

Front Cover

SRI LANKA MICROENTERPRISE SURVEY  
ENTERPRISE SURVEY  
Round 10 (October 2007)

Enterprise Code Number

Gift (Travel bag) Distribution: 1=Yes, 2=No

ON1 Name of Business Owner

OS Sex 1=Male 2=Female

BN Business Name:

AD1 Address of Business

AD2

AD3

TN Telephone number

CN How are you commonly known in the area?

TS Tsunami Effect: 1=Direct Effect, 2=Indirect Effect, 3=No Effect

Nature of the Business

PR. Province

DS D.S. Division

DI District

GN G.N. Division

Interviewer

Supervisor

Data entry operator

Date completed

Date completed

Date completed

DAY

MONTH

YEAR

(just give enough detail to allow supervisors to find the same place)

## SECTION M: Information on household which has changed location

*Interviewer: If the household has moved, please use the contact information gathered in the previous survey to identify individuals who might know where the household now resides. Record this information on this page.*

**M.1 Interviewer: Is the household still living in the same house that it was in as at the last survey round?**

1. Yes ----> Section 1
2. No ----> Go to M2

**M.2 If the household has moved, what is the new address?**

MAD1 \_\_\_\_\_

MAD2 \_\_\_\_\_

MAD3 \_\_\_\_\_

MTN New telephone number \_\_\_\_\_

**M.3 Record the name and address of the person who provided this information:**

\_\_\_\_\_  
FIRST NAME

\_\_\_\_\_  
FAMILY NAME/SURNAME

\_\_\_\_\_  
STREET ADDRESS

\_\_\_\_\_  
SUBURB AND CITY

\_\_\_\_\_  
TELEPHONE NUMBER

**M.4 What is this person's relationship to the household head?**

1= Immediate family relative, 2=Non immediate family relative, 3=friend, 4=neighbour,  
5=other

\_\_\_\_\_

## SECTION 1: CHANGES IN PLACE AND LINE OF BUSINESS

*Interviewer:* Mention that you are asking about changes in business activity and business location.

**1.1 Are you working in the same line of business and in the same location as you were working in when we interviewed you 6 months ago (i.e. in April)?**

1. Yes (i.e. no changes in both) --> Go to Section 2
2. Only line of business has changed --> Go to Qn 1.5
3. Only business location has changed --> Ask Qns. 1.2 to 1.4
4. Both line of business and location have changed --> Ask all from Qn 1.2 onwards

**1.2 What is the type of site where your business now operates?**

1. Improvised site on public spaces
2. Permanent or semi-permanent site on public spaces
3. Improvised or traveling site in a marketplace
4. Site that is part of a permanent market
5. Traveling door to door or on the street
6. Merchandise, prepared food or services offered on motorcycle, bicycle, vehicle, truck, etc.
7. In transporting people or merchandise without a site (taxi, bus, truck, etc.)
8. At customer's residence
9. At your residence without special installations
10. At your residence with special installations.
11. Commercial site (grocery, hardware, etc.)
12. Service site (dry cleaning, restaurant, office, etc.)
13. Production shop (bakery, printing, etc.)
14. Repair service shop (mechanic, electrician, etc.)
15. Guest house, hotel, inn, etc.
16. Transporting people or merchandise with site
17. Other type of site: (specify) \_\_\_\_\_

*If answer is 1--10 skip to Qn 1.4. If 11--17 then ask Qn. 1.3*

**1.3 Is this site...?**

1. Your own property
2. Rented
3. Borrowed
4. Other (specify) \_\_\_\_\_

**1.4 New business address**

**1.5 When did you stop working or change work in this business?**

**1.5.1 Day**

**1.5.2 Month**

**1.6 What was the main reason for stopping or changing work in this business?**

1. The business was making a loss
2. Sickness or Health Reasons
3. I found a better paying wage job
4. To take care of family matters
5. A better business opportunity came along
6. Other (Specify): \_\_\_\_\_

**1.7 Is the business now being operated by another household member?**

1. Yes --> Go to Qn. 1.13
2. No --> Go to Qn. 1.8

**1.8 Did you sell your business to someone else to run?**

1. Yes --> Go to Qn. 1.9
2. No --> Go to Qn. 1.10

**1.9 How much did you sell your business for?**

(Rupees)

**1.10 Did you sell any of the equipment or other business assets when you closed the business?**

1. Yes --> Go to Qn. 1.11
2. No --> Go to Qn. 1.12

**1.11 How much did you sell the equipment and business assets for?**

(Rupees)

**1.12 Do you plan on reopening this business within the next 6 months?**

1. Yes
2. No

**1.13 After closing or changing the business, what is your main activity now? (To make it easier, I will list some possible activities)**

1. Working for wages --> Ask Section X, Qns X.1--X.11
2. Looking for work --> Ask Section X, Qns X.12--X.14
3. Operating a different business --> Go to Section N
4. Housework or looking after children --> Ask Section X, Qns X.12--X.14

**SECTION X: No longer self employed / Not Engaged in Business Activity**

*Interviewer:* This section is asked only from those who have stopped their business activity. For wage workers ask qns X.1--X.11; for those who are searching for a different kind of job ask X.12--X.14.

**X.1 Is the enterprise where you work as a wage worker:**

- 1 Privately owned?
- 2 Government?
- 3 an NGO or Relief Agency?
- 4 Other \_\_\_\_\_

☐

**X.2 In what sector are you working as a wage worker?**

*Interviewer:* Get description of job and sector. Record industry code

a. Description \_\_\_\_\_

b. Industry Code

☐

**X.3 How many people work in the enterprise where you are employed?**

☐

**X.4 How many hours did you work as a wage worker last week?**  
(Consider a 7 day period)

☐

**X.5 How much did you earn from this work last week?**

Rupees

☐

**X.6 In your new job, do you supervise any other employees?**

- 1 Yes ----> Go to X.7
- 2 No ----> Go to X.8

☐

**X.7 How many employees do you supervise?**

☐

**X.8 Do any other members of your family work for this enterprise?**

- 1 Yes
- 2 No

**X.9 What were the main two reasons you left self employment for wage work?**

- 1 Higher salary
- 2 More stable working environment
- 3 Less stress
- 4 Business was making a loss
- 5 Better working hours
- 6 Prospects for future wage growth
- 7 Other: Specify \_\_\_\_\_

☐☐

**X.10 Do you intend to reenter self employment within the next year?**

- 1 Yes ----> Go to X.11
- 2 No ----> Go to Section H (Household Roster)

☐

**X.11 Will you start a business in the same or a different industry?**

- 1 Same industry ----> Go to Section H
- 2 Different industry ----> Go to Section H  
(Household Roster)

☐

**If you are searching for a different job (answered 2 or 4 for qn. 1.13) :**

**X.12 Are you looking for a wage job, or another opportunity to enter self employment?**

- 1 wage work ----> Go to X.13
- 2 self employment ----> Go to X.13
- 3 not looking for employment ----> Go to Section H

☐

**X.13 How much time do you expect it to take you to find a job?**

- 1 a week or less
- 2 more than a week, less than a month
- 3 more than one month, less than 3 months
- 4 more than 3 months

☐

**X.14 In which sector are you looking for work?**

*Interviewer:* Get description of job and sector. Record industry code

a. Description \_\_\_\_\_

b. Industry Code

☐

*Interviewer: Now go to SECTION H (Household Roster)*

## SECTION N: NEW BUSINESS

*Interviewer:* Mention that in this section you are asking about any new businesses started by the entrepreneur (i.e. answer 3 for qn. 1.13)

**N.1 How many employees (both paid and unpaid) work in your enterprise, including yourself and family members?**

**N.2 During the last week, did you work at least one hour in your new business or activity?**

1. Yes --> Go to N.5  
2. No --> Go to N.3

**N.3 What is the main reason you did not work at least one hour last week?**

1. Vacations or break  
2. Sickness  
3. End of work or sale season  
4. Arrangement related to business, personal life or temporary closure due to problems with authorities  
5. Lack of money or customers  
6. Lack or malfunction of vehicles or machinery  
7. Other: (specify) \_\_\_\_\_

**N.4 In how many weeks will you resume work?**

1. Has already started working  
2. one week  
3. two weeks  
4. three weeks  
5. four weeks  
6. in more than four weeks  
7. No plans to resume

**N.5 Business Activity: Could you describe the nature of your business activity?**

*Interviewer:* Note activity sector. Record industry code

a. Description \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b. Industry Code

**N.6 Does your new business operate in the same site as your old business?**

1. Yes --> Go to N.9  
2. No --> Go to N.7

**N.7 Type of Site: What is the type of site where your new business operates?**

1. Improvised site on public spaces  
2. Permanent or semi-permanent site on public spaces  
3. Improvised or traveling site in a marketplace  
4. Site that is part of a permanent market  
5. Traveling door to door or on the street  
6. Merchandise, prepared food or services offered on motorcycle, bicycle, vehicle, truck, etc.  
7. In transporting people or merchandise without a site (taxi, bus, truck, etc.)  
8. At customer's residence  
9. At your residence without special installations  
10. At your residence with special installations.  
11. Commercial site (grocery, hardware, etc.)  
12. Service site (dry cleaning, restaurant, office, etc.)  
13. Production shop (bakery, printing, etc.)  
14. Repair service shop (mechanic, electrician, etc.)  
15. Guest house, hotel, inn, etc.  
16. Transporting people or merchandise with site  
17. Other type of site: (specify) \_\_\_\_\_

*If answer is 1--10 skip to Qn. N.9. If 11--17 then ask Qn. N.8*

**N.8 Is this site...?**

1. Your own property  
2. Rented  
3. Borrowed  
4. Other (specify) \_\_\_\_\_

**N.9 Do you have any inventories in stock, products for sale, raw materials, products in production, spare parts, or other such materials currently held at your business?**

1. Yes --> Go to N.10  
2. No --> Go to N.11

**N.10 At market prices, what is the value you calculate of your current inventories?**

Rupees

**N.11 What percentage of the revenue of this firm for the month of September came from .....**

1. Customers within 1 Km of the business  
2. Customers in the same G.N. but more than 1Km from business  
3. Customers in the Same D.S. but different G.N.  
4. Customers in the same district, but different D.S.  
5. Customers in the same province, but different district  
6. Other provinces  
7. Other countries


TOTAL

100%

**N.12 What percentage of the revenue of this firm comes from sales to.....?**

1. Consumers  
2. the Government  
3. Large Domestic Firms (approx 300 or more workers)  
4. Small Domestic Firms  
5. Multinationals/Foreign Firms


TOTAL

100%

**N.13 Do you have one major customer who accounts for a quarter or more of your sales?**

1. Yes  
2. No

**N.14 Approximately how many customers did your business make a sale to on the last full day you worked?**

**BUSINESS EQUIPMENT**

**N.15** Now I am going to ask you about the characteristics of any utensils, tools, machinery and equipment, vehicles and other property currently used in your new business activity.

[Interviewer: Prompt to make sure that they only record business assets, and not household assets]

	a.	b.	c.	d.	e.	f.	g.
Does your business have any?	Type  (code by row category)	Name of Item	Condition Acquired  1=new, 2=used, 3=self-made, 4=Other	Ownership Status  1=Own, 2=Rent, 3=Borrowed, 4=Other	Date of Acquisition  Month	If you had to replace this, how much would it cost you to purchase one in a similar condition?  (Rupees)	Is this item also used by your household for non-business uses?  1=Yes, 2=No
1. Business Tools or Utensils	1.1						
	1.2						
	1.3						
	1.4						
2. Machinery	2.1						
	2.2						
	2.3						
3. Furniture and Equipment	3.1						
	3.2						
	3.3						
4. Vehicles used in the business	4.1						
	4.2						
	4.3						
5. Site (including business land and building)	5.1						
	5.2						
	5.3						
6. Other physical assets of the business (excluding inventories)	6.1						
	6.2						
	6.3						
	6.4						

**7. TOTAL REPLACEMENT COST OF ALL YOUR PHYSICAL BUSINESS ASSETS:**

(Interviewer: Ask if the description above is incomplete. Otherwise, sum column f.)

Rupees

**INTERVIEWER: IF ONLY NEW BUSINESS THEN GO TO SECTIONS 3 AND H. IF OLD BUSINESS AS WELL AS NEW, THEN INCLUDE SECTION 2 ALSO.**

## SECTION 2: CHANGES IN CURRENT BUSINESS

In this section we ask questions from those who are currently engaged in the same business activity as they were during the previous survey (i.e. answered 1 for Qn. 1.1). In this section we ask about the changes in business activities.

### 2.1 During the last week, did you work at least one hour in your business?

1. Yes ---> Go to Qn. 2.4  
2. No ---> Go to Qn. 2.2

### 2.2 What is the main reason you did not work last week?

1. Vacations or break  
2. Sickness  
3. End of work or sale season  
4. Arrangement related to business, personal life or temporary closure due to problems with authorities  
5. Lack of money or customers  
6. Lack or malfunction of vehicles or machinery  
7. Other: (specify) \_\_\_\_\_

### 2.3 In how many weeks will you resume work?

1. Has already started working  
2. one week  
3. two weeks  
4. three weeks  
5. four weeks  
6. in more than four weeks  
7. No plans to resume

### 2.4 How many hours did you personally spend working in the business IN THE LAST WEEK?

HOURS LAST WEEK

### 2.5 Have you hired any new workers or employees in the last 6 months (including any paid or unpaid family members)?

1. Yes ---> Go to Qn. 2.6  
2. No ---> Go to Qn. 2.9

### 2.6 How many new workers have you hired?

### 2.7 Are any of the new workers related to you?

1. Yes ---> Go to Qn. 2.7.1  
2. No ---> Go to Qn. 2.8

### 2.7.1 How many of the new workers are related to you?

### 2.8 How many hours did these new workers spend working in the business LAST WEEK?

(If more than one new worker, give the total hours last week worked by all new workers)

### 2.9 Let me confirm then, how many of the following types of workers you currently have in your business:

[Including both new and existing workers, but do not include yourself]

1. Wage or salaried workers  
2. Partners  
3. Unpaid workers  
4. Total number of workers (sum of 1, 2 and 3)

  
  
  

### 2.9.1 How many of these are family members?

### 2.9.2 How many of these are non-family members?

### 2.10 How many hours in TOTAL did family members apart from yourself work in your business in the LAST WEEK?

(Include both new and existing family workers)

hours

### 2.11 How many hours in TOTAL did non-family members work in your business in the LAST WEEK

(Include both new and existing non-family workers)

hours

### 2.12 Do you have any inventories in stock, products for sale, raw materials, products in production, spare parts, or other such materials currently held at your business?

1. Yes ---> Go to Qn. 2.13  
2. No ---> Go to Qn. 2.14.1

### 2.13 At market prices, what is the value you calculate of your current inventories?

Rs.

### 2.14 Compared to 6 months ago have your inventories increased, decreased, or stayed the same?

1. increased  
2. decreased  
3. stayed the same

If the firm manufactures goods, ask 2.15 and 2.16. Otherwise go to 2.17

### 2.15 At market prices, what is the value of your current inventories held as raw materials?

Rs.

### 2.16 At market prices, what is the value of your current inventories held as finished goods?

Rs.

### 2.17 Approximately how many customers did your business make a sale to on the last full day you worked?

### 2.18 Have you starting manufacturing or selling any new products in the last 6 months that you didn't previously make or sell?

1. Yes ---> Go to Qn. 2.19  
2. No ---> Go to Section 3

### 2.19 What is the main new product you are now making or selling?

  
  

### 2.20 What percentage of total sales does this new product or new products make?

### SECTION 3: INCOME AND EXPENSES

In this section we ask about expenses, income and profits.

#### 3.1 Business Expenses During SEPTEMBER

Please report the amount you have spent on each of the following categories of business expenses during SEPTEMBER

[Interviewer: include only business and not household expenses, do not include wages the owner pays himself as an expense]

Item:

- 3.1.1 Purchase of materials and items for resale
- 3.1.2 Purchase of electricity, water, gas and fuel
- 3.1.3 Interest paid on loans
- 3.1.4 Wages and salaries for employees
- 3.1.5 Rent for machinery and equipment
- 3.1.6 Rent for land or buildings
- 3.1.7 Telephone, Cellphone
- 3.1.8 Taxes
- 3.1.9 Maintenance and general repairs
- 3.1.10 Travelling
- 3.1.11 Other expenses
- 3.1.12 TOTAL EXPENSES IN SEPTEMBER

Cost (Rupees)


3.1.a1 During SEPTEMBER, were any business goods and materials listed above used for home consumption?

- 1. Yes ----> Go to Qn. 3.1.a2
- 2. No ----> Go to Qn. 3.1.b

3.1.a2 What is the value of business goods and materials listed above used for home consumption during SEPTEMBER

Interviewer: For manufacturing or service firms, ask about goods or services produced for household members.

Rs.

3.1.b Did the enterprise use any inputs which were paid for by someone other than the owner?

- 1. Yes ----> Go to Qn. 3.1.c
- 2. No ----> Go to Qn. 3.2

3.1.c If yes, what is the approximate value of those inputs?

Rs.

3.1.d In your list of expenses above, was the value of these inputs included?

- 1. Yes
- 2. No

#### 3.2 REVENUE

Choose one of M, T or S, depending on principal activity of the enterprise.

##### M Manufacturing Firms

M3.2 What was the total sales DURING SEPTEMBER of products your business makes or alters?

Rs.

M3.2a What was the amount of revenue received DURING SEPTEMBER from selling the products made from inventories purchased DURING SEPTEMBER?

Rs.

M3.3a What is the value of the inventories purchased DURING SEPTEMBER which were held as raw materials at the END OF SEPTEMBER?

Rs.

M3.3b What is the value of inventories purchased DURING SEPTEMBER which were used to produce final goods not sold DURING SEPTEMBER?

Rs.

M3.3c What is the value of inventories purchased DURING SEPTEMBER which were used to produce final goods sold DURING SEPTEMBER?

Rs.

M3.3d What is the value of inventories purchased DURING SEPTEMBER which got spoiled or wasted DURING SEPTEMBER?

Rs.

Interviewer: M3.3a+M3.3b+M3.3c+M3.3d should sum to the value of raw material inputs purchased in Q 3.1.1.

M3.3e What was the value of inventories purchased BEFORE SEPTEMBER that were used to make goods sold DURING SEPTEMBER?

Rs.

M3.3f1 Consider the most important item which you manufacture. If you buy Rs. 1000 worth of raw materials how much of revenue will you receive from the final products that you manufacture with these raw materials on average?

Rs.

M3.3f2 What percentage of your total revenue comes from the sale of this item?

##### T Retail / Trade Firms

T3.2 What was the total sales DURING SEPTEMBER of products your business did not make?

Rs.

T3.2a What was the amount of revenue received DURING SEPTEMBER from selling inventories purchased DURING SEPTEMBER?

Rs.

T3.3a What is the value of inventories purchased DURING SEPTEMBER which were sold DURING SEPTEMBER?

Rs.

T3.3b What is the value of inventories purchased DURING SEPTEMBER that were sold AFTER SEPTEMBER, or have not yet been sold?

Rs.

T3.3c What is the value of inventories purchased DURING SEPTEMBER which got spoiled or wasted DURING SEPTEMBER?

Rs.

Interviewer: T3.3a + T3.3b + T3.3c should sum to the value of inputs purchased, Q 3.1.1.

T3.3d What was the value of inventories purchased BEFORE SEPTEMBER that were sold DURING SEPTEMBER?

Rs.

T3.3e1 Consider the most important item which you sell. If you buy Rs. 1000 worth of this product how much of revenue will you receive from the sale of this product on average?

Rs.

T3.3e2 What percentage of your total revenue comes from the sale of this item?

##### S Service Firms

S3.2 What was the total business revenue DURING SEPTEMBER from selling services?

Rs.

S3.2a What was the amount of revenue received DURING SEPTEMBER from selling the services using inventories purchased DURING SEPTEMBER?

Rs.

S3.3a What is the value of inventories purchased DURING SEPTEMBER which were used in services sold DURING SEPTEMBER?

Rs.

S3.3b What is the value of inventories purchased DURING SEPTEMBER that were used in services sold AFTER SEPTEMBER, or not yet sold?

Rs.

S3.3c What is the value of inventories purchased DURING SEPTEMBER which got spoiled or wasted DURING SEPTEMBER?

Rs.

Interviewer: S3.3a + S3.3b + S3.3c should sum to the value of inputs purchased, Q 3.1.1.

S3.3d What was the value of inventories purchased BEFORE SEPTEMBER that were used to provide services DURING SEPTEMBER?

Rs.

S3.3e1 Consider the most important service that you provide. If you buy Rs. 1000 worth of materials how much of revenue will you receive from the services that you provide with these materials on average?

Rs.

S3.3e2 What percentage of your total revenue comes from the sale of this service?



3.4. Can you tell me the total monthly revenues of your business in SEPTEMBER from all sources, including manufacturing, retail sales and services?

Rs.

3.5 Can you tell me the total monthly revenues of your business from all sources for the 5 months before September?

MONTH	a. REVENUE (Rupees)
(a) April	
(b) May	
(c) June	
(d) July	
(e) August	

3.6 What was the total income the business earned DURING SEPTEMBER after paying all expenses including wages of employees, but not including any income you paid yourself. That is, what were the PROFITS of your business DURING SEPTEMBER?

Rs.

3.7 Did you pay yourself a salary for running the business?

1. Yes ----> Go to Qn. 3.7.1

2. No ----> Go to Qn. 3.8

3.7.1 When estimating the profits for the business, are you including this salary as part of the business expenses?

1. Yes ----> Go to Qn. 3.7.2

2. No ----> Go to Qn. 3.7.2

3.7.2 How much was this salary DURING SEPTEMBER?

Rs.

3.8 Were revenues from the business used to pay for expenditures in the household?

1. Yes ----> Go to Qn. 3.8.1

2. No ----> Go to Qn. 3.9

3.8.1 When estimating the profits for the business, are you reducing revenue to account for these household expenses?

1. Yes ----> Go to Qn. 3.8.2

2. No ----> Go to Qn. 3.8.2

3.8.2 How much were these household expenditure payments DURING SEPTEMBER?

Rs.

3.8.3 If you counted these household expenditure payments as part of the profits of your business, how much would PROFITS have been SEPTEMBER?

Rs.

3.9 In addition to running the business, did you have a second job during SEPTEMBER?

1. Yes ----> Go to Qn. 3.9.1

2. No ----> Go to Qn. 3.10

3.9.1 In the second job, did you work as a wage worker or did you run another business?

1= wage worker

2= other business

3= other \_\_\_\_\_

3.9.2 How many hours per week did you work in this other job DURING SEPTEMBER?

hrs

3.9.3 How much did you earn per week in this second job?

Rs.

3.10 For how many days DURING SEPTEMBER was your business closed?

days

3.11 Have any members of the household started a new business in the past 6 months?

1. Yes

2. No

Section 4: Changes in Assets

REPAIRS AND IMPROVEMENTS

4.1 Have you made any improvements or repairs to business assets in the last 6 months?

(This includes improvements to buildings as well as to equipment, vehicles, and other physical assets)

- 1. Yes ----> Go to Qn. 4.2
- 2. No ----> Go to Qn. 4.3

4.2 Business Assets Repaired or Improved in the last 6 months

(Interviewer: prompt to make sure that they only record business assets, and not household assets)

Did you make repairs or improvements to any of the following business assets?	a. Type (code by row category)	b. Was this a repair to a damaged item or an improvement to a non-damaged item? 1 = Repair 2 = Improvement	c. Name of item	d. Was this item damaged in the tsunami?  1=Yes 2=No	e. How much did you spend to repair or improve this item?  (Rupees)	f. What is the current market value of the item after repair or improvement?  (Rupees)
1. Business Tools or Utensils	1.1					
	1.2					
	1.3					
	1.4					
2. Machinery	2.1					
	2.2					
	2.3					
3. Furniture and Equipment	3.1					
	3.2					
	3.3					
4. Vehicles used in the business	4.1					
	4.2					
	4.3					
5. Site (land and building)	5.1					
	5.2					
	5.3					
6. Other physical business assets	6.1					
	6.2					
	6.3					
	6.4					

7. TOTAL AMOUNT SPENT REPAIRING OR IMPROVING PHYSICAL ASSETS:

(Interviewer: Ask if the description above is incomplete. Otherwise, sum column e.)

## ADDITIONS TO CAPITAL STOCK

4.3 Have you PURCHASED, BEEN GIVEN, BORROWED OR RENTED any utensils, tools, machinery and equipment, vehicles or other business property since we last interviewed you 6 months ago?

1. Yes ----> Go to Qn. 4.4

2. No → Go to Qn. 46

**4.4. Please describe the business assets that you have BOUGHT, BEEN GIVEN, BORROWED OR RENTED in the last 6 months**

[Interviewer: prompt to make sure that they only record business assets, and not household assets]

Did your business BUY any of?	a.  Type (code by row category)	b.  Name of item	c.  Condition Acquired  1=new, 2=used, 3=self-made, 4=other	d.	e.  Date of Acquisition  Month	f.  How much did you spend to buy this (or how much would it cost to replace if the item is borrowed or rented) Rs.	g.  Is this item also used by your household for non-business uses?  1= Yes, 2=No
				Ownership Status 1=own, 2=rent, 3=borrow, 4=other			
1. Business Tools or Utensils	1.1						
	1.2						
	1.3						
	1.4						
2. Machinery	2.1						
	2.2						
	2.3						
3. Furniture and Equipment	3.1						
	3.2						
	3.3						
4. Vehicles used in the business	4.1						
	4.2						
	4.3						
5. Site (including business land and building)	5.1						
	5.2						
	5.3						
6. Other physical assets of the business (excluding inventories)	6.1						
	6.2						
	6.3						
	6.4						

**7. TOTAL REPLACEMENT COST OF ALL BUSINESS ASSETS PURCHASED IN LAST 6 MONTHS:**

**(Interviewer:** Ask if the description above is incomplete. Otherwise, sum)

\_\_\_\_\_

**4.5 Where did you obtain the money used to purchase these additional business assets?**

[Interviewer: write 0 if no funds from source]

Source:

1. Own savings
2. Loans from family
3. Loans from friends
4. Remittances from abroad
5. Bank loan
6. Loan from a Microfinance organization
7. Private moneylenders
8. Sale of household assets
9. Credit from Customers
10. Credit from Suppliers
11. Tsunami relief agency
12. Sale of business assets
13. Lottery win from this survey project
14. Other. Specify

TOTAL

[illegible]

## SALES OF CAPITAL STOCK

**4.6 Have you SOLD, RETURNED OR OTHERWISE DISPOSED OF any utensils, tools, machinery and equipment, vehicles or other business property since we last interviewed you 6 months ago, or had any existing assets DAMAGED so you can no longer use them? Please include returns of rental equipment.**

1. Yes ----> Go to Qn. 4.7  
2. No ----> Go to Qn. 4.8

**4.7. Please describe the business assets that you have SOLD, RETURNED or had DAMAGED in the last 6 months**

*[Interviewer: prompt to make sure that they only record business assets, and not household assets]*

Did your business SELL, RETURN or have DAMAGED any of?	a. Type (code by row category)	b. Name of item	c. Sold or Damaged? 1=Sold (Go to d) 2 =Damaged (Go to f) 3=Returned (Go to d)	d. How much did you get from selling or returning it? (Rupees)	e. Date of Sale Month	f. What is the replacement cost of the damaged item? (Rupees)	g. Was this item also used by your household for non-business uses? 1=Yes, 2=No
1. Business Tools or Utensils	1.1						
	1.2						
	1.3						
	1.4						
2. Machinery	2.1						
	2.2						
	2.3						
3. Furniture and Equipment	3.1						
	3.2						
	3.3						
4. Vehicles used in the business	4.1						
	4.2						
	4.3						
5. Site (including business land and building)	5.1						
	5.2						
	5.3						
6. Other physical assets of the business (excluding inventories)	6.1						
	6.2						
	6.3						
	6.4						

**7. TOTAL AMOUNT RECEIVED FROM BUSINESS ASSET SALES OR RETURNS IN THE LAST 6 MONTHS:**  
(Interviewer: Ask if the description above is incomplete. Otherwise, sum column d.)

Rs

**8. TOTAL REPLACEMENT COST OF BUSINESS ASSETS DAMAGED IN THE LAST 6 MONTHS:**  
(Interviewer: Ask if the description above is incomplete. Otherwise, sum column f.)

Rs

## LOANS AND INVESTMENT

4.8 I would like to ask about loans that your business has received in the past 6 months. Please provide information on the following types of loans

Type of Loan	a.  In the last 6 months have you got a loan of this type 1. Yes 2. No ♦ <i>next type</i>	b.  Do you still owe part of this loan? 1. Yes 2. No ♦ <i>next type</i>	c.  What is the amount owing?  (Rupees)	d.  What is the MONTHLY or ANNUAL INTEREST rate in percent on this loan?	
				Monthly (%)	Annual (%)
1. Private bank					
2. Government bank					
3. Microfinance organization					
4.1 Development Bank (eg. RDB)					
4.2 Samurdhi					
5. Sanasa					
6. IDRP/REAP/ABG etc.					
7. Tsunami relief program					
8. Moneylender					
9. Family and friends					
10. Other					

4.9 During the past 6 months, have you increased your investment in your business from money earned from your business or from other household sources?

1. yes--> go to 4.9a

2. no--> go to Section H

4.9a Approximately how much have you invested in the business from these sources?

4.9a1 Earnings from the business itself

Rs.

4.9a2 From other household sources

Rs.

  


4.9b Approximately how much was invested in:

4.9b1. New equipment, tools or machinery

Rs

4.9b2. Increases in inventories of materials or goods for sale?

4.9b3. Additional purchases or repairs to land or buildings

4.9b4. Repairs and improvements to equipment and machinery

4.9b5. Other (specify \_\_\_\_\_)

## Section 5: ENTREPRENEUR'S CHILDHOOD, FAMILY BACKGROUND, ATTITUDES AND ABILITIES

5.1 Suppose someone was going to pay you 10,000 Rs one month from now. He/she offers to pay you a lower amount today instead. What amount today would make you just as happy as receiving 10,000 Rs in a month's time?

Interviewer: Probe: "You wouldn't be willing to take (100 Rs. less)?"

5.2 Has your father/ mother ever owned a business? (Interviewer: Ask separately and fill in the rows 5.2.1 and 5.2.2 )

	(a) Ever owned a business? 1=Yes --> go to (b) 2=No --> next row / qn	(b) Largest no of employees the business ever had
5.2.1 Father		
5.2.2 Mother		

5.3 How many siblings do you have?  
(If none, go to 5.9)

5.4 Have any of your siblings ever owned a business?  
(Note: Do not include this business)

1. Yes --> goto 5.5
2. No --> goto 5.9

5.5 What is the largest number of employees that any of your siblings' businesses ever had?  
(Note: Do not include this business)

5.6 How many of your siblings currently own a business?  
(Note: Do not include this business)  
(If none, go to 5.8)

5.7 What is the largest number of employees in any business currently owned by any of your siblings?  
(Note: Do not include this business)

5.8 Did any of your siblings start their business before you started your business?  
1. Yes  
2. No

5.9 Did you ever work in any business owned by your family?  
1. Yes  
2. No

Now I'd like to ask you some questions about conditions when you were aged 12:  
(Interviewer: Get names and codes for 5.10 and 5.10.1)

5.10 What Divisional Secretariat (DS) did you live in?

\_\_\_\_\_

5.10.1 What district did you live in?

\_\_\_\_\_

5.11 Was the area you lived in?:

1. Rural
2. Small town
3. Large town

Interviewer: If, at age 12, the father had died or was not in the household, ask qns 5.12 to 5.15 with respect to the head of household / primary caregiver / guardian.

5.12 What was the occupation of your father?

\_\_\_\_\_  
\_\_\_\_\_

5.13 What industry/job sector did your father work in?

\_\_\_\_\_  
\_\_\_\_\_

Codes: 1=Agriculture, 2=Fishing, 3=Manufacturing, 4=Education, 5=Trade, 6=Services, 7=Transportation, 8=Construction, 9=Professional Services, 10=Government / public administration, 11=other

5.14 When you were age 12, was your father a:

1. Wage worker
2. Casual / daily paid worker
3. Self employed / business owner
4. Overseas worker
5. Other (\_\_\_\_\_)

If your father worked in agriculture (I.e. if answered 1 to qn 5.13):

5.15 Did your family own land?

1. Yes --> goto 5.15.1
2. No --> goto 5.16

5.15.1 No of perches of land

(if answer given in acres convert to perches)

5.16 At age 12, what percentage of the children in your neighborhood did not have enough to eat or got by with difficulty?

5.17 At age 12, did your family sometimes not have enough to eat, or get by with difficulty?

1. Yes
2. No

5.18 At age 12, did your family personally know: (1=Yes, 2=No, 3=Don't know)

5.18.1 The Grama Niladari Officer

## Section Z: Interviewer Impressions

**Interviewer:** Please respond to the following questions after completing the interview.

### Z.1 Who else other than the enterprise owner was present during the interview?

(Mark all that apply.)

- 1 Nobody
- 2 The spouse of the owner.
- 3 Other adult household members
- 4 Other adults from outside the household
- 5 A child 5 years of age or younger
- 6 A child older than 5 years of age.

### Z.2 What is your impression of how well the respondent understood the questions being asked?

- 1 Excellent
- 2 Good
- 3 Not so good
- 4 Very bad

### Z.3 What is your impression of the seriousness with which the respondent answered questions?

- 1 Excellent
- 2 Good
- 3 Not so good
- 4 Very bad

### Z.4 What is your overall impression of the preciseness with which questions were answered?

- 1 Excellent
- 2 Good
- 3 Not so good
- 4 Very bad

### Z.5 Which questions were most difficult or troubling for the respondent?

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### Z.6 Which questions were most difficult or troubling for you?

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### Z.7 Which questions interested the respondents the most?

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**Additional remarks:**

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