

## **VARIABLES GUIDE**

### **TANZANIA**

#### ***TanzaniaApplicants\_final\_20012012.dta***

- jonoid\_applicants = Applicant Identifier assigned by Jono 20/01/2012
- applicantid = Applicant ID used the Master Data Excel file
- entryid = Applicant ID assigned by Wufoo data
- submissionid = combination of entryid and submissionmode
- submissionmode = How was the application submitted (i.e. Wufoo, written, Kibaha school?)
- terms\_conditions = Dummy: did the applicant agree to the terms and conditions
- applicant\_understand = Dummy: does the applicant understand they have to complete the entire application form
- age = How old is the applicant? (Years)
- sex = What sex is the applicant (1=Male, 0=Female)
- phone1 = What are the applicant's telephone number(s)?
- email = What is the applicant's email address, if any?
- education = What is the highest level of education completed by the applicant?:
  1. Not completed primary school
  2. Completed primary school
  3. Completed O-Level
  4. Completed A-Level
  5. Completed a college degree (other than university)
  6. Completed a university degree
  7. Other
- education\_o = Education - if 'other' please specify:
- educ\_translation = Translation of education\_o
- educ\_incompleted = Was the level of education claimed by the participant actually NOT COMPLETED?

- brth\_country = Country of Applicant's Birth
- brth\_region = Region of Applicant's Birth
- brth\_city = City of Applicant's Birth
- married\_dummy = Is the applicant married? (1=Yes, 0=No)
- children = how many children does the applicant have?:
  0. No children
  1. 1 child
  2. 2 children
  3. 3 children
  4. 4 or more children
- languages = What language does the applicant speak?
- language1, language2, language3 = 1st, 2nd and 3rd languages spoken by the applicant
- travel = Has the applicant ever travelled outside of Tanzania/Zambia/Ethiopia? (1=Yes, 0=No)
- parent\_business = Have your father or mother ever owned a business? (1=Yes, 0=No)
- occupation1, occupation2, occupation3 = What is the applicant's 1st, 2nd, 3rd occupation?:
  1. Student
  2. Housewife
  3. Farmer
  4. Entrepreneur/Self-Employed
  5. Wage Employed (private/non-profit)
  6. Wage Employed (government/civil service)
  7. Unemployed
  8. Other
- occupation\_o = Occupation - if 'other' please specify
- occupation\_translation = Translation of occupation\_o
- start\_expand = Dummy: Does the business idea involve (1) starting a new business or (0) expanding an existing business
- business\_type = What type of the business does the applicant intend to start/expand?
  1. Trade (e.g. shop, wholesaler)
  2. Transport (e.g. taxi, trucking)
  3. Food and beverage (e.g. bakery, beer making)

4. Manufacturing (e.g. garments, furniture making)
  5. Repair (e.g. garage)
  6. Personal services (e.g. hair salon)
  7. Service to enterprises (e.g. office cleaning)
  8. Financial services (e.g. micro-credit)
  9. Farming
  10. Fishing
  11. Mining
  12. Other (specify)
- business\_type\_o = Business type - if 'other' please specify
  - business\_type\_translation = business\_type\_o translated
  - business\_type\_educ = Was the business type classified as 'other', but related to the education sector? (1=Yes, 0=No)
  - business\_type\_energy = Was the business type classified as 'other' but related to energy? (1=Yes, 0=No)
  - business\_type\_entz\_leis = Was the business type classified as 'other' but related to entertainment and leisure? (1=Yes, 0=No)
  - partners = How many business partners does/would the applicant have?
    0. None
    1. One
    2. Two or more
  - own\_moneyshilingi = How much money has/would the applicant (and any partners) invested/invest in the business if they won the competition? (Shilingi)
  - If you won the US\$1000 (approximately 1.6 million Tsh), what percentage would you spend on:
    - space = Purchasing or renting land or market space (including a kiosk)?
    - furniture = Purchasing or renting furniture
    - equipment = Purchasing or renting manufacturing tools or equipment?
    - comms = Purchasing or renting computing or communications equipment?
    - inventory = Purchasing inventories?
    - hiring = Hiring employees?
    - advertising = Advertising?
    - school fees = Paying for school fees/expenses?
    - bills\_debts = Paying bills and debts?
    - personal\_consumption = Personal consumption?
    - transfers = Transfers/gifts to others?
    - other = Other (specify:)
  - other\_o = Other purpose for the winnings - please specify:

- `business_proposal` = Business Proposal

(`datecreated` `createdby` `lastupdated` `updatedby` `ipaddress` `lastpageaccessed` - all variables relating to input of Wufoo data)

- `completionstatus` = Dummy for whether the application has been completed (think this relates to Wufoo data only)
- `participant_dummy` = Did the applicant participate in the competition? (1=Yes, 0=No)
- `winner` = hangover from the Master Data (W means the applicant won their competition?)
- `actualpanel` - In which panel, if any, did the applicant compete?

***TanzaniaBaselineJudges\_final\_20012012.dta***

- `jonoid_judges` = Judge ID created by Jono 20/01/2012
- `firmid` = FirmID from FirmsFull spreadsheet
- `judgeid` = judgeid taken from Master Data
- `firmname` = Firm Name
- `respondentposition` = Position of respondent within the firm
- `respondentgender` = Gender of the respondent (male or female)
- `firmindustry` = In which industry does the firm operate?
- `landline` = Landline phone number for the firm
- `mobile` = Mobile phone number for the firm
- `fax` = Fax number for the firm
- `email` = Email address for the firm
- `firmaddress` = Address of the Firm
- `firmdirections` = Directions to firm's location
- `latitude` = Latitude

- longitude = Longitude
- interviewdate (not sure what this is - I guess the date on which the potential judge was interviewed by the survey team)
- ceremony\_dummy = Dummy: did the judge attend the closing ceremony (1=Yes, 0=No)
- panelgroup = Panel Group
- nonpanelgroup = Non Panel Group
- chair = "Chair" indicates that this particular judge was a chair of his/her panel

(not sure what the factsheet variables correspond to)

### *Networks*

- otherjudgeid = JudgeID of first other judge known previously
- fam1 = Was this other judge a family member? (1=Yes, 0=No)
- bus1 = Was this other judge a business partner (1=Yes, 0=No)
- time1 = Time you have known this other judge:
  1. Less than a month
  2. 1-12 months
  3. 1-2 years
  4. 2-5 years
  5. More than five years
- otherjudgeid = JudgeID of second other judge known previously
- fam2 = Was this other judge a family member? (1=Yes, 0=No)
- bus2 = Was this other judge a business partner (1=Yes, 0=No)
- time2 = Time you have known this other judge:
  1. Less than a month
  2. 1-12 months
  3. 1-2 years
  4. 2-5 years
  5. More than five years

### ***TanzaniaScores\_final\_20012012.dta***

- panelno - Panel Number
- meetingno - Meeting Number
- startsessionnumber - Start session number (used to track when nonpanel judges did their scoring I think)

(judge and applicant identifiers same as baseline data)

For questions 1-8 the judges had to say which of the following attitudes they had to the statement:

1. Strongly agree
2. Agree
3. Average
4. Disagree
5. Strongly disagree

The questions 1-8 were:

1. Q1. The applicant has a clear business concept.
2. Q2. The applicant understands the market well.
3. Q3. The applicant has a clear strategy for growth.
4. Q4. The idea is financially viable.
5. Q5. The written business plan is clear.
6. Q6. The oral presentation was effective.
7. Q7. The applicant responded well to judges' questions.
8. Q8. Overall, the applicant has strong business sense.

For questions 9 and 10:

9. Q9. Based on both the written business plan and the oral presentation, how do you rate the businesses growth potential? (in %)
10. Q10. Based on both the written business plan and the oral presentation, how strongly would you recommend someone to invest in this business? (in %)

### ***TanzaniaRanking\_final\_20012012.dta***

(panelNo, judge identifiers and applicant identifiers as in baseline data)

- interimrank1 = Applicant rank after first meeting (if any)
  - interimrank2 = Applicant rank after second meeting (if any)
- (note, these interim ranks only apply to those applicants judged by panels where, as more applicants were judged over the course of the meetings, rankings could change)
- finalrank = Applicant's final rank (i.e. after last meeting for panel judges, or straight away by the non-panel judges)
  - meeting1\_dummy = Applicant ranked after the first meeting? (1=Yes, 0=No)
  - meeting2\_dummy = Applicant ranked after the second meeting? (1=Yes, 0=No)
  - paneldummy = Judgement provided by a panel on this applicant for this datapoint provided by a panel? (1=Yes, 0=No)

## **ZAMBIA**

### ***ZambiaApplicants\_final\_20012012.dta***

All variables same as for the Tanzania data, but for:

- education is coded slightly differently to compensate the differences in the education systems:
  1. Not completed primary school
  2. Completed primary school
  3. Completed secondary school
  4. Completed GCSEs (which is like the top award you can get at school)
  5. Completed a college degree (other than university - this includes the likes of accountancy qualifications)
  6. Completed a university degree
  7. Other
- business\_type\_ict = Was the business type classified as 'other' but related to ICT? (1=Yes, 0=No)
- own\_moneykwacha= How much money has/would the applicant (and any partners) invested/invest in the business if they won the competition? (Kwacha)

### ***ZambiaBaselineJudges\_final\_20012012.dta***

All variables same as for the Tanzania data, but for:

- judgename = simply another identifier of the judges helping to match to the scoring/ranking data (jonoid\_judges is still the identifier on which to focus)
- Networks variables now also:
  - Recorded in terms of jonoid\_judges and judgename
  - Allow for the other judge to be known socially/through other channels (social1, other1, other1\_o)

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- notes - explains those judges on which there is simply no baseline data (some of these may be matched through networks, others remain mystery)

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### ***ZambiaScores\_final\_20012012.dta & ZambiaRanking\_final\_20012012.dta***

All the variables are the same as at baseline so should be easy to merge - jonoid\_judges and jonoid\_applicants are the ones to focus on for merging (the others identifiers have only been left in for completeness, and can be dropped)

Matching was not totally simply and in some cases impossible. To highlight these case I have created the following dummies:

- `ambiguity_dummy` = Was there any ambiguity in matching the judges from the scoring/ranking data to `jonoid_judges` from the baseline data? (1=Yes, 0=No)
- `app_matching_confusion_dummy` = Was there any ambiguity in matching the applicants from the scoring/ranking data to `jonoid_applicants` from the baseline data? (1=Yes, 0=No)
- `app_unmatched_dummy` = Was it impossible to match this applicant from the scoring/ranking data to anyone in the baseline data? (1=Yes, 0=No)

My sense is that the first two cases are nothing to worry about - these just identify cases where there were typos or something so as to keep track of them.

There are only a small number of cases where applicants in the scoring/ranking data could simply not be matched to baseline data.

## **ETHIOPIA**

### ***EthiopiaApplicants\_final\_20012012.dta***

All variables same as for the Tanzania data, but for:

- How much money has/would the applicant (and any partners) invested/invest in the business if they won the competition? (Birr)
- `amharic` = Dummy for whether or not the applicant speaks Amharic (1=Yes, 0=No)
- `english` = Dummy for whether or not the applicant speaks English (1=Yes, 0=No)

(variables relating to the panels to which particular applicants were assigned - `module`, `panelsession`, `panelno`, `sessionno` - `panelno` seems to be the one on which to focus)

- `presented` = Dummy: did the applicant present to a panel? (1=Yes, 0=No)
- `selected` = Dummy: was the applicant selected to take part in the competition? (1=Yes, 0=No)

(`finalrank` seems to be included in this baseline data too - think it is best to ignore this and look at the ranking data)

***EthiopiaBaselineJudges\_final\_20012012.dta***

All variables same as for the Tanzania data but for:

- `firmed_oldformat` (just a relic of matching left in for completeness - can be ignored/dropped)
- various variables relating to the panel to which the judge was assigned (if any) - `module`, `panelcode`, `paneldummy`, `panel`, `attempted` - `panelcode` is the one on which to focus

***EthiopiaScores\_final\_20012012.dta & EthiopiaRanking\_final\_20012012.dta***

All exactly the same as in previous two datasets. Only thing to watch out for - there are no interim ranks for the panels, as these were simply not in the data.