

Fourth survey of 1500 businesses in Lomé August – September 2016

Confidential

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INFORMATION TO FILL OUT BEFORE THE INTERVIEW			
A. Business identification number	/ / / / /	B. Interviewer number	/ /
C. Business name			
D. Industry		E. Industry code	/ / /
F. Entrepreneur's surname		H. Status of the last survey	/
G. Entrepreneur's given name		1 = In Sept. 2015 , still had business 2 = In Sept. 2015 , no longer had business 3 = In Jan. 2015 , still had business 4 = In Jan. 2015 , no longer had business 5 = In Sept. 2014 , still had business 6 = In Sept. 2014 , no longer had business 7 = In Oct. 2013 (baseline survey)	

1. SECTION 1 : INITIAL CONTACT

1.1 Appointment date (dd/mm/yy) : / / / / /

1.2 Starting time of the interview : / / : / /

Interviewer : Hello, my name is _____. Are you **Mr./Ms. [full name of the person on your list ; confirm that you are talking with the right person.]**

I am here on behalf of Adkontakt Togo for a study by the Private Sector Development Project (PADSP) funded by the organization Innovations for Poverty Action (IPA), which we are conducting with 1,500 entrepreneurs in Lomé. One of our collaborators visited you in **[SEE H. Status of the last survey]**. Ddi, ɲkɔnyee nye _____. Wɔɛ nye afeto / aʔeno [Migblo fome ɲko kple ɲko evelia siwo le agbaleŌa dzi eye miade dzesii be miele nu fom kple ame si dze]. Meva le dɔwɔfe si wɔa mɔnu yeyewo ɲudɔ hena aɲahoho fe ahedada ɲu, miele numekuku wɔm tso 1500 dɔwɔfe sue siwo le Lomé. [XXX] hadɔwɔla aɛ va ku nu me kple mi.

1.3 Could you please confirm whether you were surveyed by me or by one of my colleagues ? / **dɛ miate ɲu kaɛ dzi nam be nye alo nye hadɔwɔlawo dometo aɛ ku nu me kple mia ?... /**

1 = Yes **(SKIP TO QUESTION 1.5)**

2 = No

1.4 Was one of your associates interviewed by me or by one of my colleagues ? / **de nye alo nye hadawolawo dometo aḍe ku nu me kple miafe dɔ kpedenutawo dometo aḍea ?.... /___/**

1 = Yes **(Ask to speak with the one who was surveyed.)**

2 = No **(DO NOT CONTINUE ; CALL YOUR SUPERVISOR.)**

1.5 Our survey today will last about two to two and a half hours. **I remind you that your participation in this survey will not affect your participation in other programs of the World Bank.** All the responses you provide will remain strictly confidential, and your identity will not be shared with anyone. In order to thank you for your time and your participation in this survey, you will be entered in a raffle where you may (or may not) win calculators, notebooks, phone credit, and geometry sets. If you participate in all four surveys, you will be entered in a raffle to win a motorcycle. **Miafe numekukua axɔ gafofo eve kloe. Miafe gomekpɔkpɔ le numekuku sia me makpɔ nusẽ de xexeme dukɔ fofowo fe gadzraḍofe gã fe ɖoḍo bubu siwo me miakpɔ gome le o. De dzesii hã be miafe nuḍoḍowo katã woawɔ wonu dɔ le yaɣla blibo me eye miafe nyenye madze le afi afeke o. Hena akpedada na mi fe yeyi si miegu kple miafe gomekpɔkpɔ le numekuku sia me la, miakpɔ gome le tɔɣbola fe wɔna aḍe si me miate nu aḍu akɔɣtabumɔviwo, agbalẽwo, togocel 450F kple ensemble géométrique. Ne miekpɔ gome le numekuku eneawo katã me la, miakpɔ gome le dzoḍeke ɖuɖu fe tɔɣbola wɔna aḍe me.**

[The goal of this survey is to understand the situation and the characteristics of micro and small enterprises, in order to identify the most appropriate programs to support these businesses and to improve existing programs.] Tafodzinu si le numekuku sia si lae nye dɔwɔfe suewo fe nɔnɔme kple wofe fofowo gomesese be woade dzesi fofo vevi siwo dze hena asitɔtrɔ le esiwo li xoxo la ɖuɔ.

Innovations for Poverty Action (IPA) is a nonprofit research institution that aims to find innovative solutions to face the challenges to development around the world. Mɔnu yeyewo nuḍo hena aũahoho fe ahedada nu : numekuku dɔwɔfe aḍe si wɔa dɔ ga fe tafodzinu afeke manme hena nuḍoḍo yeyewo kpɔkpɔ na kuxi siwo le mɔ xem na dukɔ gefewo fe dɔdɔde kpɔkpɔ]

1.6 Do you agree to participate in this survey ? / **de nelɔ be yeana numekuku dɔ sia mea ? .../___/**

1 = Yes **(SKIP TO QUESTION 1.16)**

2 = No

1.7 Why do you not wish to participate in the survey ? / **Nu ka nu ti miele didim be miakpɔ gome le numekuku sia me o ?**

1.8 Can I just ask you if the company **[Name]** still exists ? / **de mate nu bia mi ko be dɔwɔfe / adzo sia ga lia ?...../___/**

1 = Yes

2 = No **(SKIP TO QUESTION 1.12)**

1.9 Do you still work for this company ? / **Mie gale dɔ wɔm le dɔwɔfe / adzo sia mea ?...../___/**

1 = Yes

2 = No **(SKIP TO QUESTION 1.12)**

1.10 Can you give an estimate of the sales that you made last month with this company ? / **Mia teɣu susu yleti si miede megbe fe nudzadzrawo alo dɔ siwo miewɔ le dɔwɔfe / adzoa me fe homea ?**

	XOF
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1.11 Can you give me an estimate of the profits that you made last month with this company ? / **Mia teɣu susu yleti si miede megbe fe viḍe alo dɔ siwo miewɔ le dɔwɔfe / adzoa me fe homea ?**

	XOF
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(SKIP TO QUESTION 1.14)

1.12 When did you stop working for the company ? / **yeyi ka mee miegbe dɔ le dɔwɔfe sia ?**
(mm / yy)...../___/___/___/___/

- 1.13 What are you doing at the present ? / Nu ka wòm miele le fifi me ? /___/___/
- Do not read out the answers !!! If the person has several occupations, you should ask which one brings in the most income.**

1 = Paid employee in the same industry
 2 = Paid employee in another industry
 3 = Head of a company/self-employed in the same industry
 4 = Head of a company/self-employed in another industry
 5 = Unpaid worker in a family business
 6 = Unpaid worker on a family farm
 7 = Unpaid worker in another company
 8 = Not working, searching for a salaried position
 9 = Not working, not looking for work
 10 = Temp or seasonal worker
 11 = Student, apprentice
 12 = Retired
 13 = Other **a. If other, explain :** _____

- 1.14 How much was your combined revenue from paid work, farming, retirement pensions, and/or money received from an investment in **[the past full month]** ? / Ho nenie nye miafe dɔwɔwɔfetu, agbledede alo gbɔdemefetu xɔxɔ kpakple ga si do tso wɔà dɔwɔwɔ aɖe me.

	Estimated minimum Asixɔxɔ sueto (optional) (i)	Best estimate Asixɔxɔ nyuito (ii)	Estimated maximum Asixɔxɔ kəkɔtɔ (optional) (iii)
The last full month yleti susɔea le blibo me			

- 1.15 **END OF INTERVIEW** Thank you for your answers. Best of luck with your business ! **[Write down the refusal in the appeal results and fill out the refusal form.]**

- 1.16 **Confirm : interview location**..... /___/

1 = Business
 2 = Residence
 3 = Other **a. If other, explain :** _____

- 1.17 Can you remind me of your surname ? Nyaɲɔdɔla fe fome ŋkɔ :

- 1.18 Can you remind me of your given name(s) ? Nyaɲɔdɔla fe ŋkɔ(wo) :

VERIFY THAT THE SURNAME AND GIVEN NAME ARE THE SAME AS ON YOUR SHEET.

- 1.19 Can you give me your telephone numbers ? Nyaɲɔdɔla fe kafomɔ xexlɛme :

a. Respondent's telephone number 1 : /___/___/___/___/

b. Respondent's telephone number 2 : /___/___/___/___/

2. SECTION 2 : EXISTENCE OF THE COMPANY

2.1 To note down; see **item H in the interviewee information table.** Status of the last survey /___/

- 1 = Surveyed in **September 2015**, still had a business
- 2 = Surveyed in **September 2015**, didn't have a business anymore (**SKIP TO QUESTION 2.10**)
- 3 = Surveyed in **January 2015**, still had a business
- 4 = Surveyed in **January 2015**, didn't have a business anymore (**SKIP TO QUESTION 2.10**)
- 5 = Surveyed in **September 2014**, still had a business
- 6 = Surveyed in **September 2014**, didn't have a business anymore (**SKIP TO QUESTION 2.10**)
- 7 = Last survey : **baseline survey, October 2013**

2.2 The last time you were surveyed, we spoke with you about your company, which was called [**name of the company on the list**] and which operated in [**industry on the list**]. Do you still work for this company ? **Zi mamlae si wowo numekuku kple mi, woku nu me kple mi tso miafe dawafe si nko nye [nom de l'entreprise sur la liste] eye dawawo nye [secteur d'activité sur la liste] Miega le do wom na dawafe maa ?** /___/

- 1 = Yes
- 2 = No, because the company was closed down (**SKIP TO QUESTION 2.4**)
- 3 = No, for another reason (**SKIP TO QUESTION 2.7**)

2.3 Our interview will be about this company, even if you have other businesses now. / **Miafe numekukua aku de dawafe sia nu, nenye be miedo bubuwo fifia ha. (SKIP TO SECTION 3, QUESTION 3.1)**

2.4 What was the main reason that the company was closed down ?/ **Tadodzi vevie ka nuti dawafea tu efe votra ? (Do not read out the answers!!)**..... /___/

- 1 = Problems with regulation or tax payments
- 2 = Lack of clients
- 3 = Too much competition
- 4 = Lack of technical skills
- 5 = Problems with financial management
- 6 = The business owner was sick
- 7 = Family obligations (child, sick relative, death in the family, etc.)
- 8 = Interest in opening another business
- 9 = Opportunity to have a salaried job
- 10 = The business owner retired
- 11 = The business owner traveled
- 12 = Other

a. If other, explain : _____

2.5 When was the company shut down ? / **veyi ka mee wo tui ?**

- a. Month : /___/
- b. Year : /___/___/

2.6 In the next 12 months, do you intend to relaunch this company again ? / **Le yleti wui eve siwo gbana me, de miesusu be miagbugbo uu dawafe sia ?**/___/

- 1 = Yes (**SKIP TO QUESTION 2.10**)
- 2 = No (**SKIP TO QUESTION 2.10**)
- (-9) = Doesn't know (**SKIP TO QUESTION 2.10**)

- 2.7 What is the main reason why you no longer work for this company ? / Nu kae nye taqodzinu vevie si ta miegale dɔ wɔm le dɔwɔfe sia me o ? /__/_/
- (Do not read out the answers !!)**
- 1 = I wanted to invest in a new company instead
 - 2 = I found a salaried job opportunity
 - 3 = I had family obligations (child, sick relative, death in the family, etc.)
 - 4 = I moved
 - 5 = I retired
 - 6 = I sold the company
 - 7 = I passed the company on to a family member
 - 8 = I was sick
 - 9 = I traveled
 - 10 = Other
- a. If other, explain :** _____
- 2.8 When did you stop working for this company ? / ƳɛƳiyi ka mee miegbe dɔ le dɔwɔfe sia?
- a. Month : /__/_/
 - b. Year : /__/_/_/_/
- 2.9 In the next 12 months, do you intend to start working for this company again ? / Le Ƴleti wui eve si wogbɔna me, miewɔ susu agbugbɔ dze dɔwɔwɔ gome na dɔwɔfe sia? /__/_/
- 1 = Yes
 - 2 = No
 - (-9) = Doesn't know
- 2.10 What are you doing at the present ? / Nu ka wɔm miele le fifi me ? /__/_/
- Do not read out the answers !!! If the person has several occupations, you should ask which one brings in the most income.**
- 1 = Paid employee in the same industry
 - 2 = Paid employee in another industry
 - 3 = Head of a company/independent contractor in the same industry
 - 4 = Head of a company/independent contractor in another industry
 - 5 = Unpaid worker in a family business
 - 6 = Unpaid worker on a family farm
 - 7 = Unpaid worker in another company
 - 8 = Not working, searching for a salaried position
 - 9 = Not working, not looking for work
 - 10 = Temp or seasonal worker
 - 11 = Student, apprentice
 - 12 = Retired
- 2.11 How long have you been in your current situation ? / Tso ƳɛƳiyi ka me miele nɔnɔme sia me?
- a. Month : /__/_/
 - b. Year: /__/_/_/_/
- 2.12 **If 2.10=3 or 4, confirm the answer and continue.** Are you currently the owner or manager of a company ? / de mienye dɔtefedɔla alo dɔdzikpɔla le dɔwɔfe ade fifia ?/_/_/
- 1 = Yes
 - 2 = No **(SKIP TO SECTION 4, QUESTION 4.3)**

3. SECTION 3: INFORMATION ON THE BUSINESS

3.1 Could you confirm the name of the company for me ? **Dòwòfè fè ñkò:**

VERIFY WHETHER THE NAME IS THE SAME AS THE NAME OF THE COMPANY ON YOUR SHEET. CLARIFY THAT YOU WANT TO SPEAK WITH THE INTERVIEWEE ABOUT THE COMPANY ON YOUR SHEET. IF YOU ARE NOT SURE, CALL YOUR FACILITATOR.

3.2 What is the main industry that your company is engaged in ? By main industry, I mean the business sector that brings in the most revenue. \ **Dòwòna tòxé kae le dòwòfèa si? Wòwòna dè sia dè fè tòxényenyé, míagblò be nudzadzra si hea gakpòkpò gedè vanae .**

- Write down exactly what the person says.** _____
- Enter the industry code using the options in the support document**/___/___/

3.3 Does your company conduct business in another industry ? \ **dè wò dòwòfèa gawò dò bubua?**/___/

- = Yes
- = No (**SKIP TO QUESTION 3.5**)

3.4 What is the second most important business sector for the company ? \ **Ekae nye dòwòna evelia si le vevie wu le dòwòfèa?**

- Write down exactly what the person says.** _____
- Enter the industry code using the options in the support document**/___/___/

3.5 How many people work for your company, not including yourself ? Include family members who work for the company, unpaid workers, temporary workers, apprentices, managers, and owners who work for the company. \ **Ame nenie wò dò le dòwòfèa, wò ñutò manómee ? Nàtsò wò fometò siwo le dò wòm le dòwòfèa dè me, dòwòla siwo mexò fetu o, yeyiyi me dòwòla, dòsròlòwò, dòdzikpòlòwò kple dò 'feto siwo wò dò le dòwòfèa, wò ñutò manómee. Na ame siwo wò dò le dòwòfèa la fè ñkòwò nam** /___/___/

IF 3.5 = 0, SKIP TO QUESTION 3.6

- How many are paid for their work, how many only receive allowances for transportation or subsistence, and how many do not receive any remuneration ? / **Nenie xòà fetu, nenie xòà vudòga alo nuɖuga eye nenie mexòà ga aɖeke o?**
 - How many are paid for their work ? / **Nenie xòà fetu ?** /___/___/
 - How many only receive a transportation or subsistence allowance ? / **Nenie xòà vudòga alo nuɖuga?** /___/___/
 - How many receive no remuneration ? / **Nenie me xòà ga aɖeke o?** /___/___/

Verify that the total from 3.5ai to 3.5aiii is equal to 3.5.

- Of these, how many have a written contract with you, whether for work, for an internship, or for an apprenticeship ? / **Le ame siawò dome, nenie Wò fofòse alo tutudòxòxò le nusòsrò vò megbe fè agbalè kple mi ?** /___/___/

Verify that 3.5b is less than or equal to 3.5.

- Of all of the people who work for your company, how many are women [**If the interviewee is a woman**, not including you] ? \ **Le ame siawò dome, nyònu nenie?** /___/___/

Verify that 3.5c is less than or equal to 3.5.

- d. In the past six months, have you sent your employees for training [***If there are apprentices or interns, not counting your apprentices or interns***] ? / Le yleti ade siwo va yi me, miedo miafe dɔwɔlawo dɛ tutuɔɔxɔfe aɛ, esiwo me miafe dɔsrɔviwo mele oa? / ☐ / ☐
- 1 = Yes
2 = No
- e. In the past six months, have you yourself given training to your employees [***If there are apprentices or interns, not counting your apprentices or interns***] ? / Le yleti ade siwo va yi me, dɛ mia nuto miena tutuɔɔ aɛwɔ miafe dɔwɔlawo, esiwo me miafe dɔsrɔviwo mele oa? / ☐ / ☐
- 1 = Yes
2 = No
- f. In the past six months, how often have you evaluated your employees' performance ? / Le yleti ade siwo va yi me, zi nenie miedoa miafe dɔwɔlawo fe nunyawɔwo gɔmee? (***Give the sheet. Read out all the answers !!***) / ☐ / ☐
- 1 = Never / Gbede o
2 = About once a month / Abe zi dɛka ene yleti me
3 = About once a week / Abe zi dɛka ene kwasida me
4 = Every day / Gbe sia gbe
- g. In the past six months, how often have you given feedback to your employees about their work ? / Le yleti ade siwo va yi me, zi nenie miedea nu me kple miafe dɔwɔlawo ku dɛ wofe dɔ nu? (***Give the sheet. Read out all the answers !!***) / ☐ / ☐
- 1 = Never / Gbede o
2 = About once a month / Abe zi dɛka ene yleti me
3 = About once a week / Abe zi dɛka ene kwasida me
4 = Every day / Gbe sia gbe

3.6 Now I am going to ask you several questions about a typical week for you. By typical week, I mean a week of ordinary activity where things go as usual. How many days a week is your business open ? / Le dɔwɔ kwasida me, medi be magblo be alesi dɔa yinae kokoko le kwasida dɛ sia dɛ me ene? nkeke neni dzie dɔwɔfea uua vɔ alo wɔa dɔ le kwasida me? / ☐ / ☐

3.7 How many hours a day is your business open ? / Gafofo nenie dɔwɔfea wɔa dɔ alo uua vɔ le dɔwɔfea? / ☐ / ☐ / ☐

3.8 In a typical week, about how many hours in all do you personally work for your company ? Also include the time you spend purchasing merchandise or materials, doing production, serving or waiting for customers, or other activities of the company ? / Le dɔwɔ kwasida aɛ me, ale si dɔa yinae kokoko, gafofo nenie mia nuto miewɔa dɔ le dɔwɔfea me? Mitsɔ yeyi si me miflea nudzadzrawo, alo dɔwɔnuwo, awɔ dɔ, axɔ nuflelawo alo akpɔ mo na wo alo wɔa dɔ bubuwo le dɔwɔfea hã de eme / ☐ / ☐ / ☐ / ☐

Now I am going to ask you questions about the last six months. / Azɔ mawɔ biabia na mi heku dɛ yleti ade siwo va yi nu.

- 3.9 Did your business roll out a new product or service in the past six months ? \ Wɔ adzɔa, dɛe wogahe nudzadzra alo dɔ bubu va yleti ade siwo va yi la mea? / ☐ / ☐
- 1 = Yes
2 = No (***SKIP TO QUESTION 3.14***)
(-9) = Doesn't know (***SKIP TO QUESTION 3.14***)

3.10 How many new products or services did you introduce over the past six months ? / Nudzadzra alo dɔwɔna yeye nenie miehe va dɔwɔfea me le ɣleti ade siwo va yi la me? /___/___/___

3.11 Which is the main new product or service that you introduced in the past six months ? By main, I mean the one new product or service that contributed the most to your revenue. \ Nudzadzra yeye kae nede adzoa (dɔwɔfea) me le ɣleti ade siwo va yi la me? Nudzadzra kae hea gakpokpo gedɛ vae?

3.12 Was this new product or service : \ Nu yeye sia siva, dɛɛ : /___/

(Read out all the answers !! Only one answer.)

1 = Invented by the company based on its own ideas \Dɔwɔfea ɲutɔɛ dɛ dɛ go kple efe susua

2 = Invented by the company but inspired by ideas seen elsewhere \Dɔwɔfea ɲutɔɛ dɛ dɛ go, vɔ la exo susu tso ame bubu gbɔ

3 = Purchased from a supplier \ Dɔwɔfea flee le nudzrala si

4 = Other a. **If other, explain:** _____

3.13 Of all the new products or services introduced in the last six months, did you have any that were new to the neighborhood at the time you introduced them ? \ Le nudzadzra siwo ɲutidɔ nɛwɔ le ɣleti ade (6) siwo va yi me la, dɛ nu yeye mawo nye nu yeye na kɔa me, esi netsɔwo vae ? /___/

1 = Yes

2 = No

3.14 In the past six months, how many business ideas have you had, even if you didn't implement them ? By business ideas, I mean ideas for new product or service lines, new companies, or meaningful improvements to your company. / Le ɣleti ade siwo va yi me, adzo fe susu vovovo nenie miedɛ, nɛnye be womekpo eme vava o hã ? To adzo fe susu vovovowo me, medi be magblɔ nudzadzra alo dɔwɔna yeyewo fe susudɛdɛ, alo dɔwɔfe yeyewo, alo asitotrɔ vevie le dɔwɔfea me. /___/___/___

If 0 ideas, skip to QUESTION 3.15.

a. Could you describe to me in detail the most innovative idea that you had ? / dɛ miatɛ ɲu adɛ nu me nam tsitotsito tso adzo susu yeye si miedɛ la ɲutia?

b. What really differentiates it from what is normally done on the market ? / Nu kae de vovototo adzo susu sia kple esi wom wole fifia la dome?

- c. I'd like to verify with you that I wrote your answers down correctly. **For questions 3.14a and 3.14b, reread the answers aloud EXACTLY and verify that they are complete and legible and that they properly convey the idea of the interviewee.** / Medi vevie be mawo numetoto kple mi ade dzesii nyuie be menlo miafe nudodowo nyuie.

3.15 In the past six months, what changes have you made within your company? By change, I mean all modifications, even small ones, that you have made to improve your business. \ Le yleti ade siwo va yi me, totro kawoe miewo le miafe dawofea? Medi be magblo, totro vovovo siwo kata miehe va dawofea, alekeke wole sue ha hena miafe dawofea fe nyonyo.

List all the changes that the entrepreneur mentions, one change per number. If the person stops talking or says he or she didn't make any, ask :

« Think one more time. In the past six months have you introduced a[nother] change, even a minor one, to improve your business? »

If the person repeats that there weren't any changes, or any more changes, go on to the next question.

1	<hr/> <hr/>
2	<hr/> <hr/>
3	<hr/> <hr/>
4	<hr/> <hr/>
5	<hr/> <hr/>
6	<hr/> <hr/>
7	<hr/> <hr/>
8	<hr/> <hr/>
9	<hr/> <hr/>
10	<hr/> <hr/>

- a. **Confirm : The person made at least one change.** / ☐ /

1 = Yes

2 = No **(SKIP TO QUESTION 3.16)**

- b. **If the interviewee only made one change, skip to question c, otherwise ask :** For what change did you assume the most active role ? By active, I mean that you were the most involved or that you put in the most effort personally in implementing the change. / Tɔtrɔ ka me mie bi le wú? Medi be magblo tɔtrɔ si me mia ɣuto miewɔ do le wú? (ɣutilā kple susuɖedewo me)

- c. The questions that follow are going to be about this change that you just mentioned. / Bibia siwo gbɔna aku ɖe tɔtrɔ si dzi mieto asii la. **It is important to have as detailed a description as possible for the following questions.**

What did you do exactly and how did you arrive at implementing this change ? Please explain every detail and every step to me. / Nu ka tututu miewɔ eye aleke miedɔ tɔtrɔ sia anyii? Miwɔ numedede nam ku ɖe ɖe sia ɖe kple efe ɖofewo ɣu.

- d. Did someone tell you to do it, or was it your own idea ? / ɖe ame aɖe wɔ susu sia alo mia ɣuto fe susu wonyea? **If someone told the interviewee to do it, Who ?** / Ne ame aɖe gblo be miawɔe, ame kae? **Otherwise, How did you come up with the idea ?** / Nenyɛ be mia ɣuto fe susue, aleke miewɔ susu siae?

- e. Have your competitors also introduced this change ? / ɖe nudzrala bubuwo hã wɔ tɔtrɔ? / ___/

1 = Yes

2 = No (**SKIP TO QUESTION 3.15i**)

(-9) = Doesn't know (**SKIP TO QUESTION 3.15i**)

- f. Did your competitors introduce this change before you did ? / **nudzrɔlɔ bubuwɔ he tɔtrɔ sia va do ŋgɔ na mia?**
..... / ____/
1 = Yes
2 = No **(SKIP TO QUESTION 3.15h)**
(-9) = Doesn't know

- g. What was the difference between the change that you introduced and what your competitors did ? / **Nu kae nye vovototo le tɔtrɔ si mie he va miafe dɔwɔfea kple nudzrɔlɔ bubu tɔ dome?**

SKIP TO QUESTION 3.15i

- h. What did you do when a competitor copied your idea ? / **Nu kae miewɔ esime nudzrɔlɔ bubu wɔ miafe susu ŋu dɔ?**

- i. I'd like to verify with you that I wrote down your answers correctly. I noted down : **For questions 15 to 15h, reread the answers aloud EXACTLY and verify that they are complete and legible and that they properly convey the idea of the interviewee.** / **Medi vevie be mawɔ numetoto kple mi ade dzesii nyuie be menɔ miafe ŋudɔdɔwo nyuie.**

- 3.16 In the past six months, has there been something that prevented your company from functioning well or from expanding ? Think of external obstacles or internal hindrances. \ **Le yleti ade siwo va yi me, dee naɖe xe mɔ na miafe dɔwɔfea / adzɔa be wɔa ɖe zɔ nyuiea alo wɔa kpɔ ŋɔdɔdɔea? Miele ŋku ɖe adzɔge mɔxenu alo kuxi siwo atso mia ŋuto mia gbo ŋuti.**

List all the obstacles that the entrepreneur mentions, one obstacle per number. If the person says that he or she has not encountered any, ask : « Think one more time. In the past six months, have you encountered an obstacle or internal hindrance, even a small one, to making your company successful ? » If the person repeats that there was no obstacle, skip to the following question.

1 _____

2 _____

3 _____

4 _____

5 _____

6 _____

7 _____

8 _____

9 _____

10 _____

- a. **Confirm : The person indicated at least one problem.** /__/
 1 = Yes
 2 = No **(SKIP TO QUESTION 3.17)**

For each problem/obstacle indicated, complete the table line by line.

	When [obstacle] happened to you, to what extent did this affect your company's performance : 1= A little, 2= Somewhat, 3= A lot ? / Esi [] dzo de miadzi de go kame ye nusia kpo nuse de mia fe dowafoea/ adzwa dzi: 1= vi aq; 2 = le gode mea ; 3 = sogbo? (b)	Do you think that [obstacle] happened to you : 1= Because you are a man/a woman or else 2= That could happen just as well to a man as to a woman ? / qee miebui be [] eva eme elabena 1 = Mienye ntsu / nyonu, alo 2 = Nu sia ategu va eme na nyonu abe ntsu ha enea (c)	Have you already tried to address this difficulty (whether you succeeded or not) ? / qee miedze agbagba hena moxenu/ kuxi sia fe dodoqo vwa (miekpwo nudoqo alo miekpwo nudoqo o) ? (d) 1 = Yes ou 2 = No	Does this difficulty still persist ? : 1 = Yes ; 2 = Somewhat ; 3 = Not at all ? / qee kuxi sia gali kokoa ? 1 = e ; 2 = le gode mea ; 3 = kura o ? (e) Go one to the following obstacle
[Obstacle 1]	/__/	/__/	/__/	/__/
[Obstacle 2]	/__/	/__/	/__/	/__/
[Obstacle 3]	/__/	/__/	/__/	/__/
[Obstacle 4]	/__/	/__/	/__/	/__/
[Obstacle 5]	/__/	/__/	/__/	/__/
[Obstacle 6]	/__/	/__/	/__/	/__/
[Obstacle 7]	/__/	/__/	/__/	/__/
[Obstacle 8]	/__/	/__/	/__/	/__/
[Obstacle 9]	/__/	/__/	/__/	/__/
[Obstacle 10]	/__/	/__/	/__/	/__/

3.17 Now I am going to ask you questions about how often you do certain things for your business. / **Azɔ**
mawɔ biabia na mi ku dɛ zi alesi miewɔa nanewo le miafe dɔwɔfea me ŋu. (Provide the sheet.)

Please tell me whether you do each of these activities 1 : Never, 2 : About once a month, 3 : About once a week, 4 : Every day. You could also respond by giving just the number that corresponds to your answer. /
Miɔo nya ŋu ne miewɔ nu sia dometo aɔe ale : dɛka : gbede o, eve : abe zi dɛka ene le yleti me, etɔ : abe zi dɛka ene le kwasida me, ene : gbesiagbe

In the past six months, how often : Le yleti ade siwo va yi me dɛe, alekee nudzadzra nɔe :		Never \ Gbede o	About once a month \ Abe zi dɛka ene yleti me	About once a week \ Abe zi dɛka ene le kwasida me	Every day \ Gbe sia gbe
A	have you visited one of your competitors in order to become familiar with their products or prices ? \ Tsadiɔi (ŋkutsatsa) le nudzrala bubuwo gbɔ ne nɔke dɛ nu siwo dzram wole kple ho nenie wole edzrom ŋu ?	1	2	3	4
B	have you asked your customers whether there are products or services that they wish you would offer ? \ Dee nebia nugome wɔ nuflelawo ku dɛ nu siwo wodina le nudzadzrawo kple dɔwɔnawo ŋu le dɔwɔfea ŋutia?	1	2	3	4
C	have you assessed whether there's a need or a demand for your product or service on the market ? \ Dee nɛdoa nugome ku dɛ hiãhiã le nudzadzra ŋuti le dɔwɔfea ŋu alo le asia me ŋua?	1	2	3	4
D	have you sought out new markets ? \ Dee nɛdia asitsafe mɔnu bubua?	1	2	3	4
E	have you offered promotions to attract customers ? \ Dee neɔiɔina nudzadzrawo fe asi dzi hena asiɔyɔa?	1	2	3	4
F	have you identified new potential customers, suppliers, or competitors ? \ Dee nɛdea dzesi nuflela yeye bubuwo, ame siwo si neflea nu le kple nudzrala bubu siwo ate ŋu ava emea?	1	2	3	4
G	have you negotiated with suppliers to get a better price ? \ Dee nɛvɔlia nuflega kple ame si gbɔ neflea nu le hena asitɔtrɔ le nuflega ŋua?	1	2	3	4
H	have you compared your suppliers' prices or product quality with those of other suppliers ? \ Dee nɛsɔa wɔ nudzadzrawo fe asi alo wofe nyonyo le nuflelawo gbɔ kple ame bubuwo tɔa ?	1	2	3	4
I	have you run out of stock or inputs ? \ Dee nɛɔa kuxi le nufledaɔi alo nunɔamesiwo fe mademade ŋutia ?	1	2	3	4
J	have you made an inventory of your stock ? \ Dee nɛwɔa akɔnta le wo nufledaɔiwo ŋutia ?	1	2	3	4
K	have you analyzed whether the sales of your major products have increased, decreased, or stayed the same ? \ Dee nɛkua nu me ku fe wɔ nudzadzrawo veviwo ŋuti nɛnye ga yi dzi, alo eɔiɔi alo asitɔtrɔ meva eɔu oa ?	1	2	3	4
L	have you analyzed your company's performance in order to identify ways to improve performance ? \ Dee nɛlea ŋku dɛ tɔtrɔ si vaa eme le dɔwɔnawo me le dɔwɔfea ŋu ne nade dzesi ale si natrɔ asi le eɔutia ?	1	2	3	4
M	have you discussed your business ideas with friends, family, consultants, or other entrepreneurs ? \ dɛe nɛdzroa nu me kple xɔlɔwɔwo, fometɔ, dɔaɔutinubulawo alo dɔaɔutinunyalawo ku dɛ susu si le asiwɔ na dɔa fe nyonyo ŋutia ?	1	2	3	4
N	have you sought additional capital for your company ? \ dɛe nɛdia ga mɔnu bubu hena dɔwɔfea ?	1	2	3	4
O	have you consulted the internet, magazines, newspapers, or books in order to learn about new developments in your industry ? \ dɛe nɛyia internet dzi, alo kpɔa nyadzɔdzɔ 'gbalɛwo alo agbalɛ bubuwo me hena keke dɛ nu yeyewo ŋu hena dɔwɔfea ?	1	2	3	4

		Never \ Gbede o	About once a month \ Abe zi deka ene yleti me	About once a week \ Abe zi deka enele kwasida me	Every day \ Gbe sia gbe
	In the past six months, how often : Le yleti ade siwo va yi me deee, alekee nudzadzra nne :				
P	have you talked with other entrepreneurs in your industry about production techniques, suppliers, or new developments in your market ? \ deee neddoo dze (foa nu) kple ddaagutinunyala bubuwo ku de ddaawofea nu le adanu yeyewo nuti na asimetawo kple ame siwo si neddoo nu lea ?	1	2	3	4
Q	have you actively sought new techniques for production, marketing, or administration? \ deee didi vevi le asiwo ku fe nu yeyewo duti, marketing alo ddaawofea fe kpokplo nutia?	1	2	3	4
R	have you changed the way your products and services are presented to make them more attractive ? \ Mie traa asi le miafe nudzadzrawo alo ddaawawo nu be woanyakpoa alebe nuflelawo nagatede mianu tso wua ?	1	2	3	4
S	have you asked your customers if they are satisfied with your products or services? \ Mie waa biabia ade ddesii be miafe nudzadzrawo alo ddaawawo dzea dzi na nuflelawo ?	1	2	3	4

We have finished the questions about the frequency of certain activities. **(Take back the sheet.)**

3.18 In the past six months, have you calculated your production costs or the cost for service delivery ? /

Le yleti ade siwo va yi me, miewo akonta ku de miafe nu siwo kata mieza alo do siwo kata miewo la nua ?

...../___/

(Production cost : What you spent to manufacture your product, not counting the machinery, equipment, or work tools. Cost for service delivery : What you spent to be able to provide this service.)

/ gasiwoza na dafewawo le ddaawofeame)

1 = Yes

2 = No

3.19 In the past six months, have you calculated your earnings or your losses ? / Le yleti ade siwo va yi me,

miewo miafe nukpododziwo alo feduduwo fe akontawo ?/___/

1 = Yes

2 = No

3.20 What product or service contributes the most to your earnings ? / Nudzadzra alo ddaawo kae he miafe

videwo de ngo wu ?

a. **Confirm : The person knew the answer to the question after less than a minute. /___/**

1 = Yes

2 = No

3.21 Do you set sales goals for your company ? \ deee taqodzinu le asiwo le nudzadzra me na ddaawofea ?

...../___/

1 = Yes

2 = No **(SKIP TO QUESTION 3.23)**

3.22 How frequently do you compare your actual sales to the goals set ? \ **ḍoḍo kamee nēwōa numekuku tso nudzadzrawo kple taḍoḍzinu si le asiwò fifi le ḍōa wōwō me ḡu?** (*Read out all the answers !! Provide the sheet.*)/___/

- 1 = Never
- 2 = About once a month
- 3 = About once a week
- 4 = Every day

3.23 In the past six months, have you asked the clients who don't come into your business anymore why they stopped coming ? / **Le ḡleti ade siwo va yi me, ḍe miebia nuflela siwo megale vavam o la nu si ta womegale miafe ḍōwōfea me vam oa?**...../___/

- 1 = Yes
- 2 = No
- (-6) = There aren't any customers who no longer come into the business

3.24 In the past six months, have you asked a supplier which products sell well in your business sector ? / **Le ḡleti ade siwo va yi me, ḍe miewō biabia na nudzralawo tso nudzadzra si flem wole nyuie le miafe ḍōwōna me ḡua?** /___/

- 1 = Yes
- 2 = No
- (-6) = The supplier doesn't have any knowledge about my sector

3.25 In the past six months, have you already used the following forms of advertising ? \ **Le ḡleti ade siwo va yi me la, ḍee nēwō ḍoḡutigbefāḍeḍe siawo ḡudōa ?**

Form of advertising	1 = Yes // 2 = No
A Written press \ Nyadzōḍzō 'gbalē	/___/
B Radio or television \ Didifenukpōmō kple didifenusemō	/___/
C Classified ads through a professional, economic, or religious organization \ Gbefāḍeḍe sue to ḍōwōhahabōbō, ḡadimōnuhabōbō, subōsubō habōbō me	/___/
D Fair \ Asifia nudzadzra	/___/
E Posters, flyers, or business cards \ Gbefāḍetaflowo, ḍzesidedōwōfeḡu gbalēviwo, ḍzese amedokui 'gbalēvi	/___/
F Word of mouth \ Nufofo tso ḍōwōfea ḡu na ame aḍe si ḡā agblōe na ame bubu	/___/

a. In the past six months, have you used another type of advertising ? / **Le ḡleti ade siwo va yi me, ḍee miewō boblododo bubu mōnu aḍe ḡu ḍōa?**...../___/

- 1 = Yes
- 2 = No

3.26 Do you keep a document in which you record accounting transactions such as inflows and outflows of money, inventory, or elements that allow you to compile the balance sheet for the company ? \ **ḍee ḡakōḡta 'gbalēvi hena ḡkulēle kple ḍzesidede ḡazazāwō, akōḡtametoto kple bubuawo, si akpe ḍe ḍōwōeḡ ḡu le asiwōa?**/___/

- 1 = Yes
- 2 = No (**SKIP TO QUESTION 3.27**)

Do you keep a document for the sole purpose of recording transactions for : / Agbalēvi aḍe le asiwò ku ḍe ḍōwō ḍeḍe ko ḡutia?	Answer 1 = Yes // 2 = No
1 Purchases of goods or inputs / Nu siwo li /alo nu siwo woagbugbō dzra fefle	/___/
2 Sales of products or services / Dōwōnawo dzadzra	/___/
3 Funds (inflow and outflow of money) / Afemegaḍaka (ḡa si va eme- ḡazazā)	/___/
4 Inventory / akōḡtametoto	/___/

a. Could you please show that to me ? \ **Meḍe kuku, nate ḡu atso agbalē siawo fiam mahā?** **Was the respondent able to show it to you ?**...../___/

- 1 = Yes
- 2 = No

..... /

1 = Yes

(-9) = Doesn't know **(SKIP TO QUESTION 3.28)**

1 = Yes

1 = Yes

1 = Yes

1 = Yes

1 = Yes, systematically \ ϵ , le dodonu

3 = Yes, for big purchases \ E, le nufefle le agbososo me vo teti megbe

5 = No \ O

1 = Yes

(-6) = The suppliers don't offer any receipts. **(SKIP TO QUESTION 3.31)**

1 = Yes

1 = Yes

16

Business identification number : _____

3.32 [If 3.26=2 AND 3.27=2 AND 3.31=2, skip to Question 3.34] Are you able to use your account books to know how much money your company has available at any given time ? / **dee miate nu awo miafe gakontagbalêwo ndo alebe mianya yeawo katã yi ga home si le dowofea sia?** / ___/

1 = Yes

2 = No

3.33 If you wished to request a loan from a bank and the bank was asking for written proof that you would have enough money each month after having paid the company's expenses to make the loan payment, would your account books let you prove that to the bank ? / **Ne miedi be miabia gadodo tso gadzraðofe afe si, eye wodi be yeakpo kakaðedzigbalê be yleti de sia de la, ga ate nu ano dowofea si nenyè be exe enu fewo katã vo, dee miafe gakontagbalêwo ate nu na kakaðedzi nenem gadzraðofea hena ga si wodo la xexea?** / ___/

1 = Yes

2 = No

(-9) = Doesn't know

3.34 Do you pay yourself a regular fixed salary ? **dee miexa fetu deka nkume yleti sia yletia ?** / ___/

1 = Yes

2 = No

3.35 For business activities in the month of [state the last full month], how much did you incur in expenses (in CFA francs) for the company in the following categories ? / **Le yletia fe dowowowo me, ga home kae nezã le FCFA me, le dowofea me le nu siwo gbona ale la me ?**

Write down « 0 » if the company did not incur any expenses in a category.

	Expenses for :	Calculation(Optional)	Total in CFA francs
a	Purchase of inputs and/or goods for resale \ Nudzadra alo nu siwo wootro wo gbugbo dzra		
b	Purchase of electricity, gas, water, coal \ Latriki, gaz, tsi, aka fefle		
c	Payment of salaries or allowances to employees \ Fetu kple adzo xexe na dowolawo		
d	Loan payments \ Gadodowo xexe		
e	Telephone service and internet usage \ Kafotafe (crédit) kple internet		
f	Maintenance or upkeep for equipment or the building \ Moðajuwo alo dowofea fe xaa dzadzraðo		
g	Transportation and travel \ Moðowowo kple vudodowo		
h	Rental equipment, machines, and tools \ Moðaju vovovowo dada na fexexe		
i	Rental of real estate, building, and land \ Xo, anyigba dada		
j	Payment for market site(s) \ Tefe xaxo le asime [If the business is not in a market, put 0 and skip to the next line.]		
k	Taxes or duties \ Amlakoe alo tiketwo		
l	Payments for incidentals or gifts to facilitate transactions \ Tamea kple ga nana de nanewo ta		
m	Other expenses (explain) : \ Gazazã bubuwo, neli la woade dzezii :		

a. Fill in the following answer yourself. Do not ask the question. Were these totals provided with the help of written materials or from memory ? / ___/

1 = Written materials

2 = Memory

3.36 Now I am going to talk to you about the tools, machines, lots of land, buildings, vehicles, and other assets of the company. This concerns the assets belonging to the company and not your personal assets. Fɪfɪa mabɪa mɪ nɪa ku dɛ mɔ ɔaɲuwo mɔwo, anyɪgbawo, xɔwo, ʋuwo kple nunaɲamesi bubu siwo le dɔwɔfɛ ɲuti. Dɔwɔfɛ fɛ nunaɲamesiwoe eye menyɛ mia ɲuto tɔwo o.

You can think of the amount that you will pay to replace these assets with others that are in a similar condition. \ Mɪatɛ ɲu abu ga home si mɪaxɛ lɛ nunaɲamesi siawo fɛ lɪdɔdɔ ta kple esiwo li dɪ emawo. (Fill in line by line.)

Assets Nunaɲamesiwo	Number of [assets] that the company owns \ Dɔwɔfɛ fɛ nunaɲamesiwo Put « 0 » if the company doesn't have any and skip to the next line. (1)	Approximate value in CFA francs in their current state \ Ga home si woaka nae le yeyiɲi sia me le FCFA me (2)	In the past 12 months, how much did your purchases of [asset] cost in CFA francs ? \ Le yleti wuɪevɛ siwo va yi me la, ga home nenɛ mɪɛzɔ le nufɛflɛwo me (3)
A. Machines or equipment \ Mɔ alo nunaɲasiwo			
B. Other work tools \ Dɔwɔɲu bubuwo			
Vehicles (car, motorcycle, bicycle, rickshaw, cart, etc.) C. \ Mɔ siwo taya le gɔmɛ na (ʋu, dzokeke, gaso, kekevi...)			
D. Furniture \ Xɔmenuwo			
Land, buildings, kiosks, or other facilities E. \ Anyɪgba, xɔtutuwo, fiasewo alo nu bubuwo			
F. Other assets (not including stock) \ Nunaɲamesi bubuwo (nufɛflɛ aɔɛwo gale nudzraɔfɛ mele emɛ o) Explain :			

3.37 Do you have stock, such as goods to sell, manufacturing inputs, goods in course of production, and spare parts, that is currently kept at the business ? \ dɛɛ nufɛflɛ aɔɛwo gale nudzraɔfɛ abɛ nudzadzra, agblɛmenukuwo, nu siwo woava flɛ, mɔ, keke alo ʋu ɲutinuwo siwo gale dɔwɔfɛ sia?...../___/

1 = Yes (SKIP TO QUESTION 3.38)

2 = No (If the company is in retail, continue ; otherwise, SKIP TO QUESTION 3.39.)

a. You stated that you don't have any stock, but you are in the retail business. I am asking about the items that you could sell right now. Are you sure that you don't have any stock ? \ Mɪɛdɛɛ dzɛsi bɛ nufɛflɛ siwo le nudzraɔfɛa dɛkɛ meli o. Mabɪa bɛ nudzadzra siwo mɪadzra le yeyiɲi sia me dɛ ? dɛɛ mɪɛka dɛ ɛdɛzi bɛ nanɛkɛ mɛlɛ nudzraɔfɛa oa?/___/

(Do not read out the answers !!)

1 = I'm sure of it. I don't have any stock. (SKIP TO QUESTION 3.39.)

2 = I was mistaken. I do have stock.

3.38 What is the total value of all the stock that you have at the business in terms of sales price ? \ Nu siwo le nudzraɔfɛ la fɛ homɛɛ nyɛ ka?

	XOF
--	-----

Business identification number : _____

3.39 What [was your revenue/were your profits] in [time period] ? \Nu kawoe nye wò/mia fe [nudzadzra /nukpòdèdžiwo] le [yeyiyi me]?

Fill in line by line. If the person says that his/her profits were negative, write down the loss in parentheses with the symbol « - ». Replace « the last full month » by the month that applies.

Read out the definitions of revenue and profits in parentheses to complete the first line !! Sales on credit are included in sales.

Period yeyiyi me	Revenue in CFA francs (sales) Nudzadzra le ga FCFA me (1)			Profits in CFA francs (company revenue after having paid all expenses and employee salaries, but before paying your own salary) Vide le FCFA me (Dòwòfea fe nukpòdèdži, ne dòwòfea xe fe de sia de, dòwòlawo fe fetuwo, hafi woaxe wohã tòwò)(2)		
	Estimated minimum Asixòxò suetò (optional) (i)	Best estimate Asixòxò nyuitò (ii)	Estimated maximum Asixòxò kòkòtò (optional) (iii)	Estimated minimum Asixòxò suetò (optional) (i)	Best estimate Asixòxò nyuitò (ii)	Estimated maximum Asixòxò kòkòtò (optional) (iii)
A Last week Kwasida si va yi						
B [The last full month] yleti susòea le blibo me						

Check the total sales and the total profits. If profits (column 2 ii) > sales (column 1 ii), verify the totals with the respondent.

a. Fill in the following answer yourself. Do not ask. Were these totals provided with the help of written materials or from memory ?/___/

1 = Written materials

2 = Memory

Business identification number : _____

3.40 I am now going to talk to you about the loans that were applied for and received for the company in the **past 12 months**. This is just about the loans related to the company's activity and not about loans requested for personal reasons. / **Mabia wò be nađo nya siwo le tafloa me ŋuti ku ɔe gadodo si nebia hexo na Dɔwɔfea. Menye gadodo na wò ŋuto wò zazã o.**

(Fill in line by line.)

N°	Type of lender Gadodo fomevi si wònye	In the past 12 months, how many times did you request credit from [type of lender] ? / Le yleti wui eve siwo va yi me zi nenie nebia gadodo tso [] ? (1) <i>(If 0, skip to the next line)</i>	In the past 12 months, how many times did you receive a loan from [type of lender] ? / Le yleti wui eve siwo va yi me zi nenie nexo gadodo tso [] ?(2) <i>(If 0, skip to the next line)</i>	Amount of the last loan received / Gadodo susɔe si nexo fe home (3)
A	An individual lender / moneylender / gadziga Ame ŋuto fe gadodo / Gadzigadola (Gadziga)			
B	A microfinance institution Gadzraɔfesue fe nuɔanyi			
C	Your partner (husband, wife, domestic partner) Wò kpeɔŋuto (ŋutsu alo nyonu)			
D	A family member or friend aside from your domestic partner Fometo alo xolɔ to vovo na wò kpeɔŋuto			
E	A commercial bank Adzɔdodo Gadzraɔfe			
F	A tontine (not including microfinance institutions) \ Sɔ dzɔdzɔ (Le gadzraɔfesue fe nuɔanyi godo)			
G	National Fund for Inclusive Finance (FNFI) : APSEF, AJSEF, AGRISEF			

Business identification number : _____

3.41 Do you have an account at a bank or a microfinance institution ? \ de gagbalēvi le asiwo le Gadzraḍofe alo Gadzraḍofesue Nuḍoanyia de mea?/___/

1 = Yes

2 = No **(SKIP TO QUESTION 3.42)**

a. Is the account in the company's name or your name, or do you have two accounts, one in the company's name and one in your personal name ? \ Agbalēvi sia de, de wòle dōwofea ŋko me alo le wò ŋuto wò ŋko me loo alo gagbalēvia evee li : deka na dōwofea eye evelia na ḍokuiwò?/___/

1 = I have an account in the company's name

2 = I have an account in my personal name

3 = I have both an account in the company's name and one in my own name

3.42 If your company were facing an unexpected situation and you needed to borrow 50,000 CFA francs for your company within two weeks, would you be able to find a way to borrow that amount ? \ Ne wò dōwofea ge de kuxi makpōmōna aḍe me eye nēhiā gadodo frā akpe blaātḍ/50.000 FCFA le kwasida eve me na dōwofea de, de mōnukpōkpō le asiwò be nākpōe adoa?/___/

1 = Yes

2 = No **(SKIP TO QUESTION 3.44)**

3.43 If your company were facing an unexpected situation and you needed to borrow 150,000 CFA francs for your company within two weeks, would you be able to find a way to borrow that amount ? \ Ne wò dōwofea ge de kuxi makpōmōna aḍe me eye nēhiā gadodo frā akpe alafa deka kple blaātḍ « alafa deka kple afā »/150.000 FCFA le kwasida eve me na dōwofea de, de mōnukpōkpō le asiwò be nākpōe adoa?/___/

1 = Yes

2 = No

3.44 If your company were facing an unexpected situation and you needed to borrow money for your company within two weeks, what would be the maximum amount that you would be able to borrow ? \ Ne wò dōwofea ge de kuxi makpōmōna aḍe me eye nēhiā gadodo na dōwofea le kwasida eve me de, ho nenie nate ŋu ado?

	XOF
--	-----

Verify that the answer given here is consistent with the answers for 3.42 and 3.43.

3.45 In the past 12 months, have you received donations or gifts for your business, without preconditions, from your family, your friends, or other professional acquaintances ? \ de miexo nunanawo se aḍeke manō ŋui do ŋgo tso miafe fome, xolḍwo alo tso miafe dōwōwōkadede fe ame aḍewo gbō na miafe dōwofea?/___/

1 = Yes

2 = No **(SKIP TO QUESTION 3.46)**

a. How much was the total amount of the donations or gifts received for your company in the past 12 month, in CFA francs ? / Nenie nye nunana siwo miexo fe home na miafe dōwofea le yleti wui eve siwo va yi la me ?

	XOF
--	-----

3.46 How successful is your company in relation to other companies in the same industry and of about the same size as yours ? / Go kamee miafe dɔwɔfea / adzɔa kpɔ ŋgɔ dede nyuie le wu bubu siwo le adzɔ dɛka fɔmevi dem abe miawo ke ene eye kpekpe me dɛka le wo sii ? **Show the supporting material.** /___/

- 1 = Not successful at all
- 2 = Not very successful
- 3 = Average success
- 4 = A bit successful
- 5 = Very successful

3.47 How successful do others think you are as an entrepreneur ? / Go kamee ame bubuwo susui be miele zɔ dem abe adzɔdɔla alo dɔtefɛdɔla ene? **Show the supporting materials.** /___/

- 1 = Not successful at all
- 2 = Not very successful
- 3 = Average success
- 4 = A bit successful
- 5 = Very successful

3.48 We're going to talk about the reason that made you open your business. Here we have written down **[Show the cards]** a certain number of possible reasons on these cards. First, I'll read them to you one by one, and you tell me if that was a reason, even a small one, for you in creating your business. Okay ? / Miafo nu tso taɔɔdzinu siwo na mievu dɔwɔfea / adzɔa ŋuti. Taɔɔdzinu aɔewoe nye esi **[Montrez les cartes]**. Gbã la maxle wo na mi dɛka dɛka eye miaɔo eɲu nam nenyɛ be esɔ kple miatɔa nenyɛ le go sue aɔe me hã eye taɔɔdzinu sia tae mievu dɔwɔfea / adzɔa. Mieda asi dɛ edzia ? **[Read out all the cards one by one, asking « Did that play a role ? » and letting the person tell you. When you have finished, put the rejected cards aside.]**

Now I am giving you back the cards that you said corresponded to your reasons. / Mixɔ tata siwo mie tsã. **[Give the cards to the person.]**

Can you rank the cards from the main reason to the least significant reason ? / Miatɛɲu w ɔ dɔdɔ le tata siawo me tso taɔɔdzinu vevietɔ vaseɔe taɔɔdzinu si mele vevie o la dzia? **You can help with the reading. If the person can think on his or her own, fill in the first column while waiting. When you take back the cards, read the reason aloud and its ranking before marking it down on the paper.**

CARDS	KEPT	ORDER
A. I wanted to be independent / Menɔ didim be manye afetɔ na dɔkuinye alo manɔ dɔkuinye si		/___/
B. I found a good business opportunity / Mekpɔ ga dzi mɔnu nyuie aɔe		/___/
C. To work in my trade / Bena mawɔ dɔ me srɔ		/___/
D. I didn't have the degrees, the skills, or the experience required for a salaried position / daseɔi gbalɛwo, ŋutetewo mele asi nye hena fetu dɔ aɔe fe wɔwɔ o		/___/
E. It was the only way I had to earn an income / Esiae nye mɔnu dɛka ma ko be makpɔ ga		/___/
F. I needed a job which would allow me to have time and freedom to be able to take care of my children and family / Mehiã dɔ aɔe si aɔe mɔ eye wɔa na vovom hena vinyewo kple nye fomea fe nyawo gbɔ kpɔkpɔ		/___/

Business identification number : _____

3.49 Do you meet with a group of entrepreneurs ? / **dee miedoa go kple dɔtefeɔlawo le fufofo aɔe mea ?**/___/

1 = Yes

2 = No **(SKIP TO QUESTION 3.57)**

For the table, start by filling in the first column. Then, fill it in line by line.

	Name of group / fufofoa fe ŋko (a)	In the past 12 months, how often did you meet with this group ? \ Zi nenie miewɔa gododowo kple hatsotso sia ?		How many entrepreneurs come to these meetings normally, not including you ? / Dɔtefeɔla nenie vana gododo siawo me le ɔɔɔowo nu tovovo na miawo ŋuto ? (d)
		Number of times (b)	Unit 1 = Week 2 = Month 3 = Year (c)	
1				
2				
3				
4				
5				

3.50 In the past 12 months, have you received money in the form of loans or gifts for your business or for a business project from one of these groups or from one of the members of the groups that you belong to ? / Le yleti wui eve siwo va yi me, dee miexo gadodo alo ganana ađe le miafe dawafea fe nka me alo le dawafe ađe dodo anyi me to fufobo siwo me miele dometo ađe alo tso ame ađe si le fufobo siwo me mielea ?..... /__/

1 = Yes

2 = No

3.51 In the past 12 months, have you found new suppliers through one of these groups or through one of the members of the groups that you belong to ? / Le yleti wui eve siwo va yi me, dee miekpo nudzrala yeyewo to fufobo siwo me miele la dometo ađe alo to ame ađe le fufobo siwo me miele la dometo ađe dzia? /__/

1 = Yes

2 = No

3.52 In the past 12 months, have you found new clients through one of these groups or through one of the members of the groups that you belong to ? / Le yleti wui eve siwo va yi me, dee miekpo nuflela yeyewo to fufobo siwo me miele la dometo ađe dzia? /__/

1 = Yes

2 = No

3.53 In the past 12 months, have you shared inputs, tools, equipment, or employees with one of these groups or with one of the members of the groups that you belong to ? / Le yleti wui eve siwo va yi me, dee miema nu siwo ndo miewona le dawafea, dawonuwo, mdaqunuwo alo dawolawo kple fufofowo dometo ađe alo ame ađe le fufobo siwo me miele la? /__/

1 = Yes

2 = No

3.54 In the past 12 months, have you purchased inputs or stock in bulk together with one of these groups or with one of the members of the groups that you belong to ? / Le yleti wui eve siwo va yi me, dee miefle nu siwo ndo miewona le dawafea alo nuflele siwo le nudzradofea le agbo soso me kple fufofowo dometo ađe alo ame ađe le fufobo siwo me miele la?..... /__/

1 = Yes

2 = No

3.55 In the past 12 months, have you made changes to your business using ideas or support given to you by one of these groups or by one of the members of the groups that you belong to ? / Le yleti wui eve siwo va yi me, dee miewo totrowo le miafe dawafea to fufobo siwo me miele fe susudedewo alo kpekpedenuwo me alo to ame ađe dzi le nenem fufofowo mea ? /__/

1 = Yes

2 = No **(SKIP TO QUESTION 3.57)**

3.56 What type(s) of changes have you made using the ideas or support given by the groups that you belong to ? / Totro ka fomevi (wo) miewo to fufobo siwo me miele fe susudedewo alo fe kpekpedenuwo me? (**Do not read out the answers! Multiple answers possible. Write « 1 » if « Yes » and « 2 » if « No ».**)

- i. Introduction of a new product or service /__/
- ii. Change in production process /__/
- iii. Change in customer service or reception /__/
- iv. Modification in the company's management or administration ... /__/
- v. New marketing strategy /__/
- vi. Change in facilities /__/
- vii. Other..... /__/ **If other, explain :** _____

Business identification number : _____

- 3.57 Is your company registered with the Chamber of Commerce and Industry of Togo (CCIT) or the Business Formalities Center (CFE) ? \ ɖe wode dzesi (wɔŋlɔ) wò dɔwɔfeɛ ɖe Adzɔdɔlawodɔwɔfe «Chambre de Commerce et de l'Industrie du Togo "CCIT"» 'gbalɛ me loo alo dzeside adzɔdɔlawo dɔwɔfe (Centre de Formalités des Entreprises "CFE") gbɔa ?

	1=Yes / 2 = No ; date (mm yyyy)
a. CCIT	/___/ (If no, skip to Question 3.57b)
i. Issue date of your RCCM number \ yeyiyi si me nèxɔ wò xexɛlme la le RCCM If the respondent does not remember the month, only write down the year.	/___/ /___/___/___/
b. CFE	/___/ (If no, skip to Question 3.58)
i. Registration date \ yeyiyi si me agbalɛvi If the respondent does not remember the month, only write down the year.	/___/ /___/___/___/

- 3.58 Is your company a member of the Regional Chamber of Trade OR registered with the Delegation of the Informal Sector Organization (DOSI)? \ ɖee nede dzesi wò dɔwɔfɛa le nutome 'dzɔdɔlawo (Chambre Régionale des Métiers) gbɔ loo alo 'Délégation à l'Organisation du Secteur Informel (DOSI), si woyɔna be Informel (nu si womede dzesi o) gbɔa ?/___/

- 1 = Yes
2 = No

4 SECTION 4 : INFORMATION ABOUT YOU AND YOUR IDEAS

This brings us to the part of our survey that concerns you and your ideas. / Esiae akplɔ mí yi numekuku sia fe dɔfe si ku de mi kple miafe susɔdɛdewo ɲu.

4.1 How many companies do you currently own or manage, not including this one ? / Dɔwɔfe nenie mienye dɔtefedɔla alo dɔdzikpɔla na le fifi me esia manɔme?...../___/

(Only businesses that exist currently. Co-owning and co-management are included.) IF Q4.1=0, SKIP TO Q4.3

4.2 In the last full month, what was the total of the profits for the companies that you currently own or manage, not including this one ? / ɣleti susɔea le blibo me, nenie nye dɔwɔfe siwo mienye dɔtefedɔla alo dɔdzikpɔla na le fifi me esia manɔme fe nukpɔdɛdziwo?

	Estimated minimum Asixɔɔ sueto (optional) (i)	Best estimate Asixɔɔ nyuito (ii)	Estimated maximum Asixɔɔ kɔkɔto (optional) (iii)
The last full month ɣleti susɔea le blibo me			

4.3 [Apart from the business(es) that you own or manage], do you have other sources of revenue ? By other sources of revenue, I mean the money received for a paid job, farming, retirement pensions, and/or money received from an investment. / To vovo na dɔwɔfe si nenie dɔtefedɔla alo dɔdzikpɔla na, de gɔkpɔmɔnu bubuwo gale asi woaa ? To gɔkpɔmɔnu bubuwo dzi, medi magblo, dɔwɔwɔfetu, agbledede alo gbɔdemefetu xɔxɔ kpakple ga si do tso woà dɔwɔwɔ aɛ me. /___/

1 = Yes

2 = No (SKIP TO QUESTION 4.4)

a. How much was your combined revenue from the paid work, farming, retirement pensions, and/or money received from an investment in [the last full month] ? / Ho nenie nye miafe dɔwɔwɔfetu, agbledede alo gbɔdemefetu xɔxɔ kpakple ga si do tso woà dɔwɔwɔ aɛ me.

	Estimated minimum Asixɔɔ sueto (optional) (i)	Best estimate Asixɔɔ nyuito (ii)	Estimated maximum Asixɔɔ kɔkɔto (optional) (iii)
The last full month ɣleti susɔea le blibo me			

4.4 Have you taken a modular course or a seminar in business administration, entrepreneurship, or continuing education in the past 12 months ? / de nestrɔ nu tso gɔkɔntadububu alo kpɔ gome le nusrɔtakpekpe si fonu tso dɔwɔfedzikpɔkpɔ alo ame ɲuto fe dɔwɔfedɔdɔ alo asitɔtrɔ le dɔ ɲuti kpɔa ? /___/

1 = Yes

2 = No (SKIP TO QUESTION 4.6)

4.5 What are the main modules or skills that were elaborated on in the training courses or seminars in business administration, entrepreneurship, or continuing education ? \ Le wò nuòsrɔ̃ me, nusrɔ̃takpekpewo ku ɔ̃ dɔwɔfedzikipɔkpɔ, ame ɲuto fe dɔwɔfe ɔ̃ɔɔ, asitɔtrɔ le dɔ ɲuti fe ɔ̃ɔfe kawo dzie wotegbe ɔ̃ wu ?
(Don't read out !! Multiple answers possible. Write « 1 » if the respondent mentions the topic and « 2 » if not.)

- a. Accounting or financial management/___/
- b. Marketing or customer relations/___/
- c. Administration, purchasing, or logistics/___/
- d. Negotiation...../___/
- e. Initiative or personal motivation/___/
- f. Strategy or identifying business opportunities/___/
- g. Drafting a business plan / searching for financing/___/
- h. Succeeding in a market or in your industry/___/
- i. Production techniques/___/
- j. Other ; **explain** :/___/

4.6 Suppose that you have to open a new company and you have the choice between eight types of business. (**Give the card with the table to the respondent.**)

For each business, profit varies according to whether the business has a good month or a bad month. The probability of each situation is 50%. The profit for each business in good and bad months is shown in this table. If you had to invest in one of these businesses, which one would you choose ? \ Míatsɔ̃ be nele dɔwɔfe yeye nu uum eye dɔwɔfe enyi (8) vovovowoe wonye. Le dɔwɔfe ɔ̃ sia ɔ̃ me la, nukpɔkpɔwo to vovo tso wonɔewo gbɔ nenyɛ be wɔdzra nu nyuie le ɣletia me alo womedzrae nyuie le ɣletia me o (ɣletime nudzadzra mede wo dzi o). Le ewɔwɔme (le gosia me) la woakpɔ bla atɔ̃ ɔ̃ alafa dzi (50%). Dɔwɔfe ɔ̃ sia ɔ̃ fe nukpɔkpɔ le ɣleti nyui alo ɣleti vɔ̃ me la le taflo (dzesidegbalɛ̃) si gbɔna ale la me. Ne ava me be ana kpekpedɛ̃ɲu la, kae nàtsɔ̃ ?
..... /___/

Company	Code	Profit in a bad month	Profit in a good month
Company 1	1	15,000 XOF	15,000 XOF
Company 2	2	13,500 XOF	28,500 XOF
Company 3	3	12,000 XOF	36,000 XOF
Company 4	4	10,500 XOF	37,500 XOF
Company 5	5	9,000 XOF	45,000 XOF
Company 6	6	6,000 XOF	48,000 XOF
Company 7	7	3,000 XOF	57,000 XOF
Company 8	8	0 XOF	60,000 XOF

4.7 Now I am going to present you with several statements that describe people's behavior in general in diverse situations. Please indicate how well each statement describes your behavior, by telling me for each of the following statements whether you 1: strongly disagree, 2: disagree somewhat, 3: neither agree nor disagree, 4: agree somewhat, or 5: strongly agree. Your answers concern your character as you are most often and not as you wish to be in the future. **Fifia matsɔ nyagbɔgbɔ vovovo siwo ɔɛna amewo fe nɔnɔme fiana le nudzɔdzɔ gedewo me afia wɔ. Gblɔ nu si tututu ɔɛɛ fia le agbalɛa dzi la, ɔɛ nɔnɔme ɔɛ sia ɔɛ gome eye nɔgbɔ nya ku ɔɛ nyafɔkpe siawo ŋu nam ale, deka mɛda asi ɔɛ edzi kura o, alo eve meda asi ɔɛ edzi o, etɔ neda asi ɔɛ edzi alo ene meda asi ɔɛ edzi o alo atɔ neda asi ɔɛ edzi ŋuto. Miafe nɔdɔdɔ siawo ku ɔɛ nu siwo mienye fifia eye menye nu si miedi be yewoava zu o. (Give the supporting material to the respondents : words or images.)**

N ^o	Statement	Strongly disagree \ Nyeme da asi ɔɛ edzi kura o	Disagree somewhat \ Nyemelɔ ɔɛ edzi o	Neither agree nor disagree \ Nyemegbe hã o eye nyemelɔ hã o	Agree somewhat \ Melɔ ɔɛ edzi	Strongly agree \ Melɔ ɔɛ edzi vevie
A	It's exciting to find new solutions to people's needs. \ Enye dzidzɔdonu nam be madi nɔdɔdɔ yeyewo na amewo fe hiahiaŋwo.	1	2	3	4	5
B	I am motivated to find means to improve existing products or services on the market. \ Enyɔ le menye be madi mɔnuwo na asitɔtrɔ le nudzadzra alo dɔwɔna siwo li fifia ŋuti.	1	2	3	4	5
C	I like to look for new ideas for products or services to offer to customers. \ Madi eye mɔde aɔɔɔ yeyewo ku ɔɛ doa fe nyonyo ŋuti na nuflelawo doa dzidzɔ nam.	1	2	3	4	5
D	I'm excited about finding the right staff for my company. \ Mafofu dɔwɔla siwo dze na nye dɔwɔfea nye nu si doa dzidzɔ nam.	1	2	3	4	5
E	I'm excited about finding new opportunities in my area. \ Di mɔnukpɔkpɔ yeyewo tso nye dzɔtsofe doa dzidzɔ nam.	1	2	3	4	5
F	I am really pleased when we hit or exceed sales targets. \ Mekpɔa dzidzɔ ŋuto nenye be mɔafe taɔdɔdzinua zu wɔwɔ alo mɛkpɔ deme ɔɛ nudzadzra fe taɔdɔdzinua dzi wu.	1	2	3	4	5
G	I'm excited about expanding my business by offering new products or services. \ Nye dɔwɔna (dɔwɔɔɔia) takeke ku ɔɛ nu yeyewo dede dɔwɔfea me naa vivisesem (doa dzidzɔ nam).	1	2	3	4	5
H	It's stimulating to take a small business and make it grow. \ Awɔ Dɔwɔfe sue wɔazu Dɔwɔfe xɔ ŋkɔ (Dɔwɔfe gã) nye nu si vãa ame.	1	2	3	4	5
I	It's exciting to grow the number and type of products and services that the company offers. \ Ana Dɔwɔfea nadzi ɔɛ dzi kple nudzadzra yeyewo doa dzidzɔ nam.	1	2	3	4	5

4.8 Now for the **last six months** : Please indicate how well each statement describes your behavior over the **past six months**, by telling me for each of the following statements whether you : 1 : strongly disagree, 2 : disagree somewhat, 3 : neither agree nor disagree, 4 : agree somewhat or 5 : strongly agree. Your answers concern your character as you are most often and not as you wish to be in the future. / Fífia matsó nyagbāgblo vovovo siwo dēna amewo fē nōnōme fiana le nudzōdzo gedewo me afia wò. Gblō nu si tututu dēe fia le agbalēa dzi la, dē nōnōme dē sia fē gōme le eye nāgblo nya ku dē nyafōkpe siawo ŋu nam nēnye be mienō nōnōme siawo dometō aḍe me yleti ade siwo va yi ale, deka mèda asi dē edzi kura o, alo eve meda asi dē edzi o, etō neda asi dē edzi alo ene meda asi dē edzi o alo atō neda asi dē edzi ŋutō. Miafe ŋudōdō siawo ku dē nu siwo mienye fífia eye nēnye nu si miedi be yewoava zu o.

(Show the words to the respondents who know how to read and the images to the respondents who don't know how to read.)

N°	In the past six months: / <u>Le yleti ade siwo va yi me dē ne :</u>	Strongly disagree / <u>Nyeme da asi dē edzi kura o</u>	Disagree somewhat / <u>Nyemelō dē edzi o</u>	Neither agree nor disagree / <u>Nyemegbe hā o eye nyemelō hā o</u>	Agree somewhat / <u>Melō dē edzi</u>	Strongly agree / <u>Melō dē edzi vevie</u>
A	As soon as a problem arises, I look for an immediate solution. \ <u>Ne kuxi aḍe va la, media ŋudōdō enumake.</u>	1	2	3	4	5
B	I normally go beyond what is expected of me. \ <u>Mewōa dō wu esiwo wobia tso asinye.</u>	1	2	3	4	5
C	When I make a mistake, I get several ideas right away to correct it. \ <u>Ne mewō vodada la, enumake susuwo vana nam ne eḍḍo dō.</u>	1	2	3	4	5
D	Whenever I have the chance to be actively involved in something, I take it. \ <u>Nēnye be mōnukpōkpō li be makpō gome blibo le dōwōna aḍe me la, melōna</u>	1	2	3	4	5
E	If it's possible to correct a mistake, I normally know how to do it. \ <u>Ne woate ŋu adzra vodada aḍe dō la, menyae ale si tututu woawoe</u>	1	2	3	4	5
F	I take the initiative immediately even when others don't. \ <u>Mexōa ŋgō na nuwōnawo nēnye be ame bubuwo mele ewom o.</u>	1	2	3	4	5
G	I don't lose sight of my goal, even if I make mistakes. \ <u>Nyemebūna nye taḍodzinu nēnye be mewō vodada gō hā o</u>	1	2	3	4	5
H	I quickly use opportunities in order to reach my goals. \ <u>Mewōa mōnukpōkpōwo ŋuti dō hena nye taḍodzinuwo kpōkpō.</u>	1	2	3	4	5
I	When I make a mistake at work, I correct it right away. \ <u>Ne mewō vodada le dōwōfea la, meḍōnae dō enumake.</u>	1	2	3	4	5
J	I actively tackle problems. \ <u>Mewōa kuxiwo ŋuti dō wewie.</u>	1	2	3	4	5
K	If I can't avoid making mistakes, my strong point would be dealing with the error in a short time. \ <u>Ne nye mate ŋu gbe vodadawo wōwō o la, nye ŋusēkpōkpō fe edzie nye be maḍeḍo kaba.</u>	1	2	3	4	5
L	I have a gift for implementing ideas. \ <u>ŋutete le asinye le susuḍeḍewo me.</u>	1	2	3	4	5

4.9 Picture for a moment the best possible life you could have. \ De nɔgble ɣeyiɣi vi aɔe le agbe nyuie si nana la nɔ. (PAUSE)

Now, picture for a moment the worst possible life you could have. \ Fifi de nɔgble ɣeyiɣi vi aɔe le agbe vlo si nate nɔ anɔ la nɔ, yi nɔgbledeɔe dzi ku ɔe agbe manyomanyo si nate nɔ anɔ nɔ. (PAUSE)

Show the card with the image of the ladders. Let's suppose that the bottom of the ladder represents the worst possible life that you can imagine, while the top of the ladder is the best possible life you can imagine. Ne mĩetsɔe be atsrɔkpui la gome nye agbe vlo kekeake eye atsrɔkpui la tame nye agbe nyui to wu. For each question, move your finger quickly from bottom to top and back down on the image.

- Where on the ladder represents your current situation ? Atsrɔkpui fe ɔfe kae nye wò nɔnɔme fifi to?/___/
- Where on the ladder represents your current financial situation ? Atsrɔkpui fe ɔfe kae nye wò ganyawo gome nɔnɔme fifi to?/___/
- Where on the ladder represents your current professional situation ? Atsrɔkpui fe ɔfe kae nye wò ɔwɔwɔkadedewo gome nɔnɔme fifi to?/___/
- Where on the ladder represents your current family situation ? Atsrɔkpui fe ɔfe kae nye wò fomenyawo gome fifi nɔnɔme fifi to?/___/
- Where on the ladder represents the situation where you would hope to be in a year ? Atsrɔkpui fe ɔfe kae ɔe wò nɔnɔme si nedi be yeano le fè ɔka si gbɔna me?/___/
- Where on the ladder represents the situation where you would hope to be in 10 years ? Atsrɔkpui fe ɔfe kae ɔe wò nɔnɔme si nedi be yeano le fè ewo si gbɔna me?/___/

4.10 Now I am going to present you with the case of two entrepreneurs, A and B. The options describe how they make decisions in their company. Please indicate whether you are 1 : Exactly like A, 2 : More like A, 3 : Neither like A nor like B, 4 : More like B, 5 : Exactly like B. Fifi matsɔ adzɔdola eve alo ɔtefeɔdola fe kpɔɔɔɔ ɔe nɔkume na mi A kple B. Nyafɔkpewo le alesi wowɔa nyametsotso le wofe ɔwɔfe alo adzɔa me ɔem fia. Mieto adi edzi nam nenye be miele abe 1 : Tututu abe A ene, 2 : Abe A ene, 3 : Menye abe A alo B ene o, 4 : Abe B ene, 5 : Tututu abe B ene.

	Exactly like A	More like A	Neither like A nor like B	More like B	Exactly like B
1 Entrepreneur A I manage my company's money according to what my spouse or my family tells me. I do what they tell me to do. / Mezã ɔwɔfe / adzɔa fe ga le srɔ nye alo nye fomea fe nyagbɔgbɔ nu. Mewɔa nu si wogblɔ nam be mawɔ. Entrepreneur B I manage my company's money the way I want. If I were to change my mind, I could do it differently. / Mezã ɔwɔfe / adzɔa fe ga alesi ko medzro. Ne mewɔ numetsotso bubu la materɔ wɔe ɔe bubu.	1	2	3	4	5
2 Entrepreneur A I hire people according to what my spouse or my family tells me. I do what they tell me to do. / Mexɔa amewo le srɔ nye alo nye fomea fe nyagbɔgbɔ nu. Mewɔa nu si wogblɔ nam be mawɔ. Entrepreneur B I hire people the way I want. If I were to change my mind, I could do it differently. / Mexɔa amewo alesi ko medzro. Ne mewɔ numetsotso bubu la materɔ wɔe ɔe bubu.	1	2	3	4	5
3 Entrepreneur A I handle the marketing according to what my spouse or my family tells me. I do what they tell me to do. / Mewɔa marketing nɔ ɔe le srɔ nye alo nye fomea fe nyagbɔgbɔ nu. Mewɔa nu si wogblɔ nam be mawɔ. Entrepreneur B I handle the marketing the way I want. If I were to change my mind, I could do it differently. / Mewɔa marketing nɔ ɔe alesi ko medzro. Ne mewɔ numetsotso bubu la materɔ wɔe ɔe bubu.	1	2	3	4	5

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	Exactly like A	More like A	Neither like A nor like B	More like B	Exactly like B
<p>Entrepreneur A I handle the company's accounts according to what my spouse or my family tells me. I do what they tell me to do. / Mekpɔa ga kɔ̃nta nyawo gbɔ le dɔwɔfe / adzɔa me le srɔ̃ nye alo nye fomea fe nyagbɔgbɔ̃ nu. Mewɔa nu si wogblɔ̃ nam be mawɔ.</p> <p>Entrepreneur B I handle the company's accounts the way I want. If I were to change my mind, I could do it differently. / Mekpɔa ga kɔ̃nta nyawo gbɔ le dɔwɔfe / adzɔa me alesi ko medzro. Ne mewɔ numetsotso bubu la mateɲu wɛ dɛ bubu.</p>	1	2	3	4	5
<p>Entrepreneur A I create strategic partnerships for my company according to what my spouse or my family tells me. I do what they tell me to do. / Medɔa dɔwɔfe/adzɔa kadede mɔnuwo anyi le srɔ̃ nye alo nye fomea fe nyagbɔgbɔ̃ nu. Mewɔa nu si wogblɔ̃ nam be mawɔ.</p> <p>Entrepreneur B I create strategic partnerships for my company the way I want. If I were to change my mind, I could do it differently. / Medɔa dɔwɔfe/adzɔa kadede mɔnuwo anyi alesi ko medzro. Ne mewɔ numetsotso bubu la mateɲu wɛ dɛ bubu.</p>	1	2	3	4	5

4.11 For each statement, please tell me whether you 1 : strongly disagree, 2 : disagree somewhat, 3 : neither agree nor disagree, 4 : agree somewhat or 5 : strongly agree. / **Deka mɛda asi dɛ edzi kura o, alo eve mɛda asi dɛ edzi o, etɔ̃ nɛda asi dɛ edzi alo ene mɛda asi dɛ edzi o alo atɔ̃ nɛda asi dɛ edzi nɔ.** (**Show the words to the respondents who know how to read and the images if not.**)

Please tell me whether you :	Strongly disagree	Disagree somewhat	Neither agree nor disagree	Agree somewhat	Strongly agree
A. I can determine the success of my company to a large extent. / Mate ɲu wɔ tiatia adodui le dɔwɔfe fe dzidzedze nyui ɲuti.	1	2	3	4	5
B. As an entrepreneur, I can decide how to do my work for myself. / Abe dɔtɛfɛdɔla ene la, mate ɲu wɔ tiatia le dɔkuinye si ku dɛ ale si mawɔ dɔae.	1	2	3	4	5
C. In my company, I work in an independent manner rather than needing to follow the requirements of my suppliers or my clients. / Mewɔa dɔ le dɔkuinye si le dɔwɔfe / adzɔa me tɔ̃ wu be mazɔ̃ dɛ nye nudzralawo kple nye nuflelawo fe dzizizɔ̃ nu.	1	2	3	4	5
D. In my company, the best results come when it's <u>me</u> who decides what opportunities to seize (not when it's my spouse or family, suppliers or clients, who tell me what to do). / Numetsonu nyuitɔ̃wo va eme nɛnye be nyametsotso na mɔnu siwo dzi woato le dɔwɔfe / adzɔa me hɛna nuwo fe zɔ̃dɛdɛ tso gbɔnye (mɛnye ne srɔ̃nye alo nye fomea alo nye nudzralawo alo nye nuflelawo gbɔ nu si mawɔ nam o).	1	2	3	4	5
E. I can determine what happens in my environment to a large extent. / Mate ɲu wɔ tiatia ku dɛ nu si le eme vam alo le dzɔdzɔm gobii le nye fli me ɲuti.	1	2	3	4	5
F. In my dealings, I make decisions alone without consulting anyone whatsoever. / Le nye dɔwɔwɔwo me, me wɔa nyametsotsowo le dɔkuinye si ame aɔke fe aɔɲu maɔdɛ na ame.	1	2	3	4	5
G. I would prefer being told what to do to manage my business. I would make fewer errors. / Anyo wu be wɔagblɔ̃ ale si makplɔ̃ nye dɔwɔfe la nam. Ekem nye mava wɔ vodada sɔgbɔ o.	1	2	3	4	5
H. I'm convinced that I can have an important influence on society because of my company. / Mekade dzi be makpɔ̃ ɲusɛ̃ gɔ̃ aɔ dɛ ame fomea dzi to nye dɔwɔfe / adzɔa dzi.	1	2	3	4	5

I. I'm sure I can influence my company's sales. / Mekaḍe dzi vevie be mateḡu kpɔ ɲusɛ ɔe nye dɔwɔfea fe nudzadzrawo alo dɔwɔwɔwo dzi.	1	2	3	4	5
J. My business is governed to a large extent by events due to chance. / Tɔxɛɛ la nudzɔɔɔ ɲuɔɔɔmanɔɲuiwoe kplɔa nye dɔwɔfea / adzɔa.	1	2	3	4	5
K. I need to think of too many things when I have to make a decision. / Mehiã be mawɔ susu le nu geɔe ɲuti nɛnye be mawɔ tiatia aɔe.	1	2	3	4	5
L. Having or not having a successful business is above all a matter of luck. / Dɔwɔfe /adzɔ de ɲɔ alo dɔwɔfe /adzɔ made ɲɔ nɔ ame si nye ɲuɔɔɔmanɔɲui fe nu aɔe le akpa gbãto me.	1	2	3	4	5
M. It's simply fate if my business succeeds or not. / Kpuie la, nu ɔo anyi wonye li nɛnye be dɔwɔfe /adzɔ de ɲɔ alo me de ɲɔ o.	1	2	3	4	5
N. When I do a good job managing my company, it's generally by chance. / Ne mele nye dɔwɔfea / adzɔa kplɔm nyue la, enye dzɔgbɛnyuie fe nudzɔɔɔ le akpa geɔe me.	1	2	3	4	5
O. I have the sense that what happens in my company is mainly determined by my spouse or my family. / Mede dzɛsi be nusi le eme vam le nye dɔwɔfea / adzɔa me la nye srɔnye alo nye fome fe tiatia wɔwɔ vevieto.	1	2	3	4	5
P. My business is essentially controlled by my spouse or by my family. / Tɔxɛɛ la, nye dɔwɔfea / adzɔa le srɔnye alo nye fome fe dzikpɔkpɔ te.	1	2	3	4	5
Q. For my plans for my business to work, I make it so that they mesh with the desires of my spouse or my family. / Ne nye ɔɔɔwo na dɔwɔfea / adzɔa na ɔe zɔ la, mewɔa nye ɲutete be ɔɔɔ siawo nasɔ kple srɔnye alo nye fome fe didiwo.	1	2	3	4	5
R. Managing a business is easier if I'm always told what to do. / Dɔwɔfea /adzɔ fe kpɔkpɔ le bɔbɔe nam wu nɛnye be ye sia yi la wo fiam alesi mawɔ.	1	2	3	4	5
S. As far as my company is concerned, I follow a motto : « I take orders ; that way nobody can blame me ». / Kuɔe nye dɔwɔfea / adzɔa ɲuti la, mezɔna ɔe ɔɔɔ aɔe dzi: « Mezɔna ɔe ɔɔɔwo dzi, esia wɔwɔ me la, ame aɔeke matsɔ nya ɔe ɲunye o. »	1	2	3	4	5

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- 4.12 Certain people think that they would like to have more control in their business choices, while others would like to have less control in their business choices. Please use this scale **[Provide the supporting material for the survey]** to tell me whether you would like to have more or less control over how matters evolve within your company. You would like 1 = A lot less control, 2 = A little less control, 3 = The same amount of control, 4 = A little more control, 5 = A lot more control. **Remember that having more control also means having more responsibilities.** / Ame aḍewo susui eye wodina be yewo fe ŋkuwo nana yewo fe tiatia dzi le dɔwɔfea / adzɔa me ke ame aḍewo hã wodina be yewo fe ŋku lele de nu ŋu sia aɔ gblɛ. Miezã atsrɔkpui sia **[Donnez le support]** miagblɛ nam ne miedzro be yewo fe ŋku lele de nu ŋu sia aɔ gbɔ gedee alo aɔ vɛɛ aḍe ko le alesi nuwo le zɔzɔm le dɔwɔfea / adzɔa me la ŋuti. Miedzro be: 1 = Woasɔgbɔ vie, 2 = Vie, 3 = Masɔgbɔ o manɔ vɛɛ hã o, 4 = Woasɔgbɔ vi aḍe ko, 5 = Woasɔgbɔ wu. Midaŋui na mi be ŋku lele de dɔa ŋu vevie la ga nye dɔ de asi gedee fe xɔxɔ.

To what degree would you like to have more or less control over ...

Go kame miedi be yewo fe ŋku lele de nu ŋu woasɔgbɔ le wu...

	A lot less control	A little less control	The same amount of control	A little more control	A lot more control
A. How the money is managed in your company ? / ŋku lele de ga nya ŋu le miafe dɔwɔfea / adzɔa mea	1	2	3	4	5
B. The marketing for your business ? / Le marketing fe nyawo me le miafe dɔwɔfea / adzɔa mea	1	2	3	4	5
C. Hiring decisions ? / Amexɔxɔ de dɔwɔfea / adzɔa me fe dɔdowo mea	1	2	3	4	5
D. How the accounts are handled for your company ? / ga kɔŋta nyawo gbɔ kpɔkpɔ le dɔwɔfea / adzɔa me	1	2	3	4	5
E. Your company's strategic partnerships ? / Dɔwɔwɔ alo adzɔ kadede na miafe dɔwɔfea / adzɔa	1	2	3	4	5

- 4.13 On a scale going from 1 to 5 with 1 = not confident at all, 2 = not really confident, 3 = neither confident nor lacking confidence, 4 = rather confident, 5 = very confident, what is your level of confidence in your ability to : / Le dɔfe sia tso 1 va se de 5 esi me 1 = Nyemeka de edzi kura o, 2 = nyemeka de edzi tututu o, 3 = nyemenya ne mekaḍe edzi loo alo nyemeka de edzi o, 4 = meka de edzi, et 5 = mekaḍe edzi tututu, dɔfe kae le asiwɔ le kakaḍedzi de wɔ ŋutete ŋu : **(Read out all the answers !! Provide the sheet.)**

What is your confidence level in your ability to : dɔfe kae le asiwɔ le kakaḍedzi de wɔ ŋutete ŋu	Not confident at all	Not really confident	Neither confident nor lacking confidence	Rather confident	Very confident
A Found a company ? \ Dɔwɔfe dɔdɔ anyi ?	1	2	3	4	5
B Spot business opportunities well ? \ ŋkulɛle nyui de dɔa fe mɔnukpɔkpɔwɔ ŋu le dɔa me?	1	2	3	4	5
C Ensure the business is marketed well ? \ ŋkulɛle de dɔwɔfe fe marketing ŋutia ?	1	2	3	4	5
D Set the prices of products or services well ? \ Asikaka nyui na nudzadzrawo de dɔwɔfea fe nudzraga ŋu nyuie?	1	2	3	4	5
E Negotiate well with other businessmen ? \ Fɔfɔse wɔwɔ kple adzɔdɔla bubuwoa ?	1	2	3	4	5
F Manage a team of personnel well ? \ Dɔwɔla siwo le dɔwɔfea kpɔkpɔ nyuiea ?	1	2	3	4	5
G Manage a company well ? \ Dɔwɔfea kpɔkpɔ nyuiea ?	1	2	3	4	5
H Write a good business plan ? \ Dɔwɔdɔdɔ nyui ŋɔŋlo hena efe ŋɔdɔdɔdeba ?	1	2	3	4	5
I Find capital financing when a business launches ? \ Gakpekpedɛŋu kpɔkpɔ na dɔwɔfe gɔme dɔdɔ anyia ?	1	2	3	4	5

5 SECTION 5 : INFORMATION ON THE HOUSEHOLD

This brings us to the last part of our survey, which deals with your household. **Esia kplɔ mí va míafe numekuku sia fe ɔfe mlɛtɔ si ku de miafe fome ŋu.**

5.1 How many people are in your household, including you ? \ **Ame nenie le afewò me, kpe de ɔkuiwò ŋu?**
..... / _ / _ /

(Household: a group of people who normally live and eat together. The household is an ensemble of people, related or not, sharing the same meals, recognizing the authority of one same individual called the “head of household,” and in general having common resources and expenses. They most often live under the same roof, in the same courtyard, or the same lot of land.)

5.2 Now I am going to ask you questions about the durable goods that your household owns. You should not include the assets of your company. \ **Mabia nyawo wò ku de nunɔamesi siwo dɔna siwo le miasi le fomea me. Megaxlɛ wò dɔwɔfea tɔ de eme o. (Read out the « + » !)**

ASSET	How many [assets] does your household own ? \ Nunɔamesi siawo fomevi nenie le fomea si? (1) If 0, skip to the following line	Approximate worth in CFA francs in the current state \ Ga home si woaka nae le yeyiyi sia me le FCFA me (2)
A Car for personal use (not commercial) \ Wò ŋuto wò uu (menye atso tsa asi o)	/ _ / _ /	
B Motorcycle or motorbike for personal use \ Mɔ alo dzokeke si nye wòŋuto tɔ (menye atso tsa asi o)	/ _ / _ /	
C Refrigerator or freezer for personal use \ Nufamɔ si nye wòŋuto tɔ (menye atso tsa asi o)	/ _ / _ /	
D Oven or stove	/ _ / _ /	
E Coal iron \ Awuliga akato	/ _ / _ /	
F Electric iron \ Awuliga latrikito	/ _ / _ /	
G Television + Video Player + VCD or DVD \ Didi fenukpɔmɔ + Nuxlɛmɔwo (Lecteur Vidéo+ VCD ou DVD)	/ _ / _ /	
H Fan \ Yagbɔnu	/ _ / _ /	
I Satellite dish receiver + decoder	/ _ / _ /	
J Computer + printer + scanner \ Adaŋudɛmɔ kple edutinuwo	/ _ / _ /	
K Armchair + couch \ Xɔme anyinɔzikpui	/ _ / _ /	
L Chair + table \ Xɔmezikipui (Blenɔ) + Kplɔ	/ _ / _ /	
M Armoire + chest of drawers + dressing table + sideboard \ Avɔdrɔ + Nyɔnu fe dzadzraɔ ŋutinuwo	/ _ / _ /	
N Bed \ Abati	/ _ / _ /	

5.3 Last week, how much did you and your household spend in CFA francs in different categories ? We'll start with you and afterward we'll do the other members of the household. / Kwasiḍa si va yi, nenie mia ṅto miezā kple na ame siwo le miafe afea me le F CFA hena... Miadze egome kple mi emegbea miawo ame mamlē siwo le afea me hā to. **Ask the question line by line. If the person says he or she can only give a global estimate, write down the global expenses in the first column and put (6) in the second column.**

Provide your best estimate for the following categories of expenses : Asixoxo nyuito	Your personal expenses ? / Mia ṅuto fe ga zazāwo (1)	The expenses of the other members of the household ? / Ame bubu siwo le miafe le afea me (2)
A. Food and drink consumed at home / Nuḍuḍu kple nu nonowo le afea me (includes bottled water or pure water sachets)		
B. Food and drink consumed outside the home / Nuḍuḍu kple nu nonowo le gbo me		
C. Transportation (zem (motorcycle taxi), taxi, bus, children's transportation to school, etc.) / Moxoxo (Zem, taxi, bosu, ḍeviwo suku yi yi moxoxo ga zazāwo, etc.)		
D. Telephone and internet (personal use) / Kafofo kple internet (Ame ṅuto fe zazā)		
E. Housing (rent, electricity, water, gas, wood for heating, coal, etc.) / Nofe (xo haya, letriki, tsi, gaz, nake, aka, etc.)		
F. Charity / Charité (Domenyo)		
G. Other expenses (for health care, for example) / Zazā bubuwo (le kpodeṅu me lamese)		

5.4 Are you currently married in the sense of a traditional, civil, and/or religious marriage ? \ Nedesrō le togbuikōnu gomesese nu, le fiahawo to nua alo subosuboa de to nua?/___/

- 1 = Yes **(SKIP TO QUESTION 5.6)**
2 = No

5.5 Are you currently in a domestic partnership ? By a domestic partnership, I mean a situation where you share a life as a couple based solely on the consent of the partners and in a long-term arrangement. \ de nèle ahiāvime fifia ? Magblo be srōgbenon le miasi eye miewo fofose be yewoano anyi didia?/___/

- 1 = Yes
2 = No

5.6 Do you take care of children or dependent seniors ? \ de nēkpōna ḍeviwo alo ame tsitsiwo gbo ?/___/

- 1 = Yes
2 = No **(SKIP TO QUESTION 5.7)**

a. How many hours a week do you spend on average taking care of children or dependent seniors ? \ yeyiṅi nenie nēwōna le kwasiḍa ḍeka me kpōa viwōwo alo ametsitsiwo gbo ? /___/___/ hours
VERIFY THAT 5.6a ≤ 168 hours

5.7 Now I am going to present you with the case of two people, A and B. The options describe how they make decisions in their household. Please indicate whether you are **(Provide the supporting material)** 1 = Exactly like A, 2 = More like A, 3 = Neither like A nor like B, 4 = More like B, 5 = Exactly like B. / Fífiá matso ame fe kpodeju do nkume na mi A kple B. Nyafokpewo le alesi wowo nyametsotso le wofe afeme dem fia. Mieto asi edzi nam nenye be miele abe 1 : Tututu abe A ene, 2 : Abe A ene, 3 : Menye abe A alo B ene o, 4 : Abe B ene , 5 : Tututu abe B ene.

	Exactly like A	More like A	Neither like A nor like B	More like B	Exactly like B
<p>Person A : I spend my free time according to what my spouse or my family tells me. I do what they tell me to do. / Mewo nye vovo yeyi yi nudo le srɔ nye alo nye fomea fe nyagbɔgbɔlɔ nu. Mewo nu si wogblɔ nam be mawo.</p> <p>1 Person B : I spend my free time the way that I want. If i were to change my mind, I could do it differently. / Mewo nye vovo yeyi yi nudo alesi ko medzro. Ne mewo numetsotso bubu la materu wɛ de bubu.</p>	1	2	3	4	5
<p>Person A : I make career plans according to what my spouse or my family tells me. I do what they tell me to do. / Mewo doɔowo di na nye do fe tso me le srɔ nye alo nye fomea fe nyagbɔgbɔlɔ nu. Mewo nu si wogblɔ nam be mawo.</p> <p>2 Person B : I make career plans how I want. If i were to change my mind, I could do it differently. / Mewo doɔowo di na nye do fe tso me alesi ko medzro. Ne mewo numetsotso bubu la materu wɛ de bubu.</p>	1	2	3	4	5
<p>Person A : I use my person savings according to what my spouse or my family tells me. I do what they tell me to do. / Mezã nye nuto nye ga bɔbɔ di le srɔ nye alo nye fomea fe nyagbɔgbɔlɔ nu. Mewo nu si wogblɔ nam be mawo.</p> <p>3 Person B : I use my personal savings the way that I want. If i were to change my mind, I could do it differently. / Mezã nye nuto nye ga bɔbɔ di alesi ko medzro. Ne mewo numetsotso bubu la materu wɛ de bubu.</p>	1	2	3	4	5
<p>Person A : I determine household expenses according to what my spouse or my family tells me. I do what they tell me to do. / Metsoa nya me tso afea fe ga zazãwo nu le srɔ nye alo nye fomea fe nyagbɔgbɔlɔ nu. Mewo nu si wogblɔ nam be mawo.</p> <p>4 Person B : I determine household expenses how I want to. If i were to change my mind, I could do it differently. / Metsoa nya me tso afea fe ga zazãwo nu alesi ko medzro. Ne mewo numetsotso bubu la materu wɛ de bubu.</p>	1	2	3	4	5

Business identification number : _____

5.8 Think of yourself as an individual. I am going to read out statements to you. For each one, please tell me whether you 1 : strongly disagree, 2 : disagree somewhat, 3 : neither agree nor disagree, 4 : agree somewhat or 5 : strongly agree. / **Mie susui be mienye amegbetɔ. Dekamɛda asi dɛ edzi kura o, alo eve meda asi dɛ edzi o, etɔ neda asi dɛ edzi alo ene meda asi dɛ edzi o alo atɔ neda asi dɛ edzi nuto.** (**Provide the supporting material : words or images.**)

	Strongly disagree	Disagree somewhat	Neither agree nor disagree	Agree somewhat	Strongly agree
A. I can decide all by myself what to do with my free time. / Mateɲu wɔ tiatia le dɔkuinye si kuɖɛ alesi mazã ne vovo yeyiyi.	1	2	3	4	5
B. I can plan my own career. / Mateɲu wɔ dɔdɔ dɛ nye dɔ fe tso meɲu.	1	2	3	4	5
C. I decide how to spend my savings without needing to consult with anybody. / Mewɔa tiatia kuɖɛ alesi mazã nye ga dzadzraɖo ame aɖeke fe ŋku kpɔ nu alo asi dada dɛ nu dzi manɔ me.	1	2	3	4	5
D. I'm sure that I can have a significant impact over where I work. / Mekadɛdzi be mateɲu kpɔ nusẽ tɔxɛ aɖɛ dɛ dɔwɔfe si me mele la dzi.	1	2	3	4	5
E. I can determine how to spend my free time to a large extent. / Mateɲu wɔ tiatia kakadɛdzi manɔɲui tututu kuɖɛ alesi mawɔ nye vovo yeyiyi nuto.	1	2	3	4	5
F. My free time is governed by events due to chance to a large extent. / Le akpa gedɛ me la, nudzɔdzɔ nɔdɔdɔmanɔɲuiwo kpɔa nusẽ dɛ nye vovo yeyiyi dzi.	1	2	3	4	5
G. Having or not having a successful career is above all a question of luck. / Dɔ fe tso me fe dzi dzedze alo dɔ fe tso me ma dzedzi na ame nye nudzɔdzɔ nɔdɔdɔmanɔɲui le go gbãtɔ me.	1	2	3	4	5
H. The progress of my career is essentially controlled by my spouse or by my family. / Srɔnye alo nye fomea lea ŋku vevie dɛ nye dɔ alo adzɔ fe tso me nɔ.	1	2	3	4	5
I. If my spouse or my family decided that I should stay at home, then I would probably not be able to have or to continue a career. / Nenye be srɔnye alo nye fome wɔ tiatia be meɖo la nɔ afe me la, ekema nye mateɲu akpɔ dɔ alo awɔ dɔdɔ na nye dɔ fe tso me o.	1	2	3	4	5
J. I can decide what happens with my savings to a large extent. / Mateɲu wɔ tiatia alo dɔdɔ dɛ nye ga dzadzraɖo dɛ ŋu kakadɛdzi manɔɲui tututu.	1	2	3	4	5
K. I'm sure that I can use my influence such that the household's money is managed successfully. / Mekadɛdzi vevie be mateɲu kpɔ nusẽ dɛ afea fe ga dzi alebe efe zazã wɔa dzedzi.	1	2	3	4	5
L. I can determine to a large extent how much money my family spends for one product or service or another. / Mateɲu wɔ tiatia kakadɛdzi manɔɲui tso ga home si nye fomea azã dɛ nudzadzra si kple ekeme alo dɔwɔna nɔ.	1	2	3	4	5
M. I can determine what happens to the money that I earn to a large extent. / Mateɲu tia nusi ava eme na ga si mekpɔna kakadɛdzi manɔɲui tututu.	1	2	3	4	5
N. When I manage my money well, it's generally by chance. / Ne mele nye ga dzadzraɖo nuto wɔm nyuie la, enye dzɔgbenyuie fe nudzɔdzɔ le akpa gedɛ me.	1	2	3	4	5
O. My household's expenses are governed to a large extent by events due to chance. / Nudzɔdzɔ nɔdɔdɔ manɔɲuiwuiwo kpɔa nusẽ le go gedɛ me dɛ afeme fe ga zazãwo dzi.	1	2	3	4	5
P. My personal savings are essentially controlled by my spouse or by my family. / Tɔxɛ la, nye ga dzadzraɖo dɛ le srɔnye alo nye fome fe dzikpɔkpɔ te.	1	2	3	4	5
Q. Our household's expenses are essentially controlled by my spouse or by my family. / Tɔxɛ la, nye ga zazãwo le srɔnye alo nye fome fe dzikpɔkpɔ te.	1	2	3	4	5

5.9 Certain people think that they would like to have more control over their life choices, while others would like to have less control in their life choices. Please use this scale **[Provide the supporting material for the survey]** to tell me whether you would like to have more or less control over how things develop in your personal life. You would like 1 = A lot less control, 2 = A little less control, 3 = The same amount of control, 4 = A little more control, 5 = A lot more control. Remember that having more control also means having more responsibilities. / Ame aḍewo susui dzrobe yewᵂa le ᵂku vevieḍe yewo fe agbea fe tiatiawo ᵂu, bubuwo hā tᵂ enye be yewo fe ᵂku lele ḍe agbea fe tiatiawo aᵂ gblᵂe. Miezā atsrᵂkpui sia **[Donnez le support]** ne miagblᵂe nam ne miedzro be yewᵂa le ᵂku vevie alo yewo fe ᵂkulele ḍe alesi nuwo le yiyim le yewofe agbea me la aᵂ gblᵂe. Miedzro be : 1 = Woasᵂgbᵂo vie, 2 = Vie, 3 = Masᵂgbᵂo o maᵂᵂ vᵂe hā o, 4 = Woasᵂgbᵂo vi aḍe ko, 5 = Woasᵂgbᵂo wu. Miadᵂᵂui na mi be ᵂku lele ḍe ḍᵂa ᵂu vevie la ga nye ḍᵂ de asi geḍe fe xᵂᵂᵂ.

To what degree would you like to have more or less control over ... Go kame miedi be yewo fe ᵂku lele ḍe nu ᵂu woasᵂgbᵂo le wu...	A lot less control	A little less control	The same amount of control	A little more control	A lot more control
A. How you spend your free time ? / Miafe vovo yeyiyi fe zazā	1	2	3	4	5
B. Career decisions ? / Nye ḍᵂ fe tᵂᵂ me fe nya me tsotsowo	1	2	3	4	5
C. Your household spending ? / Afea fe ga zazāwo	1	2	3	4	5
D. How you use your personal savings ? / Mia ᵂuto miafe ga dzadzraḍᵂ ḍi fe ᵂuḍᵂ wᵂᵂᵂ	1	2	3	4	5

5.10 Now I am going to ask you questions about decision-making in your household. Please tell me the main person responsible for making the following decisions. \ Fafia mabia wᵂ nya ku ḍe miafe nyametsotso wᵂᵂ le miafe fome me. Yᵂ ame si wᵂa nyametsotso si siwo gbᵂᵂa ale. Amekae wᵂa nyametsotso alo fofosewo ku ḍe :

For each line, read out : « Who makes the decisions related to : »

Who makes the decisions related to : Mekae wᵂa nyametsotso ku ḍe : (Do not read out the answers!!)	Main person responsible \ Ame gbāto si nye afeto le nyametsotso me 1 = Myself 2 = Spouse 3 = Me and my spouse 4 = My father 5 = My mother 6 = My spouse's father 7 = My spouse's mother 8 = My son 9 = My daughter 10 = My brother 11 = My sister 12 = Other ; explain
A The daily household expenses Fomea fe gazazā le ᵂkeke ḍeka me	/ _ / _ / Other : _____
B How to use your income \ Alekee nazā wᵂ gᵂkpᵂkpᵂ	/ _ / _ / Other: _____
C What to do in case of illness \ Alekee nāwᵂ le ḍᵂléyi	/ _ / _ / Autre: _____
D Whether the children attend school or not Ne ḍeviwo yina suku alo womeyina o IF THERE ARE NO CHILDREN AGED 0-17 YEARS IN THE HOUSEHOLD, WRITE DOWN (-6).	/ _ / _ / Autre: _____
E Whether you work at your company or not Ne ewᵂa ḍᵂ le wᵂ ḍᵂwᵂFea alo mewᵂa ḍᵂ o	/ _ / _ / Autre: _____
F IF THE RESPONDENT DOES NOT HAVE A PARTNER, CONFIRM AND WRITE DOWN (-6) Whether you and your partner use any forms of contraception \ Ne wᵂ kple wᵂ kpeḍᵂᵂuto miezāna atike na mᵂxexe na vi (mᵂḍeḍe ḍe vi me)	/ _ / _ / Autre: _____

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5.11 **Even if you are not married**], in your opinion, who should have the most influence over the following decisions in a couple – the husband, the wife, or both equally ? \ Le wò nukpòkpò nu dè, le sròdèfe me, amekae akpò nṣe dè nyametsotso siwo gbàna ale dṣi ? sròṅutsu, srònyonu alo wo kple eve?

1 = The husband / sròṅutsu

2 = The wife / srònyonu

3 = Both should have the same influence / wo kple eve

(Read out all the answers !! Provide the sheet.)

a. Household purchases greater than 10,000 CFA francs \ Nufeflewo le fomeame wu frā akpe ewo (10.000 F) FCFA	/___/
b. Daily household purchases \ Gbe sia gbe nufeflewo le fomea me	/___/
c. The personal purchases of the wife \ Nyónua ṅuto fe nufeflewo	/___/
d. Lending and borrowing money \ Gadodowo na amewo kpele Gadodowo	/___/
e. The wife's choice of profession \ Nyónua fe tiatiawowo le efe dāwona me	/___/
f. Whether the wife works at home or outside the home \ Ne nyónua le dā wòm le afea me alo le egodo	/___/
g. The wife's work hours \ Nyónua fe dāwāyeyiwo	/___/
h. The wife's participation in associations \ Nyónua fe vivili le hababowo me	/___/
i. Family planning (having children) dōdowowo le vidzidzi ṅuti (woadzi vi)	/___/

5.12 **Confirm : The interviewee is a woman..... /___/**

1 = Yes

2 = No (SKIP TO QUESTION 5.15)

5.13 On what condition can you do the following activities ? \ Nānōme ka mee mianā awā dā siwo gbàna ale ?

(Read out all the answers !! Provide the sheet.)

1 = I can go alone without asking my husband or a male relative \ Nye ṅuto (nye dēka) mate ṅu ayi gbemabia srònye alo ṅutsu aḍeke si teḍe ṅunye (fometo) o

2 = I can go alone, but I need to have permission from my husband or a male relative \ Nye ṅuto (nye dēka) mate ṅu ayi vā la maxo gbebiabia tso srònye alo ṅutsu fometo aḍe gbā

3 = I must be accompanied to go \ Ame aḍe akplām dè asi hafi mayi

On what condition can you :	
a. Go to the market to make purchases / Ayi asime	/___/
b. Go to the clinic for medical needs Ayi dāyāfe (kōṅdṣi) le dālényawo me	/___/
c. Visit relatives or friends in the neighborhood Adṣitsa yi fometo alo xālṣ gbā le kōa me	/___/
d. Visit relatives or friends in another neighborhood in Lomé Adṣitsa yi fometo alo xālṣ gbā le Lome fe kō bubu me	/___/
e. Visit relatives or friends in another city Adṣitsa yi fometo alo xālṣ gbā le du bubu me	/___/

5.14 **Confirm : The woman is married or in a domestic partnership..... /___/**

1 = answers to Questions 5.4 or 5.5 = « Yes » (SKIP TO QUESTION 5.17)

2 = answers to Questions 5.4 and 5.5 = « No » (SKIP TO QUESTION 5.18)

5.15 **Confirm : The man is married or in a domestic partnership..... /___/**

1 = answers to Questions 5.4 or 5.5 = « Yes »

2 = answers to Questions 5.4 and 5.5 = « No » (SKIP TO QUESTION 5.18)

5.16 On what condition can your wife/partner do the following activities ? \ Nɔnɔme ka mee srɔwɔnɔ nyɔnu anɔ awɔ dɔ siwo gbɔna ale ?

(Read out all the answers !! Provide the sheet.)

1 = She can go alone without consulting me \ Eya dɛka ate ɲu ayi gbemabiae

2 = She can go alone, but she must have my permission first \ Eya dɛka ate ɲu ayi, vɔ la axɔ gbebiabia tso gbɔnye

3 = She must be accompanied to go \ Ame dɛ akplɔe dɔ hafi wɔayi

On what condition can your wife/partner :	
a. Go to the market to make purchases / Ayi asime	/___/
b. Go to the clinic for health needs Ayi dɔyɔfe (kɔɲdzi) le dɔlɛnyawo me	/___/
c. Visit relatives or friends in the neighborhood Aditsa yi fometɔ alo xɔlɔ gbɔ le kɔa me	/___/
d. Visit relatives or friends in another neighborhood in Lomé Aditsa yi fometɔ alo xɔlɔ gbɔ le Lome fe kɔ bubu me	/___/
e. Visit relatives or friends in another city Aditsa yi fometɔ alo xɔlɔ gbɔ le du bubu me	/___/

5.17 What is your partner's main occupation ?/ Le srɔwɔnɔtsua dɛ dɔwɔna vevieto enye ka ?...../___/___/

Do not read out the answers ! [Reminder : The main occupation is the activity which brings in the most revenue.]

1 = Paid employee

2 = Head of a company / self-employed

3 = Unpaid worker in a family business

4 = Unpaid worker on a family farm

5 = Unpaid worker in a different company

6 = No occupation, looking for a salaried position

7 = No occupation, not looking for work

8 = Temporary or seasonal worker

9 = Student, apprentice

10 = Retired

11 = Other ; explain: _____

5.18 We are aware that sometimes a female entrepreneur can be propositioned for sexual relations in return for support for her company. \ Mienyae be evaa eme le ye adewo yi be ne nyɔnu dɔwɔnɔutinunyala xɔ yɔyɔ na dɔwɔna adɛ la wodina gbɔdɔdɔ kplii hafi dea dɔa asi nae alo wɔa kpekpeɲɛnu nae hena dɔwɔfea fe takeke.

a. In your opinion, how many women out of 10 in Togo may have been propositioned for sexual relations in return for support for their company over the last 12 months ? \ Le wɔ nukpɔkpɔ nu le Togo dɛ, nyɔnu nenie dɛ ame 10 dzi, si wodina gbɔdɔdɔ kplii hafi dea dɔa asi nae alo wɔa kpekpeɲɛnu nae hena dɔwɔfea fe takeke Le yleti wuieye (12) siwo va yi la me ? /___/___/

If Q5.18a=0, SKIP TO QUESTION 5.18c

b. In your opinion, out of 10 women who are propositioned, how many might have agreed to a sexual encounter in such a context ? \ Le wɔ nukpɔkpɔ nu dɛ, le nyɔnu ewo (10) siwo wowɔa yɔyɔ na me dɛ, nenie lɔ na gbɔdɔdɔ sia wowɔ le nɔnɔme sia me?..... /___/___/

c. In your opinion, out of 10 women, how many women may have proposed sexual relations in exchange for support for their business, without being propositioned ? \ Le wɔ nukpɔkpɔ nu fe, le nyɔnu ewo dzi, nenie bia gbɔdɔdɔ sia le woɔkui si hena woɔfe dɔwɔfea fe takeke, si womexɔ yɔyɔ na dɔa wowɔ gɔ hã o ?..... /___/___/

d. **Confirm : The interviewee is a woman** /___/

1 = Yes

2 = No **(SKIP TO QUESTION 6.1. End of the interview.)**

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- e. Now I am going to ask you a personal question. I want to emphasize first of all that I am not asking about your behavior, but rather about requests coming from people other than your partner. In the past 12 months, has someone other than your partner propositioned you for sexual relations in return for support for your business ? \ Fífiá mabíá nya tǎxé wò. Mebe mate gbe ɖe edzi be (mebe mabíawo) nyemele nya biam ku ɖe wò nǎnǎme ɣuti o vǎa biabiawo tso ame bubuwo gbǎ va to vovo na srǎwò. Le ɣleti wuieve (12) siwo va yi me la ɖee ame bubu to vovo na srǎwò bia tso asiwò be yeawo gbǎdǎdǎ kpli wò hena kpekpeɖeɣu nana wò dǎwǎfeá ? /___/

1 = Yes

2 = No **(SKIP TO QUESTION 6.1. End of the interview.)**

(-8) = Refuses to answer **(SKIP TO QUESTION 6.1. End of the interview.)**

- f. Over the past 12 months, did this happen once, from time to time, or often ? \ Le ɣleti wuieve (12) siwo va yi me la, ɖee nu sia va eme zi ɖeka (1), gbe aɖewo gbe alo edziedzi ? /___/

1 = Once

2 = From time to time

3 = Often

(-8) = Refuses to answer

6.1 This brings us to the end of our interview. **THANK YOU VERY MUCH** for all the time that you have given me !!! I hope you have a wonderful day ! \ Míafe numekukuwo ase ɖe afi sia. Akpe ɖe ɣeyiɣi si miegble ɖe mia ɣu ta !!! Mebia ɣkekea fe dzi dzedze nyuie na mi !

6.2 Time the interview ended : /___/ : /___/

6.3 Raffle..... /___/

1 = Togocel credit

2 = Notebooks

3 = Calculator

4 = Geometry set

5 = Thank you

6.4 Language of the interview /___/

1 = French

2 = Ewe

3 = Mix of Ewe and French

4 = Other

a. If other, explain : _____

FACILITATOR VISA

6.5 Interview conditions

	Not at all	Not really	During a part of the interview	Throughout the interview
A. There was a lot of noise during the interview.	1	2	3	4
B. I think that the interviewee answered truthfully.	1	2	3	4
C. The interviewee did other things during the interview.	1	2	3	4
D. There were other people around the interviewee who listened in on the interview.	1	2	3	4

6.6 Comments on the interview conditions :
