

KENYA FEMALE ENTERPRISE SURVEY

ROUND 3 SHORT FOLLOW-UP SURVEY

Version 1

*This survey is to be used for all individuals. It should be administered in person if possible, but can also be administered by phone.*

*Only fill the attrition part IF WE CANNOT FIND THE RESPONDENT HERSELF, EVEN IF WE HAD PREVIOUSLY FILLED IN ATTRITION FOR HER. We may have updated information now.*

*This survey can be administered BY PHONE or IN PERSON.*

*Survey method: 1 = phone, 2= in person*

Questionnaire Number: \_\_\_\_\_

Respondent ID: |\_|\_|\_|\_|\_|\_|\_|\_|\_|\_|

Hello, my name is \_\_\_\_\_. I am a researcher for Innovations for Poverty Action, a non-profit organization dedicated to finding innovative solutions to development issues in various countries. I am visiting you today because we are a conducting a short follow up survey on women entrepreneurs that we visited a few months/days ago. We would like to understand how their businesses are progressing.

We are requesting for 10-15 minutes of your time for you to help us answer a few questions about your business. Are you willing to go through the survey with me?

**1=Yes**

**2=No**

Name of Business Owner: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
1(Family name) 2(Christian/other name) 3 (Middle Name)

TN. Telephone number: 1.Mobile /_/_/_/_/_/_/_/_/_/_/_/	Mobile 2: Name: _____ /_/_/_/_/_/_/_/_/_/_/_/
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Where does the respondent currently live?

Market \_\_\_\_\_

County \_\_\_\_\_

Country \_\_\_\_\_

Is this a different location from where they lived in the last survey? 1= Yes, 2 = No

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

**SECTION 1: ATTRITION SECTION (ONLY TO BE ASKED IF THEY CAN NOT BE INTERVIEWED)**

*This section should only be filled in for individuals who it was **not possible** to interview after repeated attempts.*

1. Reason for attrition:

1 = Respondent refused to participate despite multiple attempts
2 = Respondent is away for the day but may be available later (record day/time when they will be available)
3 = Respondent found, but has rescheduled an interview multiple times
4 = Respondent has moved to another area
Record new address and contact details, so they can be attempted to be interviewed at this new address
5 = Respondent not found
6 = Respondent verified as deceased (end survey)
7=Other (Specify)

*This is a set of questions to be asked of neighbors, other family members, etc. if the person cannot be located this time around, or if they refuse to participate anymore in the survey. If the reason for attrition is refusal and the interviewer can observe the owner and whether or not he or she has a business, then the interviewer can be one of the information suppliers in 2.*

2. Who is supplying information about the business (more than one person possible)?

Co-business owner to the intended Respondent	<b>1</b>
A relation to the intended Respondent	<b>2</b>
Friend to the intended Respondent	<b>3</b>
Business neighbor	<b>4</b>
Respondent	<b>5</b>
Enumerator	<b>6</b>
Others...specify	<b>7</b>

3. Does the targeted respondent currently own a business?

1 = Yes
2 = No -> Q5
3= Don't know -> Q5

4. Approximately how many employees does this business have?

Write in number/figures(e.g 2)
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**Don't know, write in -999**

5. Where does this person currently live?

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

1 = In the same market area as the survey
2 = In a different location area within the same county as the survey
3 = Elsewhere in Kenya
4 = In another country
5 = Could not be established

*End Interview for Attritors*

**SECTION 2: CURRENT BUSINESS STATUS**

2.3 Which of the following explains your current situation:

1. I continue to operate the same business as I did the last time you interviewed me -> Section 4
2. I have closed that business, but am now operating a different business -> Question 2.4
3. I no longer operate a business -> Section 3 (*This should include people who claim never to have operated a business*)
4. Last time you interviewed me I was not operating a business, and I have since started a business -> Question 2.4
5. last time you interviewed me I did not operate a business, and I still am not operating a business -> Section 3.

2.4 What is the new type of business that you now operate? (e.g. selling tomatoes, making clothes, etc.)

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2.5 When did you start the new business?

Month \_\_\_\_\_ Year \_\_\_\_\_

*If the respondent is still in business, Go to Section 4*

KENYA FEMALE ENTERPRISE SURVEY

ROUND 3 SHORT FOLLOW-UP SURVEY

Version 1

**SECTION 3: NO LONGER ENGAGED IN BUSINESS ACTIVITY**

Enumerator: Ask this section to respondents who are no longer in business

3.1 When did you stop operating a business (including opening new business)?

*(i.e the time the target respondent operated the business last)*

3.1m Month : \_\_\_\_\_ 3.1y Year : \_\_\_\_\_  
-999. Don't know

3.7 Do you plan on reopening this old business within the next 6 months?

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

3.7a What was the main reason for closing your business?

1. The business was making a loss or not enough profit
2. Sickness or health reasons
3. I wanted to look for a better paying wage employment
4. To take care of family matters
5. I wanted to look for a better business opportunity
6. I intend to go abroad
7. I got married
8. Someone else took the business from me.
9. Loss of Business items through calamity(e.g. fire, theft)
10. The business was shut down by the government

Other (Specify): \_\_\_\_\_

3.10 After closing the business, what is your main activity now? (To make it easier, I will list some possible activities)

1. Working for wage-includes casual and formal employment → ask 3.15
2. Looking for work → go to last Section
3. Housework or looking after children → go to last Section
4. Other (specify) \_\_\_\_\_ -> go last Section

**If currently working as a wage worker (i.e. answered 1 for question 3.10):**

3.15 How much did you earn from this work last week? (Consider a 7 day period. Include all types of income such as bonuses, overtime, in-kind payments. If the payment is done monthly, divide by 4)

Now go to last Section if they don't currently own a business

**SECTION 4: BASIC INFORMATION ON YOUR BUSINESS**

4.2 Do you keep records for income, expenses assets etc. of your business?

- 1) Yes
- 2) No

4.5 In total, how many paid workers (not including yourself) do you have in your business/(es) who work:

- ia. Full-time (more than 30 hours per week) in a normal week Number  
.....
- ib Part-time (30 hours or less per week) in a normal week Number  
.....

**SECTION 5: ASSETS, INCOME, EXPENSES AND PROFIT**

5.7 What were the total sales of your business YESTERDAY? \_\_\_\_\_

*Write-444 if the business was closed yesterday. Include sales on credit and value of any sales in a barter transaction.*

*5.7a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range of sales*

Which of the following ranges is yesterday's sales in?

- 0(zero)
- 1 to 200 KSH
- 201 to 300 KSH
- 301 to 400 KSH
- 401 to 500 KSH
- 501 to 700 KSH
- 701 to 1000 KSH
- 1001 to 1500 KSH
- 1501 to 2000 KSH
- 2001 to 3000KSH
- 3001 to 5000KSH
- 5001 or more

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

5.8 What were the total sales of your business in the LAST WEEK? \_\_\_\_\_

*Write-444 if the business was closed in the last week. If today is Tuesday, begin asking from Tuesday last week*

*5.8a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range of sales*

Which of the following ranges is last week's sales in?

0(zero)

1 to 999 KSH

1000 to 1499 KSH

1500 to 1999 KSH

2000 to 2499 KSH

2500 to 2999 KSH

3000 to 3999 KSH

4000 to 4999 KSH

5000 to 6999 KSH

7000 to 9999 KSH

10000 to 11999KSH

12000 to 13999KSH

14000 to 15999KSH

16000 to 17999KSH

18000 to 19999KSH

20000 KSH or more

5.9 What was the total income the business earned during last WEEK 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 during last WEEK? KSh. \_\_\_\_\_

**Note: If you paid yourself a salary, add that back in to your profits.)**

-999. Don't know/ refuse answer

*5.9a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range of sales*

*Which of the following ranges is last week's profits in?*

0(zero)

1 to 499 KSH

500 to 999 KSH

1000 to 1499 KSH

1500 to 1999 KSH

2000 to 2499 KSH

2500 to 2999 KSH

3000 to 3499 KSH

3500 to 3999 KSH

4000 to 4499 KSH

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

- 4500 to 4999 KSH
- 5000 to 5999 KSH
- 6000 to 6999 KSH
- 7000 to 9999 KSH
- 10000 to 14999 KSH
- 15000 KSH or more

5.10 What were your profits in the worst week for your business so far in 2016? Ksh

\_\_\_\_\_

5.11 I would now like to ask you about some of the most commonly sold products in Kenyan markets, and see whether you sell these, and if so, what your price for these products is:

Item	Sell (Y/N)	Units	Price Charged	Purchase Cost
			per unit	per unit
i. Maize		“Gorogoro” (2kg container).		
ii. Sukuma (Kale)		Bunch		
iv. Tomatoes		single tomato		
vii. Beans		“Gorogoro” (2kg container).		
ix. Charcoal		. “Gorogoro” (2kg container)		
x. Omena (Small Fish)		Gorogoro” (2kg container).		
xii. Cabbage		single cabbage (medium sized)		
xvi. Blowdry (hair)		per head(washing and drying)		

5.12 Tell me now about the product or service that you sell that accounts for the highest percentage of your profits:

- a) Name of the product \_\_\_\_\_
- b) FO: What is the main unit you sell this product in (e.g. 1 kg bags, single item, 1 bunch of bananas, etc.): \_\_\_\_\_
- c) Cost of the raw materials used to produce one unit: KSH \_\_\_\_\_
- d) What is the typical price you charge for this product? KSH \_\_\_\_\_
- e) How many units of this product did you sell in the last week? \_\_\_\_\_

5.15 How many customers did your business have in a typical week this month? \_\_\_\_\_

5.15 a. If answer is “don’t know”, prompt for a range:

*Fewer than 5*

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

*5 to 10*

*11 to 20*

*21 to 30*

*31 to 40*

*41 to 50*

*51 to 75*

*76 to 99*

*100 to 199*

*200 to 299*

*More than 300*

5.16a . Have you gained a new regular customer in the past three months who previously did not shop at your business?

1 = Yes

2 = No

5.16b Have you lost a regular customer in the past three months, who no longer shops at your business?

1 = Yes

2= No

5.17 Apart from the business we have been talking about, do you own any other businesses?

1. Yes

2. No -> go to question 5.22

5.21 How much money did you take home **[i.e. profit]** from these other businesses in the past week?

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5.22 In the past month, have you also done any wage labor?

1 = Yes

2 No >> If no go to section 6

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

5.23 If Yes,

- a. How many hours did you work as a wage worker in the last week? \_\_\_\_\_
- b. How much did you earn in wage work in the last week? \_\_\_\_\_

**SECTION 6: LAST SECTION (ASK EVERYONE)**

1.4 Imagine for a minute that you are living the best life you can possibly imagine. Now imagine that your life is the worst it could possibly be. Imagine a ladder with 10 steps. Suppose we say that the top of the ladder (step 10) represents the best possible life for you and the bottom (step 1) represents the worst possible life for you. Which step on the ladder best represents where you personally stand at the present time?

1.5 Think about your life five years from today. Which step best represents where you personally will be on the ladder five years from now?

<b>a) Presently</b>	<b>b) 5 year's time</b>
<b>10 High</b>	<b>10 High</b>
<b>9</b>	<b>9</b>
<b>8</b>	<b>8</b>
<b>7</b>	<b>7</b>
<b>6</b>	<b>6</b>
<b>5</b>	<b>5</b>
<b>4</b>	<b>4</b>
<b>3</b>	<b>3</b>
<b>2</b>	<b>2</b>
<b>1 Low</b>	<b>1 Low</b>

**6.3** Are you currently married?

1= Yes

2= no \_> go to End

**6.4** Does your husband operate a business?

1 = Yes

2 = No

**KENYA FEMALE ENTERPRISE SURVEY**

**ROUND 3 SHORT FOLLOW-UP SURVEY**

**Version 1**

**6.5** What is your husband's main occupation?

- 1= Wage work /Salaried work/Employed
- 2= Agricultural labor
- 3= Self-employment/running a business
- 4= Does not currently work
- 5=Other paid work (specify)\_\_\_\_\_

**6.6** How much do you think your husband earned last week from all paid work, including wage work and any business he runs?

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-999. Don't know/ refuse answer

-888: Refused to answer

*6.6a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range*

*Which of the following ranges is his last week's income in?*

*0(zero)*

*1 to 499 KSH*

*500 to 999 KSH*

*1000 to 1499 KSH*

*1500 to 1999 KSH*

*2000 to 2499 KSH*

*2500 to 2999 KSH*

*3000 to 3499 KSH*

*3500 to 3999 KSH*

*4000 to 4499 KSH*

*4500 to 4999 KSH*

*5000 to 5999 KSH*

*6000 to 6999 KSH*

*7000 to 9999 KSH*

*10000 to 14999 KSH*

*15000 KSH or more*