

4 Business Activities

Part 1: Operating businesses as of last interview

- 1) For enumerator: look up business activity roster in Operating Business section. Check whether the household owned or operated any businesses as of the last interview.
- If the household does, record "1" and continue to 2)
 - If the household does not, record "3" and skip to 3)

 1

- 2) For enumerator: How many such businesses are there, according to the roster?
- use modules 5 -11 for each business

 2

Part 2: Businesses that were not operating as of last interview

- 3) For enumerator: look up Business Activity Roster in businesses that have not started operating section. Check whether the household had any such business as of last interview.
- If the household does, ask A-D about each such business and record answers in Table 1 below. When you are done, skip to 4)
 - If the household does not, record "3" and then skip to 5)

 3

A Indicate New Business ID

B Based on information from the last interview, this business was not operating as of last interview. As of today, has it started producing or selling goods/services or begun to receive revenue from customers?

 1 -Yes
 3 -No (skip to D)

C For enumerator: if the business has started producing or selling goods/services or begun to receive revenue from customers, consider the business to have begun operating. For such business, please designate the new Business ID. Please also make sure the new ID has not been used previously. Skip to the next business once you are done with C

D Although the business is not operating as of today, is any household member still trying to found and open this business?

 1 -Yes, some household member still try to open this business
 3 -No, household member quit the attempt/ those trying to found the business have died/left the household

Table 1

A* New Business ID	B Started?	C* Designated Business ID	D Still trying to open?

- 4) • For businesses that have started operating (Answer of question B = "1"), use modules 4A, 6-11 for each such business
- For businesses that have not started operating (Answer of question B = "3"), but some household members are still attempting to open (Answer of question D = "1"), you do not have to ask any more questions about this business for this round of the interview
 - For businesses that have not started operating (Answer of question B = "3"), and no household members are still attempting to open (Answer of question D = "3"), use modules 4A, 4B for each such business

Part 3: Other businesses not mentioned in Parts 1 and 2

- 5) (Besides the businesses mentioned in Parts 1 and 2), have any household members started operating any business or attempted to found and open a new business since the last interview?

 1 -Yes 3 -No (skip to 8)

 5

- 6) How many businesses?

Ask A-F about each business and record answers in Table 2 below

A Please explain what type of goods/service this business produces or sells

B Has this business started producing or selling goods/services or begun to receive revenue from customers?

 1 -Yes 3 -No (skip to E)

C For enumerator: if the business has started producing or selling goods/services or begun to receive revenue from customers, consider the business to have started operating. For such business, please designate the new Business ID. Please also make sure the new ID has not been used previously.

D Did household members found or take over or become partner of this business?

 1 -Founded by self 3 -Took over/became partner of

(skip to the next business once you are done with D)

E Although this business is not operating, have there been any important activities to help found the business such as requesting loans, testing production, or buying machines or land ?

 1 -Yes 3 -No (skip to the next business)

F For enumerator: designate the New Business ID for this business. Make sure the ID has not already been used.

Table 2

A* What type of business	B Started?	C* Designated Business ID	D Founded or taken over?	E Any activities?	F* Designated New Business ID

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- 7)
 - For businesses that have started operating (Answer of question B ="1"), use modules 4A, 6-11 for each such business
 - For businesses that have started operating (Answer of question B ="1"), but are not founded by household members (Answer of question D="3"), use modules 6-11 for each such business
 - For businesses that have not started operating (Answer of question B ="3"), you do not have any more questions about this business for this round of interview

8) interviewer's note

End of module 4

4A Business Start-Up Activities

- 1) Indicate Business ID if the business has already started operating
Indicate New Business ID if the business has not started operating

1

Part 1: General Information About the Business Started

- 2) Indicate the Member IDs of all household members who attempted to start this business
(Note: for the rest of the module, we will refer to these individuals as "founding members")

2

- 3) Please explain what types or products/services this business produces/sells

3

- 4) Indicate the Industry code of this business (If the business belongs to more than one industry code, record the one associated with the main line of product/service) (See code)

4

- 5) What types of activities is the business engaged in? (Record all that apply)

a -agriculture	c -manufacturing/processing	e -service
b -animal husbandry	d -retail/wholesale	

5

- 6) Is this business a franchise, a subcontractor, or an MLB (i.e. Amway, Giffarine)?

1 -franchise	5 -MLB
3 -subcontractor	7 -none of above

6

- 7) How many years ago did this business idea start? (if less than one, record "0")

7

- 8) Where did the founding members get the idea about starting this business?

1 -from growing up in family that has this type of business
3 -from work experience in the industry that the business belongs to (skip to 10)
5 -from recommendation/recruitment of non-members (skip to 11)
7 -other (specify in 8A) (skip to 12)

8

8A

- 9) How many years of experience in the family's business did the founding member have before the business started?
(Record "0" if less than one year) (skip to 12) after you finish 9))

9

- 10) How many years of such work experience did the founding member have before the business started?
(skip to 12) after you finish 10))

10

- 11) Who recommended/recruited the founding members to start the business?

1 -out-of-household relative	7 -friends or acquaintance that household members never work with
3 -current or ex employers	9 -other (specify in 11A)
5 -colleagues from work	

11

11A

- 12) When did the first significant business activity take place?

Indicate month (see code)

12A

Indicate year

12B

- 13) What circumstances provided opportunities for or prompted the founding household members to start-up this business?

1) 13A

2) 13B

3) 13C

- 14) What are the three main problems faced in the process of starting-up the business? (if there are less than three, record "NA")

1) 14A

2) 14B

3) 14C

Part 2: Business Planning

- 15) Since the attempt to start this business began, have the founding members created a written business plan for this business?

1 -Yes 3 -No (skip to 16)

15

A When was the first written business plan created?

Indicate month (see code)

AA

Indicate year

AB

B Please explain what details were included in the business plan

Part 3: Seeking co-ownership/partnership

- 16) Since the attempt to start this business began, did the founding members recruit any non-members to become co-owners or partners of this business?

1 -Yes 3 -No (skip to 17)

A When was the first attempt of recruitment?

Indicate month (see code)

AA

Indicate year

AB

B Whom did the founding household members recruit? (Record all that apply)

a -out-of-household relative	d -friends or acquaintance that household members never work with
b -current or ex employers	e -other (specify in BA)
c -colleagues from work	

B

BA

C Please explain why the founding members tried to recruit for partnership.

- 17) For enumerator: if the business has started operating, continue to 18)
otherwise, skip to 20)

- 18) At the time the business started operating, how many business owners/ partners were there including those that were household members?

18

Ask A-I about each owner/partner and record answers in Table 1

A Who is this owner/partner?

If this is a household member, record the Member ID in AA and skip to the next owner/partner

If this is an individual outside household, record nickname in AB and continue to B

If this is an organization, record its name in AC and skip to H

B Before becoming owner/partner of this business, did he or she have a prior personal relationship with any of the founding members?

1 -Yes 3 -No (skip to E)

C Indicate the type of relationship (See code)

D Before becoming owner/partner of this business, for how many years had he or she known the founding members personally?
E How many years of business experience did the individual have before becoming an owner/partner of this business?
F Please indicate sex (see code)
G How old is this individual?
H What is the highest level of education this individual attained?
I Where is this individual/organization located? (See code)

Table 1

Owner ID	AA* Member ID	AB* Nickname	AC* Organization's name	B Any relationship?	C Type of relationship	CA* Other (C=35, 37)	D* Years known	E* Business experience?	F Sex	G* Age	H Highest education	HA* Other (H=73)	I* Location
O1													
O2													
O3													
O4													

19) Indicate Owner ID of the main owner

19

Part 4: Individuals who helped with start-up activities

20) Since the attempt to start the business began, has anyone besides the owner/partner and business employees worked to help start the business?

1 -Yes 3 -No (skip to 23))

20

21) When did the first such person begin working to help found the business?

Indicate month (see code)

Indicate Year

21B

22) How many such individuals are there?

Ask A-I about each individual and record answers in Table 2 below.

A What is the nickname of the individual?

B Before starting to help found the business, did this individual have a prior personal relationship with the business owner?

1 -Yes 3 -No (skip to E)

C Indicate the type of relationship (see code)

D Before starting to help found the business, for how many years had this individual known the business owner personally?

E Before starting to help found the business, how many years of business work experience did the individual have?

F Indicate sex (see code)

G How old is this individual?

H What is the individual's highest level of educational attainment? (See code)

I Where does this individual live? (See code)

Table 2

A* Nicname	B Any relationship?	C Type of relationship	CA* Other (C=35, 37)	D* Years known	E* Business experience?	F Sex	G* Age	H Highest education	HA* Other (H=73)	I* Location

Part 5: Business Training

23) Since the attempt to start the business began, did the founding members receive any occupational/business trainings to help start the business? This includes informal training arranged by relatives or acquaintances such as learning how to cook from a relative etc.

1 -Yes 3 -No (skip to 28)

23

24) When did such training first start?

Indicate month (See code)

24A

Indicate year

24B

25) What kind of training did the founding members receive since the business attempt started? (Record all that apply)

- a -financial/accounting skills
b -business administration/management
c -manufacturing/processing/agricultural/animal husbandry -related skills
d -service business skills
e -other (specify in 25A)

25

25A

26) Who provided the training? (Record all that apply)

- a -out-of-household relative
b -current or ex employer
c -Village headman, community leader
d -friends or acquaintances other than in a, b, or c
e -government organization (such as municipality)
f -private organization (such as relative, vocational school, etc.)

26

27) Where did the training take place (See code) (if there is more than one location, record only the main location)

27

Part 6: Advice/consulting

28) Since the attempt to start the business began, did the founding members ask for advice or consultation from any out-of-household individuals or organizations to help start the business? (This does not include advice from the trainers or business helpers mentioned in Parts 4 and 5)

1 -Yes 3 -No (skip to 31)

28

29) Who provided advice/consultation? (Record all that apply)

- a -out-of-household relative
b -current or ex employer
c -Village headman, community leader
d -friends or acquaintances other than in a, b, or c
e -government organization (such as municipality)
f -private organization (such as relative, vocational school, etc.)

29

30) Please explain briefly why the founding members sought advice/consultation

Part 7: Business registration, permit, license

31) Since the attempt to start the business began, did any founding members try to register the business or request permits/licenses from government agencies? (For example, registering of business as a juristic firm, requesting commercial registration, asking for a factory permit, etc.)

1 -Yes 3 -No (skip to 36))

31

32) When was the first attempt to register the business?

Indicate month (See code)

32A

Indicate Year

32B

33) What kinds of registration/permits/licenses has the business requested? (Record all that apply)

- a -commercial registration
b -juristic firms registration
d -factory permit
e -other (specify in 33A)

c -VAT registration

33

33A

34) Is the business in the commercial registry?

1 -Yes 3 -No

34

35) Is the business in the juristic firms registry?

1 -Yes 3 -No (skip to 36)

35

A Indicate the jurisc firm ID

B What type of juristic status does the business have?

1 -common juristic partnership 5 -limited liability company 9 -other

3 -limited liability partnership 7 -public limited company

35A

35B

C How much is the registered capital?

35C

Part 8: Employment

36) Since you first attempted to start the business, has the business hired any individuals outside the household to work for the business?

1 -Yes 3 -No (skip to 40)

36

37) When did the first hiring take place?

Indicate month (See code) 37A Indicate year 37B

38) For enumerator: if the business has started operating, continue to 39) otherwise, skip to 40)

39) At the time the business started operating, how many individuals outside the household were working for the business?

39

Part 9: Business Location

40) Since you first attempted to start the business, have the founding members sought new business locations, in addition to ones that the members already owned or rented?

1 -Yes, an attempt was made to find new locations, in addition to those already owned or rented 3 -No, no attempt was made to find new locations (Skip to 46)

40

41) In which year did the first attempt to find new locations start?

41

42) Has the business already bought, rented, or begun to use new locations, in addition to ones that the members had owned or rented?

1 -Yes 3 -No (skip to 46)

42

43) When did the business buy, rent, or begin to use the new location?

Indicate month (See code) 43A Indicate year 43B

44) How would you describe the new location?

1 -land or structures in the new location were bought 3 -land or structures in the new location were rented 5 -land or structures in the new location were provided by relatives/acquaintance to be used for free 7 -land or structures in the new location were own by government, but the business use them for free 9 -other (specify in 44A)

44

44A

45) Where is the new location? (See code)

45

46) For enumerator: if the business has started operating, continue to 47) otherwise, skip to 48)

47) At the time the business started operating, how many locations did the business, use including ones that the household had owned or rented?

47

Ask A-E about each location and record the answers in the table 3 below

A Where is this location? (See code)

B What is the short name of this place? (For enumerator: it suffices to provide the place's informal or short name since it will be used for reference in future surveys)

C Who owns the land on which this location is situated?

1 -household members 3 -individuals/organizations outside household

D Did the business use any structures at this location?

1 -Yes 3 -No (skip to the next location)

E Who owns these structures?

1 -household members 3 -individuals/organizations outside household

Table 3

Location ID	A* Location	B* Name	C Land owner	D Used any structures?	E Structure's owner
L1					
L2					

Part 11: Acquisitions of machinery/equipment/vehicles for business uses

48) Since the attempt to start the business began, did the founding members buy or make a purchase order for machinery/equipment/vehicles worth 5,000 baht or more for business uses? (This does not include machinery/equipment/vehicles that the household had already owned before the attempt to start the business.)

1 -Yes 3 -No (skip to 50)

48

49) When was the first such purchase or purchase order?

Indicate month (see code) 49A Indicate year 49B

50) Since the attempt to start the business began, did the founding members rent any machinery/equipment/vehicles worth 5,000 baht or more for business uses? (This does not include machinery/equipment/vehicles that the household had already rented before the attempt to start the business.)

1 -Yes 3 -No (skip to 52)

50

51) When was the first such renting?

Indicate month (see code) 51A Indicate year 51B

Part 12: Suppliers

52) Since the attempt to start the business began, did the founding members make any contacts with potential suppliers of raw materials, components, goods for resales, or animals (in the case of an animal husbandry business)?

1 -Yes 3 -No (skip to 57)

52

53) In which year did the first such contact start?

53

54) Has any attempt been made to request trade credit from any suppliers?

1 -Yes 3 -No

54

55) Have there been any purchases of raw materials, components, goods for resales, or animals?

1 -yes 3 -No (skip to 57)

55

56) When did first such purchases start?

Indicate month (see code)

56A

Indicate year

56B

Part 13: Customers

57) Since the attempt to start the business began, did the founding members contact potential customers?

1 -Yes 3 -No (skip to 59)

57

58) When did the first such contact start?

Indicate month (see code)

58A

Indicate year

58B

Part 14: Start-up capital

59) Since the attempt to start the business began, did the founding members file for or request loans for the business?

(Please include requesting credit cards, ion cards, or overdraft facility for business uses)

1 -Yes 3 -No (Skip to 63)

59

60) When did the first such filing/request start?

Indicate month (see code)

60A

Indicate year

60B

61) What type of borrowing was first filed/requested?

1 -credit purchases 7 -requesting overdraft facility
3 -borrowing money/goods 9 -requesting advanced wage/salary from employer
5 -requesting credit card, ion card, etc. 11 -other (specify in 61A)

61

61A

62) To whom was the the first such filing/request made to?

1 -out-of-household relative
3 -out-of-household friend/acquaintance
5 -bank/financial institution including cooperative

62

63) For enumerator: if the business has started operating, continue to 64)
Otherwise, skip to 71)

64) Did the business use any machinery/equipments/vehicles that the household had already owned before the attempt to start the business began?

1 -Yes 3 -No (skip to 66)

64

65) What is the total monetary value of such machinery/equipment/vehicles?

65

66) If machinery, equipment, vehicles, land, and strcures that the household had owned before the attempt to start the business are excluded, how much start-up capital did the business use? (Record "0" if none)

66

67) How many percent of such start-up capital came from the household's savings? (Record "0" if none)

67

68) How many percent of such start-up capital came from gifts or help from individuals/organizations outside the household? (Record "0" if none)

68

69) How many percent of such start-up capital came from loans by relatives, friends, or individuals outside the household? (Record "0" if none)

69

70) How many percent of such start-up capital came from loans by banks, financial institution, cooperative, or organizations the outside household? (Record "0" if none)

70

Part 15: Other Busines Start-up activities not mentioned above

71) Apart from the activities we mentioned above, were founding members engaged in any other activities that helped start the business?

(Record "NA" if none)

72) Interviewer's note

End of module 4A

4B Quitting the attempt to start a business

1) *Indicate New Business ID*

1

2) You mentioned that household members quit the attempt to start this business and that the business has not started operating
Why?

1 - the person who attempted to start the business died
3 -the person who attempted to start the business moved out of household
5 -the person who attempted to start the business quitted the effort

2

3) Please list three reasons why the household members quit the attempt to start this business.
(If there are less than three, record "NA" in the rest of the answer boxes.)

1) 3A

2) 3B

3) 3C

4) Interviewer's note

End of module 4B