

# Yemen, Rep. - Matching Grant Impact Evaluation 2015

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Report generated on: November 12, 2015

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# Sampling

## Sampling Procedure

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Firms were selected for the program from among the eligible applicants in public randomization events held in Sana'a on January 9, 2014 and Aden on January 12, 2014. The only variable used in stratification was city, with separate drawings occurring in the two cities. The events were open to the public, and attendees included some of the applicants, members of the project's Advisory Committee, and media. In each city 100 firms were randomly drawn, along with a reserve list in case any of the originally selected firms withdrew from the program. In the end this resulted in 216 firms being randomly assigned to the treatment group. Researchers chose a random sample of 100 firms from the eligible applicants in each city to be the control group for the follow-up survey.

Information from application forms of the firms in the treatment and control groups served as the baseline.

## Response Rate

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54.3% (226 of the target 416 firms). Attrition was higher in the control group (51%) than the treatment group (40.7%), with this difference statistically significant ( $p=0.036$ ).

# Questionnaires

## Overview

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Firms who applied for the grant had to fill out an application form. The form collected basic information on the firm such as employment level, sales, whether they export, types of innovative activities conducted in the past three years, and then basic information on what business development services they would like and an agreement to pay half the costs of these.

The follow-up survey was conducted via phone given that safety issues, gas shortages, and time constraints prohibited an in-person survey. The questionnaire collected basic company information such as operating status and employment, the firm's innovation activities and use of consultants, financing from banks and the grant program, and on the firms' exports and sales.

The firm follow-up questionnaire is available in Related Materials, but the application form is not.

## Data Collection

### Data Collection Dates

Start	End	Cycle
2015-03	2015-03	N/A

### Data Collection Mode

Computer Assisted Telephone Interview [cati]

#### DATA COLLECTION NOTES

A call for the second year of the program took place in November 2014, with random selection in December 2014. However, with the worsening security situation in Yemen this second year of the program was abandoned. Researchers therefore quickly launched a follow-up survey in March 2015. This timing is approximately 4 to 10 months after firms had used their matching grants, and right before widespread civil conflict broke out.

### Data Collectors

Name	Abbreviation	Affiliation
Apex Consulting		

## Data Processing

No content available

## Data Appraisal

No content available

## File Description



## Variable List

## MatchingGrantPublicUseYemen

Content	The dataset contains information from two sources: 1) Application Form 2) Firm Follow-up Questionnaire (variables with prefix f_) The Firm Follow-up Questionnaire is available in Related Materials, but Application Form is not.
Cases	416
Variable(s)	120
Structure	Type: Keys: ()
Version	
Producer	
Missing Data	

## Variables

ID	Name	Label	Type	Format	Question
V1	f_A	Interview Number	discrete	numeric	
V2	f_starttime	starttime	discrete	numeric	
V3	f_interview_day	interview_day	discrete	numeric	
V4	f_interview_month	interview_month	discrete	numeric	
V5	f_interview_year	interview_year	discrete	numeric	
V6	f_INTERVIEW_DATE_Time	INTERVIEW_DATE_Time	discrete	character	
V7	f_P_IQ1	Gender	discrete	numeric	Gender of Respondent
V8	f_P_IQ2	Position in company	discrete	numeric	Position in Company
V9	f_Co_IQ32	Type of business	discrete	character	What is the nature of your business or what does your activity consist of? (e.g. manufacturing light fittings, providing IT training, etc.)
V10	f_Co_IQ4	Is company still in operation?	discrete	numeric	Is (company name from above) still in operation?
V11	f_Co_IQ5_1	Year stopped operating	discrete	numeric	When did (company name) stop operating?
V12	f_Co_IQ5_2	Month stopped operating	discrete	numeric	When did (company name) stop operating?
V13	f_Co_IQ6	City of main office	discrete	numeric	In which City does (company name) have its main office?
V14	f_Co_IQ7_A_1	Current full time workers	contin	numeric	Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]
V15	f_Co_IQ7_B_1	highest level in 2014 full time workers	contin	numeric	Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

ID	Name	Label	Type	Format	Question
V16	f_Co_IQ7_A_2	Current temporary workers	contin	numeric	Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]
V17	f_Co_IQ7_B_2	highest level in 2014 temporary workers	contin	numeric	Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]
V18	f_Co_IQ7_A_3	Current total workers	contin	numeric	Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]
V19	f_Co_IQ7_B_3	highest level in 2014 total workers	contin	numeric	Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]
V20	f_Co_IQ8_A	workers let go in 2015	contin	numeric	How many workers did you have at the start of 2015 that: You have had to fire or let go in the last two months because of the current political and economic situation?
V21	f_Co_IQ8_B	workers not paid in 2015	contin	numeric	How many workers did you have at the start of 2015 that: You have kept as employees, but been unable to pay because of the current political and economic situation?
V22	f_Co_IQ9	days business open in last month	contin	numeric	How many days was your business open for operation over the last month?
V23	f_ICQ10	Introduced new product or service	discrete	numeric	Did your firm introduce new products or services or significantly improve an existing product or service during 2014?
V24	f_ICQ112	new product introduced	discrete	character	What is the main new product or service introduced or improved?
V25	f_ICQ12	What characterizes new product?	discrete	numeric	Which of the following best characterizes your new products or services?
V26	f_ICQ13	What describes the new product?	discrete	numeric	Which of the following best describes the new product or service?
V27	f_ICQ14	Where did new product come from?	discrete	numeric	Which of the following best describes the main new product or service introduced?

ID	Name	Label	Type	Format	Question
V28	f_ICQ15	Introduced a new process?	discrete	numeric	Did the firm introduced new or improved business processes in 2014? (examples might include a new production method, a new quality control system, a new accounting system, or a new delivery system).
V29	f_ICQ162	What was the new process?	discrete	character	What is the main new process introduced?
V30	f_ICQ17_1	Introduced new marketing system	discrete	numeric	Did your firm done any of following in 2014? Introduced a new marketing system or promotion system
V31	f_ICQ17_2	Introduced a new accounting system	discrete	numeric	Did your firm done any of following in 2014? Introduced a new accounting system
V32	f_ICQ17_3	Implemented new training system	discrete	numeric	Did your firm done any of following in 2014? Carried out new training for your workers
V33	f_ICQ17_4	New quality certification	discrete	numeric	Did your firm done any of following in 2014? Obtained a new quality certification like ISO 9000
V34	f_ICQ17_5	New HR management system	discrete	numeric	Did your firm done any of following in 2014? Introduced a new human resources management system
V35	f_ICQ17_6	Attended trade show	discrete	numeric	Did your firm done any of following in 2014? Attended a trade show or international fair in another country
V36	f_ICQ17_7	New major capital investment	discrete	numeric	Did your firm done any of following in 2014? Made a new major capital investment such as buying a new piece of machinery or other investment that cost more than US\$1000
V37	f_ICQ18	Firm has a website	discrete	numeric	Does your firm maintain a website?
V38	f_ICQ19	Did you pay anyone to improve your website?	discrete	numeric	Did you pay anyone to improve your website in 2014?
V39	f_ICQ20	Did your firm use a consulting service?	discrete	numeric	Has your firm used a consulting service in 2014?
V40	f_ICQ21_1	Consulting used for production	discrete	numeric	What were the main areas the consultancy services was used for?
V41	f_ICQ21_2	Consulting used for product design	discrete	numeric	What were the main areas the consultancy services was used for?
V42	f_ICQ21_3	Consulting used for firm management	discrete	numeric	What were the main areas the consultancy services was used for?
V43	f_ICQ21_4	Consulting used for finance	discrete	numeric	What were the main areas the consultancy services was used for?
V44	f_ICQ21_5	Consulting used for marketing	discrete	numeric	What were the main areas the consultancy services was used for?

ID	Name	Label	Type	Format	Question
V45	f_ICQ21_6	Consulting used for other	discrete	numeric	What were the main areas the consultancy services was used for?
V46	f_ICIC_HQ22	Hours of consulting used	contin	numeric	How many hours of consulting services did you use in 2014?
V47	f_ICQ23	Amount spent on consulting	contin	numeric	How much money did you spend on consulting services in 2014?
V48	f_BFQ24	did business take a loan	discrete	numeric	Did your business taken a loan from any source (including loans from family and friends) in 2014?
V49	f_BFQ25	BF-Q25	discrete	character	Which of the following sources did you take loans from? (multiple answers possible)
V50	f_BFQ25_A	loan from a bank	discrete	numeric	Which of the following sources did you take loans from? (multiple answers possible)
V51	f_BFQ25_B	loan from microfinance	discrete	numeric	Which of the following sources did you take loans from? (multiple answers possible)
V52	f_BFQ25_C	loan from moneylender	discrete	numeric	Which of the following sources did you take loans from? (multiple answers possible)
V53	f_BFQ25_D	loan from NGO	discrete	numeric	Which of the following sources did you take loans from? (multiple answers possible)
V54	f_BFQ25_E	loan from family or friends	discrete	numeric	Which of the following sources did you take loans from? (multiple answers possible)
V55	f_BFQ25_F	loan from other	discrete	numeric	Which of the following sources did you take loans from? (multiple answers possible)
V56	f_BFQ26	Amount of loan	contin	numeric	What was the total amount of loans you took out for your business in 2014?
V57	f_BFQ27	purpose of loan	discrete	numeric	What was the main purpose of these loans?
V58	f_BFQ28	Selected for BDS matching grant	discrete	numeric	Were you selected for financing under the Wathba business development service matching grant program?
V59	f_BFQ29	Received matching grant	discrete	numeric	Did you actually receive matching grant financing from this program?
V60	f_BFQ30	Reason didn't receive grant	discrete	numeric	Why did you not receive matching grant financing?
V61	f_BFQ312	Main activity done with grant	discrete	character	What was the main activity you undertook using this matching grant?
V62	f_BFQ32	Would have done activity without grant?	discrete	numeric	Would you have undertaken this activity if you had not received the grant?
V63	f_EPQ33	Exported in 2014	discrete	numeric	In 2014, did your firm export any goods or services to another country?
V64	f_EPQ342	Main country exported to	discrete	character	What was the main country you exported to?

ID	Name	Label	Type	Format	Question
V65	f_EPQ35	Value of exports	contin	numeric	What was the total value of your export sales?
V66	f_EPQ36	How did sales in 2014 compare to 2013?	discrete	numeric	How did your sales in 2014 compare to your sales in 2013?
V67	f_EPQ37	Percent change in sales	discrete	numeric	What percentage higher (or lower) were your sales in 2014 compared to in 2013?
V68	f_EPQ37_1	Percent higher	contin	numeric	What percentage higher (or lower) were your sales in 2014 compared to in 2013?
V69	f_EPQ37_2	Percent lower	contin	numeric	What percentage higher (or lower) were your sales in 2014 compared to in 2013?
V70	f_EPQ38	Value of sales in 2014	contin	numeric	What were your total sales for 2014?
V71	f_EPQ39	Range of sales in 2014	discrete	numeric	Can you please tell me which range your 2014 sales falls into?
V72	f_EPQ40	How did sales in Jan 2015 compare to Feb 2015?	discrete	numeric	How did your sales in January 2015 compare to your sales in February 2015?
V73	f_EPQ41	Sales for Feb 2015	contin	numeric	What were your sales for February 2015?
V74	f_interview_end_time	interview_end_time	discrete	numeric	
V75	DateofSubmittingApplication	Date of Submitting Application	discrete	numeric	
V76	Typeofrequest	Type of request	discrete	numeric	
V77	Gender	Gender	discrete	numeric	
V78	CityofBirth	City of Birth	discrete	numeric	
V79	OwnerQualification	Owner Qualification	discrete	numeric	
V80	Cityofbusiness	City of business	discrete	numeric	
V81	Companyfieldofwork	Company field of work	discrete	numeric	
V82	Typeofcompany	Type of company	discrete	numeric	
V83	Dateofestablishment	Date of establishment	discrete	numeric	
V84	NumberofEmployeesMale	Number of Employees (Male)	contin	numeric	
V85	NumberofEmployeesFemale	Number of Employees (Female)	contin	numeric	
V86	DoestheCompanyHaveaBankAcc	Does the Company Have a Bank Account	discrete	numeric	
V87	DoyouhavePartners	Do you have Partners?	discrete	numeric	
V88	NumberofPartners	Number of Partners	contin	numeric	
V89	Didyouhire2010graduatesiny	Did you hire 2010 graduates in your company before?	discrete	numeric	
V90	Doyouagreecover50ofthe	Do you agree to cover 50% of the cost of the BDS?	discrete	numeric	
V91	Doyouhavetheemployeesneeded	Do you have the employees needed to implement the BDS plan?	discrete	numeric	
V92	Inthepast3yearsHaveyouin	In the past 3 years, Have you increased your production levels?	discrete	numeric	
V93	Inthepast3yearsDidyoubuy	In the past 3 years, Did you buy new Equipment?	discrete	character	

ID	Name	Label	Type	Format	Question
V94	Inthepast3yearsIncreasedn	In the past 3 years, Increased number of employees?	discrete	character	
V95	Inthepast3yearsExpandedyo	In the past 3 years, Expanded your business operations?	discrete	character	
V96	OtheractivitiesInthepast3y	Other activities In the past 3 years	discrete	character	
V97	DoyouhaveanyISOCertificatio	Do you have any ISO certifications?	discrete	numeric	
V98	TypeofISOCertification	Type of ISO certification	discrete	character	
V99	Inthepast3yearshaveyouim	In the past 3 years, have you implemented a BDS plan?	discrete	numeric	
V100	GotassistanceformBDSadvisior	Got assistance form BDS advisor?	discrete	character	
V101	TypeofBDSadvisior	Type of BDS advisor	discrete	numeric	
V102	Inthepast3yearsdidyoucon	In the past 3 years, did you conduct a marketing campaign for your products?	discrete	character	
V103	Inthepast3yearsDidyouexp	In the past 3 years, Did you expand to new markets?	discrete	character	
V104	Inthepast3yearsDidyoupro	In the past 3 years, Did you provide training for your employees	discrete	character	
V105	Inthepast3yearsparticipate	In the past 3 years, participated in international expos	discrete	character	
V106	Inthepast3yearsimprovedyo	In the past 3 years, improved you product line	discrete	character	
V107	Inthepast3yearsdidyouobt	In the past 3 years, did you obtain a loan from a Bank	discrete	character	
V108	SalesLocal2010	local sales in 2010 (in 1000s)	contin	numeric	
V109	SalesLocal2011	local sales in 2011 (in 1000s)	contin	numeric	
V110	SalesLocal2012	local sales in 2012 (in 1000s)	contin	numeric	
V111	SalesExport2010	SalesExport2010	contin	numeric	
V112	SalesExport2011	SalesExport2011	contin	numeric	
V113	SalesExport2012	SalesExport2012	contin	numeric	
V114	Doyouwantinterns	Do you want interns?	discrete	numeric	
V115	Doyouagree topay50ofinter	Do you agree to pay 50% of interns Stipend?	discrete	numeric	
V116	CompletedBDP	Completed BDP	discrete	character	
V117	AssignTreat	Assigned to Treatment	discrete	numeric	
V118	ReceivedTreat	Received Treatment	discrete	numeric	
V119	strata	Randomization strata	discrete	numeric	
V120	attrit	Attrited from follow-up survey	discrete	numeric	





## Interview Number (f\_A)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 226
Format: numeric	Invalid: 190
Width: 3	Minimum: 1
Decimals: 0	Maximum: 226
Range: 1-226	

## starttime (f\_starttime)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 226
Format: numeric	Invalid: 190
Width: 13	Minimum: 1742123365000
Decimals: 0	Maximum: 1743260598000
Range: 1742123365000-1743260598000	

## interview\_day (f\_interview\_day)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 145
Format: numeric	Invalid: 271
Width: 2	
Decimals: 0	
Range: 16-29	

## interview\_month (f\_interview\_month)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 145
Format: numeric	Invalid: 271
Width: 1	
Decimals: 0	
Range: 3-3	

## interview\_year (f\_interview\_year)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 145
Format: numeric	Invalid: 271
Width: 4	
Decimals: 0	
Range: 2015-2015	

## INTERVIEW\_DATE\_Time (f\_INTERVIEW\_DATE\_Time)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 10

Valid cases: 226

## Gender (f\_P\_IQ1)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Gender of Respondent

## Position in company (f\_P\_IQ2)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 226  
Invalid: 190

#### Literal question

Position in Company

## Type of business (f\_Co\_IQ32)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 125

Valid cases: 225

#### Literal question

What is the nature of your business or what does your activity consist of? (e.g. manufacturing light fittings, providing IT training, etc.)

## Is company still in operation? (f\_Co\_IQ4)

### File: MatchingGrantPublicUseYemen

#### Overview

## Is company still in operation? (f\_Co\_IQ4)

File: MatchingGrantPublicUseYemen

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-2

Valid cases: 226  
 Invalid: 190

**Literal question**

Is (company name from above) still in operation?

## Year stopped operating (f\_Co\_IQ5\_1)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-2

Valid cases: 5  
 Invalid: 411

**Literal question**

When did (company name) stop operating?

## Month stopped operating (f\_Co\_IQ5\_2)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-11

Valid cases: 5  
 Invalid: 411

**Literal question**

When did (company name) stop operating?

## City of main office (f\_Co\_IQ6)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-3

Valid cases: 226  
 Invalid: 190

**Literal question**

In which City does (company name) have its main office?

## Current full time workers (f\_Co\_IQ7\_A\_1)

File: MatchingGrantPublicUseYemen

**Overview**

## Current full time workers (f\_Co\_IQ7\_A\_1)

### File: MatchingGrantPublicUseYemen

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -77-400

Valid cases: 226  
Invalid: 190  
Minimum: -77  
Maximum: 400

#### Literal question

Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

## highest level in 2014 full time workers (f\_Co\_IQ7\_B\_1)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -77-141

Valid cases: 226  
Invalid: 190  
Minimum: -77  
Maximum: 141

#### Literal question

Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

## Current temporary workers (f\_Co\_IQ7\_A\_2)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -77-300

Valid cases: 226  
Invalid: 190  
Minimum: -77  
Maximum: 300

#### Literal question

Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

## highest level in 2014 temporary workers (f\_Co\_IQ7\_B\_2)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -77-185

Valid cases: 226  
Invalid: 190  
Minimum: -77  
Maximum: 185

#### Literal question

Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

## Current total workers (f\_Co\_IQ7\_A\_3)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 226
Format: numeric	Invalid: 190
Width: 3	Minimum: -77
Decimals: 0	Maximum: 400
Range: -77-400	

#### Literal question

Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

## highest level in 2014 total workers (f\_Co\_IQ7\_B\_3)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 226
Format: numeric	Invalid: 190
Width: 3	Minimum: -77
Decimals: 0	Maximum: 210
Range: -77-210	

#### Literal question

Tell me how many of the following types of workers you currently have working in your business, and how many did you have at the point in 2014 when employment was highest in your firm: [Do not count yourself in any of these categories]

## workers let go in 2015 (f\_Co\_IQ8\_A)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 226
Format: numeric	Invalid: 190
Width: 3	Minimum: -77
Decimals: 0	Maximum: 50
Range: -77-50	

#### Literal question

How many workers did you have at the start of 2015 that:  
You have had to fire or let go in the last two months because of the current political and economic situation?

## workers not paid in 2015 (f\_Co\_IQ8\_B)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 226
Format: numeric	Invalid: 190
Width: 3	Minimum: -77
Decimals: 0	Maximum: 20
Range: -77-20	

#### Literal question

How many workers did you have at the start of 2015 that:  
You have kept as employees, but been unable to pay because of the current political and economic situation?

## days business open in last month (f\_Co\_IQ9)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous	Valid cases: 226
Format: numeric	Invalid: 190
Width: 4	Minimum: -999
Decimals: 0	Maximum: 28
Range: -999-28	

**Literal question**

How many days was your business open for operation over the last month?

## Introduced new product or service (f\_ICQ10)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 226
Format: numeric	Invalid: 190
Width: 1	
Decimals: 0	
Range: 1-3	

**Literal question**

Did your firm introduce new products or services or significantly improve an existing product or service during 2014?

## new product introduced (f\_ICQ112)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 80
Format: character	
Width: 138	

**Literal question**

What is the main new product or service introduced or improved?

## What characterizes new product? (f\_ICQ12)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete	Valid cases: 80
Format: numeric	Invalid: 336
Width: 1	
Decimals: 0	
Range: 1-3	

**Literal question**

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

## What describes the new product? (f\_ICQ13)

File: MatchingGrantPublicUseYemen

**Overview**

## What describes the new product? (f\_ICQ13)

File: MatchingGrantPublicUseYemen

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 80  
Invalid: 336

### Literal question

Which of the following best describes the new product or service?

## Where did new product come from? (f\_ICQ14)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 80  
Invalid: 336

### Literal question

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

## Introduced a new process? (f\_ICQ15)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-3

Valid cases: 226  
Invalid: 190

### Literal question

Did the firm introduced new or improved business processes in 2014? (examples might include a new production method, a new quality control system, a new accounting system, or a new delivery system).

## What was the new process? (f\_ICQ162)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: character  
Width: 155

Valid cases: 48

### Literal question

What is the main new process introduced?

## Introduced new marketing system (f\_ICQ17\_1)

File: MatchingGrantPublicUseYemen

### Overview

## Introduced new marketing system (f\_ICQ17\_1)

### File: MatchingGrantPublicUseYemen

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Introduced a new marketing system or promotion system

## Introduced a new accounting system (f\_ICQ17\_2)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Introduced a new accounting system

## Implemented new training system (f\_ICQ17\_3)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Carried out new training for your workers

## New quality certification (f\_ICQ17\_4)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Obtained a new quality certification like ISO 9000



## New HR management system (f\_ICQ17\_5)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Introduced a new human resources management system

## Attended trade show (f\_ICQ17\_6)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Attended a trade show or international fair in another country

## New major capital investment (f\_ICQ17\_7)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Did your firm done any of following in 2014?  
Made a new major capital investment such as buying a new piece of machinery or other investment that cost more than US\$1000

## Firm has a website (f\_ICQ18)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-3

Valid cases: 226  
Invalid: 190

#### Literal question

Does your firm maintain a website?

## Did you pay anyone to improve your website? (f\_ICQ19)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 51  
Invalid: 365

### Literal question

Did you pay anyone to improve your website in 2014?

## Did your firm use a consulting service? (f\_ICQ20)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

### Literal question

Has your firm used a consulting service in 2014?

## Consulting used for production (f\_ICQ21\_1)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-1

Valid cases: 7  
Invalid: 409

### Literal question

What were the main areas the consultancy services was used for?

### Interviewer instructions

Multiple answers possible, mark each answer given

## Consulting used for product design (f\_ICQ21\_2)

File: MatchingGrantPublicUseYemen

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-1

Valid cases: 5  
Invalid: 411

### Literal question

What were the main areas the consultancy services was used for?

### Interviewer instructions

Multiple answers possible, mark each answer given

## Consulting used for firm management (f\_ICQ21\_3)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-1

Valid cases: 17  
Invalid: 399

#### Literal question

What were the main areas the consultancy services was used for?

#### Interviewer instructions

Multiple answers possible, mark each answer given

## Consulting used for finance (f\_ICQ21\_4)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-1

Valid cases: 14  
Invalid: 402

#### Literal question

What were the main areas the consultancy services was used for?

#### Interviewer instructions

Multiple answers possible, mark each answer given

## Consulting used for marketing (f\_ICQ21\_5)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-1

Valid cases: 36  
Invalid: 380

#### Literal question

What were the main areas the consultancy services was used for?

#### Interviewer instructions

Multiple answers possible, mark each answer given

## Consulting used for other (f\_ICQ21\_6)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-1

Valid cases: 19  
Invalid: 397

#### Literal question

## Consulting used for other (f\_ICQ21\_6)

### File: MatchingGrantPublicUseYemen

What were the main areas the consultancy services was used for?

#### Interviewer instructions

Multiple answers possible, mark each answer given

## Hours of consulting used (f\_ICIC\_HQ22)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 65
Format: numeric	Invalid: 351
Width: 4	Minimum: -99
Decimals: 0	Maximum: 2160
Range: -99-2160	

#### Literal question

How many hours of consulting services did you use in 2014?

## Amount spent on consulting (f\_ICQ23)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 65
Format: numeric	Invalid: 351
Width: 9	Minimum: -99
Decimals: 0	Maximum: 151790000
Range: -99-151790000	

#### Literal question

How much money did you spend on consulting services in 2014?

## did business take a loan (f\_BFQ24)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 226
Format: numeric	Invalid: 190
Width: 1	
Decimals: 0	
Range: 1-2	

#### Literal question

Did your business taken a loan from any source (including loans from family and friends) in 2014?

## BF-Q25 (f\_BFQ25)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 54
Format: character	Invalid: 0
Width: 3	

#### Literal question

## BF-Q25 (f\_BFQ25)

## File: MatchingGrantPublicUseYemen

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

## loan from a bank (f\_BFQ25\_A)

## File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 416

**Literal question**

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

## loan from microfinance (f\_BFQ25\_B)

## File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 416

**Literal question**

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

## loan from moneylender (f\_BFQ25\_C)

## File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 416

**Literal question**

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

## loan from NGO (f\_BFQ25\_D)

## File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 416

**Literal question**

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

## loan from family or friends (f\_BFQ25\_E)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0

Valid cases: 0  
 Invalid: 416

**Literal question**

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

## loan from other (f\_BFQ25\_F)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0

Valid cases: 0  
 Invalid: 416

**Literal question**

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

## Amount of loan (f\_BFQ26)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: -77-86000000

Valid cases: 54  
 Invalid: 362  
 Minimum: -77  
 Maximum: 86000000

**Literal question**

What was the total amount of loans you took out for your business in 2014?

## purpose of loan (f\_BFQ27)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-5

Valid cases: 54  
 Invalid: 362

**Literal question**

What was the main purpose of these loans?

## Selected for BDS matching grant (f\_BFQ28)

File: MatchingGrantPublicUseYemen

**Overview**

## Selected for BDS matching grant (f\_BFQ28)

### File: MatchingGrantPublicUseYemen

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

Were you selected for financing under the Wathba business development service matching grant program?

## Received matching grant (f\_BFQ29)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 129  
Invalid: 287

#### Literal question

Did you actually receive matching grant financing from this program?

## Reason didn't receive grant (f\_BFQ30)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-5

Valid cases: 48  
Invalid: 368

#### Literal question

Why did you not receive matching grant financing?

## Main activity done with grant (f\_BFQ312)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 157

Valid cases: 81

#### Literal question

What was the main activity you undertook using this matching grant?

## Would have done activity without grant? (f\_BFQ32)

### File: MatchingGrantPublicUseYemen

#### Overview

## Would have done activity without grant? (f\_BFQ32)

### File: MatchingGrantPublicUseYemen

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-3

Valid cases: 80  
Invalid: 336

#### Literal question

Would you have undertaken this activity if you had not received the grant?

## Exported in 2014 (f\_EPQ33)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 226  
Invalid: 190

#### Literal question

In 2014, did your firm export any goods or services to another country?

## Main country exported to (f\_EPQ342)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 30

Valid cases: 15  
Invalid: 0

#### Literal question

What was the main country you exported to?

## Value of exports (f\_EPQ35)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -999-50000000

Valid cases: 15  
Invalid: 401  
Minimum: -999  
Maximum: 50000000

#### Literal question

What was the total value of your export sales?

## How did sales in 2014 compare to 2013? (f\_EPQ36)

### File: MatchingGrantPublicUseYemen

#### Overview



## How did sales in 2014 compare to 2013? (f\_EPQ36)

### File: MatchingGrantPublicUseYemen

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 226  
Invalid: 190

#### Literal question

How did your sales in 2014 compare to your sales in 2013?

## Percent change in sales (f\_EPQ37)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 187  
Invalid: 229

#### Literal question

What percentage higher (or lower) were your sales in 2014 compared to in 2013?

## Percent higher (f\_EPQ37\_1)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -99-400

Valid cases: 110  
Invalid: 306  
Minimum: -99  
Maximum: 400

#### Literal question

What percentage higher (or lower) were your sales in 2014 compared to in 2013?

## Percent lower (f\_EPQ37\_2)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -99-99

Valid cases: 77  
Invalid: 339  
Minimum: -99  
Maximum: 99

#### Literal question

What percentage higher (or lower) were your sales in 2014 compared to in 2013?

## Value of sales in 2014 (f\_EPQ38)

### File: MatchingGrantPublicUseYemen

#### Overview

## Value of sales in 2014 (f\_EPQ38)

### File: MatchingGrantPublicUseYemen

Type: Continuous  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -999-645000000

Valid cases: 226  
Invalid: 190  
Minimum: -999  
Maximum: 645000000

#### Literal question

What were your total sales for 2014?

## Range of sales in 2014 (f\_EPQ39)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -77-13

Valid cases: 226  
Invalid: 190  
Minimum: -77  
Maximum: 13

#### Literal question

Can you please tell me which range your 2014 sales falls into?

#### Interviewer instructions

(interviewer fill this out if they answered Q38, otherwise ask)

## How did sales in Jan 2015 compare to Feb 2015? (f\_EPQ40)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 226  
Invalid: 190

#### Literal question

How did your sales in January 2015 compare to your sales in February 2015?

## Sales for Feb 2015 (f\_EPQ41)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -12000000-200000000

Valid cases: 226  
Invalid: 190  
Minimum: -12000000  
Maximum: 200000000

#### Literal question

What were your sales for February 2015?

## interview\_end\_time (f\_interview\_end\_time)

### File: MatchingGrantPublicUseYemen

interview\_end\_time (f\_interview\_end\_time)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 13  
Decimals: 0  
Range: 1742126226000-1743261487000

Valid cases: 226  
Invalid: 190  
Minimum: 1742126226000  
Maximum: 1743261487000

Date of Submitting Application (DateofSubmittingApplication)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 13  
Decimals: 0  
Range: 1694822400000-1703635200000

Valid cases: 416  
Invalid: 0  
Minimum: 1694822400000  
Maximum: 1703635200000

Type of request (Typeofrequest)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-3

Valid cases: 416  
Invalid: 0

Gender (Gender)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 416  
Invalid: 0

City of Birth (CityofBirth)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 416  
Invalid: 0

## Owner Qualification (OwnerQualification)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-5	

## City of business (Cityofbusiness)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## Company field of work (Companyfieldofwork)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 0-13	

## Type of company (Typeofcompany)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-2	

## Date of establishment (Dateofestablishment)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 410
Format: numeric	Invalid: 6
Width: 13	
Decimals: 0	
Range: -63072000000-1686614400000	

## Number of Employees (Male) (NumberofEmployeesMale)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 3	Minimum: 0
Decimals: 0	Maximum: 800
Range: 0-800	

## Number of Employees (Female) (NumberofEmployeesFemale)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 3	Minimum: 0
Decimals: 0	Maximum: 150
Range: 0-150	

## Does the Company Have a Bank Account (DoestheCompanyHaveaBankAcc)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 0-18	

## Do you have Partners? (DoyouhavePartners)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## Number of Partners (NumberofPartners)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 2	Minimum: 0
Decimals: 0	Maximum: 60
Range: 0-60	

Did you hire 2010 graduates in your company before?  
 (Didyouhire2010graduatesiny)  
 File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

Do you agree to cover 50% of the cost of the BDS?  
 (Doyouagreetocover50ofthe)  
 File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-1	

Do you have the employees needed to implement the BDS plan?  
 (Doyouhavetheemployeesneeded)  
 File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

In the past 3 years, Have you increased your production levels?  
 (Inthepast3yearsHaveyouin)  
 File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

In the past 3 years, Did you buy new Equipment?  
 (Inthepast3yearsDidyoubuy)  
 File: MatchingGrantPublicUseYemen

#### Overview

In the past 3 years, Did you buy new Equipment?  
(Inthepast3yearsDidyoubuy)

File: MatchingGrantPublicUseYemen

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

In the past 3 years, Increased number of employees?  
(Inthepast3yearsIncreasedn)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

In the past 3 years, Expanded your business operations?  
(Inthepast3yearsExpandedyo)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

Other activities In the past 3 years (OtheractivitiesInthepast3y)  
File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

Do you have any ISO certifications? (DoyouhaveanyISOcertificatio)  
File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 416  
Invalid: 0

Type of ISO certification (TypeofISOcertification)  
File: MatchingGrantPublicUseYemen

#### Overview

## Type of ISO certification (TypeofISOcertification)

File: MatchingGrantPublicUseYemen

Type: Discrete  
 Format: character  
 Width: 13

Valid cases: 7

In the past 3 years, have you implemented a BDS plan?  
 (Inthepast3yearshaveyouim)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 0-1

Valid cases: 416  
 Invalid: 0

## Got assistance form BDS advisor? (GotassistanceformBDSadvisor)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: character  
 Width: 5

Valid cases: 416  
 Invalid: 0

## Type of BDS advisor (TypeofBDSadvisor)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 0-2

Valid cases: 416  
 Invalid: 0

In the past 3 years, did you conduct a marketing campaign for  
 your products? (Inthepast3yearsdidyoucon)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Discrete  
 Format: character  
 Width: 5

Valid cases: 416  
 Invalid: 0

In the past 3 years, Did you expand to new markets?  
 (Inthepast3yearsDidyouexp)

File: MatchingGrantPublicUseYemen



In the past 3 years, Did you expand to new markets?  
(Inthepast3yearsDidyouexp)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

In the past 3 years, Did you provide training for your employees  
(Inthepast3yearsDidyoupro)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

In the past 3 years, participated in international expos  
(Inthepast3yearsparticipate)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

In the past 3 years, improved you product line  
(Inthepast3yearsimprovedyo)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

In the past 3 years, did you obtain a loan from a Bank  
(Inthepast3yearsdidyouobt)

File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete  
Format: character  
Width: 5

Valid cases: 416  
Invalid: 0

## local sales in 2010 (in 1000s) (SalesLocal2010)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 11	Minimum: 0
Decimals: 0	Maximum: 2147483.6
Range: 0-2147483.647	

## local sales in 2011 (in 1000s) (SalesLocal2011)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 11	Minimum: -8.5
Decimals: 0	Maximum: 2147483.6
Range: -8.5-2147483.647	

## local sales in 2012 (in 1000s) (SalesLocal2012)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 11	Minimum: 0
Decimals: 0	Maximum: 2147483.6
Range: 0-2147483.647	

## SalesExport2010 (SalesExport2010)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 7	Minimum: 0
Decimals: 0	Maximum: 6431000
Range: 0-6431000	

## SalesExport2011 (SalesExport2011)

File: MatchingGrantPublicUseYemen

**Overview**

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 8	Minimum: 0
Decimals: 0	Maximum: 51302240
Range: 0-51302240	

## SalesExport2012 (SalesExport2012)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Continuous	Valid cases: 416
Format: numeric	Invalid: 0
Width: 7	Minimum: 0
Decimals: 0	Maximum: 3354120
Range: 0-3354120	

## Do you want interns? (Doyouwantinterns)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-2	

## Do you agree to pay 50% of interns Stipend? (Doyouagreetopay50ofinter)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

## Completed BDP (CompletedBDP)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 151
Format: character	Invalid: 0
Width: 5	

## Assigned to Treatment (AssignTreat)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

## Received Treatment (ReceivedTreat)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

## Randomization strata (strata)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## Attrited from follow-up survey (attrit)

### File: MatchingGrantPublicUseYemen

#### Overview

Type: Discrete	Valid cases: 416
Format: numeric	Invalid: 0
Width: 1	
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# Related Materials

## Questionnaires

### Firm Follow-up Questionnaire

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Title Firm Follow-up Questionnaire  
 Language English  
 Filename firmfollowupsurvey\_yemen.pdf

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## Reports

### The Additionality Impact of a Matching Grant Program for Small Firms: Experimental Evidence from Yemen

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Title The Additionality Impact of a Matching Grant Program for Small Firms: Experimental Evidence from Yemen  
 Author(s) David McKenzie, World Bank Nabila Assaf, World Bank Ana Paula Cusolito, World Bank  
 Language English  
 Filename mckenzie\_wbwp\_mg.pdf

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## Other materials

### Tables Replication Stata Do-File

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Title Tables Replication Stata Do-File  
 Author(s) David McKenzie  
 Language English  
 Description The do-file provides code to replicate key tables in the working paper "The Additionality Impact of a Matching Grant Program for Small Firms: Experimental Evidence from Yemen", which is available in Related Materials.  
 Table 2 was manually coded based on the tabulation of firm types.  
 Filename replicationfilematchinggrant.do

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