

AGS data collection form questions (Quarter 2, 2021)

Thank you for taking part in AGS data collection. This document outlines the questions that you will be answering online on the AGS platform. See instructions on how to access the platform attached in a separate document.

This survey consists of a maximum of 27 questions and should take approximately 20 minutes to complete.

The data collected will be used to monitor the progress of the AGS Programme. Individual business details will not be disclosed to any third parties without a separate permission from the business owner/manager.

1. Average monthly revenue during the past Quarter, i.e. past three (3) months*
Kwacha amount
2. Reasons for change in revenue over the past Quarter (three months)*
Briefly explain why the revenue has grown or declined.
3. Number of employees at the present moment (end of Quarter)*
Full time equivalent, e.g. 10 people working half time = 5
4. Reason for change in number of employees over the past Quarter (three months)*
Briefly explain why the number of employees has grown or declined.
5. Has the business **applied for** new financial products during the current reporting period (past 6 months)?*
From a formal financial institution, e.g. bank or investor. If Yes, continue to the next question. If No, jump to Question 13.
 - Yes
 - No
6. Has the business **received** new financial products during the current reporting period (past 6 months)?
Such as debt, equity, mezzanine, or other formal financial products. If Yes, continue to the next question. If No, jump to Question 13.
 - Yes
 - No
7. What type of funding was received?
 - Debt
 - Equity
 - Mezzanine
8. Amount of funding received
Kwacha value
9. Who provided the financing?

10. During the current reporting period (past 6 months), how much have your business capabilities improved?*

	Not at all	Slightly	Moderately	Considerably
I feel more capable as a business owner.				
I am more confident in managing my business finances.				
I am more confident in being able to manage the day-to-day operations.				

11. Briefly explain your answers*

12. Have you been able to **identify** new clients during the current reporting period (past 6 months)?*

Do you have new clients identified, contacted, or offers sent?

- Yes
- No

13. If yes, please explain briefly.

14. Have you completed any new deals with new clients during the current reporting period (past 6 months)?

If Yes, continue to the next question. If No, jump to Question 21.

- Yes
- No

15. If yes, how many new deals with new clients during the current reporting period (past 6 months)?

Number of new deals

16. Value of revenue from the new deals with new clients in the current reporting period (past 6 months)

Total Kwacha revenue received from new clients since the time of previous reporting.

17. Please describe the new deals with new clients you've entered into during the current reporting period (past 6 months).

18. Have you been able to identify new markets during the current reporting period (past 6 months)?*

Have you identified or assessed potential new markets? New markets could include expanding outside your existing business locations and moving into a new product line by adapting an existing product to meet newly identified demand or creating a new product entirely. For example, a poultry business in Lusaka expanding to Kitwe, or now selling chicken portions rather than whole chickens, or moving into pig production.

- Yes
- No

19. If yes, please explain briefly.
20. Have you completed any new deals from new markets during the current reporting period (past 6 months)?
If Yes, continue to the next question. If No, jump to Question 27.
- Yes
 - No
21. If yes, how many new deals from new markets during the current reporting period (past 6 months)?
22. Value of revenue from the new deals from new markets during the current reporting period (past 6 months)?
Total Kwacha revenue received from new markets during current reporting period.
23. Please describe the new markets you've entered into during the current reporting period (past 6 months)?
24. Has your business secured any new partnership(s) with other businesses or universities during the current reporting period (past 6 months)?*
Please select how many new Memorandums of Understanding (MoU) or other contractual agreements your business has entered into with new partners.
- 0
 - 1
 - 2
 - 3
 - 4
 - Other
25. If yes, please describe the new partnership(s) that your business has entered.
Kindly name the partner(s) you have secured and explain the partnership briefly.
26. How many new partnerships, deals, Framework Contracts, or other contractual agreements has your business secured with large corporates?*
- 0
 - 1
 - 2
 - 3
 - 4
 - Other
27. If any, please describe the partnerships, deals or contracts you have achieved with large corporates.