**Task A: Questionnaire 1**

1. **Business Overview**
2. Name(s) of current owner(s):

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1. Company Name: ........................................................................................................................
2. Launching Date: MM/YY………………………………………………...........................................................
3. Industry: ………………………………………………………………………………………………………………………………..
4. Geographic Region: ……………………………………………………………………………………………………………..
5. Is the company registered?
	* Yes
	* No
	* Pending

\*If Pending, when are you planning on registering the company?

(MM/YY) ……….…………………………………………………………………………………………………………………………....

1. Briefly describe your company (product/service offering): ……………………….……………………………………………………………………………………………………………………..………………………………………………………………………………………………………………………………………………………….……………………….………………………………………………………………………………………………………….………………………………………………………………………………………………………………………………………………
2. Clear problem statement. In other words, what problem are you trying to solve in the market? Why is your product/service needed?………….………………………………………………………….

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1. What are the general demographics of your customers (age, sex, income level, location)?……

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1. Where do you sell your products/services? (online, in store, at clients location)……………………

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1. Discuss your business plan with a vision projection for the coming 3 years. In other words, how do you envision your business advancing on a yearly basis .……………………………………..………………………………………………………………………………………………………………………….……………………………….……………………….………………………………………………….……..…………………………………………………….…………………………………………………………………………………...…….…
2. How did you fund, or how are you funding, your business?
	* Loan
	* Personal Income
	* Grant from another NGO/Nonprofit
	* Investors
	* Other (Specify)…………
3. How many other businesses are similar to yours in the area?
* None (0)
* Few (1-3)
* Many (4+)
1. What are the obstacles you face for expansion? Select all that apply.
* Access to credit or financing
* Lack of market information
* Competition in the market
* Law and regulations
* Lack of experience
* Other
1. Choose 2-3 possibilities for improvement/amelioration within your company.
* Marketing
* Social Media Presence
* Finance
* Management/Leadership
* HR
* Other (Specify)……………….……..
1. **Employment Overview:**
2. Number of current employees in total:
* 1-10
* 11-25
* 26-50
* 50-100
1. Type of employees: select all that apply.
* Full Time
* Part time
* Hourly/Daily wages or Freelance
1. Are you looking to expand your team of employees in the next 12-24 months?
* Yes
* No
1. In the past 12 months, how many employees resigned or were asked to leave? Why?

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