

**Part 1: General client information**

- 1) Indicate Business ID  1
- 2) Did the business sell any goods/services since the last interview?  
 2
- |        |                    |  |
|--------|--------------------|--|
| 1 -Yes | 3 -No (skip to 10) |  |
|--------|--------------------|--|
- 3) How would you describe the business sales? Did the business always sell in cash? Or, did some sales involve trade credit or require customers to pay a deposit before receiving goods?  
 3
- 1 -Every sale since the last interview was made in cash (skip to 9)  
 3 -There were some sales on credit, but none of the sales required customers to pay a deposit before receipt of goods (continue to 4)-7) and then skip to 9)  
 5 -There were some sales that required customers to pay a deposit before receipt of goods, but none involved trade credit (skip to 8))  
 7 -There were both sales on credit and sales that involved paying a deposit before receipt of goods (continue to 4))
- 4) How many customers did the business sell on credit to since the last interview?  4
- 5) What percent of total sales since the last interview were sales on credit?  5
- 6) Of all the trade credit that the business extended to customers, how many days is the trade credit with the shortest duration?  6
- 7) Of all the trade credit that the business extended to customers, how many days is the trade credit with the longest duration?  7
- 8) In the cases of sales that involved paying a deposit before receipt of goods, how many days on average does the customer have to pay prior to the delivery of the goods?  8
- 9) Which payment methods did the business accept from customers since the last interview?  
 9
- |            |                                |  |
|------------|--------------------------------|--|
| a-cash     | d -money order                 | g -direct transfer to business's bank accounts |
| b- in kind | e -debit card                  |  |
| c-check    | f -credit card, ion card, etc. |  |
- 10) Since the last interview, have any customers requested trade credit but were rejected?  
 9A
- |        |       |  |
|--------|-------|--|
| 1 -Yes | 3 -No |  |
|--------|-------|--|
- 11) Since the last interview, have any customers requested trade credit but were rationed? (For example, they ask for trade credit for the entire purchase, but you required them to owe 80% and pay 20% in cash)  
 10
- |        |       |  |
|--------|-------|--|
| 1 -Yes | 3 -No |  |
|--------|-------|--|
- 12) Since the last interview, how much money did the business receive from customers as repayment of trade credit debt?  
*(Record "0" if none)*  11
- 13) What is the total monetary value of in-kind repayment of trade credit debt that the business received from customers?  
*(Record "0" if none)*  12
- 14) What is the business's total outstanding trade credit?  13
- 15) As of today, what is the total monetary value of goods for which the business has received payment from customers but has not delivered? *(Record "0" if any)*  14
- 15) As of today, what is the total monetary value of goods for which the business has received payment from customers but has not delivered? *(Record "0" if any)*  15

**Part 2: Top three most frequent customers**

- 16) For enumerator: ask questions in Parts 2.1 and 2.2 for each of the top three most frequent customers with the highest sales volumes since the last interview and record answers in Tables 1 and 2 below  
 If the business has less than three frequent customers, record "NA" in column A in Table 1, leave the other columns blank and then skip to 17)  
 If the business has no frequent customers or has many small customers (e.g. such as grocery stores), record "NA" and skip to 17)

 16**Part 2.1: General Information about customers**

A indicate Customer ID

**B Has this customer ever been recorded in the Business Information Roster in previous rounds of the survey?**

1 -Yes (skip to J)	3 -No	
--------------------	-------	--

C What is the name of this customer?

*If the customer is an individual, record nickname in CA and continue with D**If the customer is an organization, record its name in CB and skip to G**If the respondent does not know or refuses to name the customer, please briefly describe the customer for reference in future round of resurvey***D Before starting to buy from this business, had this person known the business owner personally?**

1 -Yes	3 -No (Skip to G)	
--------	-------------------	--

**E Indicate the type of relationship (See code)****F Before starting to buy from this business, for how many years had this person known the business owner personally?****G In what year did the business start selling to this customer?****H Where is this customer located? (See code)****I In what year did the business begin extending trade credit to this customer? (Record "0" if never)****J Since the last interview, how many times did the customer buy from this business?****K Of the total sales of goods/services since the last interview, what percent are sold to this customer?****L Through which medium did this customer pay the business? (Record all that apply)**

a -cash	d -money order	g -wire transfer to business's bank account
b -in kind	e -debit card	
c-check	f -credit card, ion card, etc.	

[illegible]

First top customer										
Second top customer										
Third top customer										

Table 2(continued)	K	L*	M	MA*	N	O*	P	Q	R*	S*
	Interest?	% interest	Type	Other (M=13)	Interest-free period?	How long?	Requested but rejected?	Requested but got lower than requested?	Repayment	Still owed?
First top customer										
Second top customer										
Third top customer										

Table 2 (continued)	T*
	Outstanding delivery?
First top customer	
Second top customer	
Third top customer	

17) Interviewer's note