Nigeria - Youth Enterprise With Innovation in Nigeria (YouWiN!) Program Impact Evaluation 2011-2016

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Overview

Identification

ID NUMBER
NGA_2011-2016_YouWiNIE_v02_M

Version

VERSION DESCRIPTION
Baseline and four follow-up rounds datasets

NOTES
This version differs from version 01 in that it includes the following additional data set :

- VariablesRestrictedData.dta

Overview

ABSTRACT
The Youth Enterprise With Innovation in Nigeria (YouWiN!) program is a large-scale national business plan competition for young entrepreneurs in Nigeria. The program is a collaboration between Nigeria's Ministry of Finance, the Ministry of Communication Technology, and the Ministry of Youth Development with support from Department for International Development (DFID) and the World Bank. The program's objective is to encourage innovation and job creation through the establishment of new businesses and expansion of existing businesses.

The competition attracted almost 24,000 applicants. Random assignment was used to select some of the winners from a pool of semi-finalists, with US$36 million in randomly allocated grant funding providing each winner with an average of US$50,000.

The follow-up surveys targeted 3,139 individuals comprised of four groups who had applied to the first round of the YouWiN! competition. Baseline data was collected in December 2011 - January 2012. Four follow-up surveys were taken, approximately at yearly intervals after individuals had applied for the program. The last, fourth round, was conducted in July - November 2016.

KIND OF DATA
Sample survey data [ssd]

UNITS OF ANALYSIS
- Entrepreneur

- Firm

Scope

NOTES
The scope of the study includes:

- Business and business owners characteristics

- Employment in the firm

- Innovation and training

- Business financing

- Business practices

- Participation in government programs

- Businesses which have closed down

- Current work status of non-business owners

- Plans and progress towards starting a new business

Coverage

GEOGRAPHIC COVERAGE
National coverage

UNIVERSE
Individuals in one of four categories of applicants to the YouWin business plan competition: I) winners in the treatment group; II) control group; III) non-experimental winners; IV) regression-discontinuity sample

Producers and Sponsors

PRIMARY INVESTIGATOR(S)

Name	Affiliation
David McKenzie	World Bank Group

FUNDING

Name	Abbreviation	Role
Department for International Development	DFID	
John Templeton Foundation		
World Bank Group	WBG	
WLSME Trust Fund		

OTHER ACKNOWLEDGEMENTS

Name	Affiliation	Role
Ministry of Communication Technology		
Ministry of Youth Development		
Ministry of Finance		

Metadata Production

METADATA PRODUCED BY

Name	Abbreviation	Affiliation	Role
Development Data Group	DECDG	World Bank Group	Documentation of the DDI

DATE OF METADATA PRODUCTION

2015-08-05

DDI DOCUMENT VERSION

Version 02 (July 2019). This version is identical to version 01, except for the sections on Data Description and Documentation which were updated.

DDI DOCUMENT ID

DDI_NGA_2011-2016_YouWiNIE_v02_M_WB

Sampling

Sampling Procedure

The follow-up surveys targeted a total of 3,139 individuals comprised of four groups who had applied to the first round of the YouWiN! competition:
- 475 individuals selected as national or zonal winners of the competition, based on having the highest absolute scores on their business plans, or highest scores for their region. These are referred to as the national and zonal winner sample. Note this consists of all national and zonal winners except for the 5 disqualified plans.
- 729 individuals who were selected as ordinary winners of the competition through a random draw among individuals with the next highest scores. These are referred to as the experimental treatment sample. This does include individuals originally allocated to treatment who were subsequently disqualified.
- 1,112 individuals who had similar business plan scores as the ordinary winners, but were not selected in the random draw. These are referred to as the experimental control sample. Note 9 of these actually received treatment.
- 823 individuals who applied for the YouWiN! competition and had first round application scores just on either side of the cut-offs used to select people to attend the 4-day business plan training course. This group is referred to as the regression-discontinuity booster sample.

Random selection of the ordinary winners was designed as follows:
- First, among the semi-finalists, all those with business plan total scores below 30 were dropped, to maintain a minimum standard. This reduced the pool from 1,920 to 1,841 firms.
- Then a two-step stratified randomization was conducted in Stata to choose the ordinary winners.

Response Rate

74% follow-up 1
89% follow-up 2
83% follow-up 3
79% follow-up 4

Weighting

No weighting

Questionnaires

Overview

Four rounds of questionnaires attached

Data Collection

Data Collection Dates

Start	End	Cycle
2011-12	2012-01	Baseline
2012-11	2013-05	Follow-up 1
2013-10	2014-02	Follow-up 2
2014-09	2015-02	Follow-up 3
2016-07	2016-11	Follow-up 4

Data Collection Mode

Computer Assisted Personal Interview [capi]

Data Collection Notes

Field work for all survey rounds was carried out by TNS RMS Nigeria Limited.

The first follow-up survey took place between November 2012 and May 2013. The survey took place approximately one year after individuals had first applied to the program, 8 months or more after the winners had been announced, and an average of 5 to 6 months since the winners received their first tranche payment. Overall 2,323 interviews were completed, representing an overall response rate of 74 percent, with data on whether the business was in operation available for 2,420 individuals.

The second follow-up survey took place between October 2013 and February 2014, approximately two years after application and just as firms had received their last tranche payments. This was an even more intensive effort in data collection, and succeeded in completing 2,712 interviews, and getting information on business ownership and employees for 2,777 individuals (88.5%).

The third survey took place between September 2014 and February 2015. This corresponds to three years after application, and between 12 and 18 months after firms had received their last tranche payment from the program. 2,618 interviews were completed (83.4%) with information on business ownership and employees for 2,661 individuals.

The fourth round was carried out in July - November 2016. With the longer passage of time, more of the target sample had relocated to other states, or out of the country, and some firms were reluctant to participate. The main mode of surveying was face-to-face surveying, which took place at the business for those operating a business, and typically at the household for those without a business. 2,075 firms were interviewed with the full survey using this approach.

A second phase of CATI (computer-assisted telephone interviews) was carried out to collect data for firms which could not be interviewed using the face-to-face method. The survey was shortened for this group to make it possible by phone, with 404 firms interviewed using this method. This resulted in a total of 2,479 firms being interviewed (79.0%). Finally, for individuals who were unable to be interviewed, a final attempt was made to ascertain whether or not they currently operated a business, with 338 individuals providing operating status in this way.

Questionnaires

Four rounds of questionnaires attached

Data Collectors

Name	Abbreviation	Affiliation
TNS RMS Nigeria		

Data Processing

No content available

Data Appraisal

No content available

Documentation

Questionnaires

Baseline Data Sheet

Title	Baseline Data Sheet
Country	Nigeria
Language	English
Filename	BaselineDataSheet_Dec62011.pdf

First Follow-up Round Questionnaire

Title	First Follow-up Round Questionnaire
Country	Nigeria
Language	English
Table of contents	Section 0: Attrition Section Section 1: Personal Information Section 2: Screener on Business Ownership Section 3: About Your Business Section 4: Employment in Your Firm Section 5: Innovation and Training Section 6: Financing Your Business Section 7: Business Financials Section 8: Business Practices Section 9: Participation in Government Programs for Young Entrepreneurs Section 10: Businesses Which Have Closed Down Section 11: Current Work Status of Non-Business Owners Section 12: Plans and Progress Towards Starting A New Business Section 13: Participation in Government Programs for Prospective Entrepreneurs Section 14: Future Follow-Up
Filename	Round1Survey.pdf

Second Follow-up Round Questionnaire

Title	Second Follow-up Round Questionnaire
Country	Nigeria
Language	English
Table of contents	Section 0: Attrition Section Section 1: Personal Information Section 2: Screener On Business Ownership Section 3: About Your Business Section 4: Employment In Your Firm Section 5: Innovation Section 6: Financing Your Business Section 7: Business Financials Section 8: Business Practices Section 9: Participation In The YouWin Program Section 10: Businesses Which Have Closed Down Section 11: Current Work Status Of Non-Business Owners Section 12: Plans And Progress Towards Starting A New Business Section 13: Participation In Government Programs For Prospective Entrepreneurs Section R: RAVEN TEST - to be done by all individuals Section 14: Future Follow-Up

Filename	Round2Survey.pdf

Third Follow-up Questionnaire

Title	Third Follow-up Questionnaire
Country	Nigeria
Language	English
Table of contents	Section 0: Attrition Section Section 1: Personal Information Section 2: Screener On Business Ownership Section 3: About Your Business Section 4: Employment In Your Firm Section 5: Innovation Section 6: Financing Your Business Section 7: Business Financials Section 8: Business Practices Section 9: Participation In The YouWin Program Section 10: Businesses Which Have Closed Down Section 11: Current Work Status Of Non-Business Owners Section 12: Plans And Progress Towards Starting A New Business Section 14: Future Follow-Up
Filename	Round3Survey.pdf

Fourth Follow-up Questionnaire

Title	Fourth Follow-up Questionnaire
Language	English
Table of contents	Section 0: Attrition Section Section 1: Personal Information Section 2: Screener On Business Ownership Section 3: About Your Business Section 4: Employment In Your Firm Section 5: Innovation Section 6: Financing Your Business Section 7: Business Financials Section 8: Business Practices Section 9: Participation In The YouWin Program Section 10: Businesses Which Have Closed Down Section 11: Current Work Status Of Non-Business Owners Section 12: Plans And Progress Towards Starting A New Business Section 14: Future Follow-Up
Filename	youwinround4survey2016.pdf

Fourth Follow-up Questionnaire - CATI version

Title	Fourth Follow-up Questionnaire - CATI version
Language	English
Filename	cativersionround4.pdf

Reports

Identifying and Spurring High-Growth Entrepreneurship: Experimental Evidence from a Business Plan Competition

Title	Identifying and Spurring High-Growth Entrepreneurship: Experimental Evidence from a Business Plan Competition
Author(s)	David McKenzie

Country	Nigeria
Language	English
Publisher(s)	American Economic Review
Filename	Identifying0an0ess0plan0competition.pdf

Can Business Owners Form Accurate Counterfactuals? Eliciting Treatment and Control Beliefs about Their Outcomes in the Alternative Treatment Status

Title	Can Business Owners Form Accurate Counterfactuals? Eliciting Treatment and Control Beliefs about Their Outcomes in the Alternative Treatment Status
Author(s)	David McKenzie, World Bank
Language	English
Publisher(s)	Journal of Business & Economic Statistics
Filename	ExpectationsPaper_revised.pdf

Predicting Entrepreneurial Success is Hard: Evidence from a Business Plan Competition in Nigeria

Title	Predicting Entrepreneurial Success is Hard: Evidence from a Business Plan Competition in Nigeria
Author(s)	David McKenzie , Dario Sansone
Language	English
Filename	A_Manuscript_3July19.pdf

Other materials

Replication Stata do-files for "Predicting Entrepreneurial Success is Hard: Evidence from a Business Plan Competition in Nigeria

Title	Replication Stata do-files for "Predicting Entrepreneurial Success is Hard: Evidence from a Business Plan Competition in Nigeria
Language	English
Filename	JDEreplicationfiles.zip

Replication Stata Do-file for "Can Business Owners Form Accurate Counterfactuals? Eliciting Treatment and Control Beliefs about Their Outcomes in the Alternative Treatment Status" Journal Article

Title	Replication Stata Do-file for "Can Business Owners Form Accurate Counterfactuals? Eliciting Treatment and Control Beliefs about Their Outcomes in the Alternative Treatment Status" Journal Article
Author(s)	David McKenzie
Language	English
Description	Replication Stata Do-file for "Can Business Owners Form Accurate Counterfactuals? Eliciting Treatment and Control Beliefs about Their Outcomes in the Alternative Treatment Status", David McKenzie, Journal of Business & Economic Statistics
Filename	JBESreplicationfile.do

Replication Stata Do-files for "Identifying and Spurring High-Growth

Entrepreneurship: Experimental Evidence from a Business Plan Competition" Journal Article

Title	Replication Stata Do-files for "Identifying and Spurring High-Growth Entrepreneurship: Experimental Evidence from a Business Plan Competition" Journal Article
Author(s)	David McKenzie
Language	English
Description	Replication Stata Do-files for "Identifying and Spurring High-Growth Entrepreneurship: Experimental Evidence from a Business Plan Competition" journal article by David McKenzie, American Economic Review List of Do-files: - MainAnalysis_AERreplication.do: replication of Tables and Figures in the paper itself, plus most of appendices. It does not use the Round 4 data, nor does it do the PSM and RD analysis. - Round4replication.do: replicates Table 7 (longer-term results) and the longer-term results part of Table 8, along with Appendix Figure A19 - sharpenedqvalues.do: calculates sharpened q-values and graphs Figure A10 - PSMandRDanalysis.do: does propensity-score matching and RD analysis in Appendices 5 and 6. All analysis was carried out in Stata version 14.2
Filename	Do-files_AER_article.zip