Tick here when completed

\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**PRIVATE SCHOOL OWNER QUESTIONNAIRE**

**Punjab Private Educational Study, Pakistan**

**Section 0**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. no.** | **Questions** | **Answers** | **Code** | **Instructions** |
| 1 | Name and Code of enumerator | Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Code |  | Please write down your own name and code over here |
| 2 | District |  | 1=Gujranwala  2=Faisalabad  3=Other |  |
| 3 | Mauza | Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  | Use mauza code list to fill in the code (The mauza code is for our sample mauza not necessarily for the mauza that the school is located in.) |
| 4 | Name and code of School | Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Code |  | Use school code list |
| 5 | Type of School | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | 1=Private 2=Government School  3=NGO/Trust  4=Islamic Madrassa  5=others \_\_\_\_\_\_\_\_\_\_\_\_\_ | If other then specify |
| 6 | Name of Respondent | Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Code |  | Please fill in the code of the respondent from the teacher roster |
| 7 | Respondent’s job |  | 1=Head-Teacher/ Principal (not owner)  2=Deputy/Acting Head-Teacher  3=Teacher  4=Owner  5=Other | If other then specify  Use code 1 only if principal/head teacher is not owner himself. Use code 4 if owner is the respondent, regardless of whether s/he is also the head teacher / principal. |
| 8 | Interview Date | //  Date Month Year |  | Write down date of interview here |
| 9a | Interview Start Time | :  hrs minutes |  | Write down the time this interview started |

# Section 1: School Profitability

From December 2013 to November 2014

|  |  |  |
| --- | --- | --- |
| **Month** | **Type of Month According to Profit**  **1=Bad, 2=Average, 3=Good**  **4=School did not exist** 🡪 Next Month | **Total Profit / Loss (Write Loss with a –ve sign)** |
| May (2014) |  |  |
| June (2014) |  |  |
| July (2014) |  |  |
| August (2014) |  |  |
| September (2014) |  |  |
| October (2014) |  |  |
| November (2014) |  |  |
| December (2014) |  |  |
| January (2015) |  |  |
| February (2015) |  |  |
| March (2015) |  |  |
| April (2015) |  |  |

# Section 2: Upgradation

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **#** | **Question** | **Please record your answer here** | **Codes** | **Instructions** |
| 1. | Do you have active plans to upgrade your school (increase the class levels covered)? |  | 1=Yes, from primary (1-5) to elementary (1-8)  2=Yes, from middle (6-8) to secondary (6-10 or 6-12)  3=No (skip to 3) |  |
| 2, | What are the major activities needed to upgrade your school? | Please list all that apply  ,,,,,,,,  (once complete - skip questions 3 and 4 and proceed to next section) | 1. Major infrastructure improvement (classrooms, building)  2. Increase furniture or fixtures (e.g. desks, chairs, electricity, water, toilets)  3. Hire additional teachers  4. Improve quality of existing teachers  5. Convince parents/children who will drop out or are out of school to join at higher levels  6. Need for improved quality learning materials (textbooks, curriculum, etc)  7. Improved transportation for many prospective students  8. Other (specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) | After completing, proceed to next section (skip Q3 and Q4) |
| 3. | What is the primary (most important) reasons you do not plan to upgrade your school? |  | 1. School already covers these grades 2. Nearby school covers these grades 3. Lack of interest from parents/students 4. Lack of access to funds for expansion 5. Lack of books and learning materials needed 6. Lack of capable teachers for higher levels 7. Others (specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) |  |
| 4. | What is the secondary (second most important( the reasons you do not plan to upgrade your school? |  | 1. School already covers these grades 2. Nearby school covers these grades 3. Lack of interest from parents/students 4. Lack of access to funds for expansion 5. Lack of books and learning materials needed 6. Lack of capable teachers for higher levels   7. Others (specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) |  |

# Section 3-A: Expectations - Introduction

Enumerator Note: For the following questions, read the below paragraph once to introduce the type of questions that will follow. After reading the passage and recording the introductory questions, carefully follow the step-by-step process that follows to construct the answer choices. After constructing answer choices, ask the participants, for each question, the ‘percent chance’ the outcome would happen. See below for detailed instructions on ‘step by step’ procedure for each question.

|  |  |
| --- | --- |
| In this survey, some questions will ask you about the chance or likelihood that certain events are going to happen. The percent chance must be a number between zero and 100. Numbers like 2 or 5% may be "almost no chance," 19% or so means "not much chance," a 47 or 50% chance may be a "pretty even chance," 82% or so may be "a very good chance" and a 98% chance may be "almost certain". The percent chance can also be thought of as the number of chances out of one hundred.    Here is an example. Imagine that you are playing cricket. Say, when asked about the percent chance that your team will win, you answer 70. This means that you believe your team would win 70 out of 100 games on average. | |
| 1. Imagine I have 4 books, one of which is red and three of which are blue. If you pick one of these books without looking, how likely it is that you will pick the red book? | % |
| 1. What is the percent chance you will go to (nearby town) sometime in the next two days? | % |
| 1. What is the percent chance you will go to (nearby town) sometime in the next two months? | % |
| 1. What is the percent chance there will be an earthquake in your village this year? | % |
| 1. What is the percent chance that there will be at least one day when it rains this year? | % |

Enumerator instructions for expectation questions:

This section asks a series of questions about the respondent’s expectations of future events. For each sub-section, the sequence of questions will be as follows:

1. Read the intro prompt, inserting relevant information (e.g. the question).
2. Follow the prompt to ask the respondent what they believe the *minimum and maximum* values they would expect for each question. Record the responses in the appropriate boxes.
3. On your own, calculate the value for the “Midpoint” equal to the value halfway between the minimum and maximum (=[Min+Max]/2). Record this value.
4. After calculating the midpoint, calculate the values for “M1” equal to the point halfway between “Mid” and the “Min” (=[Min+M]/2). Record this value.
5. Calculate the value for “M2” equal to the halfway point between “Mid” and the “Max” (=[Max+M]/2). Record this value.
6. Once you have recorded all the five points, you will ask questions 6 -8. READ THE NEXT STEPS CAREFULLY.
7. For Q6: Ask the respondent the percent chance of [the question] being greater than M1. This number CANNOT be greater than 100. Re-explain scaling if number is greater than 100.
8. Q7: Ask the respondent the percent chance of [the question] being greater than MIDPOINT. This value must be less than or equal to number given in Q6. Do not impose any other restriction. NOTE: DO NOT SUBTRACT THE Q6 NUMBER FROM 100, AND DO NOT ASK RESPONDENT TO ASSIGN FROM THE REMAINDER..
9. Q8: Ask the respondent the percent chance of [the question] being greater than M2. This number must be less than or equal to number given in Q7. Do not impose any other restriction. NOTE: DO NOT SUBTRACT THE Q6 & Q7 VALUES FROM 100 AND USE IT TO FILL THE BOX.
10. Once you have asked Q6 – Q8, ensure that Q8 value is less than or equal to Q7 and Q7 value is less than or equal to Q6 value. In total, these numbers may add up to below or exactly or above 100.
11. Repeat steps (1) to (10) for each question as required.

## **Section 3-B: Expectations – School Performance**

| **Question** | | | | | | | | | **Instructions** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| What is the **MAXIMUM** [*INSERT QUESTION PROMPT]* that you would expect *[WRITE MAX IN THE ASSIGNED BOX]* | | | | | | | | |  |
| What is the **MINIMUM** [*INSERT QUESTION]* that you would expect *[WRITE MIN IN THE ASSIGNED BOX]* | | | | | | | | |  |
| |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  | |  |  | |  |  | |  |  | |  |  | | | **MIN** | |  | **M1** | | **MIDPOINT** | | | | **M2** | |  | **MAX** | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  |  |  |  |  |  |  | |  |  | | |  | | |  | | |  | | |  | | | | | | | | | |  |
| Question | 1. MIN | 2. M1 | 3. MID | 4. M2 | 5. MAX | 6. What is the percent chance that [QUESTION] will be greater than  [M1]? | 7. What is the percent chance that [QUESTION] will be greater than [MID]? (Note: this must be less than or equal to Q6.) | 8. What is the percent chance that [QUESTION] will be greater than  [M2]?  (Note: this must be less than or equal to Q7.) |  |
| **A.Enrollment of your school next year** |  |  |  |  |  |  |  |  |  |
| **B. School Price per student (monthly)** |  |  |  |  |  |  |  |  |  |
| **C. Cost of operations per students (monthly)** |  |  |  |  |  |  |  |  |  |
| **D. School Profits for the full year** |  |  |  |  |  |  |  |  |  |

# Section 4: Financial Priors

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **#** | **Question** | | | | | | **Please record your answer here** | **Codes** | |
| 1. | Are there formal institutions that would provide you a loan for your school? | | | | | |  | 1=Yes  2=No - Skip to Q3  3=Don’t Know - Skip to Q3 | |
| 2. | What are some providers that would provide loans to your school? List up to 3. | | | | | | 1. |  | |
| 2. |
| 3. |
|  | | **Q3** | **Q4** | **Q5** | | | **Q6** | **Q7** | **Q8** |
| Sources | | Have you ever used […] to borrow cash for the school?  1. Yes  2. No  If No, skip to next item | What was the main purpose for your most recent loan from […]?  1= Running expenses: chalk, pencils, etc.)  2= Investment expenditure, such as building or renovating a building, buying durables  3= To pay for unforeseen expenses.  4= Other (Specify)\_\_\_\_\_\_ | What was/is the total value of this loan  (Rs) | | | What was the duration the loan/how long do you have to repay?  1 = One day  2 =One week  3 = One Month  4= Three Months  5= Six Months  6 = One Year  7= Other (Specify)\_\_\_\_  8 = Do not Know | What is the repayment frequency for the loan?  1 = Daily  2 = Weekly  3 = Monthly  4=Quarterly  5= Six Month  6 = Yearly  7= Lump sum  8= Other (Specify)\_\_\_\_  9 = Do Not Know | What is the total monetary value (loan plus markup) that needs to be paid back?  (if not in cash enumerator should try and convert remainder into Rupee equivalent  (Rs)  Skip to next source |
| Principal | Interest | |
| A. Formal institution such as a bank, credit union or savings association | |  |  | \_\_\_\_\_\_\_\_\_\_\_ | | \_\_\_\_\_\_\_\_\_\_\_ |  |  | \_\_\_\_\_\_\_\_\_\_\_ |
| B. Micro-finance institution/NGO | |  |  | \_\_\_\_\_\_\_\_\_\_\_ | | \_\_\_\_\_\_\_\_\_\_\_ |  |  | \_\_\_\_\_\_\_\_\_\_\_ |
| D. Neighborhood community, family and friends | |  |  | \_\_\_\_\_\_\_\_\_\_\_ | | \_\_\_\_\_\_\_\_\_\_\_ |  |  | \_\_\_\_\_\_\_\_\_\_\_ |
| E. Landlord | |  |  | \_\_\_\_\_\_\_\_\_\_\_ | | \_\_\_\_\_\_\_\_\_\_\_ |  |  | \_\_\_\_\_\_\_\_\_\_\_ |

# Section 5: Investment Profitability

INTERVIEWER NOTE: For each of the following investment items, ask the first two columns first, and then ask the remaining columns.

| **#** | **Investment Item** | **1.** Given your current school conditions, how important would investing in this item be to the success of the school in the next 1-2 years?  (1= not important at all, 10= extremely important) | 2. What would likely be the primary source of funding  01=School Fund/Fee  02=Government 03=Donor/Trust or Charities  04=Owner, teachers, partner, or family of any of the above  05=Loan  06=No funding available  07=Other (Specify \_\_\_\_\_\_\_\_\_\_\_) | **3.** If you had an additional Rs 1 lakh to spend, how much of this amount would you spend on \_\_\_\_\_\_\_\_\_\_\_ ?  [Enumerator: Sum of amount across all rows should not exceed Rs 1 lakh] | **4.** If you had no limit, how much amount would you spend on \_\_\_\_\_\_\_\_\_\_?  (only ask for item 1) |
| --- | --- | --- | --- | --- | --- |
|
| **A. Infrastructure** | | | | | |
|  | Construction of new building |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs | Rs |
|  | Renting a larger building |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Additional classroom, including specialty use classrooms (computer lab, library, etc) |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Furniture (e.g. Desks/Mats**,** Blackboards, Chairs, etc) |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Equipment and Fixtures (e.g.. Ceiling fans, electricity, generators, UPS, water-coolers) |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Up-gradation of toilets |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
| **B. Education Materials** | | | | | |
|  | Free Textbooks |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Lesson plans/teaching aids |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Learning assessments (testing) |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Other supplies (chalk, registers, etc) |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
| **C. Teaching Resources** | | | | | |
|  | Hired additional teachers |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Increase pay for existing teachers |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Training for existing teachers |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
| **D. Other Resources** | | | | | |
|  | General Management resources (i.e. Resources for updating registers, assigning duties, etc) |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Transportation for students or teachers |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Purchase computers |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Other (1)  Specify:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |
|  | Other (2)  Specify: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  | \_\_\_\_\_\_\_\_\_\_\_\_\_ | Rs |  |

# 

# Section 6: Educational and Financial Mindsets

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **#** | **Question** | **Please record your answer here** | **Codes** | | **Instructions** |
|  | **Please rank the three most important aspects of a good school (with 1 being the most important, 2 being the 2nd most important, 3 being the 3rd most important)** | Rank 1:  Rank 2:  Rank 3: | 1=Good quality facility/building  2= Good quality desks/chairs/chalkboards  3=Teachers with proper certification  4= Teachers who use effective teaching methods  5=Good quality textbooks and lesson plans  6=High revenues  7=High enrollment  8= High student performance  9= High student attendance  10=Students from a wealthier background | |  |
|  | **Please rank the following in how important it is in determining student’s performance in school:**  **(with 1 being the most important, 2 being the 2nd most important, 3 being the 3rd most important, and so on)** | Rank 1:  Rank 2:  Rank 3: | 1=Parents  2= Principal  3=Teachers  4= Student’s natural intelligence | | **Ensure that 3options are ranked** |
|  | **Any student can do well in school if they have an effective teacher.**  **If respondent is confused, then clarify: Note that this is any student, not depending on household wealth, intelligence, ability, etc.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **If a student’s parents do not support the student, it does not matter what the teacher does, the student will not be successful in school.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Investing in teacher training, good textbooks and lesson plans is the BEST way to allow my students to perform better in school.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Investing in teacher training, good textbooks and lesson plans is the BEST way to increase enrollment and revenue for my school.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Investing in technology and computers is the BEST way increase enrollment and revenue for my school** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Investing in technology and computers is the BEST way to allow my students to perform better in school.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **The more money I spend on my school, the better the students’ performance and learning will be.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **I choose to make investments for my school based on the types of investments that the other schools in my village make** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **I choose to make investments for my school based on what the parents of the students say that they want** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Happy children are better learners.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Children who are physically comfortable are better learners.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **I view this school as my long-term career.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Even if I improve quality of learning, my school will not be viewed as a good school.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Unless I improve the physical infrastructure of the school (walls, classrooms, desks, etc), my school will not be viewed as a good school** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **This school is my primary source of household revenue.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **I envision this school remaining open for many years to come.** |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | **Punishment such as having the student stand in a corner or sit outside the classroom is…** |  | 1=Never acceptable  2=Acceptable if the student misbehaves once | 3=Acceptable if the student misbehaves repeatedly  4=Always acceptable |  |
|  | **Punishment such as striking the student’s hand with a ruler or hitting the student is…** |  | 1=Never acceptable  2=Acceptable if the student misbehaves once | 3=Acceptable if the student misbehaves repeatedly  4=Always acceptable |  |
|  | **What fraction of your overall time do you spend on this school, versus household, recreational, and other duties?** |  | 1= 0%  2=20%  3=40% | 4= 60%  5= 80%  6=100% |  |

#### Section 7: Mental Outlook

Enumerator: “I am now going to ask you about how you feel when you think about your school. I would like to understand the kind of environment (mahaul) the school is operating under. “

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Sr No | Question | Answer | Codes | | Instructions |
|  | How many hours do you spend on this school in a week? |  |  |  |  |
|  | I worry about having sufficient time to run the school. |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | I worry about having sufficient funds for my operating expenses. |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | I worry about having sufficient funds to make the investments that I want for the school |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | I worry that there is a lot of competition between schools in this village |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | I am happy with the way the school currently operates |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | I am comfortable with the school’s financial status |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |
|  | I am excited about the future of the school |  | 1= Strongly agree  2=Mostly agree  3=Somewhat agree  4=Unsure | 5= Somewhat disagree  6= Mostly disagree  7=Strongly disagree | **Please rate if you agree/disagree** |

# Section 8A: General Attitudes

|  |  |  |
| --- | --- | --- |
| We would like to ask you some questions about trusting others | 1. Imagine you are walking down a street and dropped a Rs. 1000 note without noticing. \_\_\_\_\_\_\_\_\_\_ was walking behind you without you knowing and picked it up. What is the likelihood that they would return it to you?  **1: very unlikely**  **2: unlikely**  **3: undecided**  **4: likely**  **5: extremely likely** | 1. Generally speaking, would you say that […] can be trusted   **1: never**  **2: rarely**  **3: some time**  **4: most of the time**  **5: all the time** |
| a. People in general |  |  |
| b. Your own extended family |  |  |
| c. People from your own village |  |  |
| d. People from same biradri/qaum |  |  |
| e. People from same region |  |  |
| f. People from rest of Pakistan |  |  |
| g. Foreigners (in general) |  |  |
| h. European/American Foreigners |  |  |
| i. Foreigners from Islamic countries |  |  |
| j. People of India |  |  |

# Section 8B: General Attitudes

|  |  |
| --- | --- |
| Institutions | Q1. generally speaking, would you say that […]can be trusted –contrast with individuals  **1: never**  **2: rarely**  **3: some time**  **4: most of the time**  **5: all the time** |
| 1. Judiciary |  |
| 1. Army |  |
| 1. National Political Parties |  |
| 1. Religious groups |  |
| 1. Jihadi groups |  |
| 1. Ngos |  |
| 1. Banks |  |
| 1. Foreign governments |  |

# Section 9: Obstacles

Please outline the three most important problems affecting the delivery of education in this school. Please feel free to provide this information, as all of the information outlined here is strictly confidential.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **1. What is the \_\_\_\_\_\_\_\_\_ obstacle the school faces for increasing profitability**  **0=No Obstacle -> Skip to Next Module**  **1=No Parental demand for quality**  **2=Competition**  **3=Economic situation**  **4=Changing population**  **5=Personal economic situation**  **6=School infrastructure**  **7=School curriculum**  **8=School educational materials**  **9=School management**  **10=Availability of teachers**  **11=Quality of teachers**  **12=Distance to school is too far for many students** | **2. What changes in FEE do you expect in the coming 1-2 years as a result of this obstacle?**  **1=major increase**  **2=slight increase**  **3=no effect**  **4=slight decrease**  **5=major decrease** | **3. What changes in ENROLLMENT do you expect in the coming 1-2 years as a result of this obstacle?**  **1=major increase**  **2=slight increase**  **3=no effect**  **4=slight decrease**  **5=major decrease** | **4. What changes in COSTS do you expect in the coming 1-2 years as a result of this obstacle?**  **1=major increase**  **2=slight increase**  **3=no effect**  **4=slight decrease**  **5=major decrease** | **5. Given the changes you expect in fees, enrollment and costs in the last 3 questions, what changes in OVERALL PROFITABILITY do you expect in the coming 1-2 years as a result of this obstacle?**  **1=major increase**  **2=slight increase**  **3=no effect**  **4=slight decrease**  **5=major decrease** |
| A. Primary (most important) obstacle |  |  |  |  |  |
| B. Secondary (second most important) obstacle |  |  |  |  |  |
| C. Tertiary (third most important) obstacle |  |  |  |  |  |

# Section 10: Financial Literacy

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **#** | **Question** | **Answer** | **Codes** | **Instructions** |
|  | Suppose you had 10,000 PKR in a savings account and the interest rate was 2 percent per year. After 5 years, how much do you think you would have in the account if you left the money to grow |  | 1=more than 10200 PKR  2=exactly 10200 PKR  3=less than 10200 PKR  4=do not know  5=refuse to answer |  |
|  | Imagine that the interest rate on your savings account was 1 percent per year and inflation was 2 percent per year. After 1 year, would you be able to buy |  | 1=more than today with the money in this account  2=exactly the same as today with the money in this account  3=less than today with the money in this account  4=do not know  5=refuse to answer |  |
|  | If you had 1 lakh rupees, would you invest in 3 different opportunities, EACH COSTING RS.33,000 or in 1 opportunity COSTING 1 LAKH?  Note, that each investment opportunity has the same expected return, and ignore any costs, such as monitoring. |  | 1=3 different opportunities  2=1 opportunity  3=Don’t Know  4=Refuse to Answer |  |
|  | Do you record your school revenues and expenditures regularly in a register of some kind? |  | 1 = Yes, only revenue  2= Yes, only expenditure  3= Yes, both -> Q7  4= No | If code 3, then skip to Q7. |
|  | How often do you review your revenues and expenditures? | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | 1 = Daily  2= Weekly  3= Twice a Month  4= Monthly  5= Less than once a Month  6= Other (Specify\_\_\_\_\_\_\_\_\_\_) |  |
|  | Why don’t you record these revenue and expenditures? |  | 1= Do not have time  2= Do not know how to  3= Do not feel the need  4= Revenue/Profit too little  6= Don’t know  6= Other (Specify) |  |
|  | Do you separate your household and school inflows/outflows? |  | 1 = Yes, only inflows  2 = Yes, only outflows  3 = Yes, both  4 = No |  |
|  | Do you have a separate bank account for your household and your school? |  | 1 = Yes, have bank account and are separate bank  2 = No, have bank account but not separate  3= Don’t have bank account for either |  |
|  | How often do you withdraw some portion of school revenues for household usage? | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Date | 1= Daily -🡪Q11  2= Weekly 🡪Q11  3= Every two weeks 🡪Q11  4= Monthly (If Monthly, write date)  5= Every three months 🡪Q11  6= No specific time  7= Other (specify) 🡪Q11 |  |
|  | If the timing is not fixed, how do you decide when to withdraw money for the household? | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | 1= On a need basis for regular household expenses  2= Unexpected/Irregular household expenses (repair, death, hospital, etc.)  3= Planned large household expenses (marriage, etc)  4= If school revenues are too high in a particular month  5= During festivals  6= Other (specify) |  |
|  | Who makes the financial decisions for the household? |  | 1= Self  2= My wife/My husband  3= My father/My mother  4= My son/ My daughter  5 = Other (specify) |  |
|  | Who makes the financial decisions for the school? |  | 1= Self  2= My wife/My husband  3= My father/My mother  4= My son/ My daughter  5 = Other (specify) |  |
|  | Do you pay yourself a fixed salary from running the school? |  | 1= Yes, I pay myself at regular intervals  2= No, I don’t pay myself a salary, I just keep the profits | If code 2, skip to Q15 |
|  | What fixed amount do you pay yourself? | % of Revenues  % of Profits  Rs. |  | Percentage should not exceed 100.  Note: Respondent only needs to give one measure. |
|  | Do you record this amount in a register as an expense? |  | 1= Yes  2= No |  |
|  | Does anyone else from the household work at the school? |  | 1= Yes  2= No 🡪 Q20 | If code 2, skip to Q20 |
|  | How many other people from the household work at the school? |  |  | Record number of people. |
|  | Do they make a regular salary? |  | 1= Yes  2= No |  |
|  | Do you record this amount in a register as an expense? |  | 1= Yes  2= No |  |
|  | Do you save a percentage of the revenues monthly for future school investment? |  | 1= Yes 🡪 Q22  2= No | If code 1, skip to Q22. |
|  | Why don’t you have regular savings for school investment? |  | 1= Revenues are not high enough  2= Not interested  3= Other (specify)  4= Don’t know |  |
|  | Do you have a separate electricity bill for your household and your school? |  | 1 = Yes, separate bills  2= No, same bill |  |
|  | Over the past 12 months, how many months were you late paying your electricity bill? For household or school? | Household  School |  | Number of months cannot exceed 12. |

# Section 11: Household Borrowing and Expenses

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1 | What is your age? |  | (Years) | Enter 999 only if respondent is unwilling share information despite all efforts; Enter 888 if respondent does not know the answer despite all efforts |
| 2 | Do you have a current outstanding loan from a formal financial institution i.e. bank, MFI, etc., specifically for your household? |  | 1=Yes  2=No | If answer is no (code 2), skip to q4 |
| 3 | What is the current outstanding loan amount (principal only)? This is only for loans for your household. |  |  | Enter 999 only if respondent is unwilling share information despite all efforts; Enter 888 if respondent does not know the answer despite all efforts  If the respondent has multiple loans to their household, ask them for the total outstanding loan amount across all of these loans. |
| 4 | What is the monthly household revenue NOT from the school? |  | (PKR) | Enter 999 only if respondent is unwilling share information despite all efforts; Enter 888 if respondent does not know the answer despite all efforts |
| 5 | Household Monthly Expenses: Rent/housing |  | (PKR) |  |
| 6 | Household Monthly Expenses: Food |  | (PKR) |  |
| 7 | Household Monthly Expenses: Utility Bills (Water, Electricity and Phone) |  | (PKR) |  |
| 8 | Household Monthly Expenses: Travel and Transportation |  | (PKR) |  |
| 9 | Household Monthly Expenses: School Fees/Education |  | (PKR) |  |
| 10 | Household Monthly Expenses: Hospital/medicines |  | (PKR) |  |
| 11 | Household Monthly Expenses: Current loan repayments |  | (PKR) |  |
| 12 | Household Monthly Expenses: Entertainment and Recreation (Movies, Music, Pan, Cigarettes, etc) |  | (PKR) |  |
| 13 | Household Monthly Expenses: Other Household Expenses |  | (PKR) |  |
| 14 | Household Annual Expenses: Clothing |  | (PKR) |  |
| 15 | Household Annual Expenses: Events/Functions such as Marriages, Births, Funerals, etc |  | (PKR) |  |

## **Section 12: Non-business Assets**

## **(These items should only be tabulated for the household of the school owner, not the school itself)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Question #** | **Item** | **Number** | **Question #** | **Item** | **Number** |
| (1) | Beds/Charpais |  | (13) | Plough |  |
| (2) | Tables |  | (14) | Tractor |  |
| (3) | Chairs / Sofas etc. |  | (15) | Tube well /Hand pump |  |
| (4) | Sewing machine |  | (16) | Other Agricultural Machinery |  |
| (5) | Fans (Ceiling, Table, Pedestal, Exhaust) |  | (17) | Other Agricultural Hand-Tools/ Saw |  |
| (6) | Books/Text books |  | (18) | Motorcycle/Scooter |  |
| (7) | Refrigerator |  | (19) | Car/Taxi/Vehicle |  |
| (8) | Radio/Cassette recorder/CD Player |  | (20) | Bicycle |  |
| (9) | Television |  | (21) | Cattle |  |
| (10) | VCR/VCD/VCP |  | (22) | Goats |  |
| (11) | Watches |  | (23) | Chicken |  |
| (12) | Guns |  | (24) | Mobile Phone |  |

## **Section 13: Assets - Household Housing and Land**

Now I’d like to ask some questions about the dwelling your household is living in

|  |  |  |  |
| --- | --- | --- | --- |
| **Question Number** | **Question** |  | **Codes/Instructions** |
| 1 | What is the status of the house/dwelling that the household is living in *currently*? | If rented (code=1), what is the monthly rent?  Rs. | 1= Rented  2= Owned by the household  3=Owned by other family members; no rent paid  4=Received as part of employment (e.g. government service, army, etc.)  5=Other(specify\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) |
| 2 | What type of house does the family lives in *currently* ? |  | 1 = Kuccha  2 = Semi-Pakka  3 = Pakka |
| 3 | Does the house that you are living in *currently* have electricity? |  | 1=Yes  2=No |
| 4 | What is the primary source of water supply for your household? |  | 1=Piped water (like government water supply scheme)  2=Hand Pump  3=Tube-well  4=Stream/River  5=Tank/Pond/Open Well6= Motor Pump  7=Other (specify \_\_\_\_\_\_\_\_\_\_\_) |
| 5 | Does the household have a toilet within the household premises? |  | 1=Yes  2=No |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| S0  Q9b | Interview End Time | :  hrs minutes |  | Write down the time this interview ended |