

# **THE INFORMAL SECTOR ENTERPRISE SURVEYS**

## **INDICATOR DESCRIPTIONS**

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## ABOUT THE INFORMAL SECTOR ENTERPRISE SURVEYS

The Informal Sector Enterprise Surveys are products of the Enterprise Analysis Unit that measures the characteristics and activities of unregistered businesses.<sup>1</sup> These informal businesses are everywhere in the world, though they are almost always missing from official records, listings of active businesses, or business-level surveys. The Informal Sector Enterprise Surveys are rigorous surveys that use an adaptive, geographically based sampling method to fill this data gap.

The data are collected through face-to-face interviews of owners and managers following a two-stage sampling process. The first stage uses a methodology called Adaptive Cluster Sampling (ACS). ACS requires a well-defined geographical area, which for the Informal Sector Enterprise Surveys is typically an urban center. A grid of evenly sized squares, called Block Areas or BAs, is then overlaid on a map of this delineated area. An initial sample of BAs is selected at random (often within strata) without replacement. Within an enumerated BA, some basic information is listed on all encountered informal businesses, including through observation for those that refuse the exercise or those that are unavailable at the time of fieldwork. ACS is 'adaptive' in the sense that, using a pre-defined threshold number of informal businesses, all neighboring BAs of a BA that meets the threshold are subsequently sampled until there are no BAs that meet this expansion requirement. This process allows for the first-stage weights to be calculated, enabling the Informal Sector Enterprise Surveys to be geographically representative of the urban areas where it is implemented. Full details of the methodology are provided in Aga et. al (2022).<sup>2</sup>

The second stage of the Informal Sector Enterprise Surveys involves the random selection of informal businesses within a BA to participate in an interview that lasts approximately 20–25 minutes. This interview consists of a standardized and tested questionnaire, properly designed for the circumstances of interviewing informal businesses. Aberra et al. (2022) provide further information on how these interviews are conducted.<sup>3</sup> The selection for these longer interviews is done in real time and the fieldwork team does not have discretion on how businesses are selected. As a result, a second-stage weight can be applied; Aga et. al (2022) provide some additional information on the selection process for the interviews, including adjustments to these weights based on assumptions about refusals and unavailable businesses.

By presenting broadly comparable data at the level of informal businesses based on the representative samples at the city level, the Informal Sector Enterprise Surveys fill a large gap in the data availability and provide a database to better understand industry characteristics and practices of a segment of the economy that remains largely unexplored. Findings from the Informal Sector Enterprise Surveys can answer policy-relevant questions such as: Who are the entrepreneurs in the informal sector? What types of informal businesses are prevalent? Why are these businesses not registered? More topics are available as presented below.

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<sup>1</sup> Throughout the document, we refer to the unit of analysis as 'business' rather than 'firm' to avoid the legal connotation of the latter.

<sup>2</sup> Aga, Gemechu, David Francis, Filip Jolevski, Jorge Rodriguez Meza, and Joshua Seth Wimpey. "Surveying Informal Businesses: Methodology and Applications." (2022).

<sup>3</sup> Aberra, Adam, Gemechu Aga, Filip Jolevski, and Nona Karalashvili. " Understanding Informality: Comprehensive Business-level Data and Descriptive Findings." (forthcoming).

## LIST OF INDICATORS

---

Introduction to the Informal Sector Enterprise Surveys Indicators, By Subgroup .....	7
Definitions of Subgroup .....	7
Demographics.....	8
[dem1] Percent of businesses, main owner has no schooling (%).....	9
[dem2] Percent of businesses, main owner has completed secondary school (%) .....	10
[dem3] Percent of businesses, main owner is a migrant (%).....	11
[dem4] Percent of businesses, main owner was unemployed prior to this business (%) .....	12
[dem5] Percent of businesses with multiple owners (%).....	13
[dem6] Average age of business (years).....	14
[dem7] Average age of main owner (years).....	15
[dem8] Average years of main owner’s experience in the sector .....	16
[dem9] Average household size of main owner .....	17
[dem10] Percent of businesses, main owner has HH members younger than 6 years old (%).....	18
[dem11] Percent of businesses, main owner is the primary income earner of household (%) .....	19
[dem12] Percent of businesses, main owner has a job with a contract (%) .....	20
[dem13] Percent of businesses, main owner currently or ever had a job with a contract (%) .....	21
[dem14] Percent of businesses, main owner actively looked for a contract job in past 2 years (%).....	22
Workforce .....	23
[wf1] Average number of workers during a regular month (last year) .....	24
[wf2] Average number of workers, paid and unpaid (latest month) .....	25
[wf3] Proportion of business’ workers who were paid (latest month).....	26
[wf4] Percent of businesses with only one person (latest month, %) .....	27
[wf5] Percent of businesses with paid workers (latest month, %) .....	28
[wf6] Proportion of business’ workers who can write.....	29
[wf7] Proportion of business’ workers who can use a computer .....	30
Gender .....	31
[ge1] Percent of businesses where majority of owners are female (%) .....	32
[ge2] Number of female workers, paid and unpaid (latest month) .....	33
[ge3] Proportion of female workers among total workforce (latest month).....	34
Finance .....	35

[fin1] Percent of businesses, main owner has a bank account for the business (%).....	36
[fin2] Percent of businesses, main owner has a separate bank account for the household (%) .....	37
[fin3] Percent of businesses started or acquired with main owner’s own funds (%).....	38
[fin4] Percent of businesses started or acquired with bank or microfinance funding (%) .....	39
[fin5] Percent of businesses started or acquired with informal sources of funding (%) .....	40
[fin6] Percent of businesses selling goods and services on credit (%).....	41
[fin7] Percent of businesses buying goods and services on credit (%).....	42
[fin8] Percent of businesses with a loan (%) .....	43
[fin9] Percent of businesses applying for a loan in the last year (%).....	44
[fin10] Percent of businesses stating that it has no need for a loan (%) .....	45
[fin11] Percent of businesses financing operations using funds from friends or family (%).....	46
[fin12] Percent of businesses financing operations via banks or microfinance institutions (%) .....	47
[fin13] Percent of businesses financing operations via moneylenders (%).....	48
[fin14] Percent of businesses that purchased machinery or equipment in the past 3 years (%).....	49
[fin15] Percent of businesses financing major purchases using funds from friends or family (%).....	50
[fin16] Percent of businesses financing major purchases via banks/microfinance institutions (%) .....	51
[fin17] Percent of businesses financing major purchases via moneylenders (%) .....	52
Operations.....	53
[op1] Percent of businesses reporting a profit in the last month (%) .....	54
[op2] Percent of businesses operating from within household (%).....	55
[op3] Percent of businesses operating from non-fixed premises (%).....	56
[op4] Percent of businesses stating the main reason for starting business as location/hours (%) .....	57
[op5] Percent of businesses stating the main reason for starting business as profitability (%) .....	58
[op6] Percent of businesses stating the main reason for starting business as secondary source of income (%) .....	59
[op7] Percent of businesses stating the main reason for starting business as no other source of income (%) .....	60
[op8] Average number of months per year the business is in operation .....	61
[op9] Average number of hours per week the business is in operation .....	62
[op10] Percent of businesses stating that the main reason for choosing location is access to customers (%) ..	63
[op11] Percent of businesses that main owner owns the space if the business has fixed premises (%) .....	64
[op12] Percent of businesses that main owner pays rent for the space if the business has fixed premises (%).....	65
Management practices.....	66
[mg1] Management practices index.....	67
[mg2] Percent of businesses visited competitors to see what products they have for sale (%) .....	68

[mg3] Percent of businesses asked customers for feedback on potential new products (%).....	69
[mg4] Percent of businesses talked with former customers to see why they stopped buying (%).....	70
[mg5] Percent of businesses used any special offer to attract customers (%) .....	71
[mg6] Percent of businesses asked suppliers which products are selling well (%) .....	72
[mg7] Percent of businesses attempted to negotiate with a supplier for a lower price (%) .....	73
[mg8] Percent of businesses that do not run out of inventories frequently (%) .....	74
[mg9] Percent of businesses with planned monthly budget (%).....	75
[mg10] Percent of businesses with sales target for next year (%).....	76
[mg11] Percent of businesses comparing achieved sales to targets at least monthly (%).....	77
[mg12] Percent of businesses making budget of the costs it is likely to face next year (%).....	78
[mg13] Percent of businesses preparing a profit and loss statement at least once a year (%).....	79
[mg14] Percent of businesses with written or recorded business records (%).....	80
[mg15] Percent of businesses keeping accounts separate from household expenses (%) .....	81
Registration .....	82
[reg1] Percent of businesses stating reason for not registering as time, fees, and paperwork (%).....	83
[reg2] Percent of businesses stating reason for not registering as taxes (%) .....	84
[reg3] Percent of businesses stating reason for not registering as meetings and inspections (%) .....	85
[reg4] Percent of businesses stating reason for not registering as bribes (%).....	86
[reg5] Percent of businesses stating reason for not registering as no benefit (%).....	87
[reg6] Percent of businesses stating reason for not registering as lack of information (%) .....	88
[reg7] Percent of businesses having to make informal payments to remain unregistered (%).....	89
[reg8] Percent of businesses stating benefit from registering as access to finance (%).....	90
[reg9] Percent of businesses stating benefit from registering as access to inputs and government services (%) .....	91
[reg10] Percent of businesses stating benefit from registering as fewer bribes (%) .....	92
[reg11] Percent of businesses stating benefit from registering as better access to customers (%).....	93
Business Relations.....	94
[bus1] Percent of business providing products/services under contractual or other agreement.....	95
[bus2] Percent of businesses purchasing inputs under contractual or other agreement .....	96
Technology .....	97
[tech1] Percent of businesses using mobile phones, e.g., cell phones or smartphones (%).....	98
[tech2] Percent of businesses using mobile money (%) .....	99
[tech3] Percent of businesses using computers or tablets (%) .....	100

[tech4] Percent of businesses using machinery or equipment (%) .....	101
[tech5] Percent of businesses using vehicles (%).....	102
Infrastructure.....	103
[infra1] Percent of businesses using electricity (%).....	104
[infra2] Percent of businesses connected to electric grid (%).....	105
[infra3] Percent of businesses experiencing power outage in the last month (%) .....	106
[infra4] Percent of businesses using water (%).....	107

## INTRODUCTION TO THE INFORMAL SECTOR ENTERPRISE SURVEYS INDICATORS, BY SUBGROUP

The Informal Sector Enterprise Surveys indicators are representative at the city level. When analyzing indicators at this level, the results are representative of the corresponding populations.<sup>4</sup> In addition to city-level statistics, the Informal Sector Enterprise Surveys indicators are also presented by subgroups based on business sectors. However, more care is necessary when interpreting indicators by subgroups other than the city level. Since the Informal Sector Enterprise Surveys sampling methodology does not stratify by sector or any other business characteristic, the intended level of precision is not guaranteed for indicator values by these subgroups.

### Definitions of Subgroup

Table 1. Definition of Subgroups

Subgroup	Subgroup levels	Description
City	Varies by Survey	The Informal Sector Enterprise Surveys cover selected cities within a country and provide representative samples of informal businesses within each city covered.
Note: The cut below is NOT a level of stratification.		
Business Sector	Production Retail Other services	The Informal Sector Enterprise Surveys collects information about the sector of activity of each business (question A.4). Businesses are classified into production (indicator sec1), retail (re-selling, indicator sec2), and other services (indicator sec3).

<sup>4</sup> At the city level, averages are representative of the associated population when calculated with sampling weights.

## DEMOGRAPHICS

The Informal Sector Enterprise Surveys provide indicators that describe information on the demographics of the main owner of the informal business. The set of indicators presents the composition of businesses by main owner's education level, migration status, household size, and employment status. Additional indicators provide information on the average age of business and main owner's age, experience, and household size.

DEMOGRAPHICS

**[dem1] Percent of businesses, main owner has no schooling (%)**

Description

Percentage of businesses that the main owner has no schooling completed.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.11.

<b>B.11</b>	What is <b>[owner]</b> 's highest level of completed education? <b>INTERVIEWER: READ OUT</b> <b>[TO BE MODIFIED BY COUNTRY]</b>
-------------	---

No schooling	1
Incomplete primary school	2
Complete primary school	3
Incomplete intermediate secondary school (intermediate baccalaureate)	4
Complete intermediate secondary school (intermediate baccalaureate)	5
Incomplete senior secondary school (secondary school certificate)	6
Complete senior secondary school (secondary school certificate)	7
Incomplete preparatory technical school (secondary school certificate/vocational baccalaureate from a technical secondary school)	8
Complete preparatory technical school (secondary school certificate/vocational baccalaureate from a technical secondary school)	9
Incomplete tertiary school (university bachelors or technical diploma)	10
Complete tertiary school (university bachelors or technical diploma)	11
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b11**

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem2] Percent of businesses, main owner has completed secondary school (%)**

Description

Percentage of businesses that the main owner has high school education or higher.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.11. The definition of high school education includes “Complete intermediate secondary school (5)”, “Incomplete/Complete senior secondary school (6/7)”, “Incomplete/Complete preparatory technical school (8/9)”, and “Incomplete/Complete tertiary school (10/11)”.

<b>B.11</b>	What is <b>[owner]</b> 's highest level of completed education? <b>INTERVIEWER: READ OUT</b> <b>[TO BE MODIFIED BY COUNTRY]</b>
-------------	---

No schooling	1
Incomplete primary school	2
Complete primary school	3
Incomplete intermediate secondary school (intermediate baccalaureate)	4
Complete intermediate secondary school (intermediate baccalaureate)	5
Incomplete senior secondary school (secondary school certificate)	6
Complete senior secondary school (secondary school certificate)	7
Incomplete preparatory technical school (secondary school certificate/vocational baccalaureate from a technical secondary school)	8
Complete preparatory technical school (secondary school certificate/vocational baccalaureate from a technical secondary school)	9
Incomplete tertiary school (university bachelors or technical diploma)	10
Complete tertiary school (university bachelors or technical diploma)	11
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b11**

Notes

Indicator Updates

**Back to [List of Indicators](#)**

DEMOGRAPHICS

**[dem3] Percent of businesses, main owner is a migrant (%)**

Description

Percentage of businesses that main owner is a migrant.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.12. The variable B.12 only allows positive number of years as a response. If the respondent answered any positive number of years that he has lived in the city, he is considered as a migrant.

<b>B.12</b>	For how many years <b>[has]</b> the <b>[owner]</b> lived in this city? <b>INTERVIEWER: IF LESS THAN ONE YEAR, RECORD 1</b>
-------------	---

	Number of Years	
Number of years	<b>b12</b>	
<b>ENTIRE LIFE</b>	<b>-5</b>	<b>GO TO B.14</b>
<b>DOES NOT LIVE IN THIS CITY</b>	<b>-7</b>	<b>GO TO B.14</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO B.14</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem4] Percent of businesses, main owner was unemployed prior to this business (%)**

Description

Percentage of businesses that main owner was unemployed prior to this business.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.8a. If the respondent answered "other (6)", he is not considered as unemployed.

<b>B.8a</b>	What was <b>[owner]</b> 's occupation prior to this business or activity? <b>INTERVIEWER: READ OUT</b>
-------------	---

Worked for someone else in the same type of business or activity	1
Worked for someone else in a different type of business or activity	2
Self-employed in a different type of business or activity	3
Self-employed in the same type of business or activity	4
Unemployed	5
Other (e.g., housewife, student, etc.)	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b8a**

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem5] Percent of businesses with multiple owners (%)**

Description

Percentage of businesses with multiple owners.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.1.

<b>B.1</b>	How many owners does this business or activity have?
------------	--

Number of owners in this business	<b>b1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

*IF 1 GO TO B.2a*

Notes

Indicator Updates

**Back to [List of Indicators](#)**

DEMOGRAPHICS

**[dem6] Average age of business (years)**

Description

Average age of business in years, calculated as the difference between the year of the survey and the year this business originally started.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.3.

<b>B.3</b>	In which year did this business or activity originally start? <b>INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR</b>
------------	---

Year business activity started	<b>b3</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem7] Average age of main owner (years)**

Description

Average age of main owner in years.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.9.

<b>B.9</b>	What is the <b>[owner]</b> 's age?
------------	------------------------------------

	Years
Age of main <b>[owner]</b>	<b>b9</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

Notes

Indicator Updates

**Back to [List of Indicators](#)**

DEMOGRAPHICS

**[dem8] Average years of main owner's experience in the sector**

Description

Average years of main owner's experience working in the business.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.10.

<b>B.10</b>	How many years of experience working in this activity does the <b>[owner]</b> have? <b>INTERVIEWER: IF LESS THAN ONE YEAR, RECORD 1</b>
-------------	--

	Number of years
<b>[owner]</b> 's years of experience	<b>b10</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem9] Average household size of main owner**

Description

Average number of people live in the main owner's household other than the main owner.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.14.

<b>B.14</b>	How many people live in [owner]'s household other than [owner]? <b>INTERVIEWER: INCLUDE RESPONDENT IF APPLICABLE</b>
-------------	---

	Number
Number of household members of the [owner]	b14
<b>DON'T KNOW (SPONTANEOUS)</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem10] Percent of businesses, main owner has HH members younger than 6 years old (%)**

Description

Percentage of businesses that main owner has household members younger than 6 years old.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.15.

<b>B.15</b>	How many of <b>[owner]</b> 's household members are less than 6 years old?
-------------	--

	Number
Household members who are less than 6 years old	<b>b15</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem11] Percent of businesses, main owner is the primary income earner of household (%)**

Description

Percentage of businesses that main owner is the primary income earner of the household.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.16.

<b>B.16</b>	<b>[Is the]/ [Are] [owner]</b> the primary income earner of the household?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>EQUAL INCOME EARNER</b>	<b>-5</b>

**b16**

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem12] Percent of businesses, main owner has a job with a contract (%)**

Description

Percentage of businesses that main owner currently has a job with either a temporary or permanent contract.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.17.

<b>B.17</b>	Does the <b>[owner]</b> currently have a job with either a temporary or permanent contract? <b>INTERVIEWER: INCLUDE EMPLOYMENT IN EITHER THE PRIVATE OR PUBLIC SECTOR</b>
-------------	--

Yes	1	<i>GO TO B.22</i>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**b17**

Notes

Indicator Updates


Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem13] Percent of businesses, main owner currently or ever had a job with a contract (%)**

Description

Percentage of businesses that main owner currently or ever had a job with a temporary or permanent contract.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.17 and B.18.

<b>B.17</b>	Does the <b>[owner]</b> currently have a job with either a temporary or permanent contract? <b>INTERVIEWER: INCLUDE EMPLOYMENT IN EITHER THE PRIVATE OR PUBLIC SECTOR</b>
-------------	--

Yes	1	<i>GO TO B.22</i>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**b17**

<b>B.18</b>	<b>[Has the] [owner]</b> ever had a job with a temporary or permanent contract?
-------------	---

Yes	1	
No	2	<i>GO TO B.20</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO B.20</i>

**b18**

Notes

Indicator Updates

Back to [List of Indicators](#)

DEMOGRAPHICS

**[dem14] Percent of businesses, main owner actively looked for a contract job in past 2 years (%)**

Description

Percentage of businesses that main owner actively looked for a job with a temporary or permanent contract in the past two years.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.20.

<b>B.20</b>	In the past two years, did the <b>[owner]</b> actively look for a job with a temporary or permanent contract?
-------------	---

Yes	1	
No	2	<i>GO TO B.22</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO B.22</i>

**b20**

Notes

Indicator Updates

**Back to [List of Indicators](#)**

## WORKFORCE

The Informal Sector Enterprise Surveys provide indicators that describe information on the characteristics of the workforce employed in the informal sector of the economy. The set of indicators presents the size of workforce in a regular month and the latest month, the composition of the workforce classified into paid and unpaid workers, and reflects the skill set of workers in the informal sector.

WORKFORCE

**[wf1] Average number of workers during a regular month (last year)**

Description

Average number of paid and unpaid workers in this business or activity in a regular month last year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable L.3.

<b>L.3</b>	In a <b>regular month</b> last year, how many people worked in this business or activity, including paid and unpaid workers? <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	--

	Number	DON'T KNOW (SPONTANEOUS)
Paid and unpaid workers	13	-9

**(INTERVIEWER: CHECK THAT THE SUM IS AT LEAST ONE)**

Notes

Indicator Updates

Back to [List of Indicators](#)

WORKFORCE

**[wf2] Average number of workers, paid and unpaid (latest month)**

Description

Average number of workers worked in the business in the last calendar month, including both paid and unpaid workers.

Survey Variable Used to Construct Indicator

This indicator is created from the variable L.1a and L.1b. It is the sum of l1a and l1b, given that both are not missing.

<b>L.1</b>	In <b>[insert last calendar month]</b> , how many of the people worked in this business were: <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid	<b>l1a</b>	-9
Unpaid	<b>l1b</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

WORKFORCE

**[wf3] Proportion of business' workers who were paid (latest month)**

Description

Average proportion of workers who were paid in the business in the last calendar month.

Survey Variable Used to Construct Indicator

This indicator is created from the variable L.1a and L.1b. It is the average ratio of L.1a to the sum of L.1a and L.1b, given that both are not missing.

<b>L.1</b>	In <b>[insert last calendar month]</b> , how many of the people worked in this business were: <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid	<b>11a</b>	-9
Unpaid	<b>11b</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

WORKFORCE

**[wf4] Percent of businesses with only one person (latest month, %)**

Description

Percentage of businesses with only one person in the workforce in the last calendar month.

Survey Variable Used to Construct Indicator

This indicator is created from the variable L.1a and L.1b. If the sum of L.1a and L.1b equals to 1, and both are not missing, the business is considered to have only one worker.

<b>L.1</b>	In <b>[insert last calendar month]</b> , how many of the people worked in this business were: <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid	<b>l1a</b>	-9
Unpaid	<b>l1b</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

WORKFORCE

**[wf5] Percent of businesses with paid workers (latest month, %)**

Description

Percentage of businesses with paid workers in the last calendar month.

Survey Variable Used to Construct Indicator

This indicator is created from the variable L.1a. If L.1a is no less than one, the business is considered to have paid workers.

<b>L.1</b>	In <b>[insert last calendar month]</b> , how many of the people worked in this business were: <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid	<b>11a</b>	-9
Unpaid	<b>11b</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

WORKFORCE

**[wf6] Proportion of business' workers who can write**

Description

Average proportion of workers who can write in the business.

Survey Variable Used to Construct Indicator

This indicator is created from the variable L.7b.

<b>L.7</b>	How many of the people working in this business or activity (including <b>[owner]</b> ) have the following skills? <b>INTERVIEWER: READ OUT</b>
------------	--

	Number	DON'T KNOW (SPONTANEOUS)
Can read	<b>17a</b>	-9
Can write	<b>17b</b>	-9
Can use a computer	<b>17c</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

**[wf7] Proportion of business' workers who can use a computer**

## Description

Average proportion of workers who can use a computer in the business.

## Survey Variable Used to Construct Indicator

This indicator is created from the variable L.7c.

<b>L.7</b>	How many of the people working in this business or activity (including <b>[owner]</b> ) have the following skills? <b>INTERVIEWER: READ OUT</b>
------------	--

	Number	DON'T KNOW (SPONTANEOUS)
Can read	<b>17a</b>	-9
Can write	<b>17b</b>	-9
Can use a computer	<b>17c</b>	-9

## Notes

## Indicator Updates

Back to [List of Indicators](#)

## GENDER

The Informal Sector Enterprise Surveys provide indicators that describe gender composition in the workforce. The set of indicators presents the composition of the workforce by gender and reflects the participation of women in the informal sector.

GENDER

**[ge1] Percent of businesses where majority of owners are female (%)**

Description

Percentage of businesses that majority of owners are female.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.1, B.2 and B.2a. The business is considered to have majority of owners as female if the ratio of B.2 to B.1 is greater than one half, or there's only one owner and the owner is female.

**B.1** How many owners does this business or activity have?

Number of owners in this business	<b>b1</b>	<i>IF 1 GO TO B.2a</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**B.2** How many owners are female?

Number of female owners	<b>b2</b>	<i>GO TO B.3</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**THE TOTAL NUMBER OF FEMALE OWNERS SHOULD BE LESS THAN OR EQUAL TO B.1**

**B.2a** Is the owner a female?

Yes	1	<b>b2a</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

Notes

Indicator Updates

Back to [List of Indicators](#)

GENDER

**[ge2] Number of female workers, paid and unpaid (latest month)**

Description

Average number of female workers, both paid and unpaid, in the business in the last calendar month.

Survey Variable Used to Construct Indicator

This indicator is created from the variables L.6.

<b>L.6</b>	In <b>[insert last calendar month]</b> , how many females worked in this business or activity, including paid and unpaid workers? <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid and unpaid female workers	<b>16</b>	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

GENDER

**[ge3] Proportion of female workers among total workforce (latest month)**

Description

Average proportion of female workers among total workforce in the last calendar month.

Survey Variable Used to Construct Indicator

This indicator is created from the variables L.6, L.1a and L.1b. It is the average ratio of L.6 over the sum of L.1a and L.1b

<b>L.6</b>	In <b>[insert last calendar month]</b> , how many females worked in this business or activity, including paid and unpaid workers? <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid and unpaid female workers	<b>16</b>	<b>-9</b>

<b>L.1</b>	In <b>[insert last calendar month]</b> , how many of the people worked in this business were: <b>INTERVIEWER: INCLUDE FAMILY MEMBERS, OWNER AND RESPONDENT IF APPLICABLE</b>
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
Paid	<b>11a</b>	<b>-9</b>
Unpaid	<b>11b</b>	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

## FINANCE

The Informal Sector Enterprise Surveys provide indicators of how businesses finance their activities and of the characteristics of their main owners' financial accounts. For example, The Informal Sector Enterprise Surveys provide indicators that compare the relative use of various sources to finance operations, make major purchases, and start the businesses. Additional indicators focus on the use of financial services by informal businesses both on the credit side, by measuring the percentage of businesses with bank loans or applying for a loan, and on the deposit side, by measuring the percentage of businesses with a bank account.

FINANCE

**[fin1] Percent of businesses, main owner has a bank account for the business (%)**

Description

Percentage of businesses that main owner has a bank account to run the business.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.10.

<b>K.10</b>	Does the <b>owner</b> have a bank account to run this business or activity?
-------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>k10</b>
------------

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin2] Percent of businesses, main owner has a separate bank account for the household (%)**

Description

Percentage of businesses that main owner has a separate bank account for the household.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.11.

<b>K.11</b>	Does the <b>owner</b> use a separate bank account for the household?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**k11**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin3] Percent of businesses started or acquired with main owner's own funds (%)**

Description

Percentage of businesses started or acquired with main owner's own funds.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.8.

<b>B.8</b>	What was the <b>main</b> source of money to <b>[start]</b> this business or activity? <b>INTERVIEWER: READ OUT</b>
------------	---

Own funds	1
Friends or relatives	2
Moneylenders	3
Microfinance institutions	4
Banks	5
Remittances	6
Other sources	7
<b>DOES NOT APPLY (SPONTANEOUS) AS OWNER JOINED THE ACTIVITY</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b8**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin4] Percent of businesses started or acquired with bank or microfinance funding (%)**

Description

Percentage of businesses started or acquired with bank or microfinance funding.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.8.

<b>B.8</b>	What was the <b>main</b> source of money to <b>[start]</b> this business or activity? <b>INTERVIEWER: READ OUT</b>
------------	---

Own funds	1
Friends or relatives	2
Moneylenders	3
Microfinance institutions	4
Banks	5
Remittances	6
Other sources	7
<b>DOES NOT APPLY (SPONTANEOUS) AS OWNER JOINED THE ACTIVITY</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b8**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin5] Percent of businesses started or acquired with informal sources of funding (%)**

Description

Percentage of businesses started or acquired with informal sources of funding.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.8.

<b>B.8</b>	What was the <b>main</b> source of money to <b>[start]</b> this business or activity? <b>INTERVIEWER: READ OUT</b>
------------	---

Own funds	1
Friends or relatives	2
Moneylenders	3
Microfinance institutions	4
Banks	5
Remittances	6
Other sources	7
<b>DOES NOT APPLY (SPONTANEOUS) AS OWNER JOINED THE ACTIVITY</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b8**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin6] Percent of businesses selling goods and services on credit (%)**

Description

Percentage of businesses selling goods and services on credit in the last year.

Survey Variable Used to Construct Indicator

This indicator is created from the variables K.5.

<b>K.5</b>	In the last year, did this business or activity sell goods or services on credit?
------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**K5**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin7] Percent of businesses buying goods and services on credit (%)**

Description

Percentage of businesses buying goods and services on credit in the last year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.3b.

<b>K.3b</b>	In the last year, did this business or activity buy inputs, goods or supplies on credit?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>k3b</b>
------------

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin8] Percent of businesses with a loan (%)**

Description

Percentage of businesses that the owner currently has a loan for the business.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.12.

<b>K.12</b>	At this time, does this business or activity or the <b>[owner]</b> have a loan for the business or activity?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO K.17**

**GO TO K.17**

**k12**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin9] Percent of businesses applying for a loan in the last year (%)**

Description

Percentage of businesses that applied for any loan in the last year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.17.

<b>K.17</b>	In the last year, did this business or activity apply for any loans?	
Yes	1	<i>GO TO COV.K.1</i>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO COV.K.1</i>
		<b>k17</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin10] Percent of businesses stating that it has no need for a loan (%)**

Description

Percentage of businesses stating that it had no need for a loan as the main reason why it did not apply for a loan.

Survey Variable Used to Construct Indicator

This indicator is created from the variables K.18.

<b>K.18</b>	What was the <b>main</b> reason why this business or activity did not apply for any loan? <b>INTERVIEWER: READ OUT</b>
-------------	---

No need for a loan	1
Application procedures are complex	2
Interest rates are too high	3
Did not have required guarantees	4
Did not think it would be obtained because I am not registered	5
<b>Other (SPONTANEOUS)</b>	<b>6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**k18**

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin11] Percent of businesses financing operations using funds from friends or family (%)**

Description

Percentage of businesses that financed its day-to-day operations using funds from friends or family in the last year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.4e.

<b>K.4</b>	In the last year, did this business or activity finance its day-to-day operations by using: <b>INTERVIEWER: READ OUT</b>
------------	---

	Yes	No	DON'T KNOW (SPONTANEOUS)
Moneylenders <b>k4b</b>	1	2	-9
Microfinance institutions <b>k4c</b>	1	2	-9
Banks <b>k4d</b>	1	2	-9
Friends or relatives <b>k4e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin12] Percent of businesses financing operations via banks or microfinance institutions (%)**

Description

Percentage of businesses that financed its day-to-day operations using funds from banks or microfinance institutions in the last year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.4c and K.4d.

<b>K.4</b>	In the last year, did this business or activity finance its day-to-day operations by using: <b>INTERVIEWER: READ OUT</b>
------------	---

	Yes	No	DON'T KNOW (SPONTANEOUS)
Moneylenders <b>k4b</b>	1	2	-9
Microfinance institutions <b>k4c</b>	1	2	-9
Banks <b>k4d</b>	1	2	-9
Friends or relatives <b>k4e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

**[fin13] Percent of businesses financing operations via moneylenders (%)**

## Description

Percentage of businesses that financed its day-to-day operations using funds from moneylenders in the last year.

## Survey Variable Used to Construct Indicator

This indicator is created from the variable K.4b.

<b>K.4</b>	In the last year, did this business or activity finance its day-to-day operations by using: <b>INTERVIEWER: READ OUT</b>
------------	---

	Yes	No	DON'T KNOW (SPONTANEOUS)
Moneylenders <b>k4b</b>	1	2	-9
Microfinance institutions <b>k4c</b>	1	2	-9
Banks <b>k4d</b>	1	2	-9
Friends or relatives <b>k4e</b>	1	2	-9

## Notes

## Indicator Updates

Back to [List of Indicators](#)

Finance

**[fin14] Percent of businesses that purchased machinery or equipment in the past 3 years (%)**

Description

Percentage of businesses that purchased any new or used machinery or equipment, vehicles, or other means of transport in the past 3 years.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.6.

<b>K.6</b>	<b>[Insert reference period]</b> , did this business or activity buy any new or used machinery or equipment, vehicles or other means of transport?
------------	--

Yes	1	
No	2	<i>GO TO K.10</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO K.10</i>

<b>k6</b>
-----------

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin15] Percent of businesses financing major purchases using funds from friends or family (%)**

Description

Percentage of businesses that has financed the purchases of machinery or equipment using funds from friends or family.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.8.

<b>K.8</b>	<b>[Insert reference period]</b> , has this business or activity financed the purchases of machinery or equipment, vehicles or other means of transport using: <b>INTERVIEWER: READ OUT</b>
------------	--

		Yes	No	DON'T KNOW (SPONTANEOUS)
Moneylenders	<b>k8b</b>	1	2	-9
Microfinance institutions	<b>k8c</b>	1	2	-9
Banks	<b>k8d</b>	1	2	-9
Friends or relatives	<b>k8e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

FINANCE

**[fin16] Percent of businesses financing major purchases via banks/microfinance institutions (%)**

Description

Percentage of businesses that has financed the purchases of machinery or equipment using funds via banks or microfinance institutions.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.8.

<b>K.8</b>	<b>[Insert reference period]</b> , has this business or activity financed the purchases of machinery or equipment, vehicles or other means of transport using: <b>INTERVIEWER: READ OUT</b>
------------	--

		Yes	No	DON'T KNOW (SPONTANEOUS)
Moneylenders	<b>k8b</b>	1	2	-9
Microfinance institutions	<b>k8c</b>	1	2	-9
Banks	<b>k8d</b>	1	2	-9
Friends or relatives	<b>k8e</b>	1	2	-9

Notes

Indicator Updates

**Back to [List of Indicators](#)**

FINANCE

**[fin17] Percent of businesses financing major purchases via moneylenders (%)**

Description

Percentage of businesses that has financed the purchases of machinery or equipment using funds via moneylenders.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.8.

<b>K.8</b>	<b>[Insert reference period]</b> , has this business or activity financed the purchases of machinery or equipment, vehicles or other means of transport using: <b>INTERVIEWER: READ OUT</b>
------------	--

		Yes	No	DON'T KNOW (SPONTANEOUS)
Moneylenders	<b>k8b</b>	1	2	-9
Microfinance institutions	<b>k8c</b>	1	2	-9
Banks	<b>k8d</b>	1	2	-9
Friends or relatives	<b>k8e</b>	1	2	-9

Notes

Indicator Updates

**Back to [List of Indicators](#)**

## OPERATIONS

The Informal Sector Enterprise Surveys provide indicators of how businesses operate and of the reasons of their operational choices. For example, The Informal Sector Enterprise Surveys provide indicators that presents the composition of businesses categorized by whether it operates from a fixed premise and owns the premise. Additional indicators focus on the profitability of the businesses, by measuring the percentage of businesses reporting a profit in the past month, as well as demonstrate the reasons for starting business and choosing its location.

OPERATIONS

**[op1] Percent of businesses reporting a profit in the last month (%)**

Description

Percentage of businesses reporting that it made a profit in the last calendar month.

Survey Variable Used to Construct Indicator

This indicator is created from the variable N.7.

<b>N.7</b>	In <b>[insert last completed month]</b> , did this this business or activity make: <b>INTERVIEWR: READ OUT</b>
------------	---

A profit	1	
A loss	2	
Zero profit	3	<i>GO TO A.15a</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO A.15a</i>
		<b>n7</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

## OPERATIONS

**[op2] Percent of businesses operating from within household (%)**

## Description

Percentage of businesses that operate from within household.

## Survey Variable Used to Construct Indicator

This indicator is created from the variable C.1a.

<b>C.1a</b>	<b>INTERVIEWER: PLEASE INDICATE THE TYPE OF PREMISES WHERE BUSINESS TAKES PLACE</b>
-------------	---

1	Household
2	Non-household with permanent structure
3	Non-household with temporary structure, including stalls or stands
4	Non-fixed premises, including hawkers
-9	<b>DON'T KNOW (SPONTANEOUS)</b>

<b>c1a</b>
------------

## Notes

## Indicator Updates

Back to [List of Indicators](#)

OPERATIONS

**[op3] Percent of businesses operating from non-fixed premises (%)**

Description

Percentage of businesses that operate from non-fixed premises, including hawkers.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.1a.

<b>C.1a</b>	<b>INTERVIEWER: PLEASE INDICATE THE TYPE OF PREMISES WHERE BUSINESS TAKES PLACE</b>
-------------	---

1	Household
2	Non-household with permanent structure
3	Non-household with temporary structure, including stalls or stands
4	Non-fixed premises, including hawkers
-9	<b>DON'T KNOW (SPONTANEOUS)</b>

**c1a**

Notes

Indicator Updates

**Back to [List of Indicators](#)**

OPERATIONS

**[op4] Percent of businesses stating the main reason for starting business as location/hours (%)**

Description

Percent of businesses stating that the mean reason for starting this business is convenience of location and/or working hours.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.6a.

<b>B.6</b>	Please indicate if any of the following were reasons why <b>[owner]</b> started this business or activity: <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	<b>DON'T KNOW (SPONTANEOUS)</b>
Convenience of location and/or working hours <b>b6a</b>	1	2	<b>-9</b>
The opportunity to start and develop a profitable business <b>b6b</b>	1	2	<b>-9</b>
To have a secondary source of income <b>b6c</b>	1	2	<b>-9</b>
Unable to find another source of income <b>b6d</b>	1	2	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

OPERATIONS

**[op5] Percent of businesses stating the main reason for starting business as profitability (%)**

Description

Percent of businesses stating that the main reason for starting this business is the opportunity to start and develop a profitable business.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.6b.

<b>B.6</b>	Please indicate if any of the following were reasons why <b>[owner]</b> started this business or activity: <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	<b>DON'T KNOW (SPONTANEOUS)</b>
Convenience of location and/or working hours <b>b6a</b>	1	2	<b>-9</b>
The opportunity to start and develop a profitable business <b>b6b</b>	1	2	<b>-9</b>
To have a secondary source of income <b>b6c</b>	1	2	<b>-9</b>
Unable to find another source of income <b>b6d</b>	1	2	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

## OPERATIONS

**[op6] Percent of businesses stating the main reason for starting business as secondary source of income (%)**

## Description

Percent of businesses stating that the main reason for starting this business is to have a secondary source of income.

## Survey Variable Used to Construct Indicator

This indicator is created from the variable B.6c.

<b>B.6</b>	Please indicate if any of the following were reasons why <b>[owner]</b> started this business or activity: <b>INTERVIEWER: READ OUT</b>
------------	--

		Yes	No	<b>DON'T KNOW (SPONTANEOUS)</b>
Convenience of location and/or working hours	<b>b6a</b>	1	2	<b>-9</b>
The opportunity to start and develop a profitable business	<b>b6b</b>	1	2	<b>-9</b>
To have a secondary source of income	<b>b6c</b>	1	2	<b>-9</b>
Unable to find another source of income	<b>b6d</b>	1	2	<b>-9</b>

## Notes

## Indicator Updates

**Back to [List of Indicators](#)**

OPERATIONS

**[op7] Percent of businesses stating the main reason for starting business as no other source of income (%)**

Description

Percent of businesses stating that the mean reason for starting this business is unable to find another source of income.

Survey Variable Used to Construct Indicator

This indicator is created from the variable B.6d.

<b>B.6</b>	Please indicate if any of the following were reasons why <b>[owner]</b> started this business or activity: <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	<b>DON'T KNOW (SPONTANEOUS)</b>
Convenience of location and/or working hours <b>b6a</b>	1	2	<b>-9</b>
The opportunity to start and develop a profitable business <b>b6b</b>	1	2	<b>-9</b>
To have a secondary source of income <b>b6c</b>	1	2	<b>-9</b>
Unable to find another source of income <b>b6d</b>	1	2	<b>-9</b>

Notes

Indicator Updates

Back to [List of Indicators](#)

OPERATIONS

**[op8] Average number of months per year the business is in operation**

Description

Average number of months per year the business normally operates.

Survey Variable Used to Construct Indicator

This indicator is created from the variables D.9.

<b>D.9</b>	How many <b>months per year</b> does this business or activity normally operate?
------------	--

	Months
Months of operation per year	d9
<b>DON'T KNOW (SPONTANEOUS)</b>	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

OPERATIONS

**[op9] Average number of hours per week the business is in operation**

Description

Average number of hours per week the business normally operates.

Survey Variable Used to Construct Indicator

This indicator is created from the variables D.10.

<b>D.10</b>	How many <b>hours per week</b> does this business or activity normally operate?
-------------	---

	Hours
Hours of normal operation	<b>d10</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

Notes

Indicator Updates

**Back to [List of Indicators](#)**

## OPERATIONS

**[op10] Percent of businesses stating that the main reason for choosing location is access to customers (%)**

## Description

Percentage of businesses stating that the main reason for the choice of location is access to customers.

## Survey Variable Used to Construct Indicator

This indicator is created from the variable C.3.

<b>C.3</b>	What is the main reason for the choice of location for this business or activity? <b>INTERVIEWER: READ OUT</b>
------------	---

Access to customers	1
Access to food and toilets	2
Access to water and electricity	3
Safety	4
Freedom from harassment	5
Other	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

## Notes

## Indicator Updates

Back to [List of Indicators](#)

OPERATIONS

**[op11] Percent of businesses that main owner owns the space if the business has fixed premises (%)**

Description

Percentage of businesses that the main owner owns the location or space occupied by the business, given that the business has fixed premises.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.4.

<b>C.4</b>	<b>[Does the] [owner]</b> own the location or space occupied by the business or activity?
------------	---

Yes	1	<i><b>GO TO C.31</b></i>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

  

<b>c4</b>
-----------

Notes

Indicator Updates

Back to [List of Indicators](#)

OPERATIONS

**[op12] Percent of businesses that main owner pays rent for the space if the business has fixed premises (%)**

Description

Percentage of businesses that the main owner pays any fee or rent for the location or space it occupies, given that the business has fixed premises.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.5.

<b>C.5</b>	Does this business or activity pay any fee or rent for the location or space it occupies?
------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**c5**

Notes

Indicator Updates

Back to [List of Indicators](#)

## MANAGEMENT PRACTICES

The Informal Sector Enterprise Surveys provide indicators of the characteristics of the businesses' management practices. For example, The Informal Sector Enterprise Surveys provide indicators that presents the percentage of businesses with written business records, planned budget, profit and loss statement, and sales target. Additional indicators focus on the management practices by informal businesses both towards the down-stream, by measuring the percentage of businesses talked to consumers and competitors, and towards the up-stream, by measuring the percentage of businesses communicated with suppliers.

MANAGEMENT PRACTICES

**[mg1] Management practices index**

Description

Composite index that combines information from the thirteen management practices indicators that follow (please see mg2 through mg14 starting on the next page). It is calculated as follows:

$$mg1_i = \frac{\sum_{j=2}^{14} mgj_i}{13}$$

where  $mgj_i = \{0,100\}$  is management practice  $j$  (2 through 14) by business  $i$ , averaged over all 13 components. Observations for which all 13 components are available are used. Due to this structure, mg1 varies between 0 and 100.

Survey Variables Used to Construct Indicator

This composite indicator is created from the following variables: IR.1a, IR.1b, IR.1c, IR.1d, IR.1e, IR.2, IR.3, IR.6, IR.7, IR.8, IR.9, IR.10, and IR.4.

The battery of questions was adapted and shortened from the original set developed for smaller businesses by McKenzie and Woodruff (2017). Principal component analysis was used to determine which of the questions to include from the original set. Eleven out of 13 questions take binary Yes/No responses and are coded as 100 if the business engages in the corresponding practice and zero otherwise. The question on inventory management allows four options, of which the options other than frequently are coded as 100, and the rest as zero. The question on comparison of the achieved sales with target allows four options, of which Monthly or more often is coded as 100 and the rest as zero, including when the business does not have a target for sales.

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg2] Percent of businesses visited competitors to see what products they have for sale (%)**

Description

Percentage of businesses visited one of its competitor businesses to see what products they have available for sale in the last three months.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.1a.

<b>IR.1</b>	In the last three months, has this business or activity done any of the following: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Visited one of its competitor businesses to see what products they have available for sale. <b>ir1a</b>	1	2	-9
Asked existing customers whether there are any other products this business or activity should sell or produce. <b>ir1b</b>	1	2	-9
Talked with former customers to find out why they have stopped buying from this business or activity. <b>ir1c</b>	1	2	-9
Used any special offer to attract customers. <b>ir1d</b>	1	2	-9
Asked suppliers which products are selling well. <b>ir1e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg3] Percent of businesses asked customers for feedback on potential new products (%)**

Description

Percentage of businesses asked existing customers whether there are any other products this business or activity should sell or produce in the last three months.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.1b.

<b>IR.1</b>	In the last three months, has this business or activity done any of the following: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Visited one of its competitor businesses to see what products they have available for sale. <b>ir1a</b>	1	2	-9
Asked existing customers whether there are any other products this business or activity should sell or produce. <b>ir1b</b>	1	2	-9
Talked with former customers to find out why they have stopped buying from this business or activity. <b>ir1c</b>	1	2	-9
Used any special offer to attract customers. <b>ir1d</b>	1	2	-9
Asked suppliers which products are selling well. <b>ir1e</b>	1	2	-9

Notes

Indicator Updates

**Back to [List of Indicators](#)**

MANAGEMENT PRACTICES

**[mg4] Percent of businesses talked with former customers to see why they stopped buying (%)**

Description

Percentage of businesses talked with former customers to find out why they have stopped buying from this business or activity in the last three months.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.1c.

<b>IR.1</b>	In the last three months, has this business or activity done any of the following: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Visited one of its competitor businesses to see what products they have available for sale. <b>ir1a</b>	1	2	-9
Asked existing customers whether there are any other products this business or activity should sell or produce. <b>ir1b</b>	1	2	-9
Talked with former customers to find out why they have stopped buying from this business or activity. <b>ir1c</b>	1	2	-9
Used any special offer to attract customers. <b>ir1d</b>	1	2	-9
Asked suppliers which products are selling well. <b>ir1e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg5] Percent of businesses used any special offer to attract customers (%)**

Description

Percentage of businesses used any special offer to attract customers in the last three months.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.1d.

<b>IR.1</b>	In the last three months, has this business or activity done any of the following: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Visited one of its competitor businesses to see what products they have available for sale. <b>ir1a</b>	1	2	-9
Asked existing customers whether there are any other products this business or activity should sell or produce. <b>ir1b</b>	1	2	-9
Talked with former customers to find out why they have stopped buying from this business or activity. <b>ir1c</b>	1	2	-9
Used any special offer to attract customers. <b>ir1d</b>	1	2	-9
Asked suppliers which products are selling well. <b>ir1e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg6] Percent of businesses asked suppliers which products are selling well (%)**

Description

Percentage of businesses asked suppliers which products are selling well in the last three months.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.1e.

<b>IR.1</b>	In the last three months, has this business or activity done any of the following: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Visited one of its competitor businesses to see what products they have available for sale. <b>ir1a</b>	1	2	-9
Asked existing customers whether there are any other products this business or activity should sell or produce. <b>ir1b</b>	1	2	-9
Talked with former customers to find out why they have stopped buying from this business or activity. <b>ir1c</b>	1	2	-9
Used any special offer to attract customers. <b>ir1d</b>	1	2	-9
Asked suppliers which products are selling well. <b>ir1e</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg7] Percent of businesses attempted to negotiate with a supplier for a lower price (%)**

Description

Percentage of businesses attempted to negotiate with a supplier for a lower price in the last three months.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.2.

<b>IR.2</b>	In the last <b>three months</b> , has this business or activity attempted to negotiate with a supplier for a lower price?
-------------	---

Yes	1
No	2
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ir2**

Notes

Indicator Updates

**Back to [List of Indicators](#)**

MANAGEMENT PRACTICES

**[mg8] Percent of businesses that do not run out of inventories frequently (%)**

Description

Percentage of businesses that do not run out of inventories frequently.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.3. It is coded at 100 for the options 1, 2, and 3, and 0 for the option 4.

<b>IR.3</b>	How frequently does this business or activity run out of stock of inventories or raw materials? <b>INTERVIEWER: READ OUT</b>
-------------	---

Never, it always has enough on hand	1
Rarely	2
Sometimes	3
Frequently, at least once every three months	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ir3**

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg9] Percent of businesses with planned monthly budget (%)**

Description

Percentage of businesses with a written budget for monthly costs, such as rent, electricity, maintenance, transport and other costs.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.6.

<b>IR.6</b>	Does this business or activity have a written budget for monthly costs, such as rent, electricity, maintenance, transport and other costs?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ir6**

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg10] Percent of businesses with sales target for next year (%)**

Description

Percentage of businesses with a target for sales over the next year.

Survey Variable Used to Construct Indicator

This indicator is created from the variables IR.7.

<b>IR.7</b>	Does this business or activity have a target for sales over the next year?
-------------	--

Yes	1	<i>GO TO IR.9</i>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**ir7**

Notes

Indicator Updates

**Back to [List of Indicators](#)**

MANAGEMENT PRACTICES

**[mg11] Percent of businesses comparing achieved sales to targets at least monthly (%)**

Description

Percentage of businesses comparing the achieved sales to targets at least monthly.

Survey Variable Used to Construct Indicator

This indicator is created from the variables IR.7 and IR.8. It is coded as 100 if IR.9 is "Monthly or more often", and zero otherwise, including when IR.7 is No.

<b>IR.7</b>	Does this business or activity have a target for sales over the next year?
-------------	--

Yes	1	
No	2	<i>GO TO IR.9</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO IR.9</i>

**ir7**

<b>IR.8</b>	How frequently does this business or activity compare actual sales to target? <b>INTERVIEWER: READ OUT</b>
-------------	---

Never or do not compare	1	
Once a year or less frequent	2	
Two or three times a year	3	
Monthly or more often	4	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**ir8**

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg12] Percent of businesses making budget of the costs it is likely to face next year (%)**

Description

Percent of businesses that made a budget of the costs it is likely to face next year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.9.

<b>IR.9</b>	Has this business or activity made a budget of the costs it is likely to face next year?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

  

<b>ir9</b>
------------

Notes

Indicator Updates

**Back to [List of Indicators](#)**

MANAGEMENT PRACTICES

**[mg13] Percent of businesses preparing a profit and loss statement at least once a year (%)**

Description

Percentage of businesses that prepare a profit and loss statement at least once a year.

Survey Variable Used to Construct Indicator

This indicator is created from the variable IR.10.

<b>IR.10</b>	Does this business or activity prepare a profit and loss statement at least once a year?
--------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ir10**

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg14] Percent of businesses with written or recorded business records (%)**

Description

Percentage of businesses that keep written business records.

Survey Variable Used to Construct Indicator

This indicator is created from the variables IR.4.

<b>IR.4</b>	Does this business or activity keep written business records?
-------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ir4**

Notes

Indicator Updates

Back to [List of Indicators](#)

MANAGEMENT PRACTICES

**[mg15] Percent of businesses keeping accounts separate from household expenses (%)**

Description

Percentage of businesses that kept the accounts of the business separately from the household expenses.

Survey Variable Used to Construct Indicator

This indicator is created from the variables K.3.

<b>K.3</b>	Are the accounts of the business or activity kept separately from the household expenses?
------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**k3**

Notes

Indicator Updates

Back to [List of Indicators](#)

## REGISTRATION

The Informal Sector Enterprise Surveys provide indicators of why informal businesses remain unregistered. For example, The Informal Sector Enterprise Surveys provide indicators that shows the composition of businesses choosing to stay unregistered due to reasons such as taxes, time, and lack of info, and reflects the composition of businesses stating the potential benefits from registering as gain access to finance, inputs, and customers. Additional indicators also shed light on whether bribery is one of the main obstacles for informal business to remain unregistered.

REGISTRATION

**[reg1] Percent of businesses stating reason for not registering as time, fees, and paperwork (%)**

Description

Percentage of businesses stating that the reason why this business is not registered is cost and time to register.

Survey Variable Used to Construct Indicator

This indicator is created from the variables R2.a.

<b>R.2</b>	Please indicate if any of the following is a reason why this business or activity is not registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Cost and time to register <b>r2a</b>	1	2	-9
Lack information about where and how to register <b>r2f</b>	1	2	-9
No benefit to being registered <b>r2e</b>	1	2	-9
Taxes if registered <b>r2b</b>	1	2	-9
Inspections and meetings with officials if registered <b>r2c</b>	1	2	-9
Informal payments needed if registered <b>r2d</b>	1	2	-9

Notes

Indicator Updates

**Back to [List of Indicators](#)**

REGISTRATION

**[reg2] Percent of businesses stating reason for not registering as taxes (%)**

Description

Percentage of businesses stating that the reason why this business is not registered is taxes if registered.

Survey Variable Used to Construct Indicator

This indicator is created from the variables R2.b.

<b>R.2</b>	Please indicate if any of the following is a reason why this business or activity is not registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Cost and time to register <b>r2a</b>	1	2	-9
Lack information about where and how to register <b>r2f</b>	1	2	-9
No benefit to being registered <b>r2e</b>	1	2	-9
Taxes if registered <b>r2b</b>	1	2	-9
Inspections and meetings with officials if registered <b>r2c</b>	1	2	-9
Informal payments needed if registered <b>r2d</b>	1	2	-9

Notes

Indicator Updates

**Back to [List of Indicators](#)**

REGISTRATION

**[reg3] Percent of businesses stating reason for not registering as meetings and inspections (%)**

Description

Percentage of businesses stating that the reason why this business is not registered is inspections and meetings with officials if registered.

Survey Variable Used to Construct Indicator

This indicator is created from the variables R2.c.

<b>R.2</b>	Please indicate if any of the following is a reason why this business or activity is not registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Cost and time to register <b>r2a</b>	1	2	-9
Lack information about where and how to register <b>r2f</b>	1	2	-9
No benefit to being registered <b>r2e</b>	1	2	-9
Taxes if registered <b>r2b</b>	1	2	-9
Inspections and meetings with officials if registered <b>r2c</b>	1	2	-9
Informal payments needed if registered <b>r2d</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

REGISTRATION

**[reg4] Percent of businesses stating reason for not registering as bribes (%)**

Description

Percentage of businesses stating that the reason why this business is not registered is informal payments needed if registered.

Survey Variable Used to Construct Indicator

This indicator is created from the variables R2.d.

<b>R.2</b>	Please indicate if any of the following is a reason why this business or activity is not registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Cost and time to register <b>r2a</b>	1	2	-9
Lack information about where and how to register <b>r2f</b>	1	2	-9
No benefit to being registered <b>r2e</b>	1	2	-9
Taxes if registered <b>r2b</b>	1	2	-9
Inspections and meetings with officials if registered <b>r2c</b>	1	2	-9
Informal payments needed if registered <b>r2d</b>	1	2	-9

Notes

Indicator Updates

**Back to [List of Indicators](#)**

REGISTRATION

**[reg5] Percent of businesses stating reason for not registering as no benefit (%)**

Description

Percentage of businesses stating that the reason why this business is not registered is no benefit to being registered.

Survey Variable Used to Construct Indicator

This indicator is created from the variables R2.e.

<b>R.2</b>	Please indicate if any of the following is a reason why this business or activity is not registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	--

		Yes	No	DON'T KNOW (SPONTANEOUS)
Cost and time to register	<b>r2a</b>	1	2	-9
Lack information about where and how to register	<b>r2f</b>	1	2	-9
No benefit to being registered	<b>r2e</b>	1	2	-9
Taxes if registered	<b>r2b</b>	1	2	-9
Inspections and meetings with officials if registered	<b>r2c</b>	1	2	-9
Informal payments needed if registered	<b>r2d</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

REGISTRATION

**[reg6] Percent of businesses stating reason for not registering as lack of information (%)**

Description

Percentage of businesses stating that the reason why this business is not registered is lack of information about where and how to register.

Survey Variable Used to Construct Indicator

This indicator is created from the variables R2.f.

<b>R.2</b>	Please indicate if any of the following is a reason why this business or activity is not registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Cost and time to register <b>r2a</b>	1	2	-9
Lack information about where and how to register <b>r2f</b>	1	2	-9
No benefit to being registered <b>r2e</b>	1	2	-9
Taxes if registered <b>r2b</b>	1	2	-9
Inspections and meetings with officials if registered <b>r2c</b>	1	2	-9
Informal payments needed if registered <b>r2d</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

REGISTRATION

**[reg7] Percent of businesses having to make informal payments to remain unregistered (%)**

Description

Percentage of businesses having to give gifts, informal payments, or bribes to continue operating.

Survey Variable Used to Construct Indicator

This indicator is created from the variable R.5.

<b>R.5</b>	Does this business or activity have to give gifts, informal payments or bribes to continue operating?
------------	---

Yes	1
No	2
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**r5**

Notes

Indicator Updates

Back to [List of Indicators](#)

REGISTRATION

**[reg8] Percent of businesses stating benefit from registering as access to finance (%)**

Description

Percentage of businesses stating that a benefit from being registered could be better access to financing or loans.

Survey Variable Used to Construct Indicator

This indicator is created from the variable R.6a.

<b>R.6</b>	As I read several options, please indicate if each one represents a benefit for your business or activity that could be obtained from being registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	---

			(SPONTANEOUS)			
			Yes	No	DON'T KNOW	DOES NOT APPLY
Better access to financing or loans	<b>r6a</b>		1	2	-9	-7
Better access to raw materials, infrastructure services, and government services	<b>r6b</b>		1	2	-9	-7
Lesser informal payments to pay	<b>r6c</b>		1	2	-9	-7
Better access to potential customers	<b>r6d</b>		1	2	-9	-7

Notes

Indicator Updates

**Back to [List of Indicators](#)**

REGISTRATION

**[reg9] Percent of businesses stating benefit from registering as access to inputs and government services (%)**

Description

Percentage of businesses stating that a benefit from being registered could be better access to raw materials, infrastructure services, and government services.

Survey Variable Used to Construct Indicator

This indicator is created from the variable R.6b.

<b>R.6</b>	As I read several options, please indicate if each one represents a benefit for your business or activity that could be obtained from being registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	---

	Yes	No	(SPONTANEOUS)	
			DON'T KNOW	DOES NOT APPLY
Better access to financing or loans <b>r6a</b>	1	2	-9	-7
Better access to raw materials, infrastructure services, and government services <b>r6b</b>	1	2	-9	-7
Lesser informal payments to pay <b>r6c</b>	1	2	-9	-7
Better access to potential customers <b>r6d</b>	1	2	-9	-7

Notes

Indicator Updates

Back to [List of Indicators](#)

REGISTRATION

**[reg10] Percent of businesses stating benefit from registering as fewer bribes (%)**

Description

Percentage of businesses stating that a benefit from being registered could be lesser informal payments to pay.

Survey Variable Used to Construct Indicator

This indicator is created from the variable R.6c.

<b>R.6</b>	As I read several options, please indicate if each one represents a benefit for your business or activity that could be obtained from being registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	---

			(SPONTANEOUS)			
			DON'T KNOW	DOES NOT APPLY		
			Yes	No		
Better access to financing or loans	<b>r6a</b>		1	2	-9	-7
Better access to raw materials, infrastructure services, and government services	<b>r6b</b>		1	2	-9	-7
Lesser informal payments to pay	<b>r6c</b>		1	2	-9	-7
Better access to potential customers	<b>r6d</b>		1	2	-9	-7

Notes

Indicator Updates

Back to [List of Indicators](#)

REGISTRATION

**[reg11] Percent of businesses stating benefit from registering as better access to customers (%)**

Description

Percentage of businesses stating that a benefit from being registered could be better access to potential customers.

Survey Variable Used to Construct Indicator

This indicator is created from the variable R.6d.

<b>R.6</b>	As I read several options, please indicate if each one represents a benefit for your business or activity that could be obtained from being registered with the <b>[Insert the name of first level of registration that defines business as formal at the national (central), provincial, or district levels]</b> <b>INTERVIEWER: READ OUT</b>
------------	---

	Yes	No	(SPONTANEOUS)	
			DON'T KNOW	DOES NOT APPLY
Better access to financing or loans <b>r6a</b>	1	2	-9	-7
Better access to raw materials, infrastructure services, and government services <b>r6b</b>	1	2	-9	-7
Lesser informal payments to pay <b>r6c</b>	1	2	-9	-7
Better access to potential customers <b>r6d</b>	1	2	-9	-7

Notes

Indicator Updates

Back to [List of Indicators](#)

## **BUSINESS RELATIONS**

The Informal Sector Enterprise Surveys provide indicators of whether informal businesses maintain a long-term business relationship with both their consumers, by measuring the percentage of businesses that produce products or provide services under contractual or other agreements, and suppliers, by measuring the percentage of businesses that purchase inputs or supplies under contractual or other agreements.

BUSINESS RELATIONS

**[bus1] Percent of business providing products/services under contractual or other agreement**

Description

Percentage of businesses that produce or provide services under a contractual or other agreement for another business or person.

Survey Variable Used to Construct Indicator

This indicator is created from the variables D.11a.

<b>D.11a</b>	Does this business or activity produce or provide services under a contractual or other agreement for another business or person?
--------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**d11a**

Notes

Indicator Updates

Back to [List of Indicators](#)

BUSINESS RELATIONS

**[bus2] Percent of businesses purchasing inputs under contractual or other agreement**

Description

Percentage of businesses that purchase its inputs or supplies from suppliers under a contractual or other agreement for another business or person.

Survey Variable Used to Construct Indicator

This indicator is created from the variables D.13a.

<b>D.13a</b>	Does this business or activity purchase its inputs or supplies from suppliers under a contractual or other agreement?
--------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**d13a**

Notes

Indicator Updates

Back to [List of Indicators](#)

## TECHNOLOGY

The Informal Sector Enterprise Surveys provide indicators that describe several dimensions of technology use. These indicators demonstrate the use of information and communications technologies (ICT), such as mobile phones and computers, in business transactions. Additional indicators present the use of machinery or vehicles by informal businesses in the daily operations.

TECHNOLOGY

**[tech1] Percent of businesses using mobile phones, e.g., cell phones or smartphones (%)**

Description

Percentage of businesses using cellphone or smartphone at the present time.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.42c.

<b>C.42</b>	At the present time, does this business or activity use: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	DON'T KNOW (SPONTANEOUS)
Computers (laptop or desktop) or tablet <b>c42a</b>	1	2	-9
Cellphone or smartphone <b>c42c</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

TECHNOLOGY

**[tech2] Percent of businesses using mobile money (%)**

Description

Percentage of businesses using mobile money in its current operations.

Survey Variable Used to Construct Indicator

This indicator is created from the variable K.11a.

<b>K.11a</b>	In its current operations, does this business or activity use <b>[mobile money]</b> ?
--------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO K.12**

**GO TO K.12**

Notes

Indicator Updates

Back to [List of Indicators](#)

TECHNOLOGY

**[tech3] Percent of businesses using computers or tablets (%)**

Description

Percentage of businesses using computers (laptop or desktop) or tablet at the present time.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.42a.

<b>C.42</b>	At the present time, does this business or activity use: <b>INTERVIEWER: READ OUT</b>
-------------	--

	Yes	No	<b>DON'T KNOW (SPONTANEOUS)</b>
Computers (laptop or desktop) or tablet <b>c42a</b>	1	2	-9
Cellphone or smartphone <b>c42c</b>	1	2	-9

Notes

Indicator Updates

Back to [List of Indicators](#)

TECHNOLOGY

**[tech4] Percent of businesses using machinery or equipment (%)**

Description

Percentage of businesses using machinery or equipment in its current operations.

Survey Variable Used to Construct Indicator

This indicator is created from the variable N.3.

<b>N.3</b>	In its current operations, does this business or activity use any machinery or equipment (regardless of whether they are owned, borrowed, or shared)?
------------	---

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**n3**

Notes

Indicator Updates

Back to [List of Indicators](#)

TECHNOLOGY

**[tech5] Percent of businesses using vehicles (%)**

Description

Percentage of businesses using vehicles, cycles, carts, and other modes of transport in its current activities.

Survey Variable Used to Construct Indicator

This indicator is created from the variable N.4.

<b>N.4</b>	In its current operations, does this business or activity use vehicles, cycles, carts, and other modes of transport (regardless of whether they are owned, borrowed, or shared)?
------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**n4**

Notes

Indicator Updates

**Back to [List of Indicators](#)**

## INFRASTRUCTURE

A strong infrastructure enhances the competitiveness of an economy and generates a business environment conducive to growth and development. Good infrastructure efficiently connects businesses to their customers and suppliers and enables the use of modern production technologies. Conversely, deficiencies in infrastructure create barriers to productive opportunities and increase costs for all businesses, including informal businesses.

The Informal Sector Enterprise Surveys provide capture the extent to which informal businesses are using electricity and water in their daily activities. Additionally, these indicators measure the efficiency of the electricity supply by measuring the percentage of businesses that connected to electric grid or experienced power outage in the last month.

INFRASTRUCTURE

**[infra1] Percent of businesses using electricity (%)**

Description

Percentage of businesses that require electricity to produce goods or provide services.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.31.

<b>C.31</b>	Does this business or activity require electricity to produce goods or provide services?
-------------	--

Yes	1	<b>GO TO C.38</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**c31**

Notes

Indicator Updates

Back to [List of Indicators](#)

INFRASTRUCTURE

**[infra2] Percent of businesses connected to electric grid (%)**

Description

Percentage of businesses connected to the electricity grid, given that it uses electricity to produce or provide services.

Survey Variable Used to Construct Indicator

This indicator is created from the variables C.31a.

<b>C.31a</b>	Is the business or activity connected to the electricity grid?
--------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO C.32**

<b>c31a</b>
-------------

Notes

Indicator Updates

Back to [List of Indicators](#)

Infrastructure

**[infra3] Percent of businesses experiencing power outage in the last month (%)**

Description

Percentage of businesses experiencing power outages in the last calendar month, given that it uses electricity to produce or provide services.

Survey Variable Used to Construct Indicator

This indicator is created from the variable C.32.

C.32	In <b>[insert last calendar month]</b> , did this business or activity experience power outages?
------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**c32**

Notes

Indicator Updates

Back to [List of Indicators](#)

INFRASTRUCTURE

**[infra4] Percent of businesses using water (%)**

Description

Percentage of businesses using water for its activity, aside from typical consumption and hygiene.

Survey Variable Used to Construct Indicator

This indicator is created from the variables C.38.

<b>C.38</b>	Does this business or activity use water for its activity, aside from typical consumption and hygiene?
-------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO C.42**

**c38**

Notes

Indicator Updates

Back to [List of Indicators](#)