

World - Business Practices in Small Firms in Developing Countries 2008-2014

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Visit our data catalog at: <http://ddghhsn01/index.php/microdata.worldbank.org>

Sampling

Sampling Procedure

The samples were all drawn for purposes other than testing the business practices instrument, and some were selected to reflect very specific sub-populations of interest for particular studies. They range from female-owned subsistence enterprises to a sample of highly-educated owners applying to a business plan competition. But while the samples were not formally designed to be representative of micro- and small-scale enterprises in each country, collectively they reflect the ranges of enterprises in low- and middle-income countries.

Detailed information about sampling in each of the seven countries can be found in "Business Practices in Small Firms in Developing Countries" report (p.23-25), available in external resources.

Questionnaires

Overview

Researches developed a set of 26 questions that measured key business practices used in the day-to-day running of small businesses. These questions were motivated by the content of the International Labour Organization (ILO's) "Improve Your Business" training curriculum, which covered marketing, buying and stock control, costing and record-keeping, and financial planning.

Examples of business practice questions asked in this study are provided in Bangladesh Formal and Informal Enterprise Survey (Section 7, starting page 17) and Sri-Lanka Female Enterprise Survey (Section 9, starting page 18). Both surveys are published as external resources.

Data Collection

Data Collection Dates

Start	End	Cycle
2008	2014	N/A

Data Collection Mode

Computer Assisted Personal Interview [capi]

Data Processing

Other Processing

Stata replication do-files used for "Business Practices in Small Firms in Developing Countries" report by David McKenzie and Christopher Woodruff and Stata do-files showing how the published dataset was constructed from the raw survey data files, are available in external resources.

Data Appraisal

No content available

File Description

Variable List

BusinessPracticesReplicationdata

Content	Anonymized dataset on business practices for all countries and firms
Cases	44579
Variable(s)	111
Structure	Type: Keys: ()
Version	
Producer	
Missing Data	

Variables

ID	Name	Label	Type	Format	Question
V1	weight	Survey weight	contin	numeric	
V2	manuf	Sector is manufacturing	discrete	numeric	
V3	services	Sector is services	discrete	numeric	
V4	trade	Sector is trade	discrete	numeric	
V5	male	Owner is male	discrete	numeric	
V6	ownerage	Age of owner	contin	numeric	
V7	ednyears	Years of education of owner	contin	numeric	
V8	digitspan	Digitspan recall	discrete	numeric	
V9	ageoffirm	Firm age (years)	contin	numeric	
V10	paidworkers	Number of paid workers	contin	numeric	
V11	inventories	Value of inventories	contin	numeric	
V12	firmed	Firm identification number	contin	numeric	
V13	bangladesh	Bangladesh country dummy	discrete	numeric	
V14	round	Survey round	discrete	numeric	
V15	ownershipstatus	Ownership Status	discrete	numeric	
V16	ownershours	Hours worked by owner in last week	contin	numeric	
V17	startedbusiness	Owner started business themselves	discrete	numeric	
V18	monthlsales	Sales in the last month	contin	numeric	
V19	annualsales	Sales in the last year	contin	numeric	
V20	monthlyprofit	Monthly profit	contin	numeric	
V21	municipalregister	Registered at Municipal Level	discrete	numeric	
V22	taxregister	Registered for national taxes	discrete	numeric	
V23	capitalstock	Capital stock	contin	numeric	
V24	bp_m1	Marketing 1: Visited competitor's business to see prices	discrete	numeric	Visited at least one of its competitor's businesses to see what prices its competitors are charging
V25	bp_m2	Marketing 2: Visited competitor's business to see products	discrete	numeric	Visited at least one of its competitor's businesses to see what products its competitors have available for sale

ID	Name	Label	Type	Format	Question
V26	bp_m3	Marketing 3: Asked existing customers what other products they should offer	discrete	numeric	Asked existing customers whether there are any other products the customers would like the business to sell or produce
V27	bp_m4	Marketing 4: Talked with former customer to see why stopped buying	discrete	numeric	Talked with at least one former customer to find out why former customers have stopped buying from this business
V28	bp_m5	Marketing 5: Asked supplier what products selling well	discrete	numeric	Asked a supplier about which products are selling well in this business' industry
V29	bp_m6	Marketing 6: Used a special offer to attract customers	discrete	numeric	Attracted customers with a special offer
V30	bp_m7	Marketing 7: Have done advertising in last 6 months	discrete	numeric	Advertised in any form (last 6 months)
V31	bp_b1	Buying & Stock Control 1: negotiate for lower price	discrete	numeric	Attempted to negotiate with a supplier for a lower price on raw material
V32	bp_b2	Buying & Stock Control 2: compare alternate suppliers	discrete	numeric	Compared the prices or quality offered by alternate suppliers or sources of raw materials to the business' current suppliers or sources of raw material
V33	bp_b3	Buying & Stock Control 3: Don't run out of stock frequently	discrete	numeric	The business does not run out of stock monthly or more (coded as one if the business has no stock)
V34	bp_r1	Costing & Record Keeping 1: Keep written records	discrete	numeric	Keeps written business records
V35	bp_r2	Costing & Record Keeping 2: record every purchase and sale	discrete	numeric	Records every purchase and sale made by the business
V36	bp_r3	Costing & Record Keeping 3: can use records to know cash on hand	discrete	numeric	Able to use records to see how much cash the business has on hand at any point in time
V37	bp_r4	Costing & Record Keeping 4: use records to know whether sales of product increases	discrete	numeric	Uses records regularly to know whether sales of a particular product are increasing or decreasing from one month to another
V38	bp_r5	Costing & Record Keeping 5: worked out cost of each main product	discrete	numeric	Works out the cost to the business of each main product it sells
V39	bp_r6	Costing & Record Keeping 6: know which goods make most profit per item	discrete	numeric	Knows which goods you make the most profit per item selling
V40	bp_r7	Costing & Record Keeping 7: have a written budget for monthly expenses	discrete	numeric	Has a written budget, which states how much is owed each month for rent, electricity, equipment maintenance, transport, advertising, and other indirect costs to business
V41	bp_r8	Costing & Record Keeping 8: have records that could document ability to pay to b	discrete	numeric	Has records documenting that there exists enough money each month after paying business expenses to repay a loan in the hypothetical situation that this business wants a bank loan

ID	Name	Label	Type	Format	Question
V42	bp_f1	Financial Planning 1: review financial performance monthly	discrete	numeric	Review the financial performance of their business and analyze where there are areas for improvement at least monthly
V43	bp_f2	Financial Planning 2: have sales target for next year	discrete	numeric	Has a target set for sales over the next year
V44	bp_f3	Financial Planning 3: compare sales goal to target monthly	discrete	numeric	Compares their sales achieved to their target at least monthly
V45	bp_f4	Financial Planning 4: have a budget of costs for next year	discrete	numeric	Has a budget of the likely costs their business will have to face over the next year
V46	bp_f5	Financial Planning 5: prepare profit and loss statement	discrete	numeric	Has an annual profit and loss statement
V47	bp_f6	Financial Planning 6: prepare cashflow statement	discrete	numeric	Has an annual statement of cash flow
V48	bp_f7	Financial Planning 7: prepare balance sheet	discrete	numeric	Has an annual balance sheet
V49	bp_f8	Financial Planning 8: prepare income and expenditure statement	discrete	numeric	Has an annual income/expenditure sheet
V50	competition1	Percent of sales from within small local area	contin	numeric	
V51	competition2	Number of firms in same business line in your area	contin	numeric	
V52	competition3	Most important competitor is located within 1 km of business	discrete	numeric	
V53	competition4	Would take less than a day for customer to replace you	discrete	numeric	
V54	detailedindustry	Detailed industry code	contin	numeric	
V55	excrate	Market exchange rate to USD (divide by this to get USD)	contin	numeric	
V56	father_owned_business	Father owned a business	discrete	numeric	
V57	mother_owned_business	Mother owned a business	discrete	numeric	
V58	srilanka	Sri Lanka country dummy	discrete	numeric	
V59	discontrate1	Discount rate 5 months vs 6 months (higher = more impatient)	discrete	numeric	
V60	hyperbolic	Hyperbolic discounter	discrete	numeric	
V61	raven	Raven test score	discrete	numeric	
V62	survival	Business is surviving	discrete	numeric	
V63	training_treat	Randomly Assigned to Training Treatment	discrete	numeric	
V64	training_attend	Attends Business Training after being assigned	discrete	numeric	
V65	othertreatment	Received a treatment other than training	discrete	numeric	
V66	intergrp_1	Intervention_Grp1	discrete	numeric	
V67	intergrp_2	Intervention_Grp2	discrete	numeric	
V68	allpaidhours	Sum of hours worked by paid workers, normal week	contin	numeric	
V69	booster	Sri Lankan booster sample	discrete	numeric	
V70	business_SIC	Business SIC code	contin	numeric	

ID	Name	Label	Type	Format	Question
V71	allpaid_start	number of paid workers, 1st year	discrete	numeric	
V72	raven_c	Raven C score	discrete	numeric	
V73	mv_b1	Audit of Buying & Stock Control 1: negotiate for lower price	discrete	numeric	
V74	mv_b2	Audit of Buying & Stock Control 2: compare alternate suppliers	discrete	numeric	
V75	mv_b3	Audit of Buying & Stock Control 3: Don't run out of stock frequently	discrete	numeric	
V76	mv_r1	Audit of Costing & Record Keeping 1: Keep written records	discrete	numeric	
V77	mv_r2	Audit of Costing & Record Keeping 2: record every purchase and sale	discrete	numeric	
V78	mv_r3	Audit of Costing & Record Keeping 3: can use records to know cash on hand	discrete	numeric	
V79	mv_r4	Audit of Costing & Record Keeping 4: use records to know whether sales of produc	discrete	numeric	
V80	mv_r5	Audit of Costing & Record Keeping 5: worked out cost of each main product	discrete	numeric	
V81	mv_r6	Audit of Costing & Record Keeping 6: know which goods make most profit per item	discrete	numeric	
V82	mv_r7	Audit of Costing & Record Keeping 7: have a written budget for monthly expenses	discrete	numeric	
V83	mv_r8	Audit of Costing & Record Keeping 8: have records that could document ability to	discrete	numeric	
V84	mv_f1	Audit of Financial Planning 1: review financial performance monthly	discrete	numeric	
V85	mv_f2	Audit of Financial Planning 2: have sales target for next year	discrete	numeric	
V86	mv_f3	Audit of Financial Planning 3: compare sales goal to target monthly	discrete	numeric	
V87	mv_f4	Audit of Financial Planning 4: have a budget of costs for next year	discrete	numeric	
V88	mv_f5	Audit of Financial Planning 5: prepare profit and loss statement	discrete	numeric	
V89	mv_f6	Audit of Financial Planning 6: prepare cashflow statement	discrete	numeric	
V90	mv_f7	Audit of Financial Planning 7: prepare balance sheet	discrete	numeric	
V91	mv_f8	Audit of Financial Planning 8: prepare income and expenditure statement	discrete	numeric	
V92	mv_m1	Audit of Marketing 1: Visited competitor's business to see prices	discrete	numeric	
V93	mv_m2	Audit of Marketing 2: Visited competitor's business to see products	discrete	numeric	
V94	mv_m3	Audit of Marketing 3: Asked existing customers what other products they should o	discrete	numeric	
V95	mv_m4	Audit of Marketing 4: Talked with former customer to see why stopped buying	discrete	numeric	
V96	mv_m5	Audit of Marketing 5: Asked supplier what products selling well	discrete	numeric	

ID	Name	Label	Type	Format	Question
V97	mv_m6	Audit of Marketing 6: Used a special offer to attract customers	discrete	numeric	
V98	mv_m7	Audit of Marketing 7: Have done advertising in last 6 months	discrete	numeric	
V99	slksmes	Sri Lanka SME sample	discrete	numeric	
V100	nigeria	Nigeria country dummy	discrete	numeric	
V101	cropandanimal	Sector is crop and animal	discrete	numeric	
V102	othersector	Sector is other	discrete	numeric	
V103	businesssector_sic	3 digit SIC code for business sector	contin	numeric	
V104	youwinner	Winner in business plan competition	discrete	numeric	
V105	kenya	Kenya Country Dummy	discrete	numeric	
V106	sic	Ghana more detailed business type	discrete	character	
V107	treatghana	Treated in Ghana	discrete	numeric	
V108	ghana	Ghana dummy variable	discrete	numeric	
V109	chile	Chile country dummy	discrete	numeric	
V110	mexico	Mexico dummy variable	discrete	numeric	
V111	country	Country	discrete	character	

Survey weight (weight)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous
 Format: numeric
 Width: 16
 Decimals: 0
 Range: 3.97000002861023-859.590026855469

Valid cases: 1725
 Invalid: 42854
 Minimum: 4
 Maximum: 859.6

Sector is manufacturing (manuf)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 35281
 Invalid: 9298

Sector is services (services)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 35817
 Invalid: 8762

Sector is trade (trade)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 35281
 Invalid: 9298

Owner is male (male)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 35789
 Invalid: 8790

Age of owner (ownerage)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 35053
Format: numeric	Invalid: 9526
Width: 2	Minimum: 3
Decimals: 0	Maximum: 90
Range: 3-90	

Years of education of owner (ednyears)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 35075
Format: numeric	Invalid: 9504
Width: 2	Minimum: 0
Decimals: 0	Maximum: 25
Range: 0-25	

Digitspan recall (digitspan)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 34739
Format: numeric	Invalid: 9840
Width: 2	
Decimals: 0	
Range: 0-11	

Firm age (years) (ageoffirm)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 34609
Format: numeric	Invalid: 9970
Width: 3	Minimum: 0
Decimals: 0	Maximum: 208
Range: 0-208	

Number of paid workers (paidworkers)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 33315
Format: numeric	Invalid: 11264
Width: 4	Minimum: 0
Decimals: 0	Maximum: 2330
Range: 0-2330	

Value of inventories (inventories)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 22805
Format: numeric	Invalid: 21774
Width: 9	Minimum: 0
Decimals: 0	Maximum: 400000000
Range: 0-400000000	

Firm identification number (firmid)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 44368
Format: numeric	Invalid: 211
Width: 8	Minimum: 1
Decimals: 0	Maximum: 41130027
Range: 1-41130027	

Bangladesh country dummy (bangladesh)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

Survey round (round)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 1-11	

Ownership Status (ownershipstatus)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 8409
Format: numeric	Invalid: 36170
Width: 1	
Decimals: 0	
Range: 1-7	

Hours worked by owner in last week (ownershours)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 33114
Format: numeric	Invalid: 11465
Width: 3	Minimum: 0
Decimals: 0	Maximum: 150
Range: 0-150	

Owner started business themselves (startedbusiness)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 23135
Format: numeric	Invalid: 21444
Width: 1	
Decimals: 0	
Range: 0-1	

Sales in the last month (monthllysales)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 38957
Format: numeric	Invalid: 5622
Width: 9	Minimum: 0
Decimals: 0	Maximum: 190000000
Range: 0-190000000	

Sales in the last year (annualsales)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 5919
Format: numeric	Invalid: 38660
Width: 10	Minimum: 0
Decimals: 0	Maximum: 1860000000
Range: 0-1860000000	

Monthly profit (monthlyprofit)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 39436
Format: numeric	Invalid: 5143
Width: 8	Minimum: -119350
Decimals: 0	Maximum: 45000000
Range: -119350-45000000	

Registered at Municipal Level (municipalregister)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 35125
Format: numeric	Invalid: 9454
Width: 1	
Decimals: 0	
Range: 0-1	

Registered for national taxes (taxregister)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 31593
Format: numeric	Invalid: 12986
Width: 1	
Decimals: 0	
Range: 0-1	

Capital stock (capitalstock)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 31844
Format: numeric	Invalid: 12735
Width: 13	Minimum: -365231.5
Decimals: 0	Maximum: 16199999488
Range: -365231.46875-16199999488	

Marketing 1: Visited competitor's business to see prices (bp_m1)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38487
Format: numeric	Invalid: 6092
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Visited at least one of its competitor's businesses to see what prices its competitors are charging

Interviewer instructions

M1 and M2 are coded as zero if the firm says it has no competitors.

Marketing 2: Visited competitor's business to see products (bp_m2)

File: BusinessPracticesReplicationdata

Overview

Marketing 2: Visited competitor's business to see products (bp_m2)

File: BusinessPracticesReplicationdata

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

Valid cases: 38451
Invalid: 6128

Literal question

Visited at least one of its competitor's businesses to see what products its competitors have available for sale

Interviewer instructions

M1 and M2 are coded as zero if the firm says it has no competitors.

Marketing 3: Asked existing customers what other products they should offer (bp_m3)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38472
Invalid: 6107

Literal question

Asked existing customers whether there are any other products the customers would like the business to sell or produce

Marketing 4: Talked with former customer to see why stopped buying (bp_m4)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38459
Invalid: 6120

Literal question

Talked with at least one former customer to find out why former customers have stopped buying from this business

Interviewer instructions

M4 is coded as zero if the firm says it has no former customers.

Marketing 5: Asked supplier what products selling well (bp_m5)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38172
Invalid: 6407

Literal question

Asked a supplier about which products are selling well in this business' industry

Marketing 6: Used a special offer to attract customers (bp_m6)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38494
Format: numeric	Invalid: 6085
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Attracted customers with a special offer

Marketing 7: Have done advertising in last 6 months (bp_m7)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38496
Format: numeric	Invalid: 6083
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Advertised in any form (last 6 months)

Buying & Stock Control 1: negotiate for lower price (bp_b1)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38140
Format: numeric	Invalid: 6439
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Attempted to negotiate with a supplier for a lower price on raw material

Buying & Stock Control 2: compare alternate suppliers (bp_b2)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38438
Format: numeric	Invalid: 6141
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Compared the prices or quality offered by alternate suppliers or sources of raw materials to the business' current suppliers or sources of raw material

Buying & Stock Control 3: Don't run out of stock frequently (bp_b3)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38208
Format: numeric	Invalid: 6371
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

The business does not run out of stock monthly or more (coded as one if the business has no stock)

Costing & Record Keeping 1: Keep written records (bp_r1)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 38468
Format: numeric	Invalid: 6111
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Keeps written business records

Costing & Record Keeping 2: record every purchase and sale (bp_r2)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 28296
Format: numeric	Invalid: 16283
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Records every purchase and sale made by the business

Costing & Record Keeping 3: can use records to know cash on hand (bp_r3)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 37963
Format: numeric	Invalid: 6616
Width: 1	
Decimals: 0	
Range: 0-1	

Literal question

Able to use records to see how much cash the business has on hand at any point in time

Costing & Record Keeping 4: use records to know whether sales of product increas (bp_r4)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 37922
Invalid: 6657

Literal question

Uses records regularly to know whether sales of a particular product are increasing or decreasing from one month to another

Costing & Record Keeping 5: worked out cost of each main product (bp_r5)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 37273
Invalid: 7306

Literal question

Works out the cost to the business of each main product it sells

Costing & Record Keeping 6: know which goods make most profit per item (bp_r6)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38482
Invalid: 6097

Literal question

Knows which goods you make the most profit per item selling

Costing & Record Keeping 7: have a written budget for monthly expenses (bp_r7)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38465
Invalid: 6114

Literal question

Costing & Record Keeping 7: have a written budget for monthly expenses (bp_r7)

File: BusinessPracticesReplicationdata

Has a written budget, which states how much is owed each month for rent, electricity, equipment maintenance, transport, advertising, and other indirect costs to business

Costing & Record Keeping 8: have records that could document ability to pay to b (bp_r8)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38429
Invalid: 6150

Literal question

Has records documenting that there exists enough money each month after paying business expenses to repay a loan in the hypothetical situation that this business wants a bank loan

Financial Planning 1: review financial performance monthly (bp_f1)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38309
Invalid: 6270

Literal question

Review the financial performance of their business and analyze where there are areas for improvement at least monthly

Financial Planning 2: have sales target for next year (bp_f2)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38517
Invalid: 6062

Literal question

Has a target set for sales over the next year

Financial Planning 3: compare sales goal to target monthly (bp_f3)

File: BusinessPracticesReplicationdata

Overview

Financial Planning 3: compare sales goal to target monthly (bp_f3)

File: BusinessPracticesReplicationdata

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

Valid cases: 38270
Invalid: 6309

Literal question

Compares their sales achieved to their target at least monthly

Financial Planning 4: have a budget of costs for next year (bp_f4)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 38483
Invalid: 6096

Literal question

Has a budget of the likely costs their business will have to face over the next year

Financial Planning 5: prepare profit and loss statement (bp_f5)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 31267
Invalid: 13312

Literal question

Has an annual profit and loss statement

Financial Planning 6: prepare cashflow statement (bp_f6)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 31235
Invalid: 13344

Literal question

Has an annual statement of cash flow

Financial Planning 7: prepare balance sheet (bp_f7)

File: BusinessPracticesReplicationdata

Overview

Financial Planning 7: prepare balance sheet (bp_f7)

File: BusinessPracticesReplicationdata

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

Valid cases: 31218
Invalid: 13361

Literal question

Has an annual balance sheet

Financial Planning 8: prepare income and expenditure statement (bp_f8)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 31267
Invalid: 13312

Literal question

Has an annual income/expenditure sheet

Percent of sales from within small local area (competition1)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous
Format: numeric
Width: 3
Decimals: 0
Range: 2-100

Valid cases: 1621
Invalid: 42958
Minimum: 2
Maximum: 100

Number of firms in same business line in your area (competition2)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous
Format: numeric
Width: 4
Decimals: 0
Range: 0-7000

Valid cases: 19592
Invalid: 24987
Minimum: 0
Maximum: 7000

Most important competitor is located within 1 km of business (competition3)

File: BusinessPracticesReplicationdata

Overview

Most important competitor is located within 1 km of business
(competition3)

File: BusinessPracticesReplicationdata

Type: Discrete	Valid cases: 18935
Format: numeric	Invalid: 25644
Width: 1	
Decimals: 0	
Range: 0-1	

Would take less than a day for customer to replace you
(competition4)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 3782
Format: numeric	Invalid: 40797
Width: 1	
Decimals: 0	
Range: 0-1	

Detailed industry code (detailedindustry)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 24210
Format: numeric	Invalid: 20369
Width: 4	Minimum: 1
Decimals: 0	Maximum: 9309
Range: 1-9309	

Market exchange rate to USD (divide by this to get USD) (excrate)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 15	Minimum: 1.4
Decimals: 0	Maximum: 469
Range: 1.40999999666214-469	

Father owned a business (father_owned_business)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 19954
Format: numeric	Invalid: 24625
Width: 1	
Decimals: 0	
Range: 0-1	

Mother owned a business (mother_owned_business)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 19953
Format: numeric	Invalid: 24626
Width: 1	
Decimals: 0	
Range: 0-1	

Sri Lanka country dummy (srilanka)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

Discount rate 5 months vs 6 months (higher = more impatient) (disconrate1)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 20880
Format: numeric	Invalid: 23699
Width: 4	
Decimals: 0	
Range: -8.5-1	

Hyperbolic discounter (hyperbolic)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 20629
Format: numeric	Invalid: 23950
Width: 1	
Decimals: 0	
Range: 0-1	

Raven test score (raven)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 32037
Format: numeric	Invalid: 12542
Width: 2	
Decimals: 0	
Range: 0-12	

Business is surviving (survival)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 24602
Format: numeric	Invalid: 19977
Width: 1	
Decimals: 0	
Range: 0-1	

Randomly Assigned to Training Treatment (training_treat)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 22380
Format: numeric	Invalid: 22199
Width: 1	
Decimals: 0	
Range: 0-1	

Attends Business Training after being assigned (training_attend)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 5916
Format: numeric	Invalid: 38663
Width: 1	
Decimals: 0	
Range: 0-1	

Received a treatment other than training (othertreatment)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 18843
Format: numeric	Invalid: 25736
Width: 1	
Decimals: 0	
Range: 0-1	

Intervention_Grp1 (intergrp_1)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 10835
Format: numeric	Invalid: 33744
Width: 1	
Decimals: 0	
Range: 1-3	

Intervention_Grp2 (intergrp_2)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 6463
Format: numeric	Invalid: 38116
Width: 1	
Decimals: 0	
Range: 1-3	

Sum of hours worked by paid workers, normal week (allpaidhours)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 8678
Format: numeric	Invalid: 35901
Width: 4	Minimum: 0
Decimals: 0	Maximum: 2300
Range: 0-2300	

Sri Lankan booster sample (booster)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 1598
Format: numeric	Invalid: 42981
Width: 1	
Decimals: 0	
Range: 1-2	

Business SIC code (business_SIC)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous	Valid cases: 16464
Format: numeric	Invalid: 28115
Width: 3	Minimum: 11
Decimals: 0	Maximum: 930
Range: 11-930	

number of paid workers, 1st year (allpaid_start)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 16464
Format: numeric	Invalid: 28115
Width: 2	
Decimals: 0	
Range: 0-12	

Raven C score (raven_c)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete
 Format: numeric
 Width: 2
 Decimals: 0
 Range: 0-12

Valid cases: 14507
 Invalid: 30072

Audit of Buying & Stock Control 1: negotiate for lower price (mv_b1)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 334
 Invalid: 44245

Audit of Buying & Stock Control 2: compare alternate suppliers (mv_b2)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 334
 Invalid: 44245

Audit of Buying & Stock Control 3: Don't run out of stock frequently (mv_b3)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 334
 Invalid: 44245

Audit of Costing & Record Keeping 1: Keep written records (mv_r1)

File: BusinessPracticesReplicationdata

Overview

Audit of Costing & Record Keeping 1: Keep written records (mv_r1)

File: BusinessPracticesReplicationdata

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

Valid cases: 335
Invalid: 44244

Audit of Costing & Record Keeping 2: record every purchase and sale (mv_r2)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 334
Invalid: 44245

Audit of Costing & Record Keeping 3: can use records to know cash on hand (mv_r3)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 334
Invalid: 44245

Audit of Costing & Record Keeping 4: use records to know whether sales of produc (mv_r4)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Costing & Record Keeping 5: worked out cost of each main product (mv_r5)

File: BusinessPracticesReplicationdata

Overview

Audit of Costing & Record Keeping 5: worked out cost of each main product (mv_r5)

File: BusinessPracticesReplicationdata

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

Valid cases: 335
Invalid: 44244

Audit of Costing & Record Keeping 6: know which goods make most profit per item (mv_r6)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Costing & Record Keeping 7: have a written budget for monthly expenses (mv_r7)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Costing & Record Keeping 8: have records that could document ability to (mv_r8)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Financial Planning 1: review financial performance monthly (mv_f1)

File: BusinessPracticesReplicationdata

Overview

Audit of Financial Planning 1: review financial performance monthly (mv_f1)

File: BusinessPracticesReplicationdata

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

Valid cases: 335
Invalid: 44244

Audit of Financial Planning 2: have sales target for next year (mv_f2)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Financial Planning 3: compare sales goal to target monthly (mv_f3)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Financial Planning 4: have a budget of costs for next year (mv_f4)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Audit of Financial Planning 5: prepare profit and loss statement (mv_f5)

File: BusinessPracticesReplicationdata

Overview

Audit of Financial Planning 5: prepare profit and loss statement (mv_f5)

File: BusinessPracticesReplicationdata

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

Valid cases: 200
Invalid: 44379

Audit of Financial Planning 6: prepare cashflow statement (mv_f6)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 200
Invalid: 44379

Audit of Financial Planning 7: prepare balance sheet (mv_f7)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 200
Invalid: 44379

Audit of Financial Planning 8: prepare income and expenditure statement (mv_f8)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 200
Invalid: 44379

Audit of Marketing 1: Visited competitor's business to see prices (mv_m1)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 332
Invalid: 44247

Audit of Marketing 2: Visited competitor's business to see products (mv_m2)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 330
Format: numeric	Invalid: 44249
Width: 1	
Decimals: 0	
Range: 0-1	

Audit of Marketing 3: Asked existing customers what other products they should o (mv_m3)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 335
Format: numeric	Invalid: 44244
Width: 1	
Decimals: 0	
Range: 0-1	

Audit of Marketing 4: Talked with former customer to see why stopped buying (mv_m4)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 333
Format: numeric	Invalid: 44246
Width: 1	
Decimals: 0	
Range: 0-1	

Audit of Marketing 5: Asked supplier what products selling well (mv_m5)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 327
Format: numeric	Invalid: 44252
Width: 1	
Decimals: 0	
Range: 0-1	

Audit of Marketing 6: Used a special offer to attract customers (mv_m6)

File: BusinessPracticesReplicationdata

Overview

Audit of Marketing 6: Used a special offer to attract customers (mv_m6)

File: BusinessPracticesReplicationdata

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

Valid cases: 335
Invalid: 44244

Audit of Marketing 7: Have done advertising in last 6 months (mv_m7)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 335
Invalid: 44244

Sri Lanka SME sample (slksmes)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 471
Invalid: 44108

Nigeria country dummy (nigeria)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 44579
Invalid: 0

Sector is crop and animal (cropandanimal)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 1757
Invalid: 42822

Sector is other (othersector)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 1757
 Invalid: 42822

3 digit SIC code for business sector (businesssector_sic)

File: BusinessPracticesReplicationdata

Overview

Type: Continuous
 Format: numeric
 Width: 4
 Decimals: 0
 Range: 112-9700

Valid cases: 1723
 Invalid: 42856
 Minimum: 112
 Maximum: 9700

Winner in business plan competition (youwinner)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 1757
 Invalid: 42822

Kenya Country Dummy (kenya)

File: BusinessPracticesReplicationdata

Overview

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

Valid cases: 44579
 Invalid: 0

Ghana more detailed business type (sic)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete
 Format: character
 Width: 82

Valid cases: 332
 Invalid: 0

Treated in Ghana (treatghana)

File: BusinessPracticesReplicationdata

Treated in Ghana (treatghana)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 140
Format: numeric	Invalid: 44439
Width: 1	
Decimals: 0	
Range: 0-1	

Ghana dummy variable (ghana)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

Chile country dummy (chile)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

Mexico dummy variable (mexico)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-1	

Country (country)

File: BusinessPracticesReplicationdata

Overview

Type: Discrete	Valid cases: 44579
Format: character	Invalid: 0
Width: 10	

Related Materials

Questionnaires

Bangladesh Formal and Informal Enterprise Survey

Title Bangladesh Formal and Informal Enterprise Survey
Language English
Filename Informality Eng Ques_7 April 10.pdf

Sri-Lanka Female Enterprise Survey

Title Sri-Lanka Female Enterprise Survey
Language English
Filename Current_R1_March2009.pdf

Reports

Business Practices in Small Firms in Developing Countries

Title Business Practices in Small Firms in Developing Countries
Author(s) David McKenzie Christopher Woodruff
Language English
Filename Business_practice_developing_countries.pdf

Other materials

Stata Do-Files and Stata Graph Editor Files

Title Stata Do-Files and Stata Graph Editor Files
Author(s) David McKenzie, World Bank
Language English

Replication Stata do-files and Stata graph editor files for the paper "Business Practices in Small Firms in Developing Countries", available in external resources.

ReplicationFileBusinessPractices.do - Stata do-file to replicate tables in the paper using BusinessPracticesReplicationdata.dta

Figure1recorder.grec - Stata graph editor file used in making Figure 1

newFigure2recorder.grec - Stata graph editor file used in making Figure 2

Figure2recorder.grec - Stata graph editor file used in making subfigures in Figure 4

Figure4newcombiner.grec - Stata graph editor file using in making Figure 4

newFigure5recorder.grec - Stata graph editor file using for Appendix Figure

Description MergeDataKenya.do - file to name and label business practice data for Kenya

NigeriaDataExtract.do - file to name and label data from Nigeria

MexicoRenameVariables.do - file to name and label data from Mexico

CleanBangladesh.do - file to name and label data from Bangladesh

renameChile.do - file to name and label data from Chile

MergeDataSLKWomen.do - file to name and label data from Sri Lankan female sample

SriLanka_renameSMEvars.do - file to name and label SME data from Sri Lanka

Ghana_Renamev2.do - file to rename Ghana variables

SriLankaRenameVariables.do - file to rename other Sri Lankan data

Filename Programs.zip

ReadMe - Stata Do-Files and Stata Graph Editor Files Description

Title ReadMe - Stata Do-Files and Stata Graph Editor Files Description

Author(s) David McKenzie

Language English

Filename ReadmeBusinessPractices.txt
