

Questionnaire for Young Aspiring Entrepreneurs

This version: **19 September**

I am going to ask you some questions about yourself. These questions form part of a survey of young aspiring entrepreneurs being conducted by the University of Oxford, following your participation in the Aspire Business Ideas Competition last year. We are not trying to sell or provide you with any product or service.

Our conversation here is private, and the researchers at the University of Oxford will not reveal to anyone your name, the name of your firm (if you have one), or any other identifying information. Participation in the survey is voluntary. If any question makes you uncomfortable, please let me know. While participation is voluntary, refusal to answer some questions will weaken or invalidate the study.

Can we proceed?

Enumerator: Please note the following codes for use throughout the survey.

777: Not Applicable (N/A)

888: Don't Know

999: No Response

1. CONTROL SECTION

- 1.1 Respondent code: _____ **intro_1**
- 1.2 Name of the interviewer: _____ **intro_2**
- 1.3 Interview date: _____ **intro_3**
- 1.4 Interview start time: _____ **intro_4**
- 1.5 Name of the respondent: _____ **intro_5**
- 1.6 Gender of the respondent: **intro_6**
1: Male
2: Female
- 1.7 What date were you born?
- Day: _____ **intro_7a**
- Month: _____ **intro_7b**
- Year: _____ **intro_7c**
- 1.8 What is the highest level of education that you have completed? **intro_8**
1: No formal schooling
2: Not completed primary school
3: Completed primary school

- 4: Started high school but did not complete
- 5: Completed high school
- 6: Vocational (TVET) school
- 7: University / college education
- 8: Other

1.8b In total, how many years have you spent in formal schooling? **intro_8b**

1.9 In which country were you born? **intro_9**

1.10 Within that country, in which region were you born? **intro_10**

- | | |
|----------------------|---|
| 1: Afar | 7: Somali |
| 2: Amhara | 8: Southern Nations, Nationalities, and People's Region |
| 3: Benishangul-Gumuz | 9: Tigray |
| 4: Gambela | 10: Addis Ababa |
| 5: Harari | 11: Dire Dawa |
| 6: Oromia | 12: A region in another country. Please specify: |

1.11 Within that region, in which city were you born? **intro_11**

- 1.12 What languages do you speak?
[Enumerator: Please list by order of fluency; language 1 is mother tongue.]
- Language 1: _____ **intro_12**
- Language 2: _____ **intro_13**
- Language 3: _____ **intro_14**
- 1.13 What is your home address?
- Subcity: _____ **intro_15a**
- Woreda: _____ **intro_15b**
- Kebelle: _____ **intro_15c**
- Local name: _____ **intro_15d**
- House number: _____ **intro_15e**
- 1.14 Where is the interview taking place? **intro_16**
- 1: At the respondent's home address
- 2: By telephone
- 3: At the respondent's workplace
- 4: At another address (please specify) _____
- 1.15 GPS coordinates – longitude: _____ **intro_17a**

GPS coordinates – latitude: _____

intro_17b

1.16 Contact phone number

Fixed line: _____

intro_18a

Cell phone: _____

intro_18b

1.17 Contact e-mail address: _____

intro_19

2 THE HOUSEHOLD

- 2.1 Have you ever been married? **household_1**
1: Yes
2: No
- 2.2 If yes – When did you get married?
Month: _____ **household_2a**
Year: _____ **household_2b**
- 2.3 If ever married – Are you married now? **household_3**
1: Yes
2: No
- 2.4 How many children do you have?
Boys: _____ **household_4a**
Girls: _____ **household_4b**

Now I want you to think about your household. For this survey, we would like you to consider someone as being a member of your household if:

- You live with that person, **and**
- You regularly eat meals together.

- 2.5 How many people are in your household (including you)? **household_5**

2.6 How many people were in your household one year ago (including you)? **household_6**

2.7 What is your relationship to the head of your household? **household_7**

1: Head

2: Spouse of the head

3: Son/daughter of the head

4: Parent of the head

5: Other relative of the head

6: Domestic employee of the head

7: Unrelated

Codes for the household roster on the next page:

| | |
|---|--|
| Relationship to the respondent: 2: Spouse of the respondent 3: Son/daughter of the respondent 4: Parent of the respondent 5: Other relative of the respondent 6: Domestic employee of the household 7: Unrelated | Relationship to the household head: 1: Head 2: Spouse of the head 3: Son/daughter of the head 4: Parent of the head 5: Other relative of the head 6: Domestic employee of the household 7: Unrelated |
| Sex: M: Male F: Female | |

Please complete the following roster of household members. Please do not include the respondent in this roster. Please use the codes on the previous page.

| First name | Relationship to the respondent | Relationship to the household head | Age | Sex | Was this person in the respondent's household a year ago? (0 = No; 1 = Yes) |
|------------|--------------------------------|------------------------------------|------------|-------------|---|
| roster_a1 | roster_b1 | roster_c1 | roster_d1 | roster_sex1 | roster_e1 |
| roster_a2 | roster_b2 | roster_c2 | roster_d2 | roster_sex2 | roster_e2 |
| roster_a3 | roster_b3 | roster_c3 | roster_d3 | roster_sex3 | roster_e3 |
| roster_a4 | roster_b4 | roster_c4 | roster_d4 | roster_sex4 | roster_e4 |
| roster_a5 | roster_b5 | roster_c5 | roster_d5 | roster_sex5 | roster_e5 |
| roster_a6 | roster_b6 | roster_c6 | roster_d6 | roster_sex6 | roster_e6 |
| roster_a7 | roster_b7 | roster_c7 | roster_d7 | roster_sex7 | roster_e7 |
| roster_a8 | roster_b8 | roster_c8 | roster_d8 | roster_sex8 | roster_e8 |
| roster_a9 | roster_b9 | roster_c9 | roster_d9 | roster_sex9 | roster_e9 |
| | roster_b10 | roster_c10 | roster_d10 | | roster_e10 |

| | | | | | |
|------------|--|--|--|------------------|--|
| roster_a10 | | | | roster_sex1 0 | |
|------------|--|--|--|------------------|--|

- 2.8 How much do YOU spend each month on YOUR mobile phone? **household_8**

- 2.9 How much do OTHERS spend each month on YOUR mobile phone? **household_9**

- 2.10 How much do YOU spend each month on OTHER PEOPLE'S mobile phones?
_____ **household_10**
- 2.11 How much do YOU spend each month on food and drink that YOU consume outside of the home? (For example, this could include eating out at cafes or restaurants.)
_____ **household_11**
- 2.12 How much do OTHERS spend each month on food and drink that YOU consume outside of the home?
_____ **household_12**
- 2.13 How much do YOU spend each month on food and drink that OTHERS consume outside of the home?
_____ **household_13**
- 2.14 How much do YOU spend each month on cigarettes/tobacco for YOURSELF?
_____ **household_14**
- 2.15 How much do OTHERS spend each month on cigarettes/tobacco for YOU?

household_15

2.16 How much do YOU spend each month on cigarettes/tobacco for OTHERS?

household_16

2.17 How much do YOU spend each month on clothing for YOURSELF?

household_17

2.18 How much do OTHERS spend each month on clothing for YOU?

household_18

2.19 How much do YOU spend each month on clothing for OTHERS?

household_19

2.20 How much do YOU spend each month on hair and beauty for YOURSELF? (For example, this could include money spent at a beauty salon.)

household_20

2.21 How much do OTHERS spend each month on hair and beauty for YOU?

household_21

2.22 How much do YOU spend each month on hair and beauty for OTHERS?

household_22

3 ASSET OWNERSHIP AND BORROWING

- 3.1 Who owns the home in which the household lives?
- 1: The respondent
 - 2: Another member of the household
 - 3: An employer of the respondent
 - 4: An employer of another member of the household
 - 5: A relative
 - 6: Another person
 - 7: The government

home_1

- 3.2 I will now list a set of different assets. For each asset, I will ask about ownership and estimated value.

| <u>Asset</u> | In total, how many of these does your household own? | Is this yours? (1: Yes; 2: No) [Enumerator: This includes owning it jointly with someone else.] | If you own this asset (either yourself or jointly with another household member)... | |
|--------------------|--|--|---|---|
| | | | Have you acquired this asset within the past year? (1: Yes; 2: No) | Please estimate the resale value of the asset (in its current condition). |
| Stove / gas cooker | assets_a1 | assets_b1 | assets_c1 | assets_d1 |
| Refrigerator | assets_a2 | assets_b2 | assets_c2 | assets_d2 |
| Freezer | assets_a3 | assets_b3 | assets_c3 | assets_d3 |
| Air conditioner | assets_a4 | assets_b4 | assets_c4 | assets_d4 |

| | | | | |
|-----------------------|------------|------------|------------|------------|
| Fan | assets_a5 | assets_b5 | assets_c5 | assets_d5 |
| Radio | assets_a6 | assets_b6 | assets_c6 | assets_d6 |
| CD player | assets_a7 | assets_b7 | assets_c7 | assets_d7 |
| DVD or video player | assets_a8 | assets_b8 | assets_c8 | assets_d8 |
| Television | assets_a9 | assets_b9 | assets_c9 | assets_d9 |
| Satellite dish | assets_a10 | assets_b10 | assets_c10 | assets_d10 |
| Computer | assets_a11 | assets_b11 | assets_c11 | assets_d11 |
| Motorcycle or scooter | assets_a12 | assets_b12 | assets_c12 | assets_d12 |
| Bicycle | assets_a13 | assets_b13 | assets_c13 | assets_d13 |
| Car, van or truck | assets_a14 | assets_b14 | assets_c14 | assets_d14 |
| Sewing machine | assets_a15 | assets_b15 | assets_c15 | assets_d15 |
| Mobile phone | assets_a16 | assets_b16 | assets_c16 | assets_d16 |

3.3 Have you ever applied for a loan from a bank? **loan_1**
1: Yes
2: No

Enumerator: If 'no', please jump to question 3.8.

3.4 Have you ever been granted a loan from a bank? (Include 'application pending'.) **loan_2**
1: Yes
2: No

3.5 Do you still owe part of a bank loan? **loan_3**
1: Yes
2: No

3.6 How much do you still owe on the bank loan? _____
loan_4

3.7 When was the FIRST time you received a bank loan (month and year)?

Month: _____ **loan_5a**

Year: _____ **loan_5b**

3.8 Have you ever borrowed money from family or friends for the business? **loan_6**
1: Yes
2: No

Enumerator: If 'no', please jump to question 3.12.

3.9 Do you still owe part of a loan from family or friends? **loan_7**
1: Yes
2: No

3.10 How much do you still owe to family or friends? _____ **loan_8**

3.11 When was the FIRST time you borrowed money from family or friends for the business (month and year)?

Month: _____ **loan_9a**

Year: _____ **loan_9b**

3.12 Have you ever applied for a loan from a microfinance organisation? **loan_10**
1: Yes
2: No

Enumerator: If 'no', please jump to question 3.17.

3.13 Have you ever been granted a loan from a microfinance organisation? (Include 'application pending'.)
loan_11

1: Yes
2: No

3.14 Do you still owe part of a microfinance loan? **loan_12**
1: Yes
2: No

- 3.15 How much do you still owe to the microfinance organisation? **loan_13**
- 3.16 When was the FIRST time you received a loan from a microfinance organisation (month and year)?
- Month: _____ **loan_14a**
- Year: _____ **loan_14b**
- 3.17 Have you ever applied for a loan from a source not yet discussed? **loan_15**
 1: Yes
 2: No
- Enumerator: If 'no', please jump to question 3.23.**
- 3.18 What other source (or sources)? _____ **loan_16**
- 3.19 Have you ever been granted a loan from this other source? (Include 'application pending'.) **loan_17**
 1: Yes
 2: No
- 3.20 Do you still owe part of that loan? **loan_18**
 1: Yes
 2: No
- 3.21 How much do you still owe to that other source? _____ **loan_19**
- 3.22 When was the FIRST time you received a loan from this other source (month and year)?

Month: _____ **loan_20a**

Year: _____ **loan_20b**

3.23 Do you have a bank account? **loan_21**
1: Yes
2: No

3.24 If yes – How much money do you have in the bank? _____
loan_22

3.25 How much money do you have in cash (that is, money that is not in the bank account)?
_____ **loan_23**

4 WAGE EMPLOYMENT

- 4.1 Do you have a regular wage job? wage_1
1: Yes
2: No

(Enumerator: For the purposes of this survey, a regular wage job is a job in which the respondent works for someone else and receives a regular salary.)

Enumerator: If 'no', please skip to section 5 now. Otherwise, please continue...

Enumerator: Please tell the respondent, "I will now ask some questions about your regular wage job. I realise that you may have other employment, and I will ask about that soon. But, for now, I would like to focus on the wage job."

- 4.2 Do you have more than one regular wage job? wage_2a
1: Yes
2: No

If yes, how many wage jobs do you have? _____ wage_2b

Enumerator: If the respondent has more than one wage job, please tell the respondent, "For the following questions, I would like you to consider your main wage job."

Enumerator: We will now ask four questions about the kind of work that this job involves. Note that the respondent could answer "yes" to more than one of these questions.

- 4.3 Does this wage job involve manual work (for example, work as a labourer)? wage_3
1: Yes

2: No

4.4 Does this wage job involve clerical or administrative work (for example, work as a secretary)?
wage_4

1: Yes

2: No

4.5 Does this wage job involve professional work (for example, work as a qualified accountant)?
wage_5

1: Yes

2: No

4.6 Does this wage job involve managing other employees (for example, as a supervisor)?
wage_6

1: Yes

2: No

4.7 What type of employer is this wage job with? **wage_7**

- 1: Private business with Ethiopian owners
- 2: Private business with foreign owners
- 3: State-owned firm
- 4: Government
- 5: NGO or religious/charitable organisation
- 6: Joint venture between government and private business
- 7: Joint venture between domestic and foreign business

4.8 What is the industrial sector of this wage job? **wage_8**

- 1: Manufacturing
- 2: Tourism
- 3: Retail / trade
- 4: Mining / fishing / agriculture
- 5: Services / education / health
- 6: Government
- 7: Construction

4.9 Please think about the firm or organisation that employs you for your main wage job. How many permanent employees does this firm or organisation have? **wage_9**

4.10 When did you start working in this job?

Month: _____ **wage_10a**

Year: _____ **wage_10b**

4.11 How did you find this job? **wage_11**
1: Through a friend or relative.
2: Through an employment agency.
3: I saw a job advertisement and applied.
4: I visited the firm to ask about available jobs.
5: Other (specify)

4.12 How much do you earn from this job each month, before taxes? **wage_12**

4.13 How many hours do you work in this job on a typical weekday? **wage_13**

4.14 How many days do you work in this job in a typical week? **wage_14**

5 SELF-EMPLOYMENT

5.1 Do you derive an income from activities other than wage employment, i.e., are you self-employed?

self_1

1: Yes

2: No

(Enumerator: A self-employed job is a job in which the respondent works for himself/herself as an entrepreneur, in return for profits earned. A respondent may have a wage job and a self-employed job.)

Enumerator: If 'no', please skip to section 6 now. Otherwise, please continue...

5.2 When did you start this self-employed activity?

Month: _____ **self_2a**

Year: _____ **self_2b**

5.3 In what industrial sector is this self-employment activity? **self_3**

[Enumerator: Please choose the category that best describes the activity. Note that the table continues on the next page.]

| Sector | Area | Please tick one row. |
|----------------|------------------------|----------------------|
| Trade / retail | Market trader | Code: 1.1 |
| Trade / retail | Street vendor / hawker | Code: 1.2 |
| Trade / retail | Shop | Code: 1.3 |

| | | |
|----------------|--------------|-----------|
| Trade / retail | Street kiosk | Code: 1.4 |
|----------------|--------------|-----------|

| | | |
|----------------------|----------------------|-----------|
| Hair and beauty care | Hair and beauty care | Code: 2.1 |
|----------------------|----------------------|-----------|

| | | |
|--------------------------------|-----------------|-----------|
| Sewing, tailoring and footwear | Dressmaking | Code: 3.1 |
| Sewing, tailoring and footwear | Men's tailoring | Code: 3.2 |
| Sewing, tailoring and footwear | Shoe repair | Code: 3.3 |
| Sewing, tailoring and footwear | Shoe making | Code: 3.4 |
| Sewing, tailoring and footwear | Other | Code: 3.5 |

| | | |
|--------|-----------------------------|-----------|
| Repair | Electronics / televisions | Code: 4.1 |
| Repair | Machinery | Code: 4.2 |
| Repair | Motorised vehicles | Code: 4.3 |
| Repair | Bicycles and other vehicles | Code: 4.4 |
| Repair | Other | Code: 4.5 |

| | | |
|--------------|-----------------|-----------|
| Construction | Carpentry | Code: 5.1 |
| Construction | Bricklaying | Code: 5.2 |
| Construction | Brickmaking | Code: 5.3 |
| Construction | Plumbing | Code: 5.4 |
| Construction | Electrical work | Code: 5.5 |
| Construction | Other | Code: 5.6 |

| | | |
|---------------|--|-----------|
| Manufacturing | Furniture | Code: 6.1 |
| Manufacturing | Crafts (masks, jewellery and other crafts) | Code: 6.2 |
| Manufacturing | Other | Code: 6.3 |

| | | |
|-------|-----------------------|-----------|
| Other | Professional services | Code: 7.1 |
| Other | Transport | Code: 7.2 |
| Other | Taxi driver | Code: 7.3 |

| | | |
|-------|------------------------------------|-----------|
| Other | Fishing and agriculture production | Code: 7.4 |
| Other | Other (please specify) | |

- 5.4 If the self-employment activity is in any of the ‘trade/retail’ sectors – what kind of trade/retail? **self_4**
- 1: Food and drink
2: Fabrics and garments
3: Other (please specify) _____
- 5.5 What is the total value of the assets invested in the business? **self_5**
(Assets include machinery, equipment, vehicles, computers, buildings, furniture, and anything tangible.)

- 5.6 What is the total value of working capital for the business? **self_6**
(Working capital includes inventories and money used for running the business.)

- 5.7 How much of your own money have you invested in the business? (Please do not include any money that you may have received from the Aspire Business Ideas Competition.) **self_7**

- 5.8 Do you own the business yourself or with someone else? **self_8**
- 1: I own the business myself.
2: I own the business with someone else
- 5.9 If with someone else – What is your share of the business (%)? **self_9**

5.10 If the respondent has business partners – How much money have your partners invested in the business? (Please do not include any money that your business partners may have received from the Aspire Business Ideas Competition.) **self_10**

5.11 Do you keep accounts for the business?

self_11

1: Yes

2: No

- 5.12 Do you use the services of an accountant for the business? **self_12**
 1: Yes
 2: No
- 5.13 What were the total monthly sales of your business? Include sales of services.
- For last month: _____ **self_13a**
- For the previous month: _____ **self_13b**
- For the month before that: _____ **self_13c**
- 5.14 How much did you spend last month on:
- Purchase of raw materials and items for resale: _____ **self_14a**
- Purchase of electricity, water, gas and fuel: _____ **self_14b**
- Payments to employees and apprentices: _____ **self_14c**
- Expenditure on telephone and cellphone airtime: _____ **self_14d**
- Maintenance, repair, and transportation: _____ **self_14e**
- Rent of machinery and equipment: _____ **self_14f**
- Interest paid on loans: _____ **self_14g**
 (Please answer in currency terms, NOT in percentage terms.)

Gifts, tips and bribes given to government officials: _____ **self_14h**

Rent for land and buildings used in the business: _____ **self_14i**

Market fees: _____ **self_14j**

Taxes on business income: _____ **self_14k**

5.15 Considering these and any other relevant costs, what were the total expenses of your business?

For last month: _____ **self_15a**

For the previous month: _____ **self_15b**

For the month before that: _____ **self_15c**

5.16 After paying all expenses, what was the income of the business (the profits) for last month? Consider all expenses, INCLUDING wages of employees but NOT INCLUDING any income you paid yourself. **self_16**

5.17 In your answer to question 5.16, did you include the value of the goods or services that you and your household consumed from the business?
self_17

1: Yes

2: No

5.18 What was the value of the goods and services that you and your household consumed from the business last month?
self_18

- 5.19 What share of the sales of this business comes from the following:
- Customers in the neighbourhood (within five minutes' walk): _____ **self_19a**
- Customers outside of the neighbourhood (beyond five minutes' walk): _____ **self_19b**
- Customers of unknown origin: _____ **self_19c**

5.20 How many businesses in the same sector of activity as yours operate in your neighbourhood (within five minutes' walk)?

self_20

- 5.21 Where is your most important competitor located? **self_21**
- 1: Within 1 km
 - 2: More than 1 km, but in the same neighbourhood
 - 3: More than 1 km, in a different neighbourhood but in the same city
 - 4: More than 1 km, in a different city
 - 5: Outside Ethiopia

5.22 Aside from you, how many permanent employees does your business have? **self_22**

6 TIME USE

6.1 I will now ask you some questions about how you spent your time yesterday.

[Enumerator: If yesterday was a weekend, please ask instead about the last weekday.]

[Enumerator: Please record the answer as the number of hours. If the answer is not a round number of hours, please also record the number of minutes, rounded to the closest multiple of five minutes. For example, if a respondent worked for “one hour and a half”, please record “1 hours” and “30 minutes”. If a respondent worked for “one hour”, please record “1 hours” and “0 minutes”.]

| Activity | Hours | + | Minutes |
|--|----------|---|----------|
| Working in a wage job | time_a1 | + | time_b1 |
| Working in a self-employed income-earning activity | time_a2 | + | time_b2 |
| Searching for employment | time_a3 | + | time_b3 |
| Studying | time_a13 | + | time_b13 |
| Sleeping | time_a4 | + | time_b4 |
| Eating and drinking | time_a5 | + | time_b5 |
| Socialising with friends | time_a14 | + | time_b14 |
| Washing/grooming (e.g. showering, shaving, etc) | time_a6 | + | time_b6 |
| Preparing meals or snacks | time_a7 | + | time_b7 |

| | | | |
|--|-----------|----------|----------|
| | | | |
| Cleaning the home | time_a8 | + | time_b8 |
| Washing clothes | time_a9 | + | time_b9 |
| Shopping for food and other groceries | time_a10 | + | time_b10 |
| Attending religious service or social events | time_a11 | + | time_b11 |
| Other personal leisure time | time_a15 | + | time_b15 |
| Other | time_a12 | + | time_b12 |
| Total | 24 | + | 0 |

6.2 During the past four weeks, have you done any of the following to seek work?

[Enumerator: Please tick all that apply.]

Wait for a job on a street corner or at the factory gate: **search_1**

1: Yes

2: No

Register with a (public or private) job search agency: **search_2**

1: Yes

2: No

Enquire about work at work places, farms, etc: **search_3**

1: Yes

2: No

Answer a job advertisement: **search_4**

1: Yes

2: No

Seek assistance from friends and relatives in finding wage employment: **search_5**

1: Yes

2: No

Seek assistance from friends and relatives in starting your own business: **search_6**

1: Yes

2: No

6.3 What is the minimum income per month that you would be willing to accept for a job within this city?
search_7

7 PERSONAL TRAITS

Here are a number of characteristics that may or may not apply to you. Please indicate how strongly you agree or disagree with each statement.

| I see myself as someone who... | Disagree strongly | Disagree somewhat | Neutral | Agree somewhat | Agree strongly | |
|--|-------------------|-------------------|---------|----------------|----------------|-------------|
| ...is talkative. | | | | | | personal_1 |
| ...tends to find fault with others. | | | | | | personal_2 |
| ...does a thorough job. | | | | | | personal_3 |
| ...is depressed, blue. | | | | | | personal_4 |
| ...is original, comes up with new ideas. | | | | | | personal_5 |
| ...is reserved. | | | | | | personal_6 |
| ...is helpful and unselfish with others. | | | | | | personal_7 |
| ...can be somewhat careless. | | | | | | personal_8 |
| ...is relaxed, handles stress well. | | | | | | personal_9 |
| ...is curious about many different things. | | | | | | personal_10 |
| ...is full of energy. | | | | | | personal_11 |
| ...starts quarrels with others. | | | | | | personal_12 |
| ...is a reliable worker. | | | | | | personal_13 |
| ...can be tense. | | | | | | personal_14 |
| ...is ingenious, a deep thinker. | | | | | | personal_15 |
| ...generates a lot of enthusiasm. | | | | | | personal_16 |
| ...has a forgiving nature. | | | | | | personal_17 |

| | | | | | | |
|--|--|--|--|--|--|-------------|
| ...tends to be disorganised. | | | | | | personal_18 |
| ...worries a lot. | | | | | | personal_19 |
| ...has an active imagination. | | | | | | personal_20 |
| ...tends to be quiet. | | | | | | personal_21 |
| ...is generally trusting. | | | | | | personal_22 |
| ...tends to be lazy. | | | | | | personal_23 |
| ...is emotionally stable, not easily upset. | | | | | | personal_24 |
| ...is inventive. | | | | | | personal_25 |
| ...has an assertive personality. | | | | | | personal_26 |
| ...can be cold and aloof. | | | | | | personal_27 |
| ...perseveres until the task is finished. | | | | | | personal_28 |
| ...can be moody. | | | | | | personal_29 |
| ...values artistic, aesthetic experiences. | | | | | | personal_30 |
| ...is sometimes shy, inhibited. | | | | | | personal_31 |
| ...is considerate and kind to almost everyone. | | | | | | personal_32 |
| ...does things efficiently. | | | | | | personal_33 |
| ...remains calm in tense situations. | | | | | | personal_34 |
| ...prefers work that is routine. | | | | | | personal_35 |
| ...is outgoing, sociable. | | | | | | personal_36 |
| ...is sometimes rude to others. | | | | | | personal_37 |
| ...makes plans and follows through with them. | | | | | | personal_38 |
| ...gets nervous easily. | | | | | | personal_39 |

| | | | | | | |
|--|--|--|--|--|--|--------------------|
| ...likes to reflect, play with ideas. | | | | | | personal_40 |
| ...has few artistic interests. | | | | | | personal_41 |
| ...likes to cooperate with others. | | | | | | personal_42 |
| ...is easily distracted. | | | | | | personal_43 |
| ...is sophisticated in art, music or literature. | | | | | | personal_44 |

1. Some participants in the Aspire Business Ideas Competition won prizes of US\$1,000. Did you win a US\$1,000 prize?

aspire_1

1: Yes

2: No

If the applicant did win a prize...

1. You won a prize of about US\$1,000. Of that prize, what percentage did you spend on...

| | | |
|---|--|------------------|
| Purchasing or renting land or market space (including a kiosk)? | | aspire_2a |
| Purchasing or renting furniture? | | aspire_2b |

| | | |
|--|--|-----------|
| | | |
| Purchasing or renting manufacturing tools or equipment? | | aspire_2c |
| Purchasing or renting computing or communications equipment? | | aspire_2d |
| Purchasing inventories? | | aspire_2e |
| Hiring employees? | | aspire_2f |
| Advertising? | | aspire_2g |
| Paying for school fees/expenses? | | aspire_2h |
| Paying bills and debts? | | aspire_2i |
| Personal consumption? | | aspire_2j |
| Transfers/gifts to others? | | aspire_2k |

| | | |
|-------------------------|------|------------------------------|
| | | |
| Other Specify: _____ | | aspire_2l aspire_2l_other |
| | 100% | |

If the applicant did not win a prize...

1. I would like you to imagine that you had won a prize of US\$1,000 in the Aspire Business Ideas Competition. Of that prize, what percentage would you have spent on...

| | | |
|---|--|-----------|
| Purchasing or renting land or market space (including a kiosk)? | | aspire_3a |
| Purchasing or renting furniture? | | aspire_3b |
| Purchasing or renting manufacturing tools or equipment? | | aspire_3c |

| | | |
|--|--|------------------------------|
| Purchasing or renting computing or communications equipment? | | aspire_3d |
| Purchasing inventories? | | aspire_3e |
| Hiring employees? | | aspire_3f |
| Advertising? | | aspire_3g |
| Paying for school fees/expenses? | | aspire_3h |
| Paying bills and debts? | | aspire_3i |
| Personal consumption? | | aspire_3j |
| Transfers/gifts to others? | | aspire_3k |
| Other Specify: _____ | | aspire_3l aspire_3l_other |

| | | |
|--|-------------|--|
| | | |
| | 100% | |