

|_|_|_|_|_|_|_|_|_|

Write the location of the business premises if this has changed since the midline

Direction _____

Write the direction of the respondent's home if this has changed since the midline

NUMBER OF ATTEMPTS REQUIRED TO ACHIEVE AN INTERVIEW:

Please record the number of phone calls and visits required to achieve this interview. E.g. if you had to call them 3 times, record 3 _____

Date: _____

Date: _____

Date: _____

Date: _____

Date: _____

Date: _____

Interviewer: Did you find the respondent?

[1] Yes >>Go to section 1

[2] No >> Fill in section 0 for attrition

Note: If we have severally attempted to find the respondent unsuccessfully

SECTION 0: ATTRITION SECTION

*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	1
A relation to the intended Respondent	2
Friend to the intended Respondent	3
Business neighbor	4
Respondent	5
Enumerator	6
Others...specify	7

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)

Don't know, write in -999

5. Where does this person currently live?

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

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): _____

3.8 Have you operated more than one business in the last year and a half that has now been closed?

1. Yes
2. No -> go to Question 3.10

3.9 Please tell me about the second most recently owned business that you don't operate now

3.9.a. What was the main activity of this business?

d. Description _____

i. Industry code (ISIC) _____

3.9.b. When did you stop operating this business?

m. Month _____

y. Year _____

3.9.c. What happened to this business when you stopped operating it?

1. The business closed down
2. The business is now operated by another household member
3. I sold the business to someone else to run

3.9.d. What was the main reason you stopped operating the 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): _____

|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|

- 3.9.e. Do you plan on re-opening this business in the next 6 months?
1. Yes
 2. No
- 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 3.11 to 3.17
 2. Looking for work → ask 3.18 onwards
 3. Housework or looking after children → ask 3.18 onwards
 4. Other (specify) _____ -> go Section 3.18

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

- 3.11 In what kind of an enterprise do you work?
1. Private sector firm
 2. Government sector
 3. An NGO or aid/relief agency
 4. Other (specify): _____
- 3.12 In what sector are you employed?
- a. Description: _____
 - b. Industry Code (Select from code list): _____
- Interviewer: Get description of job and sector and indicate industry code.*
- 3.13 How many people work in the enterprise where you are employed? (Including the business owner and yourself and both paid and unpaid workers)
- 3.14 How many hours did you work last week? (Consider a 7 day period)
- 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)
- 3.16 What were the main two reasons you left self employment for wage work? : record as 2 variables – reason 1, reason 2
1. Higher salary
 2. More stable working environment
 3. Less stress
 4. Business was making losses
 5. Better working hours
 6. Prospects for future wage growth
 7. Marriage
 8. Other (Specify) _____
- 3.17 Do you intend to reenter self-employment within the next year (12 months period)?
1. Yes
 2. No

*Now go to SECTION 10***If currently unemployed (i.e. answered 2 or 3 for question 3.10):**

- 3.18 Are you looking for a wage job, or another opportunity to enter self employment?
1. Wage work
 2. Self employment
 3. Not looking for employment

Go to Section 10

Comments: _____

4.10 In the past year have you ever applied for a loan for your business, including loans from merry-go-rounds, moneylenders, family and friends as well as bank loans, government funds, or microfinance loans?

1 = Yes

2 = No -> Go to section 5

4.11 I would like to ask about loans that your business has applied for in the past year. Please provide information on the following types of loans

Type of Loan	4.11a. Have you received in the last year a loan from [Insert option] ? 1. Yes 2. No <i>If answer No, skip 4.11 b and 4.11c and go to 4.11d</i>	4.11b. Loan Amount . Kshs	4.11c. Please tell me the name of the [Insert option]	4.11d In the last year did you apply for a loan from [____] but were not accepted? 1. Yes 2. No
1. Bank (Private Government, Development)				
2. Microfinance organization (eg.), Faulu, SMEP				
3. SACCO				
4. ROSCA / Merry go round				
5. Development project loans, E.g UWEZO Fund				
6. Moneylender/shylocks				
7. Family and friends				
8. Other (specify): _____				

SECTION 5: ASSETS, INCOME, EXPENSES AND PROFIT

[Time: |_|_|_|_|_| 24Hr]

In this section we ask about assets, expenses, income and profits. Answer these with respect to the business we are interviewing you at. We will then ask about any other businesses you may have.

5.1 During the past year have you purchased any new assets for your business or sold any business assets which you had at that time. If so, can you tell me the amount you spent on purchases in each of the categories, and the amount you received for sales in each of the categories?

Item	a. Purchases	b. Sales
1. Tools and utensils		
2. Machinery and Equipment		
3. Furniture		
4. Vehicles used in the business		
5. Business site (including land and buildings)		
6. Other physical assets (excluding inventories/stock)		
7. Total of assets from 1 to 6		

Note: This should not include purchases or sales of inventories and raw materials. It should also not include sales of equipment from business owners whose business is selling equipment. Our concern here is e.g. a dressmaker buying a new sewing machine and/or selling their old one; a restaurant buying a fridge, etc.

5.2 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. For each item, think of the value as how much it would cost you to replace the assets with ones in similar condition. Please tell me the approximate value of your assets in each of the following categories.

Item	Value (KSh)	
	Owned value (a)	Rented (monthly rental) (b)
1. Tools and utensils		
2. Machinery and Equipment		
3. Furniture(stall+)		
4. Vehicles used in the business		
5. Total value of assets in business (excluding land and buildings)		

5.3 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 **Go to Qn. 5.4**
- 2) No **Go to Qn. 5.5**

BLAISE consistency check: If they say zero, please prompt the interviewer to look at the business and confirm that she/he does not see any goods for sale.

5.4 At market prices, what is the value you calculate of your current inventories? FO: ask about retail value
KSh : _____ -999. don't know

BLAISE consistency check: If the value of current inventories exceeds 50,000 KSH, then prompt interviewer to check i) this is recorded correctly, and ii) business looks like it has relatively large numbers of raw materials/inventories. If not, prompt interviewer to check this value entered.

5.4a What is the value of inventories or raw materials that you have had to throw away due to spoilage or obsolescence in the last month? Ksh _____

5.4b Did your firm receive a bulk discount when purchasing inventories or raw materials in the past month?

Note: A bulk discount occurs when the price per unit is cheaper when you buy a larger batch of items than when buying a standard batch. E.g. you may pay less per can if you buy 100 coke cans than if you buy 10 cans.

1 =Yes

2 =No

5.5 How much cash on hand does your business currently have? KSh: _____ -888 Do not know/Can't say/Refused answer

5.6 Business expenses during the last month: Please report the amount you have spent on each of the following categories of business expenses during last month

Interviewer: include only business and not household expenses; do not include wages the owner pays herself as an expense

Item:	Cost (KSh)
1. Purchase of materials and items for resale	
2. Purchase of electricity, water, gas and fuel	
3. Market fee (e.g. for use or city tax on stall space)	
4. Interest paid on loans	
5. Wages and salaries for employees	
6. Rent for land or buildings	
7. Taxes	
8. Other expenses, including equipment rental, telephone, transportation	
9. Total expenses in the last month	

Sales:

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

BLAISE check 1: if sales are reported as zero, get interviewer to ask why were sales zero – 1 = business closed, 2 = no customers, 3= other. Then have interviewer confirm sales were really zero.

BLAISE check 2: if sales are reported as don't know, prompt interviewer to ask for the best estimate, and then use range question if no best estimate can be elicited.

BLAISE check 3: if sales yesterday are reported as 5000 KSH or more, prompt interviewer to check this.

BLAISE check 4: Pull in last day's sales from Midline. If they have increased by 3000 KSH or more, please confirm that they really increased this much, and otherwise record new sales.

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

10000to 11999KSH

12000 to 13999KSH

14000 to 15999KSH

16000 to 17999KSH

18000 to 19999KSH

20000 KSH or more

BLAISE check 1: if sales are reported as zero, get interviewer to ask why were sales zero – 1 = business closed, 2 = no customers, 3= other. Then have interviewer confirm sales were really zero.

BLAISE check 2: if sales are reported as don't know, prompt interviewer to ask for the best estimate, and then use range question if no best estimate can be elicited.

BLAISE check 3: if sales in past week are reported as 20,000 KSH or more, prompt interviewer to check this.

BLAISE check 4: Pull in last week's sales from Midline. If they have increased by 5000 KSH or more, please confirm that they really increased this much, and otherwise record new sales.

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/-888. 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

4500 to 4999 KSH

|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|

5000 to 5999 KSH

6000 to 6999 KSH

7000 to 9999 KSH

10000 to 14999 KSH

15000 KSH or more

BLAISE check 1: if profits are reported as zero, get interviewer to ask why were profits zero – 1 = business closed, 2 = no customers, 3= only covered expenses., 4=other Then have interviewer confirm profits were really zero.

BLAISE check 2: if profits are reported as don't know, prompt interviewer to ask for the best estimate, and then use range question if no best estimate can be elicited.

BLAISE check 3: if profits in past week are reported as 9,000 KSH or more, prompt interviewer to check this.

5.9b What were your profits in the week before last? Ksh_____

Write “-444” if the business was closed in week before the last week.

5.9b 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 the week before 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

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 in 2016? Ksh _____

-888 Refuse answer

|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|

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 per unit	Purchase Cost per unit
i. Maize		“Gorogoro” (2kg container).		
ii. Sukuma (Kale)		Bunch		
iii. Sugar		Kg.		
iv. Tomatoes		single tomato		
v. Tomatoes		Kg.		
vi. Bananas		Piece		
vii. Beans		“Gorogoro” (2kg container).		
viii. Potatoes		“Gorogoro” (2kg container).		
ix. Charcoal		“Gorogoro” (2kg container)		
x. Omena (Small Fish)		Gorogoro” (2kg container).		
xii. Cabbage		single cabbage (medium sized)		
xiv. Rice		Kg.		
xv. Onions		Kg.		
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:

- Name of the product _____
- FO: What is the main unit you sell this product in (e.g. 1 kg bags, single item, 1 bunch of bananas, etc.):

- Cost of the raw materials used to produce one unit: KSH _____
- What is the typical price you charge for this product? KSH _____
- How many units of this product did you sell in the last week? _____
- How many other firms sell this product in the marketplace in which you operate? _____

5.13 Has your firm introduced new **products or services** during the past year?

1. Yes
2. No -> 5.15
3. Don't know >> skip to 5.15

5.14 What is the main new product or service introduced? _____

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*
- 5 to 10*
- 11 to 20*
- 21 to 30*
- 31 to 40*
- 41 to 50*
- 51 to 75*
- 76 to 100*
- More than 100*

Comments: _____

5.16a . Have 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

OTHER BUSINESSES:

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

5.18 How many additional businesses do you own? _____

5.19 What are the sectors of these businesses?(1 = retail, 2 = manufacturing , 3= service)

Check business type on code list

1. Business 2: Sector: _____ Business type: _____

2. Business 3: Sector: _____ Business type: _____

3. Business 4: Sector: _____ Business type: _____

5.20 How many hours per week do you spend in total working on these other businesses? _____

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

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

1 = Yes

2 No >> If no go to 5. 24

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? _____

5.24 What was the total income of your household for LAST MONTH, including income from all sources, including wage work and income earned by other household members?

KSh. _____

-999/-888. Don't know/ refuse answer

Which of the following ranges was the total income of your household for LAST MONTH in?

1 to 5000 Ksh

5000 to 10000 Ksh

10001 to 15000 Ksh

15001 to 20000 Ksh

20001 to 25000 Ksh

25001 to 30000 Ksh

30001-35000 Ksh

35001-40000 Ksh

40001-45000 Ksh

45001-50000 Ksh

More than 50000 Ksh

Mental Accounting/Decision Rules for Using Money

5.25 Which of the following best describes how you decide how much money to take out of the business for household use each week or month?

- 1 = I have a set amount in mind needed to meet household expenses, and if I make more money than this, I leave the rest in the business
- 2 = I have a set amount in mind needed to meet household expenses, but if I make more money than this, also take out the extra for household use
- 3 = I aim to withdraw a set percentage of business profits each month, taking out more in good months and less in bad months
- 4 = I have a target amount I need to leave in the business to meet business expenses, and any money left after this I take for household needs
- 5 = Other (specify)_____

5.26 Do you have a method you use to try to reinvest some of the profits in growing your business?

- 1 = Yes
- 2 = No -> Question 5.29

5.27 How do you think about reinvesting money in your business?

- 1 = I have a set goal of a certain amount more each week or month that I want to raise my inventory levels by
- 2 = I have a set amount I am trying to save towards to buy a particular piece of machinery or equipment
- 3 = I occasionally reinvest when I have extra money
- 4 = I don't reinvest
- 5 = Other (specify)_____
- 6 = Don't know/haven't thought about reinvesting

5.28 Do you do any of the following?

- a. Keep money intended for the business and intended for the household in separate places from each other? 1= Yes 2=No
- b. Put money intended to save for a big purchase in a separate place, jar, envelope, or something else to separate it from money you are saving for regular expenses? 1=Yes 2=No

Challenges in Growing your business

5.29 Would you like to grow your business to have more sales than it does now?

- 1 = Yes
- 2 = No

5.30 Would you like to grow your business to have more workers than it does now?

- 1 = Yes
- 2 = No

5.31 Think of your business 5 years from now. What would the ideal size of your business be in terms of number of paid workers (not including yourself)?_____ workers

|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|

5.32 What are the main two challenges you face in growing your business larger? (open-ended)

- a. Response 1: _____ code _____
- b. Response 2: _____ code _____

Enumerators, record open-ended answer, and then also a code

Codes for main challenges:

1 = lack of finance

2 = too much competition

3 = husband or other family members don't want them to grow the business

4 = not enough time to work on business and carry out household needs

5 = difficult to find good employees

6 = regulatory barriers

7 = lack the right business skills

8 = other

[add other codes as come up in pre-testing]

COMFORT WITH COMMUNICATION/NEGOTIATION

6.2 How many other business owners do you discuss business matters such as pricing, staffing, marketing, or other business issues at least once a month with? _____

6.3 Do you work together with any other business owners when buying raw materials (e.g. buying materials together to get a discount; sharing transport costs to suppliers, etc.)?

1 = Yes

2 = No

SECTION 7: BUSINESS SKILLS AND PRACTICES SCORE-CARD

[Time: |_|_|_|_|_| 24Hr]

Marketing

7.1 Which of the following have you done in the last three months?

Yes/No for each

7.1a Visited one of your competitor's businesses to see what prices they are charging?

1. Yes

2. No

999. No Competitors so N/A

7.1b. Visited one of your competitor's businesses to see what products they have available for sale?

1. Yes

2. No

999. No Competitors so N/A

7.1c Asked your existing customers whether there are any other products they would like you to sell or produce?

1. Yes

2. No

7.1d. Talked with a former customer to find out why they have stopped buying from your business?

1. Yes

2. No

999. Don't have a former customer

7.1e. Asked a supplier about which products are selling well in your industry?

1. Yes

2. No

999. Supplier has no knowledge of my industry (e.g., provides general inputs)

7.2. In the last three months have you used a special offer to attract customers?

1. Yes

2. No

7.3. In the last six months, have you done any form of advertising?

1. Yes

2. No skip to 7.5

7.4 If yes, which of the following types of advertising have you done in the last six months?

	Advertising	1=Yes, 2=No
7.4a.	Flyers	
7.4b.	Paid advertisements in community events?	
7.4c.	Yellow pages	
7.4d.	Newspapers	
7.4e.	Billboards away from the business site	

Comments: _____

Costing and Record-Keeping

- 7.12 Do you keep written business records?
 1. Yes
 2. No skip to 7.16
- 7.13 Do you record every purchase and sale made by the business?
 1. Yes
 2. No if no skip to 7.16
- 7.14 Are you able to use your records to easily see how much cash your business has on hand at any point in time?
 1. Yes
 2. No
- 7.15 Do you regularly use your records to know whether sales of a particular product are increasing or decreasing from one month to another?
 1. Yes
 2. No
- 7.16 Have you worked out the cost to you of each main product you sell?
 1. Yes
 2. No
- 7.17 Do you know which goods you make the most profit per item in selling?
 1. Yes
 2. No
- 7.18 Do you have a written budget, which tells you how much you have to pay each month for rent, electricity, equipment maintenance, transport, advertising, and other indirect costs of the business?
 1. Yes
 2. No
- 7.19 Do you sell any goods on credit to customers?
 1. Yes
 2. No skip to 7.21
- 7.19a Do you have a written record of how much each customer owes you?
 1. Yes
 2. No
- 7.20 If you wanted to apply for a bank loan, and were asked to provide records to show that you have enough money left each month after paying business expenses to repay a loan, would your records (*Any documents that can make a case at the bank*) allow you to document this to the bank?
 1. Yes
 2. No

Financial planning

- 7.21 How frequently do you review the financial performance of your business and analyze where there are areas for improvement?
 1 = Never
 2 = Once a year or less
 3 = Two to three times a year
 4 = Monthly or more often

7.22 Do you have a target set for sales over the next year?

1. Yes
2. No skip to 7.23

7.22a How frequently do you compare performance to your target?

- 1= Never
- 2 = Once a year or less
- 3 = Two to three times a year
- 4 = Monthly or more often

7.23 Have you made a budget of what costs facing your business are likely to be over the next year?

1. Yes
2. No

7.24 Which of the following do you or your accountant prepare at least annually?

1. Profit and loss statement
2. Statement of cash flow
3. Balance sheet
4. Income/Expenditure statement
5. Other (specify): _____
6. Do not prepare any accounting statement

7.25 Have you prepared a business action plan for your business which details the next steps you need to take in growing your business?

- 1 = Yes
- 2 = No

SECTION 8: MENTORING

[Time: |_|_|_|_|_|_| 24Hr]

8.1 In the past year have you worked with a mentor at all to try to improve your business?

1. Yes
2. No if No Go to Section 9

8.2 How did you meet this mentor?

1. Assigned to me/introduced to me through ILO program/Women's Enterprise Fund (WEF) or Kenya Industrial Estate (KIE)
2. Through a Women's Association
3. Through an NGO program (other than IPA/ILO/WEF/KIE project)
4. Someone I knew or sort out from the market
5. Other (specify)

8.3 Approximately how many times did you meet with a mentor in 2015?

1. Times as a group _____
2. Times as individual _____

8.4 What were the two main areas of business improvement that you worked on with the mentor?

Area 1

Area 2

1. Record-keeping/accounting/getting books in order
2. Financial planning and budgeting
3. Applying for a loan

4. Marketing and presentation of products
5. Business opening hours
6. Goal-setting and business vision
7. Cutting costs of production
8. Networking
9. Other (specify)_____

8.5 Do you believe this mentoring has helped your business to grow?

1. Yes, it has grown as a result of the mentoring
2. No, the mentoring did not help my business grow -> 8.7
3. Don't know, I am unsure whether it helped my business or not -> 8.7

8.6 What is the main way mentoring helped your business?

8.7 Have you met with your mentor at all in 2016 or talked on the phone with them?

1. Yes
2. No

8.8 Would you recommend to a friend or fellow business owner to take part in a mentoring program based on your experiences with a mentor?

1. Yes
2. No

SECTION 9: BUSINESS EMPOWERMENT

[Time: |_|_|_|_|_| 24Hr]

9.1 Who has access to the money you make from your business?

- 1 – Only myself
- 2 – Myself and spouse jointly
- 3 – Spouse only
4. Myself and other persons (not my spouse)
- 5 – Only other persons

9.2 Who decides how money from your business will be spent? (Read options – circle all that apply. Multiple answers possible)

1. Myself
- 2 Spouse
3. Other family
4. Other persons (non family)

11.6 What is your overall impression of the preciseness/accuracy with which questions were answered?	1	2	3	4
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11.7 Which questions were most difficult or troubling for the respondent?

11.8 Which questions were most difficult or troubling for you?

11.9 Which questions interested the respondents the most?

11.10 Survey location in

1. In the home
2. In business place

11.11 What were the conditions in which the interview took place?

- A. Very quiet
- B. Fairly quiet
- C. Noisy

PHOTO – please take a photo of the business inventories, following the same procedures as in round 1.

11.2 Was photo taken?

- 1=Yes
- 2=No. Please give reason for not taking photo: _____
- 3=N/A, no longer in business

Thank the Respondent and Terminate the Interview
Additional remarks:

[End Time: |_|_|_|_|_|_| 24Hr]