongly 6. Other

Statement	Response					
a. It is important for me to do whatever I'm doing as well as I can even if it isn't popular with people around me	1	2	3	4	5	6
b. When a group I belong to plans an activity, I would rather direct it myself than just help out and have someone else organize it	1	2	3	4	5	6
c. It is important to me to perform better than others on a task	1	2	3	4	5	6
d. I rarely count on good things happening to me	1	2	3	4	5	6
e. I enjoy planning things and deciding what other people should do	1	2	3	4	5	6
f. The most important thing that happens in life involves work	1	2	3	4	5	6
g. My family and friends would say I am a very organized person	1	2	3	4	5	6

**SECTION 14 : INTERVIEWER IMPRESSIONS**

*Interviewer: Please observe the enterprise and answer the following questions, without asking anything of the owner.*

14.1 Who else other than the enterprenuer was present during the interview? **(Multiple Answers)**

**(Mark all that apply.) Q14\_1\_1 → Q14\_1\_7**

1. Nobody, 2. The spouse of the owner, 3. Other adult household members, 4. Other adults from outside the household, 5. A child 5 years of age or younger, 6. A child older than 5 years of age, 7. An employee

SA	Excellent	Good	Not so good	Very bad
14.2 What is your impression of how well the respondent understood the questions being asked?	1	2	3	4
14.3 What is your impression of the seriousness with which the respondent answered questions?	1	2	3	4
14.4 What is your overall impression of the preciseness/accuracy with which questions were answered?	1	2	3	4

14.5 Which questions were most difficult or troubling for the respondent? **Q14\_5\_1 → Q14\_5\_10**

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14.6 Which questions were most difficult or troubling for you? **Q14\_6\_1 → Q14\_6\_10**

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14.7 Which questions interested the respondents the most? **Q14\_7\_1 → Q14\_7\_10**

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14.8 Survey location in **Q14\_8**

1. In home
2. In business place

**Thank the Respondent and Terminate the Interview**

**Additional remarks:**