Small-Scale Enterprises in the Informal Sector in Nigeria
QUESTIONNAIRE ON SMALL SCALE INDUSTRIES IN NIGERIA

This is part of a research project on small scale industries and craft in Nigeria. The aim of this research is to learn more about the problems of the small scale industrialist to assist them in a better way. Thank you for your cooperation.

Name of company: 

Street: 

Part of town: 

City: 

Type of business (welder, metalworking, carpenter, furniture manufacturer): 

Interviewer: 

Date Time start Time finish 

Interview number 1-4
1. What year was your business founded? 
   year: 1905 11-12

2. Was this business established by:
   Yourself 1
   Father   2 12
   other relatives 3
   friend  4

3. Apart from your own personal money you invested in this business who else helped financially when you were about to start?
   Source of help Amount obtained
   Parents       N 15-19
   Relatives     N 20-24
   Banks         N 25-29
   Friends       N 30-34
   Esusu / Union N 35-39
   Yourself      N 40-44

4. What was the biggest problem when you started your business and how did you solve these problems?

<table>
<thead>
<tr>
<th>Problems</th>
<th>How they were Solved</th>
</tr>
</thead>
<tbody>
<tr>
<td>V014</td>
<td>V019 5.0-51</td>
</tr>
<tr>
<td>V015</td>
<td>V020 5.2-53</td>
</tr>
<tr>
<td>V016</td>
<td>V021 5.4-55</td>
</tr>
<tr>
<td>V017</td>
<td>V022 5.6-59</td>
</tr>
<tr>
<td>V017</td>
<td>V023 5.8-59</td>
</tr>
</tbody>
</table>

5. In general, would you say that your business has been very successful, not so successful, or more or less successful?
   very successful 1 60
   more or less successful 2
   not so successful 3


7. What were the best times for your business? V026 63-64
   When was that, what year? V027 65-66
   What was different then V028 66-68
8. What were the worst times for your business?

When was that, what year? V030
What was different then? V031

9. How is business now? Is it very good 1  
good 2  
fair 3  
bad 4  

V032

10. Since when has it been that way? Since V033 years and V034 months

V035

11. How many different products do you make? V036 V037 V038 V039 V040

12. What are your four main products? (Interviewer: rank in order of importance)

<table>
<thead>
<tr>
<th>Product 1</th>
<th>Product 2</th>
<th>Product 3</th>
<th>Product 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of product</td>
<td>V035 6-7</td>
<td>V036 10-11</td>
<td>V037 12-3</td>
</tr>
<tr>
<td>Since when do you produce it?</td>
<td>V039 14-17</td>
<td>V040 18-19</td>
<td>V041 20-21</td>
</tr>
<tr>
<td>How many a week do you produce on average?</td>
<td>V043 24-25</td>
<td>V044 26-27</td>
<td>V045 28-29</td>
</tr>
<tr>
<td>Is that more, less or the same then last year?</td>
<td>V047 32</td>
<td>V048 33</td>
<td>V049 34</td>
</tr>
<tr>
<td>What is the average price per unit?</td>
<td>V051 36-39</td>
<td>V052 40-42</td>
<td>V053 44-47</td>
</tr>
<tr>
<td>Do you produce them regularly, against order, or for stock mainly?</td>
<td>V055 32</td>
<td>V056 33</td>
<td>V057 34</td>
</tr>
<tr>
<td>Have you changed the products since you first produced them? Which one(s)?</td>
<td>V059 52</td>
<td>V060 53</td>
<td>V061 54</td>
</tr>
<tr>
<td>What did you change? Describe</td>
<td>V063 60-61</td>
<td>V064 62-64</td>
<td>V065 64-65</td>
</tr>
<tr>
<td>Did you design any of these products yourself? Which one(s)?</td>
<td>V067 70-71</td>
<td>V068 72-72</td>
<td>V069 74-76</td>
</tr>
</tbody>
</table>
13. Do you sell these products to other companies, or to customers only, or to both, businesses and customers?

<table>
<thead>
<tr>
<th></th>
<th>businesses only</th>
<th>Both</th>
<th>Customers only</th>
</tr>
</thead>
<tbody>
<tr>
<td>V071</td>
<td>1</td>
<td>2</td>
<td>76</td>
</tr>
</tbody>
</table>

14. The customers for your products are they mainly from this part of town, from all over town, or from other parts of the country?

<table>
<thead>
<tr>
<th></th>
<th>mainly this part</th>
<th>from all over town</th>
<th>from outside town</th>
</tr>
</thead>
<tbody>
<tr>
<td>V072</td>
<td>1</td>
<td>2</td>
<td>77</td>
</tr>
</tbody>
</table>

15. Do you have the same customers all the time, or are customers different now?

<table>
<thead>
<tr>
<th></th>
<th>Always same customers</th>
<th>always different customers</th>
<th>both, same and different</th>
</tr>
</thead>
<tbody>
<tr>
<td>V073</td>
<td>1</td>
<td>2</td>
<td>78</td>
</tr>
</tbody>
</table>

16. What are the major tools and machinery you use in your business? (Interviewer: rank in order of importance)

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
</tr>
</thead>
<tbody>
<tr>
<td>name of tool or machine</td>
<td>6-7</td>
<td>8-9</td>
<td>10-11</td>
</tr>
<tr>
<td>hen did you buy them (Year)</td>
<td>14-15</td>
<td>16-17</td>
<td>18-19</td>
</tr>
<tr>
<td>Did you buy them new, or used, or did you manufacture them yourself?</td>
<td>22</td>
<td>23</td>
<td>24</td>
</tr>
<tr>
<td>Did you buy them with other businesses together?</td>
<td>26</td>
<td>27</td>
<td>28</td>
</tr>
<tr>
<td>Are some of the tools or machines Imported?</td>
<td>30</td>
<td>31</td>
<td>32</td>
</tr>
<tr>
<td>Are some of them made in Nigeria? Which ones?</td>
<td>34</td>
<td>35</td>
<td>36</td>
</tr>
<tr>
<td>Where did you buy the tools and machines? From a retailer, from a big factory, from a big department store, like UIN, or from local market?</td>
<td>38</td>
<td>39</td>
<td>40</td>
</tr>
<tr>
<td>Who services and repairs your tools and machines, you yourself, a repair-shop, or a large company?</td>
<td>42</td>
<td>43</td>
<td>44</td>
</tr>
</tbody>
</table>
17. Do you keep material on stock?  
   V106 yes 1 46
   no 2

18. How long could you continue production with your material on stock?  
   V107 ........ week (s) 47 - 48

19. Was that different last year?  
   V108 yes 1 49
   no 2

20. If Yes: In what way was it different?  
   V109 50 - 51

21. Do you share equipment and tools with other businesses in this area?  
   V110 yes 1 52
   no 2

22. Are you the sole proprietor of this enterprise, or are other persons in it as partners?  
   V111 sole proprietor 1 6
   other partners 2
   V112 how many? 7

23. Are you a partner in any other enterprise?  
   V113 yes 1 7
   no 2

24. If Yes: In how many? V114

25. How much money on the average do you usually spend on materials a month?  
   V115 N 10 - 14

26. How much on the average, do you spend on salaries for workers a month?  
   V116 N 15 - 19

27. How much on the average, do you spend on electricity and water a month?  
   V117 Electricity 20 - 24
   V118 Water 25 - 29

28. What other costs do you incur in this business?  
   Type of Expenses
   Average cost per month

   (a) V121 41 0
   (b) V122 42 0
   (c) V123 43 0

   V124 45 - 48
   V125 49 - 52
   V126 53 - 56

   \[ \sum (k_i \cdot c) = 0 \]
29. How much money does your business earn a month when business is good?

$V_128 \quad N \quad 57 - 61$

30. How much money does your business earn a month when business is bad?

$V_129 \quad N \quad 62 - 66$

31. If you were to work for another businessman how much would you be paid?

$V_131 \quad N \quad 72 - 76$

32. How much have you invested in your business up to date?

$V_132 \quad \text{About } N \quad 6 - 10$

33. Assuming a more profitable business requiring your present skill comes your way and you had to sell your business in order to invest in this other business how much would you sell your present business?

$V_133 \quad N \quad 11 - 15$

34. If you need credit to buy a new machine, would you be willing to borrow?

$V_134 \quad \text{Yes } 5.4 \quad \text{No } 1$

35. Were you to borrow which of the following sources appeal to you most? (Put 1 against first choice, 2 against second choice and so on.)

<table>
<thead>
<tr>
<th>Source</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Relations</td>
<td>$V_{135}$ 17</td>
</tr>
<tr>
<td>Banks</td>
<td>$V_{136}$ 12</td>
</tr>
<tr>
<td>Friends</td>
<td>$V_{137}$ 19</td>
</tr>
<tr>
<td>Moneylenders</td>
<td>$V_{138}$ 20</td>
</tr>
<tr>
<td>Esusu.</td>
<td>$V_{139}$ 21</td>
</tr>
</tbody>
</table>

36. Do you give credit to your customers?

$V_{141} \quad \text{yes } 1 \quad \text{no } 2$

37. Do you give work to other businesses like yours?

$V_{142} \quad \text{yes } 1 \quad \text{no } 2$

38. Do you get work from other businesses like yours?

$V_{143} \quad \text{yes } 1 \quad \text{no } 2$
39. With how many workers did you start your business?

<table>
<thead>
<tr>
<th>How many were</th>
<th>full time workers</th>
<th>part time</th>
<th>apprentices</th>
<th>family</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>144 26-27</td>
<td>145 28-30</td>
<td>146 30-31</td>
<td>147 32-33</td>
</tr>
</tbody>
</table>

| How many are presently working here? | 148 34-35 | 149 36-37 | 150 38-39 | 151 40-41 |

| How many worked for you a year ago? | 152 42-43 | 153 44-45 | 154 46-47 | 155 48-49 |

| How many days a week do they work on average? | 156 50 | 156a 51 | 157 52 | 158 53 |

| Are you going to hire new workers or apprentices? | 159 54 | 160 55 | 161 56 | 162 57 |

40. How much do you pay a full time worker a month? 163 58-60

41. Is it difficult to find workers? 164 yes 1 61

42. If yes: Why is it difficult? 165 62-63

43. Is it difficult to find apprentices? 166 yes 1 64

44. If yes: Why is it difficult? 167 65-66

45. How long do your apprentices stay with you? years 168 67

46. What do most of them do afterwards? 169 68

47. Have some of them started a business on their own? 170 yes 1 69

48. If yes: how many? 171 70-71
49. Which of the following possible problems do you encounter in your business? (Put 1 against the most important problem, 2 against the second most important problem and so on)

<table>
<thead>
<tr>
<th>Possible Problems</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Problem of getting raw materials</td>
<td>1</td>
</tr>
<tr>
<td>2. Problem of getting machines and tools</td>
<td>2</td>
</tr>
<tr>
<td>3. Problem of money</td>
<td>3</td>
</tr>
<tr>
<td>4. Problem of labour</td>
<td>4</td>
</tr>
<tr>
<td>5. Problem of competition because we are too many in the business</td>
<td>5</td>
</tr>
<tr>
<td>6. Problem of poor repayment by those given credit facilities</td>
<td>6</td>
</tr>
<tr>
<td>7. Problem of space for working</td>
<td>7</td>
</tr>
<tr>
<td>8. Problem of space for stocking raw materials/products</td>
<td>8</td>
</tr>
<tr>
<td>9. Problem of customers</td>
<td>9</td>
</tr>
<tr>
<td>10. Problem of servicing machines</td>
<td>10</td>
</tr>
<tr>
<td>11. Problem of getting other services such as electricity, water, 12. Transportation</td>
<td>11</td>
</tr>
</tbody>
</table>

50. Are these problems recent ones?

- Yes 1
- No 2

51. Did you face these problems last year or two years ago?

- Yes 1
- No 2

52. How do you solve these problems? (Interviewer, list the problems found applicable to the person from question 49 under question 52 below and find out from him how he has tried to solve each)

<table>
<thead>
<tr>
<th>Problem areas</th>
<th>Solution proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>21.2. V186</td>
<td>V196 21.36</td>
</tr>
<tr>
<td>22.2. V187</td>
<td>V191 31.32</td>
</tr>
<tr>
<td>23.2. V188</td>
<td>V192 33.34</td>
</tr>
<tr>
<td>24.2. V189</td>
<td>V193 35.35</td>
</tr>
</tbody>
</table>

53. What do you think could be done to solve these problems?

V197 42-44

54. Specifically, do you have problems:

- V198 - getting tools 45 yes no
- V199 - getting machines 46 yes no
- V26E - with poor quality of tools and machines 47 yes no
- V264 - getting imports 49 yes no
- V262 - getting inexpensive machines and tools 51 yes no
V203 - getting spare parts  yes  no  50
V204 - getting machines and tools serviced  yes  no  51
V205 - getting machines and tools repaired  yes  no  52

55. Is all that better or worse than a year ago?

V206 better  1  53
same  2
worse  3

56. For those problems identified above how do you propose to solve them? (Interviewer, transfer the problems found above to be applicable to the person to the space below asking him how he solves each)

<table>
<thead>
<tr>
<th>Problem areas</th>
<th>Solution proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>54-55</td>
<td>62-63</td>
</tr>
<tr>
<td>56-57</td>
<td>4-65</td>
</tr>
<tr>
<td>58-59</td>
<td>66-67</td>
</tr>
<tr>
<td>60-61</td>
<td>68-69</td>
</tr>
</tbody>
</table>

57. Do you have problems:

V215 getting raw materials at all  yes  no  6
V216 getting inexpensive raw materials  yes  no  7
V217 getting other goods for your business  yes  no  8
V218 getting fuel  yes  no  9

58. Is all that better or worse than last year

V219 better  1  10
same  2
worse  3

59. For those you problems with what do you think can be done to solve them

<table>
<thead>
<tr>
<th>Problem areas</th>
<th>Solution proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>11-12</td>
<td>13-14</td>
</tr>
<tr>
<td>15-16</td>
<td>17-18</td>
</tr>
</tbody>
</table>

60. Do you have problems:

- getting raw materials at all  yes  no
- getting inexpensive raw materials  yes  no
- getting other goods for your business  yes  no
- getting fuel  yes  no
61. Is all that better or worse than last year?
   better 1
   same  2
   worse 3

62. For those you have problems with what do you think can be done to solve them

<table>
<thead>
<tr>
<th>Problem areas</th>
<th>Solution proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

63. Do you have problems with

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>V224 - water supply</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>V225 - electricity supply</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>V226 - sewer system</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>V227 - finding better location for your business</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>V228 - finding better workshop</td>
<td>yes</td>
<td>no</td>
</tr>
</tbody>
</table>

64. Is that all better or worse than last year?

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>V229</td>
<td>yes</td>
<td>no</td>
</tr>
</tbody>
</table>

65. How do you solve the problems identified above? (Interviewer, here again transfer the problems identified above to the space below and inquire on how he intends to solve each one of them).

<table>
<thead>
<tr>
<th>Problem areas</th>
<th>Solutions proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

66. Do you have problems with

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>V235 - getting credit</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>V236 - getting foreign exchange to buy goods</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>V237 - people not paying their bills</td>
<td>yes</td>
<td>no</td>
</tr>
</tbody>
</table>
67. Is all that better or worse than last year?

- 238 better 1
- 238 same 2
- 238 worse 3
- missing 0

68. What do you do to solve the above identified problems for your business (Interviewer, approach this as the question above)

<table>
<thead>
<tr>
<th>Problem areas</th>
<th>Solutions proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>V239</td>
<td>39 - 40</td>
</tr>
<tr>
<td>V240</td>
<td>41 - 42</td>
</tr>
<tr>
<td>V241</td>
<td>43 - 44</td>
</tr>
</tbody>
</table>

69. Do you have problems with

- V242 the competitors yes no 45
- V243 too much competition yes no 46
- V244 because there are too many other work shops yes no 47
- V245 there is no demand and work around for us yes no 48
- V246 there are no customers yes no 49

70. Is all that better or worse than last year?

- 247 better 1
- 247 same 2
- 247 worse 3

71. What do you do to solve these problems for your business?

- V242 - V244 A strategy
- V248 51 - 52
- V245 - V246 2. strategy
- V249 53 - 54

72. Are you going to expend your business this year?

- alternative V250 55
- V251 yes 1
- V251 no 2

73. If Yes: Why are you going to expand?

- V252 6 57 - 58
74. If Yes: What do you think will be the problems when you expand your business?

V253 59-60

75. How do you think you will solve the problems(s)?

V254 61-62

76. Does the government help you and your business?

V255 yes 1 no 2 63

77. If Yes: How does the government help you

V256 64-65

78. Are you member of your union or an association?

V257 yes 1 no 2 6

79. If Yes: Which one(s)?

V258

Number of 7

1. ..................................................
2. ..................................................

80. If Member:

What is the main purpose of the union?

V259 8-9

81. How does the union help you in your business?

V260 10-11

82. Does the union help you to solve your problems in your business?

V261 yes 1 no 2 12

V262 13-14
84. When was the union founded? Year 15-16. How many members are in it? 17-19.

85. If not a member:
   - Why are you not a member?
   20-21

86. If Member:
   - Since austerity, is the union helping you in any way? Yes 1 No 2
   22

87. How?
   23-24

88. What is the union doing specifically?
   25-26

89. What could the union do to help you better?
   27-28

90. Can you get credit from the union?
   29

91. If Yes: Under what conditions can you get credit from the union?
   30-31

92. Do you have a bank account?
   32

93. If Yes: Do you have a savings account?
   33

94. If Yes: Do you have a current account?
   36
95. What sort of records do you keep on your business?
   [277] cash book yes no 39
   customer book yes no
   others: 
   
96. When were you born? year [278] 40-41
97. What part of Nigeria did you grow up in? part [279] 42-43
98. What is your ethnic group? Group: [280] 44-45
100. What is your educational standard? [282] 48-49
101. Did you work in modern industry or for government before you started your business?
   [283] yes, industry yes, government no 50
102. What was your father's job? [284] 51-52
103. If you could work in a big modern company, would you do it, or would you keep your business?
   [285] work for company don't know keep business 53
104. If you had 10,000 Naira, how much of it would you put in your business, how much would you save, and how much would you spend on private goods?
   [286] business N 54-58
   [287] save N 59-63
   [288] private N 64-67
105. What would you do with the money? [289] 71-76