

NIGERIA YOUTH ENTERPRISE SURVEY – FOURTH ROUND

ID Number [COPIED FROM SAMPLING FRAME]_____

Record number of interview attempts:_____

An interview attempt consists of a phone call to set up an interview, whether or not this phone call is answered; an attempted meeting in-person with the Respondent, etc.

NOTE: at the first point of contact (whether by phone to set up an interview or in-person, the following information should be obtained)

- *Do you currently operate a business_____ 1 = Yes 2 = No _____*
- *If yes, how many paid employees do you have (excluding yourself)_____*

Date of interview_____

Introduction: this survey is being conducted by TNSRMS on behalf of the World Bank, DFID and YouWin. Its purpose is to help better understand the long-term growth process of enterprises being run by Nigerian youth, as well as the alternative jobs and activities undertaken by those thinking about starting a business. The results of this survey will be kept confidential and will be used for research purposes and to inform policy as it relates to business environment. No information will be presented from this research which could be used to identify any individual business. As compensation for participating in this survey you will receive towels and pamphlets containing past results. We will also conduct a raffle among all respondents and winners have the chance of winning phones or Samsung Galaxy tablets.

Name of Person being interviewed (SURNAME FIRST):_____

Other names person is known by:_____

Contact phone numbers for Respondent:

Landline_____ Mobile_____

Location of Interview:

Street address:_____ City [Write in]_____ State:_____ Region_____

Did interview occur at home or at the business address Home1 Business2

Write in Home Address: Same as above.....1 Different from above [WRITE IN]_____

Business Address _____

State where business is headquartered [Include List] _____

State where owner lives [Include List]: _____

PDA Number: _____

Interview Start Time _____ [Include option for am or pm]

SECTION 0: ATTRITION SECTION

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

A1. Reason for attrition:

1 = Respondent refused to participate despite multiple attempts
2 = Respondent found, but has rescheduled an interview multiple times
3 = Respondent has moved to another area Record new address and contact details, so they can be attempted to be interviewed at this new address _____
4 = Respondent not found
5 = Respondent verified as deceased (end survey)
6 = Not Applicable (if all the options are not applicable to that Respondent) GO TO SECTION 1

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.

A2. Who is supplying information about the business (more than one person possible)? MCP

Co-business owner to the intended Respondent	1
A relation to the intended Respondent	2
Friend to the intended Respondent	3
Others...specify	4

A3. Does the targeted respondent currently own a business?

1 = Yes
2 = No -> A5
3= Don't know -> A5

A4. Approximately how many employees does this business have?

Write in number

Don't know, write in 998

A5. Where does this person currently live?

1 = In the same city as the survey
2 = In a different location in Nigeria
3 = Outside of Nigeria
4 = Could not be established

End Interview for Attritors

SECTION 1: PERSONAL INFORMATION

P1. Gender

1 = Male
2 = Female

P2. Migration: Which of the following best describes where you live today compared to where you lived two years ago?

1 = I live in the same Nigerian state now as I did two years ago -> go to P12

2 = I live in a different Nigerian state now than where I lived two years ago -> P3

P3 Reason for moving: what was your main reason for moving?

1 = Marriage

2 = Better business opportunities here

3 = Violence/insecurity in my old location

4 = To be closer to family members

5 = For access to better educational options for myself or my family

6 = Other (specify)_____

P4 Which state did you live in two years ago?

STATE	CODE
Abia	1
Adamawa	2
Akwa Ibom	3
Anambra	4
Bauchi	5
Bayelsa	6
Benue	7
Borno	8
Cross Rivers	9
Delta	10
Ebonyi	11
Edo	12
Ekiti	13
Enugu	14
FCT-Abuja	15
Gombe	16
Imo	17
Jigawa	18
Kaduna	19
Kano	20
Katsina	21
Kebbi	22
Kogi	23
Kwara	24
Lagos	25
Nasarawa	26
Niger	27
Ogun	28
Ondo	29
Osun	30
Oyo	31
Plateau	32
Rivers	33
Sokoto	34
Taraba	35
Yobe	36
Zamfara	37

Or OUTSIDE NIGERIA, USE CODE =66

SECTION 2: SCREENER ON BUSINESS OWNERSHIP

SC. Do you currently operate a business?

1 = Yes -> Answer Sections 3 to 9 and Section 14

2 = No -> Answer Sections 9 to 14.

SECTION 3: ABOUT YOUR BUSINESS

B1. How many businesses do you currently operate? _____

Note, if you produce multiple products but still operate it as a joint business where you keep at most one set of books, the answer should be 1. Only answer more than 1 if you operate distinct businesses.

If more than one business, answer the remainder of the questions about the business you spend most hours working in

B2. What is the nature of your business or what does your activity consist of?

(Interviewer: Put in detailed description)

Respondent's answer : _____

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B3. When did you start this business ?

a. Year _____

b. Month _____

Code in Month

INT: SINGLE CODE ONLY

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

B5. What is this firm's current legal ownership status ?

INT: SHOW CARD; SINGLE CODE ONLY

1 = Sole proprietorship
2 = Partnership
3 = Private limited liability company (Ltd)
4 = Public limited liability company (Plc)
5 = Incorporated trustee company
6 = Unlimited liability company
5 = Other (specify) _____

B6. Which of the following forms of business registration does your business have ?

INT: SHOW CARD; SINGLE CODE ONLY

a. Registration of business name with the Corporate Affairs Commission	Yes.....1 No.....2
b. Municipal license [Local or State Government Business Permit]	Yes.....1 No.....2
c. Income tax registration	
d. VAT registration	
e. License to display a sign	

B7. What is your business's RC number if you have one ?

INT: CHECK CONSISTENCY IN Q6, THAT IS, Q6A MUST BE CODED AS YES

Write in

Or code 998 = does not have one

B8: At any point since July 2014 have you closed down a different business that you were operating?

- 1. Yes
- 2. No -> Section 4

B9: Please tell me about this business you have closed down:

- a. What was the main activity of this business?
 - d. Description _____
 - i. Industry code (ISIC) _____
- b. When did you stop operating this business?
 - m. Month _____
 - y. Year _____

- 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

- d. What was the main reason you stopped operating the business?
 - 1. The business was making a loss or experienced a drop in sales
 - 2. Sickness or health reasons
 - 3. To take care of family members
 - 4. I found a better paying wage job
 - 5. I planned to migrate abroad or did migrate abroad
 - 6. I got married
 - 7. The business was shut down by the government
 - 8. The business was taken from me by another family member who wanted to operate it
 - 9. I had a better business idea I wanted to try instead
 - 10. Other (specify)_____

SECTION 4: EMPLOYMENT IN YOUR FIRM

EF1. How many hours a week do you personally spend working in your business?

a. Hours in the last week _____
b. Hours in a normal week _____

EF2. Aside from your business...

INT : WRITE IN 9998 IF NONE

- EF2a. How many hours do you also spend working to earn money elsewhere in a normal week?
- EF2b. How many hours do you also spend working in other businesses in a normal week?

EF3. Tell me how many of the following types of workers you currently have working in your business: **[Do not count yourself in any of these categories]**

	Current (a)
1. Wage or Salaried Workers	
2. Casual or Daily paid Workers	
3. Partners	
4. Unpaid workers	
5. Total number of workers (sum of 1-4)	

(Interviewer: Ask each category separately. Examine 1-4 total.)

999. Don't know/ Can't say/ refused to answer

EF30: Interviewer: if the interview is taking place at the firm – How many workers do you physically observe working in the firm at the time of the interview?

Or -999 = interview did not take place at the firm

EF31 If the number of workers observed differs from the number of workers the owner says work for the firm, which of the following explains the difference:

1 = Yes 2 = No

1. Workers are absent/sick today
2. Workers are working at a different location
3. Workers work different hours from the time interview takes place
4. Other (specify) _____

EF4	What was your <u>total payroll</u> last month in Naira? How much did it cost you to pay the wages for all of your employees during the past month?	EF4
	----- [Naira / month]	
	<input type="checkbox"/> DO NOT KNOW	999

EF5	In the last 12 months, how did you find your new employees? <i>[READ THE ENTIRE LIST – multiple answers possible]</i>	EF5
	<input type="checkbox"/> I did not hire any new employees in the last 12 months	1
	<input type="checkbox"/> I used referrals to find my new employees	2
	<input type="checkbox"/> I used formal channels like job fairs, job posting or online sites to find my new employees	3
	<input type="checkbox"/> I hired people coming to my shop/factory/outlet who met most of the qualifications	4
	<input type="checkbox"/> the new employees are relatives and/or friends	5
	<input type="checkbox"/> I used an HR consultant to find new employees	6

EF6 If they answered that they used a HR consultant in EF5, then ask:

- a) What was the main reason you decided to use a HR consultant?
 - 1 = To save the time involved in screening and interviewing workers
 - 2 = To identify workers with skills that I found it difficult to assess on my own
 - 3 = To find workers with skills that are difficult to find
 - 4 = To receive some form of guarantee for quality
 - 5 = other (specify)_____
- b) How much did the HR consultant charge you for this service?

_____Naira

Or _____ months wage
- c) What was the position you filled using the HR consultant (e.g. accountant, engineer, manager)

EF7. What type of accounts do you keep for income, expenses, etc. of your business ?

INT: SHOW CARD; SINGLE CODE ONLY

1= Formal accounting using the services of an outside professional accountant
2= Formal accounting using a professional in the firm i.e. an employee of your business
3= Formal accounting done by myself
4 = Personal record keeping or other records
5= Does not do any accounting
6= Other (specify)

EF8 If the answer to EF7 is 1) (outside accounting)

- a) How frequently does this outside accountant visit your business or meet with you?
 - 1 = Annually
 - 2 = 2 to 4 times a year
 - 3 = Quarterly
 - 4 = Monthly
 - 5 = Several times a month
 - 6 = Weekly or more often
 - 7 = Other (specify)_____
- b) How much do you pay per month for these accounting services?_____Naira

EF9: If the answer to EF7 is 2) (employee does accounting): how much do you pay this worker per month?

_____Naira

EF10 If the answer to EF7 is 3), 4) or 5) (keeps records themselves or doesn't keep records): How important are the following reasons for not hiring someone else to do the accounts for you, or outsourcing them to an outside agency?

1 = very important, 2 = important, 3 = not important

- a) Business is too small to justify the cost
- b) I am not confident I can find someone I can trust
- c) It is difficult to judge the quality of outsiders
- d) I don't know of any outside agencies that provide this service
- e) Other (specify) _____

EF11	Over the last 12 months , who was the main person or entity that managed the marketing and communication activities of your firm?	EF10
	<input type="checkbox"/> No one	1
	<input type="checkbox"/> Myself (the owner)	2
	<input type="checkbox"/> Another worker within my firm (who is dedicated to this job)	3
	<input type="checkbox"/> An outside marketing agency	4
	<input type="checkbox"/> DO NOT KNOW (or does not apply)	999

EF12 If the answer to EF11 is 4) (outside marketing and communication)

- a) How frequently does this outside marketing and communication firm visit your business or meet with you?
 - 1 = Annually
 - 2 = 2 to 4 times a year
 - 3 = Quarterly
 - 4 = Monthly
 - 5 = Several times a month
 - 8 = Weekly or more often
 - 9 = Other (specify) _____

- b) How much do you pay per month for these marketing and communication services? _____ Naira

EF13: If the answer to EF11 is 3) (another worker within firm) (How much do you pay per month this worker who does your marketing and communication services? _____ Naira

EF8. If you are still running your business 5 years from now, how many employees do you expect to have? _____

SECTION 5: INNOVATION

IN1. Has your firm introduced new **products or services** during 2015 or 2016?

If the firm was just started in 2015 or 2016, then the answer should be yes

1. Yes
2. No Go to IN8
3. Don't know Go to IN8

IN2. What is the main new product or service introduced? _____

INT: SINGLE RESPONSE ONLY

IN3. Which of the following best characterizes your new products or services?

INT: SHOW CARD; SINGLE CODE ONLY

1. They are new for my firm, but other firms in my city offer them
2. They are new for my city, but other firms in Nigeria offer them
3. They are new for Nigeria, but available elsewhere in the world
4. They are new for the world

IN5. Which of the following best describes the main new product or service introduced?

1. It was invented by the firm, from our own ideas
2. It was developed by the firm, based on ideas seen elsewhere
3. It was purchased from a supplier
4. Other (specify) _____

IN13. Has your firm opened a new shop or production location in 2015 or 2016?

- 1 = Yes
- 2 = No

IN15. Does your firm use the internet?

1. Yes
2. No Go to IN18
3. Don't know Go to IN18

IN17. Does your firm maintain a website?

1. Yes (Write in website name.....)
2. No

3. Don't know

The name of website should have www. (if needed), .com, .org, or .ng etc. For example www.gem.org or www.gem.ng or www.gem.com. Be careful when entering the information: space counts for instance. The website should be active and functional and not one where the respondent have thoughts of starting or launching. Tick yes only if the website is functional and has current information.

IN21. Do you have a business mentor who you discuss business matters with at least once every 2 to 3 months?

1. Yes

2. No

IN22. 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? _____

SECTION 6: FINANCING YOUR BUSINESS

FB4. Has your business taken a loan from any source (including loans from family and friends) in 2015 or 2016?

1 = Yes
2 = No -> go to FB9

FB5. Which of the following sources did you take loans from? (multiple answers possible)

a. Bank -> FB5A
b. Microfinance organization -> FB5A
c. Moneylender -> FB5A
d. NGO
e. Family or Friends
f. Other (specify)_____

FB5A: What is the ANNUAL interest rate you are charged on this loan? (If you have multiple loans, the interest rate on the largest loan)_____ % per year.

FB6. What was the total amount of loans you took out for your business in 2015 and 2016?
_____ Naira

FB7. What was the main purpose of these loans?

INT: SINGLE CODE ONLY

1 = Working capital
2 = Fixed equipment
3 = Buildings or Land
4 = Product development
5 = Other (specify)

FB8. Did you apply for any loans in 2015 or 2016 that you were turned down for?

1 = Yes
2 = No
3 = Did not apply for a loan

FB9. Did you receive any new investments in your business from partners, shareholders, or other equity-holders in 2015 or 2016?

1 = Yes

2 = No -> **FB12**

FB10. How much new investment did you receive?

INT: WRITE IN EXACT AMOUNT AND CODE IN APPROPRIATE CATEGORIES

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Less than N250, 000	1
N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

FB11. What was the main use of this new investment?

INT: SINGLE CODE ONLY

1= Working capital
2 = Fixed equipment
3 = Buildings or Land
4 = Product development
5 = Other (specify)

FB12: If you wanted to borrow 5 million Naira to finance the expansion of your business, do you think you would be able to obtain a loan for this amount from a bank?

1= Yes

2 =No

Mental Accounting/Decision Rules for Using Money

FB13 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)_____

FB14

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

1 = Yes

2= No -> FB15

b. 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

FB16 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

SECTION 7: BUSINESS FINANCIALS

BF1. 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 -> BF3

BF2. At market prices, what is the value you calculate of your current inventories?
INT: WRITE IN EXACT AMOUNT AND CODE IN APPROPRIATE CATEGORIES

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Less than N250, 000	1
N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

BF3. During 2015 or 2016 have you purchased any machinery, equipment, land or buildings for your business that totals more than 100,000 Naira in value?

1= Yes
2= No -> BF4a

BF4. How much in total did you spend in 2015 and 2016 on:

INT: WRITE IN EXACT AMOUNT AND CODE IN APPROPRIATE CATEGORIES

a. New Machinery and equipment	b. New land and buildings

Less than N250, 000	1
N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

BF5. Can you tell me the total monthly sales of your business in THE LAST MONTH from all sources, including manufacturing, trade and services? Naira _____

TOTAL MONTHLY SALES LAST MONTH

Less than N250, 000	1
N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

BF6. Can you tell me the total revenues of your business for 2016 to date? Naira _____

TOTAL REVENUE FOR 2016

Less than N250, 000	1
N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

BF7. How do your sales now compare to your sales one year ago?

INT: SINGLE CODE ONLY

1= Lower than one year ago
2= Same as one year ago -> BF9
3= Higher than one year ago
4= I was not in business one year ago -> BF9

BF8. What percentage higher (or lower) are your sales now compared to one year ago?

1 = Higher than one year ago by% (WRITE IN)
2= Lower than one year ago% (WRITE IN)

BF9. What was the total income the business earned during the 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 during the last month?

TOTAL INCOME EARNED LAST MONTH

Less than N250, 000	1
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N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

BF10. What were your PROFITS during the best month for sales this year? Naira _____

TOTAL PROFITS EARNED

Less than N250, 000	1
N250,000 - N500, 000	2
N500, 000 - N750,000	3
N751, 000 – N1, 000,000	4
N1, 000, 001 – N1, 250, 000	5
N1, 250, 001 – N1, 500, 000	6
N1, 500, 001 – N2, 000, 000	7
N2, 000, 001 – N3, 000, 000	8
N3, 000, 001 – N4, 000, 000	9
N4, 000, 001 – N5, 000, 000	10
N5, 000, 001 – N7, 500, 000	11
N7, 500, 001 – N10, 000, 000	12
Above N10, 000, 000	13

CHECK: ALSO WRITE THE AMOUNT IN WORDS (E.G. 5.5 MILLION NAIRA)

BF11. Which month was this?

INT: SINGLE CODE ONLY

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

BF12. In the past six months have you been asked to pay a bribe or protection fee in running your business?

1= Yes

2 = No - > BF15

BF13. Which of the following asked for a bribe or protection payment

1 = Yes 2 = No

- a. Police or Military
- b. Government inspector
- c. YouWin program officer
- d. Boko Harem affiliates
- e. Other (specify)

BF14. What is the total amount you paid in bribes or protection payments in the past 6 months? _____ Naira

BF15. Do you need to use foreign currency for any of your business transactions?

1. Yes

2. No - > BF20

BF16. Prior to the move towards a flexible exchange rate (i.e. before June 2016), were you able to access foreign currency at the official rate via the Central Bank of Nigeria?

1. Yes

2.No - > Bf18

BF17. If so, what percent of your foreign currency requirements were you able to source at the official rate?
_____ %

BF18. If not, how did you source the remainder, and what exchange rate did you pay on average?

a. Source: _____

b. Exchange rate _____ Naira per dollar

BF19. Are you currently able to source your foreign exchange rate needs through your bank?

1. Yes

2. No

BF20		Yes	No	Don't Know
	During 2016, have you experienced any of the following problems:			
	1 Unable to import (directly or through a supplier or middleman) an input or piece of equipment due to foreign exchange restrictions imposed	1	2	-9
	2 Not able to access foreign currencies at the official exchange rate to import an input or piece of equipment at the official exchange rate, but able to access foreign currencies using the parallel exchange rate instead	1	2	-9
	3 Unable to import an input or piece of equipment due to import prohibitions at the Nigerian customs for other reasons than the foreign exchange restrictions	1	2	-9

4 Not able to import an input or piece of equipment through the Nigerian customs due to import prohibitions but able to purchase that foreign input or piece of equipment through other ways	1	2	-9
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BF21 Since the beginning of 2016, what has been the change in the price of your main inputs (in percent)?

Note: if the price of inputs has fallen, make sure to put a negative sign in front of the percentage change

SECTION 8: PROCURING INPUTS

8.1. Property

Do you rent or own your commercial premises:

1 = Rent

2 = Own

3 = Mixture of renting and owning

4 = Other

8.2. Procurement: I would like to ask about the ease of finding and obtaining key inputs you need for your business. For each category, I would like to know whether you can easily find these inputs, how much choice of suppliers you have, and whether you are satisfied with the quality on offer.

For each of the following categories, for those that you need for your business, how would you rate the quality or fitness for purpose of the items that you are able to procure?

Item (for your primary / most critical item)	How easy is it for you to locate and find these inputs for your business?	How much competition and variety of supply is there in the market for this item?	How satisfied are you with the quality of these inputs that you can procure?
	1= easy	1 = only one supplier	1 = quality is lower than what I require
	2 = difficult	2 = a small number of suppliers	2 = meets minimum quality needed, but no more
	3 = impossible	3 = many suppliers and lots of competition	3 = quality that exceeds minimum standards
	4 = not needed for my business (go to		

	next item)		
a. Raw materials			
b. Equipment			
c. Spare parts			
d. Packaging			
e. Premises			
f. Water for business process use			
g. Business services (e.g. printing / ICT support / property or equipment maintenance)			

SECTION 9: SUBJECTIVE WELL-BEING

Interviewer: Ask from all the respondents

We would like to know how you think about certain things

Show a card with a picture of a ladder on it with 10 steps

- 9.1. Now imagine that you are spending the best life you could. Now imagine that you are spending the worst life you could possibly imagine. We can describe this situation using a ladder. If you are living the best life you could, imagine that that is depicted by the very top step of the ladder. The worst life you could imagine is depicted by the very bottom step of the ladder. What step would indicate the actual life you are spending currently? the

Interviewer: Move your finger or the pen quickly up and down on the picture of ladder

9.2. Imagine 5 years ahead from this day. Where on the ladder do you think you would stand 5 years from now on?

--	--

Show the card

9.3. We will use the following diagram to show how satisfied you are with the financial situation of your household. '10' means that you are completely satisfied and '0' means you are completely dissatisfied. Where would you put your satisfaction with your household's financial situation?

0	1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	---	----

Completely Dissatisfied

Completely Satisfied

9.4. Please tell me if your household has experienced any of the following, during the last 2 years.

	1.Yes	2.No
1. Migration of a member of the household to another country	1	2
2. Loss of employment by a member of the household	1	2
3. A serious illness or injury of any household member	1	2
4. The death of a member of the household	1	2
5. Damage to the housing structure or its contents (from floods/ fires /other calamities)	1	2
6. A breakdown of a major household asset (such as a vehicle, refrigerator) which required replacement or a substantial cost to repair	1	2

SECTION 10: BUSINESSES WHICH HAVE CLOSED DOWN

BC1. At any time since July 2014 have you owned and operated a business which is now closed down or sold to someone else?

- 1 = Yes
- 2 = No -> **Section 11**

Please tell me about the most recently owned business that you have had that you now do not operate

BC2. What type of business did you own and operate?

a. Respondent's answer : _____

b. ISIC revision 4 3-digit code:

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BC3. When did this business close down or get sold?

- a. Year
- b. Month

INT: SINGLE CODE ONLY

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

BC4: 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

BC5: What happened to the assets the business had when you shut the business?

- 1 = I mainly sold them off
- 1 = I mainly used them for home use -> BC7
- 2 = Other (specify)_____ -> BC7

BC6 how much did you receive from selling the business or its assets?

_____ Naira

BC7: What was the main reason you stopped operating the business?

- 1. The business was making a loss or experienced a drop in sales
- 2. Sickness or health reasons
- 3. To take care of family members

4. I found a better paying wage job
5. I planned to migrate abroad or did migrate abroad
6. I got married
7. The business was shut down by the government
8. The business was taken from me by another family member who wanted to operate it
9. I had a better business idea I wanted to try instead
10. Other (specify)_____

BC8: Do you plan on re-opening this business in the next 6 months?

1. Yes
2. No

BC9 : Have you also operated another business since July 2014 that is now closed down or sold to someone else ?

1. Yes
2. No

SECTION 11: CURRENT WORK STATUS OF NON-BUSINESS OWNERS

NB1. In the last month did you work at all for pay as a wage or salary earner, casual worker, agricultural worker, commission worker, or other job?

- 1 = Wage or salary worker
- 2 = Casual worker
- 3 = Paid on commission or other basis
- 4 = Agricultural worker
- 5 = Other form of paid work (specify) _____
- 6 = Did not work for pay -> **Go to the next section**

NB2. What was this job and in what industry? (e.g. bank teller, farm worker, etc.)

If more than one job, answer about the main job worked in

i. Respondent answer _____

ii. Industry code

--	--

iii. Occupation code:

--	--

NB3. How many hours did you work in a typical week last month in this job?

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NB6. How much did you earn last month working in this job?

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NB7: What is the kind of the enterprise that you work in?

- 2. Private sector firm
- 3. Government sector
- 4. An NGO or aid/relief agency
- 5. A farm or agricultural unit
- 6. A household enterprise owned by another family member
- 7. Other (specify):

SECTION 12: PLANS AND PROGRESS TOWARDS STARTING A NEW BUSINESS

PN1. Are you interested in starting a new business in the next 12 months?

1 = Yes -> PN3

2= No

PN2. Which of the following are reasons you are not interested in starting a new business?

	YES	NO
I am happy with the job I currently have	1	2
Need to care for children or other family members	1	2
I don't have the financing I need to start a business	1	2
I don't have any ideas about what type of business to start	1	2
I am not confident I could run a business	1	2
Other (specify)_____	1	2

Then go to the next section

PN3. What type of business would you like to start?

a. Respondent's answer : _____

b. ISIC revision 4 3-digit code

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or c. Respondent does not know which type of business they would like to start.

PN4. Have you identified the specific location where you expect to conduct this business ?

1 = Yes

2 = No -> **Go to the next section**

PN7. Have you taken any of the following steps towards opening a business?

	YES	No
a. Have talked to people in the location I wish to operate to gauge the demand for this new business	1	2
b. Worked out how much money you would need to start this new business	1	2
c. Visited some of the competitors for my proposed business to see how they operate and their prices	1	2
d. Taken a training course to get skills for this new line of business	1	2
e. Identified sources of financing to pay for the costs of starting a business	1	2
f. Applied for a bank loan to help start a business	1	2
g. Applied to a government program for funding or help in starting a business	1	2
h. Other (specify)_____	1	2

SECTION 14: FUTURE FOLLOW-UP

We hope to be able to come back in three to five years and check how your business is faring, as well as sharing some of the results of the research done with this data with you. In case you move or change phone numbers before this time, we would appreciate it if you could provide the contact details of two friends or family members who would be able to help us get in contact with you if you move. These details will also help us get in contact with you should you be selected for one of the phones or Samsung Galaxy tablets.

Contact 1:

Name: _____
Relationship to you: _____
Contact phone number(s): _____
Contact email: _____
Contact address: _____

Contact 2:

Name: _____
Relationship to you: _____
Contact phone number(s): _____
Contact email: _____
Contact address: _____

End survey

INTERVIEWER OBSERVED DETAILS AND IMPRESSIONS

Interviewer, if the interview takes place at the firm please note the following:

- 1. Does the business have a bright and visible sign that customers could use to identify the business?
1 = Yes
2 = No
- 2. Did the owner refer to accounts records at any point during the interview?
1 = Yes
2 = No

Any other comments or notes from interviewer should be recorded here _____

Interviewer name: _____ **Interview End Time** _____

REGION	CODE
South West	1
South South	2
South East	3
North East	4
North West	5
North Central	6