

CORRELATIONS IN THE MULTIDIMENSIONAL POVERTY REDUCING EFFECTS OF DANISH-KENYAN BUSINESS PARTNERSHIPS



Katrine Reinhold Verting

Supervisors: Søren Jeppesen &
Andrew Crabtree

Cand.Merc.Int. (Business and
Development Studies), Copenhagen
Business School

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ACRYNOMS AND ABBREVIATIONS

| | |
|--------|---|
| AERC | African Economic Research Consortium |
| AGOA | African Growth and Opportunity Act |
| AMREF | African Medical and Research Foundation |
| B2B | Business-to-Business |
| CA | Capability Approach |
| CSR | Corporal Social Responsibility |
| EAC | East African Community |
| EPZ | Export Processing Zone |
| ERS | Economic Recovery Strategy |
| ERSWEC | Economic Recovery Strategy for Wealth and Employment Creation |
| FDI | Foreign Direct Investment |
| GDP | Gross Domestic Product |
| HACCP | Hazard Analysis and Critical Control Points |
| IFU | Industrialiseringsfonden for Udviklingslandene |
| IMF | International Monetary Fund |
| IP | Investment Programme |
| IPC | Investment Promotion Centre |
| IS | Import Substitution |
| JV | Joint Venture |
| KIHBS | Kenya Integrated Household Budget Survey |
| KNBS | Kenya National Bureau of Statistics |
| KIPPRA | The Kenya Institute for Public Policy Research and Analysis |
| MD | Managing Director |
| MDG | Millennium Development Goals |
| MNC | Multinational Corporation |
| MTP | Medium Term Plan |
| NPEP | National Partnership for Environmental Priorities |
| ODA | Official Development Assistance |
| OECD | Organization for Economic Co-operation and Development |
| OHS | Occupational Health and Safety |
| PPA | Participatory Poverty Assessment |
| PRSP | Poverty Reduction Strategy Papers |
| PSD | Private Sector Development |

| | |
|--------|--|
| SME | Small and medium enterprises |
| UN | United Nations |
| UNCTAD | United Nations Conference on Trade and Development |
| WR | Wealth Ranking |
| SOP | Stages of Progress |
| WTO | World Trade Organization |

ABSTRACT

This thesis engages in a search for a pattern that sets apart successful from unsuccessful Danish-Kenyan business partnerships in the Nairobi Metropolitan Area, not just focusing on aggregate economic growth, but poverty, and not just income-poverty, but multidimensional poverty. Thereby a daring step is being taken towards offering some level of evidence in bridging the most serious kind of knowledge gap in the area of the effects of donor driven FDI, thus contributing to improving the effectiveness of micro level private sector development in Kenya. The research question has been answered through three interlinked layers of analysis: (1) the Kenyan context; (2) multidimensional poverty perceptions; and (3) firm level. Correlations setting apart the successful from the unsuccessful Danish-Kenyan partnership are found within the following eight areas: size; investment motive; market and industry research; staff-policy, involvement/ownership; upgrading; Danish partner imposed standards; and local procurement.

1. INTRODUCTION

The private sector has been declared the new wonder potion for poverty reduction on account of a consensus that rule among donors that development requires a degree of economic growth only possible to facilitate with the help of the private sector and increased FDI. (Schulpen, Gibbon and Pedersen 2001) This line of thought has resulted in a longer-term trend for strong real growth in aid for trade throughout the world, including Denmark, which with an average of 35% of aid for trade as a share of sector allocable ODA, is the 11th highest ranking country in the world. (OECD/WTO 2009, p. 62).

The increasing spending on aid for trade, and in particular direct support of FDI is, however, a highly controversial and debated issue since the linkages between FDI and aggregate economic growth at best can be argued to be conceptually clear, but empirically uncertain, whereas the linkages between FDI and both income and multidimensional poverty appear ambiguous both conceptually and empirically - which is especially the case for Africa. (Sumner 2005a; Sumner 2005b; Jeppesen, 2007). Nevertheless, the Danish government has proclaimed growth and employment as prerequisites for poverty reduction and consequently dedicated themselves to a significant budget increase in support for development of the private sector in Africa amounting to DKK 2 billion annually as of 2014 (Danida, 2010a). The most direct instrument of private sector development in Denmark is the B2B program, which has an approximate yearly budget of DKK 200 million, and supports Danish companies engaging in donor driven FDI through business partnerships with local companies in selected program countries (Danida 2010b).

Of the Danish B2B program countries in Africa, Kenya has experienced the fastest budget growth and today is allocated the second largest budget amongst the African B2B program countries (Økonomistyrelsen, 2009, pp. 83, Økonomistyrelsen 2010, pp.83). Despite this impressive track record the Kenyan B2B program is, according to Janne Schneider, former head of the Danida's B2B secretariat, the African program country which has received the least attention in terms of actual impact assessments, thereby making it an obvious choice for further research (Schneider, 2008). The fact that the Danida in a recently published paper of the priorities of Danish development assistance from 2011-2015 has announced that the total number of countries to which Denmark provides development assistance will be reduced by approximately 25% from 26 to 15 countries to allow for an increased engagement in Africa and that an extra DKK 200 million will be allocated to

strengthen the efforts in African partner countries in 2011, makes evaluations to improve performance more critical than ever. (Danida 2010b)

1.1. PROBLEM AREA

Reflecting on the huge gaps in knowledge on the effects of FDI Andrew Sumner reasons that “*it would be insightful to take some case studies of FDI and using a CA approach assess the various poverty impacts across different poverty dimensions*” (Sumner 2005b, pp. 23). Sumner along with Rugraff and Sánchez-Ancochea (2009) elaborates on this argument by stating that applying the case study method makes it possible to assemble a collection of successful situations and compare them with unsuccessful ones in respect to the behavior of foreign investors, industry and other relevant factors. Taking on this challenge and engaging in a search for a pattern that sets apart successful from unsuccessful Danish-Kenyan partnerships in the Nairobi metropolitan area, not just focusing on aggregate economic growth, but poverty, and not just income-poverty, but multidimensional poverty, a daring step is being taken towards offering some level of evidence in bridging the most serious kind of knowledge gap in the area of the effects of FDI and thereby hopefully contributing to improving the effectiveness of micro level private sector development in Kenya.

1.2. RESEARCH QUESTION

This leads to the following research question:

What sets apart the most successful from the least successful Danish-Kenyan business partnerships in the Nairobi metropolitan area of Kenya in terms of their multidimensional poverty reducing effects?

1.2.1. INTRODUCTION OF KEY CONCEPTS

In the following key concepts from the research question are defined.

Successful business partnership: The successfulness of a partnership is defined on two levels: (1) Overall successfulness of business partnerships: Adhering to the logic of Joe Okudo a successful partnership is defined as one in which the partners “*still have cooperation beyond financing and are continuing to create employment, income etc. Unsuccessful is if the partnership closes down. (...) so long as profit is being made, then other aspects of development like CSR will follow*” (Okudo, 2010,

appendix 7.3). Companies are defined as semi-successful when a partnership ceases to exist after the local partner has been upgraded considerably and the local partner manages to carry forth, even in the absence of the Danish partner. (Okudo, 2010); (2) Successful multidimensional poverty reduction: Apart from survival of the partnerships beyond financing, successfulness is for the purpose of this report defined as the ability to bring multidimensional poverty reduction. Hereby meant the extent to which the partnerships are able to improve the lives of their employees within the identified dimensions of poverty.

Multidimensional poverty: The capability approach proposes that *“social arrangements should be primarily evaluated according to the extent of freedom people have to promote or achieve plural functioning’s they value. It follows that the capability approach views poverty as a deprivation of these valuable freedoms and evaluates multidimensional poverty in the space of capabilities.”* (Alkire 2008, pp. 2) According to Sen (2004) specific capabilities should be selected in light of the purpose of the study and the values of the reference populations, and their selection should be explicit and open to public debate and scrutiny. Consequently, as opposed to taking a point of departure in one predetermined canonical list of capabilities (Nussbaums 2003), vitally important basic capabilities will be identified through an iterative participatory process. Thus, a definition of multidimensional poverty in the Nairobi Metropolitan area cannot and should not be provided at this point. Rather relevant multidimensional dimensions will be uncovered through analysis of a Participatory Poverty Assessment and combined with various other poverty definitions.

Nairobi Metropolitan area of Kenya: According to Kim Kristmoen (2008), Danida Development Counselor, Business Sector Kenya the geographical coverage of Nairobi can be equated to the Nairobi Metropolitan area, stretching from the Central Business District all the way to Muchatha, Kayole, Kiserian, Kibera, Kikuyo, Limuru and Ruiru.

Danish-Kenyan business partnership: Since 91 percent of Danish investments in Kenya throughout the past 12 years have been Danida supported (see section 4.3.1.) it has been chosen to apply the Danida definition of business partnerships. However, since the selected cases stretch over an 11-year period, some of the partnerships were supported under the PSD Programme while others were supported under the B2B Programme, which was introduced in June 2006, and thus have met different set of rules and regulations. Encompassing both programmes partnerships can, according to the Danida company guidelines, be described as long-term commercially viable partnerships between companies in Denmark and companies in the programme countries – in this case Kenya.

(Danida, 2010a, pp. 5).

2. METHODOLOGY

The following section it will be explained how research has been conducted. Research philosophy, research type, research strategy, research design, data collection, assessment of methodology and finally delimitations of the thesis will be outlined.

2.1. RESEARCH PHILOSOPHY

It has been chosen to embed the project in the broad social science of objectivism which epistemologically believes that *“truth can be tested and that general laws and theories can and should be formulated”* (Olsen & Pedersen, 2008, p. 157). Within the objectivist camp a critical realist perspective has been applied. Specifically, the perception of critical realists that social phenomena to a certain extent can be understood, but not often meaningfully measured, hence preferring qualitative methods, is found to fit very well with the problem area of this project due to the focus on multidimensional poverty making the use of quantitative data unsuitable. (Donaldson, 2003)

The ontological and epistemological stances of critical realism have to a large extent influenced the construct of the project: Ontologically, the critical realists commit themselves to (1) ontological realism: a differentiated, structured, layered, and independent of mind reality is believed to exist; (2) epistemological relativism: all knowledge is socially produced and thereby potentially fallible; (3) judgmental rationalism: despite knowledge being fallible, it is still possible to provide justification for preference towards a theory. (Patomaki and Wight, 2000) Because all measurement is fallible, the critical realists recommend using multiple measures and observations, each of which will be potentially flawed, thereby making the use of triangulation imperative. Following this line of logic triangulation has been incorporated in all aspects of the data collection – both within the Participatory Poverty Assessment, employee and management questionnaires, but also by supplementing primary with secondary data (see section 2.6.). Epistemologically, Critical Realism aims to explain how experiences, events and mechanisms are linked. ‘How and why’ a particular phenomenon has occurred or developed in a certain direction are thus particularly relevant questions (Jeppesen, 2005). Thus causal analysis is a central issue within the critical realist perspective. Elaborating on this, Sayer (1992) argues that *“merely knowing that C has generally been followed by E is not enough: we want to understand the continuous process by which C produced E, if it did”* (p. 107). Consequently, the aim of this thesis is not merely to observe causal

relationships between Danish-Kenyan business partnerships, and multidimensional poverty reduction, but rather to understand the underlying mechanisms behind successfulness in inducing multidimensional poverty reduction. Sayer (1992) also highlights the importance of context and states: *“Events arise from the working of mechanisms which derive from the structures of objects, and they take place within geo-historical contexts”* (p. 15). The emphasis on context has been incorporated in this report in the form of a brief analysis of the Kenyan Context (p. 4.1.).

Sayer argues that critical realism is compatible with a relatively broad spectrum of research methods but highlights that the nature of the object of interest must be kept in the back of the mind when designing the concrete research method (Sayer, 2000). When conducting fieldwork two broad types of research methods are considered relevant: (1) The intensive research design where emphasis is on studying a phenomenon through the use of in-depth knowledge and the use of qualitative research methods. (2) Extensive research where the emphasis is on pattern or regularity in large representative datasets, and typically includes quantitative data collection methods and analysis. (Sayer 1992) However, Sayer's assumption that we as researchers are building on already existing research, has led Jeppesen (2005) to supplement Sayer's intensive and extensive designs with a third – so called explorative design, which is *“aimed at investigating the field where we need to establish an understanding of the area investigated, the perceptions of the phenomenon under scrutiny and what constitutes ‘issues or problems in the field’ according to involved parties (like government employees, researchers, industry associations, firms, and consultants and NGO's)”* (p. 6). For the purpose of researching multidimensional poverty reducing effects of Danish-Kenyan business partnerships – a virtually unexplored area – the explorative research design, has been applied.

2.2. RESEARCH TYPE

According to Andersen & Gamstrup (1990) five types of project ideals can be identified: the explorative, the descriptive, the explanatory, the predictive and the action oriented. Following the advice of Andersen & Gamstrup (1990) this project has mainly concentrated on one type of project ideal - the explanatory type. This choice of focus was based on a two-string rationale: (1) the limited amount of knowledge available within the field of linking FDI to multidimensional poverty reduction (see literature review section 3.1.), thereby limiting relevant project types to the descriptive and / or explanatory; (2) Boiled down to its essence the difference between the descriptive and explanatory project type is whether focus is on how or why a particular phenomenon has developed in a certain way (McGivern, 2006). Rather than explaining how some

Danish-Kenyan partnerships have become successful, the ambition of this project is to explain why partnerships tend to become successful in inducing multidimensional poverty reduction, through the identification of hidden causes of this development. Consequently, the explanatory project type of deemed the most appropriate.

2.3. RESEARCH STRATEGY

Having chosen to apply a critical realist perspective and adhering to the logic of epistemological relativism, implying that knowledge is fallible, the most suitable mode of inference is retroduction. This resolution is based on the stances of critical realism and the inability of its scientific endeavor to become completely finalized, because as one phenomenon is explained through a deeper level, that deeper level will be transformed into a new phenomenon requiring further explanation. Also, as deeper layers are uncovered and explained, the newfound knowledge may necessitate revision of our understandings of the original phenomenon. Thereby science becomes a constant spiral of understanding, deeper levels of discovery and theory revision. (Patomaki and Wight, 2000) Consequently, the methodology of this report has taken a retroductivistic approach by which the research question is explored by moving from the abstract to the concrete and back again – thereby adjusting the abstract (in this case the analytical framework) on account of the concrete (empirical data) (Sayer, 1992). This was thereby not a chronological writing-process, but a continuing return to the revised theory and empirical data. This retroductivistic methodology thus both contains induction and deduction. To the reader it will, however, appear as a logical-deductive approach.

2.4. RESEARCH DESIGN

On the matter of research design Sayer (2000) points out that, *“the extensive/intensive distinction is not identical to the survey-analysis / case study or ethnography distinction; extensive methods might be used within a single case study; intensive approaches do not have to be limited to single cases and can use other methods besides ethnographic ones.”* (p. 21) According to Harrison and Easton (2004) this descriptions affirm that case research is in fact an intensive research method and therefore entirely consistent with a critical realist ontology. Like in the intensive research design, the emphasis of this project and its explorative research design will thus be on describing a small number of case studies with the maximum amount of detail. This critical realist case approach is argued to be particularly well suited to relatively clearly bounded, but complex, phenomena - such as the multidimensional poverty reducing effects of Danish-Kenyan business partnerships. (Easton, 2009)

There are two kinds of multiple cases, independent and embedded. In the embedded type, multiple case studies are conducted within a closely similar context, thereby allowing for a more detailed understanding of the underlying mechanisms since the context, to a certain extent, is controlled. In the search for cross-case patterns Eisenhardt (1989 in Harrison and Easton, 2004) provides a two-step template for the case methodology application. First step is the familiarization of the researcher with all selected cases. The next step is contrastive explanation of the combined empirical data to pinpoint significant similarities and differences, eventually leading to the grouping together of multiple cases. (Eisenhardt 1989 in Harrison and Easton, 2004) In the analysis of the Danish-Kenyan business partnerships, an extended version of Eisenhardts template has been employed where not one, but two, layers of contrastive explanation has been used (see analytical framework section 3.2.).

2.5. SELECTION OF SAMPLE UNIVERSE

According to Sayer (2000) the process of identifying the entities/objects that characterize the phenomena being studied is often given less attention than it requires. For the purpose of this thesis selecting the sample universe has been deemed of the outmost importance. Consequently, case selection has been the result of careful analysis, taking its point of departure in dominants characteristics of the nature of Danish investments projects in Kenya throughout the past 12 years, and combined with insights from government officials, local consultants, and poverty experts. The case selection analysis is found in section 4.3.2.

2.6. DATA COLLECTION

In the following the data collection process and methodology is outlined for both secondary and primary data.

2.6.1. SECONDARY DATA

The secondary data collection process consisted of three stages:

Stage 1. A broad Kenyan based data collection: a) retrieving secondary data through the internet and via e-mail contact with renowned researchers on the current state of knowledge on the effect of FDI in general and specifically related to the linkages between FDI and multidimensional poverty, b) procuring secondary data only accessible from inside Kenya on the effects of FDI in Kenya and

on the general political, economical and social conditions in the country. Examples of institutes and libraries in Kenya from which secondary data was retrieved are: Kenya Institute for Public Policy Research and Analysis (KIPPRA), Kenya National Bureau of Statistics (KNBS), African Economic research Consortium (AERC), United Nations Library in Nairobi, and library of Ministry of Planning & National Development. Unwillingness to pay bribes complicated the Kenyan data collection process considerably and for instance made it impossible to procure the third Participatory Poverty Assessment Report from the Kenyan Ministry of Planning and Development.

Stage 2. A broad Danish based data collection: a) a continuation of the secondary data search procuring data that were not accessible in Kenya, b) the involvement of the B2B secretariat in Denmark in procuring missing information for a list of Danish FDI in Kenya dating back 10 years.

Stage 3. Retrieve Danida submitted evaluation documents: The retrieval of project specific documents for the purpose of establishing overall successfulness of the selected partnerships, proved an especially challenging task stretching over a period of more than two years. See appendix 7.8. for a list of the main developments in this matter.

2.6.2. PRIMARY DATA

A complete list of the primary data with detailed information on name and position of those individuals/groups interviewed; the relevance of the interviews; type of data retrieval; data and duration of interview; and reference can be found in appendix 7.1.

Specifically, the primary data collection process consisted of three stages:

Stage 1. Context: In the first stage of the primary data collection process, data was retrieved from IFU, Growth Africa Consulting, Kenya Investment Authority, Danida B2B Department (interviewed twice), a local business owner, and the Nairobi University Institute of Anthropology, Gender & African Studies. The purpose of these data collection efforts was to establish the context and gain a feeling of relevant issues to further explore in identifying correlations of the successfulness of Danish-Kenyan business partnerships, as well as piecing together a list of Danish FDI in Kenya throughout the past ten years to be used in selecting cases for the subsequent data collection and analysis. In this phase interaction with respondents resembled conversations more than interviews and rather than working from a fixed interview guide, questions were developed ad

hoc to dig deeper into whichever arguments were being presented by the respondents. Consequently, as more knowledge was accumulated interviews became more focused.

Stage 2. Participatory Poverty Assessment: In the second stage of the primary data collection process a Participatory Poverty Assessments was executed in 12 focus groups distributed across four sites in Nairobi and encompassing 112 respondents, in order to uncover how poverty is defined in the Nairobi Metropolitan Area by poor people themselves.

The structure of, and techniques included in, the PPA conducted for the purpose of this report have primarily been chosen on the basis of World Bank recommendations, previously conducted PPAs in Kenya, as well as an informal interview with Godfrey K. Ndeng'e, Social Policy Advisor with the Ministry of Finance and part of the team conducting the second and the fourth national PPA in Kenya (World Bank 1995, World Bank 1999, Republic of Kenya 1997, Republic of Kenya 2007, and Ndeng'e 2008). Five different data collection methods were chosen for the Participatory Poverty Assessment: (1) Sketching of ill/well-being; (2) Wealth Ranking Exercise; (3) Stages of Progress Exercise; (4) Problem Ranking Exercise; (5) Seasonal Analysis Exerciseⁱ

The Stages of Progress Technique was employed to triangulate the answers provided by the discussion groups in the Wealth Ranking Exercise. Similarly, the Seasonal Analysis was employed to triangulate the results of the problem ranking. The intertwined results of the Wealth Ranking/Stages of Progress and PR/SA exercises are compared in two separate triangulation analyses.

In the methodology guide for the 20 country study for the World Development Report 2000/01 it is recommended to include a minimum of ten sites in every country, where a site refers to a community or neighborhood i.e. a village or urban settlement (World Bank 1999). However, for the purpose of this research project focus has been limited to the Nairobi Metropolitan Area as opposed to the whole country and fewer sites have thus been included in the assessment. To determine the exact number a source of inspiration was found in the most recent Participatory Poverty Assessment carried out by the Republic of Kenya where the Nairobi Metropolitan Area was allocated 4 sites (Republic of Kenya 2007). In this relation it is important to remember that in choosing four sites as the basis of a PPA in the Nairobi Metropolitan Area it has not been attempted to generate a representative sample but instead to understand some elements of the variety that exists within the chosen geographical area. The four selected sites for the Participatory Poverty assessment are the

Kibera-; Kangemi-; Dagoretti-; and Lenana-settlements. The sites have been chosen on the basis of their size and differing degrees of poverty as well as the existence of a support-network within the areasⁱⁱ. Kibera and Kangemi are the largest settlements and can be characterized as slum-settlements whereas Dagoretti and Lenana are smaller and can be characterized as semi-slum settlements (Monari, 2008).

According to the methodology guide for the 20 country study for the World Development Report 2000/01 separate discussions need to be held within a site with groups of poor men, poor women, poor youth, as well as with other key poverty groups identified in the community, in order to bring out differences in a community (World Bank 1999). With considerably less resources at the disposal than the World Bank focus has, for the purpose of this research project, been limited to include discussions with poor men-, women- and youth. In an attempt to ensure adequate consultations with the poor, considerable energy has gone into the process leading to selection of venues and people to invite for discussion sessions. Respected community members were drawn upon in the process of the identifying small groups of youth, men and women fulfilling a specific list of requirements put forward to ensure discussion groups representing the diversity of the communities in which they reside. Specifically, participants for the discussion groups were required to: (1) Have diverse professions; (2) Represent different religions; (3) Come from different households; (4) Comprise a mix of the two sexes; (5) Represent different tribes; (6) Constitute a range of different ages (youth between 15-25 years and men and women between 26-60 years).

Keeping the purpose of the PPA in sight – namely to gain an understanding of some elements of the variety that exists within the Nairobi Metropolitan Area and use this understanding as an important piece of the puzzle in defining poverty in this particular geographical area in year 2008, the only discussion topics included were (a) well-being/ill-being and (b) priorities of the poor. Aspects highlighted in the World Development Report 2000/01 (World Bank 2001) and Basic Report of Fourth Participatory Poverty Assessment in Kenya (Republic of Kenya 2007) such as gender, institutional framework, access to agricultural extension services, access to roads, water and sanitation, primary healthcare, and basic education have thus only been treated when the discussion group pinpointed these elements as part of their general ill/well-being.

Before embarking on the main exercises the objectives and procedures of the study were explained, while clearly emphasizing that no tangible benefits would accrue to anyone from participating in the study. (Krishna 2004) Furthermore a quick run-through of the educational level of the discussion

participants, combined with a show of hands, revealed whether the discussions were to be carried through in English, Kiswahili and/or local languages. A male translator of Kenyan origin was responsible for translating between the team leader and discussion participants while attempting to gain the trust of the discussion participants and convince them to provide answers that were realistic as opposed to optimistic.

In the realization that the analysis of very large amounts of material, without qualitative data analysis software, would be an undertaking too vast for the scope of this research project, only headwords from the conclusions, identified through extensive discussions amongst participants, were recorded. While every group turned out to have one or more leaders dominating the discussion, it was attempted to include the voice of every single participant. This was done by constantly asking the whole group, as well as randomly picked group-members, whether they agreed with what was being said. The constant questioning for unanimity proved to be an important detail since opposing the opinion of another group member without being directly asked would be considered extremely rude. Once the group had arrived at a mutually acceptable compromise a headword was recorded by a PPA team-member with a marker on a large sheet of paper hanging from a wall or door visible to every participant, and subsequently read aloud in English as well as the local languages to ensure that everyone, despite their varying literate levels, knew what was going on. If the discussion got stuck or started to evolve primarily around the leaders of the group (who consequently proved to be the most educated and literate in the group) the recorded headwords were recited so as to remind the illiterate what had already been concluded on. Often this would result in the discussion flaring up again and ultimately in the modification of wording or erasing of one or more headwords all together.

Stage 3. Management Interviews & Employee Questionnaires: The third stage of the primary data collection process is two-strung: Firstly, 20 structured interviews were carried out with management from 12 selected Danida supported Danish-Kenyan business partnerships on nature of their cooperation. The development of the management questionnaire has taken its point of departure in the questionnaire originally developed by the Business and Development Studies faculty for the book 'Transnational Corporations and Local firms in Developing Countries – Linkages and Upgrading' (Hansen & Schaumburg-Müller, 2006, p, 391-398). The questionnaire has been adapted for the purpose of this project by making modifications based on the interviews/conversations outlined in step one of the data collection process. The final management questionnaire along with the management questionnaire answers can be found in appendix 7.40.

Secondly questionnaires were filled out with 102 employee from those seven of the 12 companies which still have employees, in order to evaluate how the partnerships have affected multidimensional poverty for the employees and their households. On request of the B2B department and the interviewed companies the names of the companies have been changed to company A, B, C etc.

2.7. ASSESSMENT OF METHODOLOGY

While reliability and validity are judged separately in quantitative studies, these terms are considered interlinked in qualitative research. Indeed, describing the congruence between reliability and validity in qualitative research, Lincoln and Guba (1985 in Golafshani, 2003) states that: "Since there can be no validity without reliability, a demonstration of the former (validity) is sufficient to establish the latter (reliability)" (p. 601). Similarly, reflecting on the importance of a researcher's ability and skill in qualitative studies Patton (2001 in Golafshani, 2003) argues that reliability is a consequence of the research validity. According to critical realism and the assumption on the fallible character of knowledge, the way to maximize validity (and thus also reliability) in qualitative research is to reduce bias and increase the researcher's truthfulness of a proposition on a social phenomenon using triangulation (Denzin 1978 in Golafshani, 2003). Triangulation in this regards is defined to be "a validity procedure where researchers search for convergence among multiple and different sources of information to form themes or categories in a study" (Creswell & Miller, 2000, p. 126).

To ensure the maximum degree of validity in this study, extensive triangulation procedures have been incorporated throughout the data-collection process.

- Participatory Poverty Assessment: overlapping exercises among multiple groups. Specifically, Wealth Ranking Exercise / Stages of Progress Technique and Problem Ranking / Seasonal Analysis roughly covered the same areas and were all conducted across four different sites, covering 12 groups of men, women and youth.
- Employee questionnaire: 59 questions in total of which 24 questions had been included solely for triangulation purposes. Specifically, the 35 core questions were relatively abstract in the sense that they were scored on a scale stretching from -5 to +5, whereas the triangulation question were in the form of multiple choices and thus more specific. Specifically, the multiple choice questions had the function of making the respondents reconsider selected well-being areas and often led to modifications of awarded scores in the core questions.

- Management interviews: Danish and Kenyan partners were asked exactly the same questions which allowed for direct comparison of their answers. Specifically, the interviews covered areas of (a) general information about the partnership; (b) working relationship between partners; (c) import and export orientation of unit in Kenya; (d) technology and knowledge transfer to unit in Kenya; (e) collaboration with local firms.
- Secondary literature: primary empirical retrieved data was supplemented with secondary data on the subject in order to assess the broader applicability of the results.

2.8. DELIMITATIONS

While crowding out and spill-over effects would no doubt have constituted interesting aspects in terms of the overall successfulness of the Danish-Kenyan business partnerships, it has for the purpose of this report, been deemed more appropriate to focus on moving beyond the overall success criteria and delve into the deeper levels of multidimensional poverty reducing effect.

With all the selected cases operating within Kenya, elements relating to the Kenyan context will obviously not constitute critical factors in setting apart the successful from unsuccessful partnerships, and it has consequently been chosen only to touch upon aspects of the national context which are directly relating to the second and third part of the analysis – the incidence of poverty and developments and characteristics of within FDI. Hence, the macro implications of government, institutions ect. are not addressed.

Both the post-election violence and world recession has strained the Kenyan economy considerably causing deterioration in the livelihood of millions of Kenyans, including those residing in the Nairobi Metropolitan Area. These developments have complicated the benchmarking of employee well-being levels compared to well-being levels before their current employment, since it is difficult to separate changes brought about by the external environment and that of the actual employment. Consequently, it is important to stress that the employee questionnaire allocated scores should be seen in relative as opposed to absolute terms. Hereby meant that looking isolated at the extent of employee well-being improvements would be misleading since the current economic slump has resulted in increased prices on commodities, additional dependants ect., which, all other factors being constant, would have resulted in a well-being decrease. Thus overall well-being improvements likely would have been considerably higher during stable economic times. However, since the economic deteriorations has affected all parts of the Kenyan economy, the relative ranking of partnerships remains highly relevant.

It would have been highly relevant to have employees both from the successful and unsuccessful partnerships to fill out the employee questionnaire. However, for the group of unsuccessful companies this proved an impossible task due to the following factors: a) unreachability of former employees – in some cases the companies had closed down and employees had moved on. Getting a list of these employees and tracking them down proved an impossible task in a Kenyan setting; (b) unwillingness of management – in the cases of failed partnerships the management were unwilling to set aside time for the employee questionnaire.

Following stage one of the primary data collection phase, it was the intention to assess the multidimensional poverty reducing effects of all project phase partnerships. However, during the interview with Joe Okudo, Programme Officer, Danida B2B Programme Kenya, 2010, it became clear that overall successfulness of the business partnerships, according to the B2B programme office in Nairobi, was based on the survival of the partnerships beyond financing (see definitions section 1.2.1.), thereby making it impossible to assess the successfulness of the five partnerships which are still in project phase. This led to a changed strategy where the partnerships still in project phase would instead be screened according to identified characteristics of successfulness to provide a forecast of which partnership(s) currently in project phase were likely to become most successful in the future. However, this part of the research process turned my attention to the fact that in Critical Realism “*The emphasis is on the explanation of the constitution of empirical phenomenon and not to give predictions*” (Jeppesen, 2005, p. 5). Consequently, it was chosen also to abandon this approach. The interviews and questionnaire answers not actively used in the thesis are marked in italic in the primary data table (p. 7.1.)

3. THEORETICAL CONSIDERATIONS

The following will present how different literature has contributed to the formation of the analytical framework and demonstrate how our report fits into the context of the existing literature. Finally, the analytical framework is presented along with a visual model.

3.1. LITERATURE REVIEW

In the following key aspects relating to the research question will be reviewed.

3.1.1. PRIVATE SECTOR DEVELOPMENT

Over time a number of paradigms have influenced the development discourse. Currently, Private Sector Development in developing countries is considered to have great poverty reducing potential. (Schulpen, Gibbon & Pedersen, 2001, p. 12) The private sector in this regard refers to “*a basic organizing principle for economic activity where private ownership is an important factor, where markets and competition drive production and where private initiative and risk-taking set activities in motion*” (DAC, 1994).

The private sector was considered increasingly more efficient, productive and conducive to economic development during the 1980s and attention in multilateral donors’ development thinking gradually moved away from the central role of the state. Thus, during this period focus on the role of the private sector as an engine for growth became recognized while development also saw the rolling back of the state in terms of privatization of inefficient state-owned enterprises. Bilateral donors could not avoid recognizing this increasingly popular private economic development model and therefore began to either adopt new PSD programmes, or redesigned existing programmes to fit PSD (Schulpen, Gibbon & Pedersen, 2001, p. 12)

In the beginning of the 1990s, after a decade of macroeconomic stability programmes in Sub-Saharan Africa, it was recognized that the diminished focus of the state had been unsuccessful in inducing structural change in the economy or to create a well-functioning private sector. Consequently, donors began searching for alternative means by which the economy in developing countries could be transformed. Reflecting on the East Asian Miracle, especially regarding industrial policies and investment in human capital, donors began reconsidering which role the state should take in development. A synthesis of public and private initiatives known as the new consensus came to be recognized as the way forward. (Schulpen, Gibbon & Pedersen, 2001, p. 15-29; Kragelund, 2004, p. 310)

While all development and donor agencies consider PSD a powerful instrument for growth and poverty reduction, there is disagreement on how these outcomes can be achieved. One of the most recent debates around PSD support related to the systemic approach being applied by a growing number of bilateral and multilateral agencies. Altenburg and Von Dranchenfels (2006) have criticized this new minimalist approach to PSD. It is argued that the approach highlights a limited number of market-driven solutions while tending to disregard selective public interventions in the area of PSD to encourage and support the private sector. The New Minimalist Approach is

exemplified by the Doing Business-, World Development-, and various OECD reports, (White, 2008, p. 45).

PSD programmes address intervention at various levels and targets either the international or the national level. The national level can be classified in terms of the macro and meso levels, as well as the micro level. Issues relating to private firms are mainly located at the micro level, where the vast majority of PSD policies are found. (Schulpen, Gibbon & Pedersen, 2001, p.108)

In an article focusing specifically on the micro level, Kragelund (2004, p. 308), argues that a large number of bilateral donors, including Belgium, Canada, Denmark, Finland, Germany, Italy, Japan, Norway, Sweden and Switzerland, include business-to-business assistance in their PSD programmes. Amongst these, the Danida's Private Sector Development Programme (PSDP) constitutes one of the most comprehensive programmes. In June 2006 the PSDP was replaced by the B2B programme (Danida 2010c). The objective of the B2B Programme is to promote long-term cooperation between enterprises in Denmark and Denmark's programme countries. Specifically, these donor driven Foreign Direct Investments are supported based on a conviction that the resulting business partnerships will contribute to poverty reduction by promoting economic growth and social development in developing countries (Danida 2009).

In this relation "FDI reflects the objective of obtaining a lasting interest by a resident entity in one economy ("direct investor") in an entity resident in an economy other than that of the investor ("direct investment enterprise"). The lasting interest implies the existence of a long-term relationship between the direct investor and the enterprise and a significant degree of influence on the management of the enterprise."(OECD, 1996, p. 7-8)

As exemplified by the B2B programme the PSD consensus in development thinking and cooperation follows a relatively simple logic: *"(1) poverty reduction is the main objective of development (cooperation); (2) central to development is economic growth; (3) economic growth is best reached through the private sector; and (4) in order to make it possible for the private sector to flourish and to ensure that growth indeed contributes to poverty reduction, the government has a major role to play."* (Schulpen, Gibbon & Pedersen, 2001, pp. 16)

However, reality is less straightforward than theory, which will be further explored in the following.

3.1.2. FDI AND GROWTH

In an UNCTAD journal written by Nunnenkamp and Spatz (2004 in Sumner 2005b) it was stated:

"It is surprisingly hard to come by conclusive evidence supporting the widely held view that developing countries should draw on foreign direct investment to spur economic development. (...) Various international organization and foreign advisors recommend [FDI]... However, it is surprisingly hard to come by empirical evidence supporting this policy advice. (...) Positive growth effects of FDI in developing countries cannot be taken for granted... [and] the currently prevailing euphoria about FDI among policy makers and external advisers rest on weak empirical evidence."(p. 11)

Reviewing the literature of the effects of FDI Sumner (2005a) concludes that there are strong conceptual indications that FDI increases aggregate economic growth. Empirical data on the link between FDI and growth dating back 30 years is, however, highly mixed and thus inconclusive at best. Specifically, studies have used various techniques in the attempt to establishing a causal link between FDI and growth. Based on examination of 20 studies, 20 percent of the studies establish that FDI causes growth; 20 percent establish a reserve relationship; 20 percent of the studies establish a bi-directional relationship; 20 percent find no causal relationship; and 20 percent find that causality is dependent on factors outside the realm of the investing companies. Based the 20 studies it is thus concluded that empirical literature on the FDI-growth link is inconclusive. Assessment of the direct impact of FDI on economic growth and productivity has received attention both at macro and micro level by researchers. In reviewing 42 studies, 36 percent of the studies find that FDI has a positive impact on economic growth though depending on host country absorptive capacity such as human capital, financial development, and technological capabilities; 20 percent of the studies found direct positive correlations between FDI and impact on economic growth; 12 percent of the studies concluded that economic growth as a result of FDI is sector dependent with a higher impact typically found in the manufacturing sector; 10 percent of the studies argue that differing types of FDI will have different degrees of impact on economic growth. (Kinuthia, 2010b)

According to Sumner (2005a) conceptually, for FDI to positively influence economic growth, there must be a positive net transfer both on macro-economic and micro-economic accounts.

Macroeconomic accounts are relating to a positive net transfer on the capital account, on the current account, and on government revenues. For micro-economic accounts, positive net transfers increase local spillovers to indigenous firms. Generally a positive net transfer on the capital account will also offset a net increase in terms of the size of investment and economic growth. In the cases where

these net increases are the result of rising inequality they will however not result in per capita incomes increases. Also, to positively influence economic growth FDI inflows must exceed the sum of profit repatriation, royalties, intra-company loans from subsidiary to parent, as well as transfer pricing. Because net exports positively influence GDP, positive net transfer on the current account will generally result in increased economic growth. FDI exports must exceed the value of FDI imports and tax paid by FDI must be greater than subsidies and fiscal relief offered to FDI in order to create a positive net transfer on the government's revenue. All other things being equal, a positive net transfer on the micro-economic account of indigenous enterprises of the host country will also raise growth. (Sumner 2005a)

Studies assessing the link between FDI and economic growth in Kenya are scarce. However, a number of studies indicate that the level of capital accumulation has been very low, especially the type which complements high levels of skilled labor (Rakotoarisoa et al 2003). Furthermore existing capital has been directed towards sectors with productivity levels which in global comparison are low, thereby requiring heavy protection (Kaplisky, 1980). Despite FDI inflow in Kenya falling considerably below the levels found in other parts of the world, empirical data indicate that it has impacted Kenya continuously. Additionally, a limited number of studies have been conducted on FDI and their associated spillover effects. Based on a small-scale survey of foreign affiliates in the Kenyan clothing industry, Phelps et al (2009) find that the African Growth and Opportunity Act of the United States has resulted in the reemergence of the clothing manufacturing industry in Kenya. However, despite the optimistic growth aspirations of foreign-owned clothing manufacturers in Kenya, growth seems to be lacking from the industry. Siggel (1992) argues that FDI and domestic firms are not complementary and that limited sustainability exists between capital and labor.

3.1.3. LINKAGES AND GROWTH

Sumner (2005a) argues that for growth to become a reality, local firms and products must necessarily be crowded-in through positive vertical and inter-sectoral spillovers. According to the initiator of forward /backward linkages, Hirschman (1958), the pattern of industry linkages have crucial importance in terms of development (Hirschman, 1958). Different linkages can be distinguished between in terms of their unintended and intended effects of linkages. Positive outcomes of linkages collaboration are known as spillovers (Hansen & Schaumburg-Müller, 2006).

Rugraff et al., 2009) argue that attracting FDI has become such a priority for developing countries due to the expectation that the technological, organizational and managerial practices brought by them by Foreign firms will create spillover effects to local companies (Rugraff et al., 2009). Reviewing literature on the subject, two dominant types of spillovers can be identified: (1) horizontal spillovers to local competitors and (2) vertical spillovers to indigenous suppliers and customers. These spillovers may influence the domestic industrial structure either positively, negatively or very little. The impact is found to be particularly weak when foreign firms are working isolated from the domestic firms. FDI may be found to have positive crowding-in effects when elements of their assets are shared with indigenous firms thereby stimulating their efficiency. Opposite, as new foreign entrants bring with them integrated upstream and downstream supply chains, FDI is at times also found to have crowding-out effects such as the displacement of local firms, the cornering of scarce resources, occupying scarce skilled labor and squeezing out domestic supply networks. (Rugraff et al., 2009)

3.1.4. FDI AND POVERTY REDUCTION

Studies aiming at establishing the link between aggregate economic growth and reduction in income-poverty are considerably fewer than studies on the correlation between aggregate economic growth and FDI. (Sumner 2005a) Whether economic growth is good for the poor thus remains an open question.

While there, as indicated above, exists a large amount of empirical literature on the impact of FDI on aggregate economic growth, growth in per capita incomes, poverty, and inequality to this day remains a relatively unexplored area. A logic is often applied where it is assumed that what is good for growth also is good for the poor. (White & Anderson 2001 in Sumner 2005b) Thus, while the link between FDI and GDP per capita is argued to be conceptually clear, empirical evidence is less straightforward. A number of studies demonstrate that FDI leads to poverty reduction through growth and is not responsible for income inequality (Dollar and Kraay, 2000; Klein et al, 2001; Jalilian and Weiss, 2002; Qureshi and Wan, 2008; Sylwester 2005 in Sumner 2005b). Opposite, other studies indicate that FDI promotes both growth and income inequality (Nunnenkamp et al, 2007; Zou et al 2009; Basu and Guariglia, 2007, Fu 2004; Dayal-Gulati and Husain 2002 in Sumner 2005b). Wei et al (2009 in Sumner 2005b) attribute the uneven distribution of FDI as opposed to FDI itself to income inequality. Milanovic (2005 in Sumner 2005b) demonstrates that FDI worsens both poverty and income inequality. Reuveny and Li (2003 in Sumner 2005b) claim that FDI worsens income inequality while Lee et al (2007 in Sumner 2005b) and Jensen and Rosas (2007 in

Sumner 2005b) conclude the exact opposite. Yet another group of studies are sceptical about how FDI influences poverty and income inequality (Jenkins, 2005 and Adams 2008 in Sumner 2005b). Thus the linkages between FDI and income poverty are uncertain both on a conceptual and empirical level (Sumner 2005b in Sumner 2005b).

In the case of Africa, Ikiara (2003) suggest that FDI has potential to contribute significantly to breaking loose from vicious growth poverty cycle which has trapped Africa for many years. However, the type of FDI received in Africa has not been aimed at sectors with relative advantage in terms of poverty alleviation. Looking specifically at FDI in Kenya, it becomes clear that the potential positive impacts have been limited by international standards and has had with limited impact on poverty reduction. The majority of existing literatures on the effects of FDI in Kenya are found to be consistent with views of the dependency school. (Kinuthia, 2010b)

3.1.5. FDI AND MULTIDIMENSIONAL POVERTY REDUCTION

In recent years, the relationship between FDI and multi-dimensional poverty has received increased attention. This is primarily due to one factor being the dominating trend in development thinking to define poverty as a multi-dimensional construct. This trend has been brought about as a result of the Capability Approach as presented by Amartya Sen and further developed by Martha Nussbaum, which has come to influence the World Bank's *Voices of the Poor* report in which the poverty is defined along multidimensional lines (Narayan *et al.*, 1999a; 1999b; 1999c in Sumner 2005b). Furthermore this transnational consensus is closely linked to the consensus on one internationally agreed set of capabilities/functioning's being the United Nations Millennium 2015 Development Goals (MDGs) which prevail across development policy and research throughout the world. The language of the MDGs and the Millennium Declaration from where they were derived, are argued to follow the Capability Approach very closely i.e. 'freedom', 'equality', 'solidarity', 'values'. This is also very much the case for UNDP stating: *'The MDGs are intended to ease the constraints on people's ability to make choices'* (UNDP, 2003: 27 in Sumner 2005b)). Specifically, the conceptual argument is, that *"more FDI = more capital = expanded entitlements (through job creation for example), expanded capabilities (through increased supply of utilities for example) and thus expanded functioning's? And more FDI in services = more capital in provision of water, sanitation, electricity and possibly health and education = again, expanded entitlements, expanded capabilities and expanded functioning's"*. (Sumner 2005b, p. 4) Yet a reason for increased focus on the relationship between FDI and multi-dimensional poverty is the FDI found in expansion services which relate to multi-dimensional poverty such as water and sanitation, interest in the delivery of

education and health as well as social security and growth scenarios under the World Trade Organization General Agreement on Trade in Services (GATS). (Sumner 2005a)

Adhering to the logic of the capability approach, and taking on the task of linking the effects of FDI to a broadened concept of poverty, where attention is on the particular ends that people have reason to value and the freedoms to meet these ends (as opposed to focus on means such as income), constitutes a more or less unexplored area of research. (Sumner 2005a) No studies have been found exploring the relationship between FDI and multidimensional poverty reduction in the case of Kenya.

3.2. ANALYTICAL FRAMEWORK

The analytical framework (see graphical depiction in illustration 1.) consists of three interlinked layers:

The first layer has the Kenyan context as the level of analysis and outlines the severity of poverty in Kenya as well as the size, growth and characteristics of inward Kenyan FDI while touching upon economical and political aspects of the country. Information on the Kenyan context will serve as a point of departure for the remaining analysis.

The second layer has poverty perceptions as the level of analysis and offers a definition of poverty in the Nairobi metropolitan area. Based on a small-scale participatory multidimensional poverty assessment in Nairobi it will be uncovered how poor people in the area define poverty themselves. This definition will be compared with poverty definitions from the World Bank, IMF, UN, the Kenyan and Danish governments, previous Kenyan participatory poverty assessments etc. Based on these different sources one joint poverty definition will be derived and form the basis for the subsequent data collection and analysis.

The third layer has the firm as the level of analysis and seeks to identify characteristics that set apart the most successful from the least successful Danish-Kenyan partnership. This is achieved through six stages of analysis covering:

1) The nature of Danish FDI in Kenya as outlined in terms of their distribution across time; sector; location within Kenya; and developmental funding status.

> Outcome of analysis: identification of case selection criteria

2) Application of case selection criteria's being location; developmental funding; and support phase to the list of 85 Danish FDI projects

> Outcome of analysis: 17 case candidates all being Danida supported partnerships in project phase located in the Nairobi Metropolitan Area. This number is further reduced to 12 on account of insufficient data for an impact assessment on five of the partnerships.

3) Contrastive analysis on overall successfulness of the 12 partnerships based on Danida submitted project and evaluation documents, as well as interviews relevant stakeholders.

> Outcome of analysis: Classification of successful partnerships vs. semi-successful partnerships vs. unsuccessful partnerships. Semi-successful partnerships are eliminated from the remaining analysis.

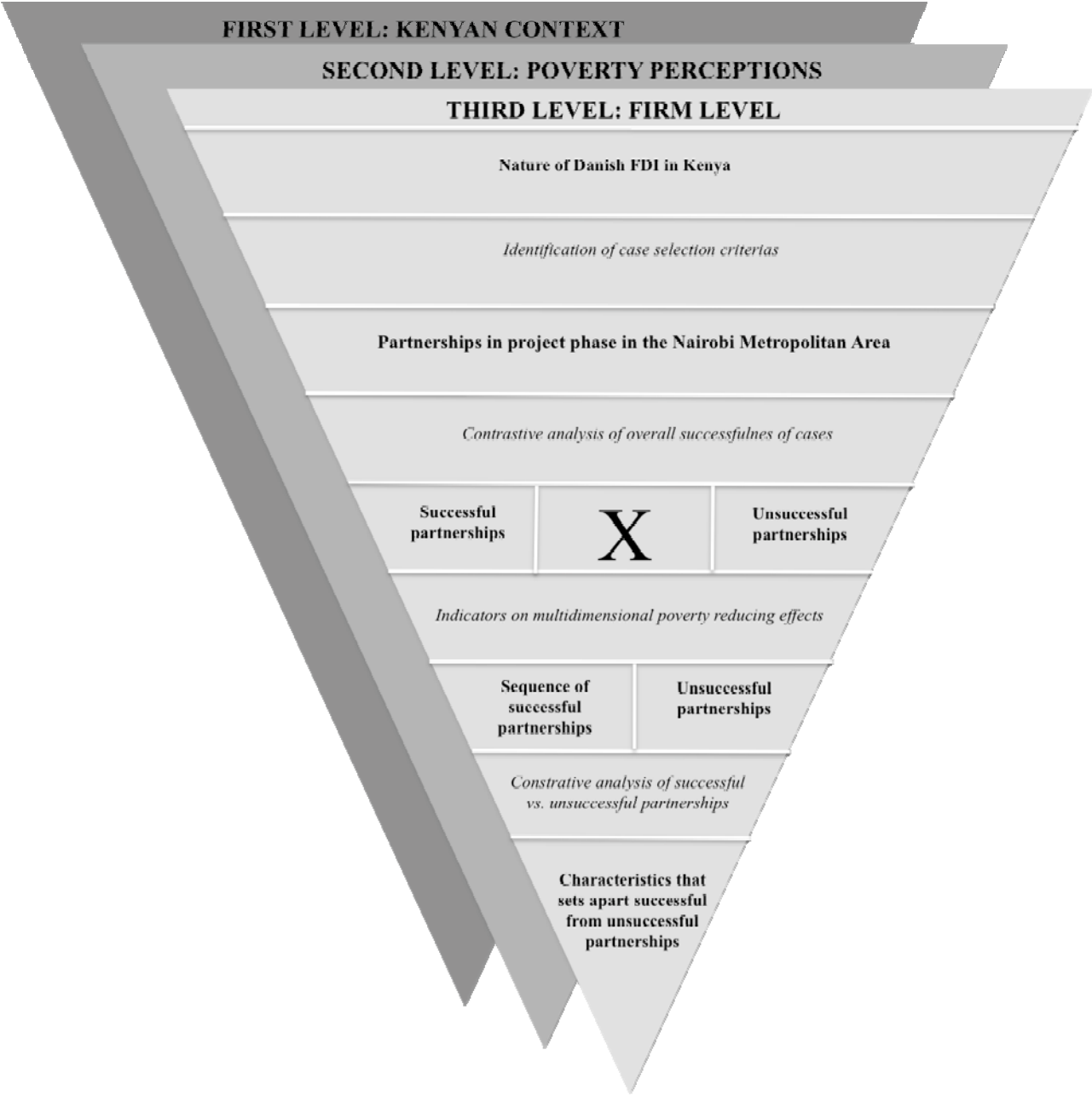
4) Indicators on multidimensional poverty reducing effects as identified through employee questionnaires

> Outcome of analysis: Sequence established within the successful partnerships.

5) Contrastive analysis to identify correlations of characteristics in the group of successful vs. unsuccessful partnerships.

> Outcome of analysis: Identification of characteristics that sets apart the most successful from the least successful Danish-Kenyan partnerships

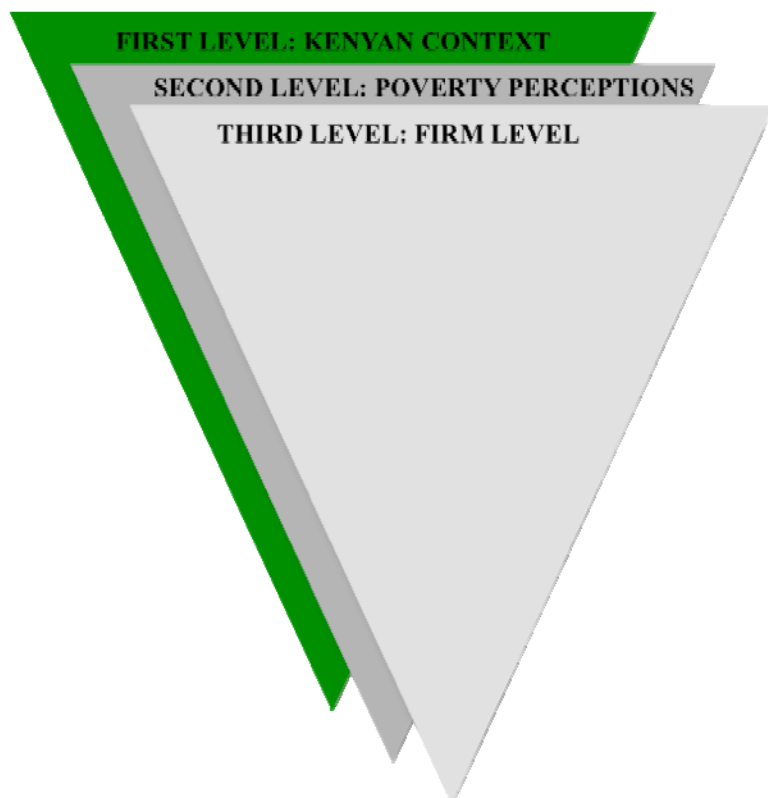
ILLUSTRATION 1: Graphical Depiction of the Analytical Framework



4. ANALYSIS

As outlined in the analytical framework the analysis is composed of three interlinked layers. (1) the Kenyan context; (2) poverty perceptions; and (3) firm level. While the answer to the research question is found in the third and final layer, it builds directly on the second layer, which again build on the first layer.

4.1.THE KENYAN CONTEXT



The Kenyan context constitutes the first layer of the analysis and deals with the severity of poverty in Kenya as well as key developments in the nature of FDI. This knowledge will serve as a point of departure for second layer of analysis.

4.1.1 THE INCIDENCE OF POVERTY

The Kenyan Population constitutes 40 million people of which 18 million are in the labour force. The unemployment rate is 40%. (Central Intelligence Agency, 2011)

According to the Kenya Integrated Household Budget Survey, conducted in 2006, the poverty incidence was estimated at 46% nationally and 21% for Nairobi City. In other words, almost half of the Kenyan population had levels of consumption that are insufficient to meet basic food and non-food needs. In terms of food poverty, just under half of Kenyans, and 30 % within Nairobi City, reported food consumption levels that were insufficient to meet their basic daily energy requirements equivalent of 2250 kilocalories per adult per day. Hard core poverty, defined by consumption levels that would be inadequate to meet basic food needs alone, even if the individual were able to forego all non-food consumption in order to consume food, affects one in five

individuals nationally and 4,1% in Nairobi City. The gini coefficient of expenditure per adult equivalent was estimated at 0,380 in rural areas and at 0,447 in urban areas. Thus while poverty in Kenya largely is a rural phenomenon, there are large pockets of poverty in the urban areas. (Kenya National Bureau of Statistics, 2007b, pp. 43-55)

4.1.2 THE NATURE OF INWARD KENYAN FDI

In the following the size, growth and characteristics of inward Kenyan FDI are uncovered while touching upon economical and political aspects of the country. This knowledge will serve as a point of departure for third layer of the analysis.

4.1.2.1. FDI SIZE AND GROWTH IN KENYA

Foreign Direct Investments have played an important part in financing the Kenyan development both in the primary, secondary and tertiary sectors. Prior to the Kenyan independence in the year of 1963, the majority of FDI went towards primary production and plantations. Until the Second World War the few Kenyan based manufacturing industries mainly dealt with basic processing of agricultural exports as well as processing of food aimed at local markets (Gachino, 2009). After Kenyan independence in 1963, the Kenyatta regime attempted to attract foreign investors to produce for the Kenya as well as the remaining East Africa (Van Arkadie, 1964; Nyongó 1988; Coughlin & Ikiara, 1988) and MNC's began setting up production within the boundaries of Kenya. Since protection rates were high many of the firms operating in the country enjoyed near monopolies. (Bigsten, 2002)

During the era of Import Substitution (IS) Kenya experienced rapid economic growth rates. Between 1964-1971 the GDP growth rate surpassed 7%, (Kaplinsky, 1980). In this period the government pursued several policies and incentives aimed at attracting FDI, including setting up institutions to enable a further development of the manufacturing sector (Gachino, 2009; Nyongó, 1988). Creating a favorable investment climate paid off and in the 1960s-1970s Kenya succeeded in increasing their inflow of FDI. In most cases the foreign investors were subsidiaries of wholly owned MNCs but joint participation between MNCs and the state also occurred. The majority of the FDI went into import-substituting industries (Kaplinsky, 1978; Swainson, 1980; Nyong'o, 1988).

Foreign investments still dominated Kenyan industry by the end of the 1970s, but declined significantly in the following decades. The fact that FDI in Kenya has been low since the 1970s has

been explained though a variety of factors including the inward oriented strategy pursued by the Kenyan government; the break-down of the East Africa Community (EAC) in 1977; expansion of uncompetitive state enterprises; declining efficiency and coordination and finance of institutions (Swainson, 1980; Republic of Kenya 1994; Lall and Pietrobelli, 2002).

The mid 1980s and 1990s was characterized by economic stagnation as a result of weak institutions, the collapse of the Structural Adjustment Program of IMF in 1986, political instability in the neighboring countries, and infrastructure destruction stemming from the El Nino weather phenomenon, heavy rains. (Mwega and Ndungu, 2002; Phillip and Obwana, 2000). The result was a slowdown of the industrialization process of Kenya, and thereby also labor productivity, causing a marked reduction in the influx of FDI. The various FDI promoting instruments and export oriented industrialization introduced during this period, was unsuccessful in boosting FDI inflows. (Rasiah and Gachino 2005)

In an attempt to reverse the negative development of the 1990's, President Kibaki during his first term in office carried through an ambitious economic reform program. (US Department of State, 2010). To guide the reform the Economic Recovery Strategy Paper was implemented in year 2002, and replaced by vision 2030 when expiring in 2007. Initiatives were aimed at sustaining economic growth and promoting development and specifically included establishment of free trade zones and improvements in various areas such as business climate, infrastructure, and development of investment incentives. At the core of the strategy to spur rapid economic growth is a commitment to attract FDI which, by the Kenyan government, is believed to be a key instrument in the industrialization process of Kenya. (Kinuthia, 2010) The reform proved successful and economic growth began to recover with real GDP growth registering 2.8% in 2003, 4.3% in 2004, 5.8% in 2005, 6.1% in 2006, and a staggering 7.0% in 2007. (US Department of State, 2010)

Despite changes in its political system and crisis in neighboring countries Kenya had since independence managed to maintain stability in the country. However, when the 2007 presidential campaign between Mwai Kibaki and Raila Odinga, despite widespread reports of vote-rigging and other abuses, led to the incumbent Mwai Kibaki being announced president on December 29th 2007, the reaction was a wave of violent protests throughout the country. With the entire country in state of emergency, roads and markets shut down across the country, thereby disrupting the free flow of goods, labor and money and resulting in substantial declines in growth for most sectors of the economy. The upheaval lasted until February 28th, 2008, when the political leaders of Kenya

established a coalition government. (Dupas & Robinson, 2011; Kenya National Bureau of Statistics, 2009). The signing of the power-sharing arrangement, initiated the economic recovery process but serious damage had already been done, and coupled with the effects of the global financial crisis and national drought, real GDP growth was brought down to less than 2% in 2008 (US Department of State, 2010). Similarly, the FDI inflows to Kenya dipped from \$729 million in 2007 to \$141 million 2009. Within the same period, Tanzania's FDI inflows remained steady at \$645 million and Uganda's FDI inflows increased by 66 million, thereby suggesting that Kenya is losing the FDI battle to its neighboring countries (Juma, 2010). According to Prof Joseph Kieyah, analyst at the Kenya Institute of Economic Policy and Analysis (Kippira), the crisis is still far over: *“political stability is a major factor in attracting FDI and as a country we are not yet out of the woods, seeing that just after the post-election violence in 2008 we are in the middle of a contested referendum over the proposed Constitution and soon after that we will be heading to the 2012 general elections”* (Juma, 2010, p. 1).

Since 2008 the Kenyan government has put in place a monetary easing cycle and a fiscal stimulus to pull the country out the crisis, which, with the rebounding of the economy in 2009-10 would seem to have yielded results. Recently, the IMF stated that the expansion of the Kenyan's economy, which saw a estimated 5 percent growth in 2010, is likely to continue in 2011, where the private sector is expected to remain on a fast-growth track thereby bringing GDP growth levels to approximately 5.7 percent in the year of 2011. (Miriri, 2011; US Department of State, 2010)

4.1.2.2. CHARACTERISTICS OF FDI IN KENYA

Based on a sample of 820 FDI projects registered by the Investment Promotion Centre (IPC) between 1997 and 2004, UNCTAD (2005) managed to reveal very useful insights in understanding foreign investments in Kenya. In 2007 KIPPRA conducted a similar firm survey using a sample of 137 foreign firms from Africa, OECD and Asia. The results of the two studies are very similar and led to the conclusion that foreign participation in Kenya is highly diversified but with a concentration of investments in the manufacturing and services sectors. The percentual distribution across sectors is: other manufacturing (27,6%); other sectors (24,2%); power (15,4%), tourism (10,7%), agro (9,9%), petrol services (4,4%); pharma (3,0%); mining (2,5%); garments (2,2%). Manufacturing FDI has in the past been focused on consumer goods sectors e.g. food and beverage industry, but since 2001 most manufacturing FDI has targeted EPZs, with 60 % of total investments in AGOA-related textiles as a consequence of the United States granting preferential access to its market under the African Growth and Opportunity Act. FDI in services has been represented in

multiple sub-sectors, including tourism, financial and business services and telecommunications. The largest geographical concentration of FDI is found in Nairobi and Mombasa with 56% and 17% of the value of IPC-registered projects in 2000-2004. Within manufacturing and service FDI this geographical investment preference becomes even more pronounced with Nairobi attracting almost 70% cent of FDI, and Mombasa another staggering 23 per cent. FDI in tourism have, however, been more evenly geographically distributed across Kenya, and FDI in agri-business have primarily been established outside Nairobi and Mombasaⁱⁱⁱ. Greenfield operations have been the preferred mode of FDI entry thereby suggesting long-term intentions of investors. The United Kingdom, Germany and the United States constitute the dominant sources of investment with British companies accounting for the largest and most long-standing group of investors. Recently, however, British companies have only accounting for a small share of FDI. Instead investment flows from South Africa are on the rise in various sectors but especially within services. Investments from the Far Eastern countries, including China and Japan, remain limited but nevertheless increasing. The majority of investments from China fall within construction, tourism and manufacturing assembly. EPZ investments are primarily stemming from foreign investors, mainly Asian origins. Most FDI was found to be market seeking and mainly targeting Kenya and the East African region due to from the formation of regional blocks, bilateral trade agreements and the political stability previously characterizing Kenya. (UNCTAD, 2005; Kinuthia, 2010)

4.2. MULTIDIMENSIONAL POVERTY IN NAIROBI



The second layer of the analysis has poverty perceptions as the level of analysis. Based on a small-scale participatory multidimensional poverty assessment carried out in Nairobi, it is uncovered how poor people in the area define poverty. The PPA results are compared with poverty definitions from international institutions, Kenyan authorities, previous Kenyan participatory poverty assessments, and poverty expert statements. Based on these different sources a combined list of poverty categories are derived and form the basis for the subsequent data collection and analysis.

4.2.1. PPA RESULTS

Five exercises were chosen for the simplified PPA: (1) sketching of ill/well-being; (2) Wealth Ranking Exercise; (3) Stages of Progress Exercise; (4) Problem Ranking Exercise; and (5) Seasonal Analysis Exercise. As explained in the methodology, number 2/3 and 4/5 roughly cover the same areas, and their results are compared in two separate triangulation analysis. In the following the results of the five exercises are analyzed and the results of number 2/3 and 4/5 compared in two separate triangulation analysis, leading to the identification of 27 multidimensional poverty categories. Of the 27 identified categories, 22 are arranged according to Maslow's theory on hierarchy of needs. The remaining four categories are found to be relating to coping mechanism and the enabling environment.

4.2.1.1. SKETCHES OF ILL/WELL-BEING

The Participatory Poverty Assessment was initiated by asking the discussion groups to make two separate sketches: one depicting well-being and the other depicting ill-being. The respondents were asked to, if they were literate, to accompany each of their sketches with three adjectives. The results

presented below are based on the analysis of individual ill/well-being sketches which can be found in appendix 7.15.

The combined top-scoring categories of the individual sketches on ‘bad life’ are listed in table 1. and on ‘good life’ in table 2. In addition to the categories of the combined top-5 list (see left side of both tables), a total of five site- and group specific categories are identified for ‘bad’ life, and six for ‘good life’ (see right side of both tables) which are score insufficient to be included in the combined top-5, but nevertheless awarded enough points for representation in one or more of the site/group specific top-5 lists. (see appendix 7.17.-7.18. for more in dept analysis).

Table 1. ‘Bad Life’ Categories derived from Individual Sketches

| | |
|--|--|
| Combined Top-5 <u>1. Lack shelter/housing</u> 51 points <u>2. Lack food & water</u> 31 points <u>3. Engage in immorality</u> 23 points <u>4. Lack education/knowledge</u> 21 points <u>5. Lack medical care/good health</u> 18 points | Site/group Categories <u>1. Lack job/business x 2</u> (22 points+6)/2 = 14 points <u>2. Lack proper clothing x 2</u> (7+5)/2 = 6 points <u>3. Have large family/demands from relatives</u> 4 points <u>4. Lack Christianity</u> 4 points <u>5/6. Lack farm</u> 4 points <u>5/6. Lack money/have debt</u> 4 points |
|--|--|

Source: Based on appendix 7.17.-7.18.

Table 2. ‘Good Life’ Categories derived from Individual Sketches

| | |
|--|--|
| Combined Top-5 <u>1. Have shelter/housing</u> 85 points <u>2. Have transportation</u> 43 points <u>3. Have food & water</u> 32 points <u>4. Live in nice settlement/area</u> 28 points <u>5/6. Have education/knowledge</u> 23 points <u>5/6. Have farm</u> 23 points | Site/group Categories <u>1. Have proper clothing</u> 9 points <u>2. Have money/savings</u> 8 points <u>3. Be christian</u> 7 points <u>4. Have job/business</u> 6 points <u>5. Have access to infrastructure</u> 5 points |
|--|--|

Source: Based on appendix 7.17.-7.18.

The results of the individual ill/well-being sketches are summarized in table 3. below. Categories are ranked according to total score, thereby presenting the categories in the sequence of importance attached to them by the discussion group participants.

Table 3. Good/Bad Life Categories

| BAD LIFE CATEGORIES | GOOD LIFE CATEGORIES |
|--|--|
| <u>1. Lack shelter/housing</u> 51 points | <u>1. Have shelter/housing</u> 85 points |
| <u>2. Lack food & water</u> 31 points | <u>2. Have transportation</u> 43 points |
| <u>3. Engage in immorality</u> 23 points | <u>3. Have food & water</u> 32 points |
| <u>4. Lack education/knowledge</u> 21 points | <u>4. Live in nice settlement/area</u> 28 points |
| <u>5. Lack medical care/good health</u> 18 points | <u>5/6. Have education/knowledge</u> 23 points |
| <u>6. Lack job/business</u> 14 points | <u>5/6. Have farm</u> 23 points |
| <u>7. Lack proper clothing</u> 6 points | <u>7. Have proper clothing</u> 9 points |
| <u>8/9/10/11. Have large family/demands from relatives</u> 4 points | <u>8. Have money/savings</u> 8 points |
| <u>8/9/10/11. Lack Christianity</u> 4 points | <u>9. Be christian</u> 7 points |
| <u>8/9/10/11. Lack farm</u> 4 points | <u>10. Have job/business</u> 6 points |
| <u>8/9/10/11. Lack money/have debt</u> 4 points | <u>11. Have access to infrastructure</u> 5 points |

Source: Based on appendix 7.17.-7.18.

As can be seen from table 3. basic needs are appointed the highest priority on the combined Individual Sketches top-5 list which, considering the deep rooted poverty enveloping the selected sites, corresponds very well with Abraham Maslows theory on hierchy of needs, often depicted in a five level pyramid with its base in physiological needs and culminating in self-actualisation needs. The arguments is that upper levels of the pyramid only comes into focus when deficient levels are met and that once an individual has moved upwards to the next level, needs in the lower level will no longer be prioritised. (Goble, 1970) In this case the struggle to cover basic needs takes precedence over everything else thereby indicating that the discussion participants are placed within the lowest level of the Maslows pyramid. Specifically, availability of food appears on the top-5 list both in relation to a good and bad life, as well as directly (having food and water) and indirectly (farm with crops and livestock). Availability of shelter also appears on the top-5 list both in relation to a good and bad life and in both cases as the highest scoring category.

The category education/knowledge is both included in the good life as well as bad life Individual Sketches combined top-5 lists and thereby adds up to a the second highest scoring topic. One possible explanation as to why the education/ knowledge carries so much weight in the mind of the poor is offered by anthropologist David Maranz (2001) who argues that while Kenyans generally speaking readily share space and things they are extremely possessive of knowledge. This is in direct contrast to Danes who are possessive of space and things but share their thoughts and knowledge much more freely than do the Kenyans. (Maranz 2001). With widespread poverty, knowledge is in a Kenyan setting considered a valuable asset and allied to this is the respect for the value of education, viewed as the all-important means to “make something of oneself” or as expressed by the male discussion group from Lenana “*most (people) are unemployed due to lack of skills/education*”. The prospect of lifting oneself out of poverty is thus perceived as being closely knit with training/schooling. At the same time superior knowledge often constitutes a competitive advantage in getting or keeping a job, and with no social network in place in Kenya, most Kenyans guard their knowledge dearly from everyone – especially those outside their social circle.

With the categories ‘transportation’ and ‘live in nice settlement/areas’ having been mentioned in the Individual Sketches respectively 43 and 28 times they are far from the highest scoring categories but nevertheless comprehensive in proportion and can therefore not be dismissed. Both categories fall under what anthropology professor, Frederik Subbo (2008), from the University of Nairobi refers to as “*indicators of wealth*” or generally known as status-symbols. It is argued that: “*If you are staying in the slums people may feel that you are poorer than someone who is staying in a better estate(...) regardless of how much money you may have in your pocket (...). So it does not matter whether you are meeting your basic needs but so long as you are staying in Kibera (...) people may view you as a very poor person. So there is that perception that you need to have certain material goods (...) You need to stay in a particular estate, or you need to drive a particular brand of car.*” (Subbo, 2008, p. 12) The focus on “*indicators of wealth*” and “*material goods*” furthermore needs to be seen in light of the arguments that Kenya by far is the most capitalistic and materialistic country in East Africa and that Nairobians are even more materialistic than other people around the country or from rural areas (Subbo, 2008)

While first and foremost being archetypical examples of status-symbols both the category ‘transportation’ and ‘live in nice settlement/areas’ have yet another common demoninator – security. Generally speaking there will be a positive correlation between the exclusiveness of the estate/area and the security precautions in place both in terms of coverage (night vs. 24 hour

security); quality (number, qualifications and equipment of guards employed); and scope (posting of guards solely at the estate gates or also at each house in the estate). Similarly, means of transportation reduces security risks considerably which the male discussion group participants in Lenana brought to the attention of the PPA team. The men argued that in order to find work they needed to be in town everyday at seven o'clock and wait for the construction supervisors to come and pick from the hords of expectant men whatever number of casual laborers they needed that particular day. Getting to town left the men with two options: *"fair to town is 100 shilling. If you take the buss and you are left with nothing for food your children will cry because they are hungry and your wife will yell at you, but if you walk you will be robbed, injured or perhaps killed - if you end in hospital how will you pay?"*. Later that day - completely unaware of what had been mentioned by the group of men - a teenage boy started collecting money from his fellow discusson participants to cover the funeral costs of his older brother who had been killed attempting to reach town by seven o'clock thus walking unprotected in the dark.

Sketches relating to the categories 'engage in immorality (prostitution & alcohol/drugs/cigarettes)' have appeared on the Individual Sketches 23 times. The category was, by the focus group participants, considered characteristic of a bad life because it marks the point in time where people try to cope with current hopelessness and despair by following a path of short-term fullfillment and long-term self-destruction. As a teenagemother from Lenana explained: *"it is not because we are unaware of the dangers of unprotected sex – we all know very well. But when you have not eaten for several days your body stops producing milk, making it impossible for you to breast-feed your child who is screaming without end – at that point your brain stops working and you can't think strait anymore, so if someone comes up to you and offers to buy lunch in return for whatever, you accept and before you know it, you have an HIV infection and not one but two children screaming for food"*.

The categories 'lack medical care/good health' has been represented 18 times in the Individual Sketches as a factor of a bad life. Understanding why one needs to take a look at the social network in place in Kenya. On the official *Government of Kenya* website it is stated that *"the provision of Healthcare services in Government Hospitals is either free or subsidized on cost sharing basis."*¹ (Republic of Kenya, 2010). However, while it is true that the Kenyan government has in fact been trying to provide free medical care, poor governance and implementation in reality means that services for free medical cover virtually are non-existing – especially for those squatting in

¹ Cost sharing means that the patients pays the smallest possible fee just to cover the medicine and current running costs

slums which, according to Sakwa Mwangala, programme manager with the African Medical and Research Foundation and head of AMREF's Kibera integrated healthcare program, are regarded as informal illegal settlements and consequently are underserved in terms of access to public health facilities. Instead the slums are left in the hands of local health facilities frequently operated by quacks which, with absent quality control, often are lacking medical skills. Combined with the increased likelihood of becoming sick on account of inadequate sanitation, encouraging the spread of skin and waterborne diseases, it is no wonder why the categories 'lack medical care/good health' makes it to the combined bad life top-5 in the Individual Sketches. (IRIN, 2008)

4.2.1.2. WEALTH RANKING EXERCISE

In the Wealth Ranking exercise the focus group participants were asked how many wealth groups they considered existing in the continuum between the two extremes of well-being vs. ill-being, which they had just illustrated in the individual sketches exercise. After having identified the perceived number of wealth groups their key characteristics were uncovered. (World Bank 1999). As mentioned in the methodology the focus groups on average listed three wealth groups - poor, middle class and rich. In the following the main results of the Wealth Ranking exercise within these three wealth groups are outlined.

In the tables below the top-scoring categories of the wealth groups poor, middle class and rich are listed. On the left hand side of each table the combined top-5 categories are listed. In addition a number of site- and group specific categories were identified which are score insufficient for admission in the combined top-5 but nevertheless awarded enough points for representation in one or more of the top-5 lists. Specifically, taking overlapping categories into account the identified site/group specific categories amounted to eight both for the group of 'poor' and 'rich' and ten for group of 'middle class'. (see appendix 7.20.-7.21. for more in depth analysis). These categories, including their sub-categories are listed in the right-hand box of the three tables (Table 4-6) below and represent how poor nairobians on average characterise people belonging to each of the wealth groups 'poor', 'middel class' and 'rich'.

Table 4. WbR Derived Categories on ‘Poor’

| Combined Top-5 (WR) | Site/group Categories (WR) |
|--|--|
| <u>1. Lack food & water</u> 24,59 points | <u>1. Lack shelter/housing</u> 4,51 points |
| <u>2. Lack education/knowledge</u> 15,28 points | <u>2. Lack transportation</u> 4,05 points |
| <u>3. Lack proper clothing</u> 12,69 points | <u>3. Be hardworking/underpaid/serve the rich x 2</u> (3,53+3,53)/2 = 3,53 points |
| <u>4. Have shelter/housing</u> <i>14 x (rented) shelter</i> 11,90 points | <u>4. Lack sanitation/good environment</u> 3,01 points |
| <u>5. Lack medical care/good health</u> 11,65 points | <u>5. Lack job/business x 2</u> (2,73 + 2,87)/2 = 2,80 points |
| | <u>6. Be emotional/harsh</u> 2,41 points |
| | <u>7. Engage in love affairs/early marriages</u> 2,34 points |
| | <u>8. Beg/depend on favours</u> 1,99 points |

Source: appendix 7.20.-7.21.

Table 5. WbR Derived Categories on ‘Middle Class’

| Combined Top-5 (WR) | Site/group Categories (WR) |
|---|--|
| <u>1. Have shelter/housing</u> <i>4 x permanent house/apartment</i> 5,44 points | <u>1. Have clothing x 2</u> $\sim (1+3)/2 = 2 \times 2^{nd} \text{ hand clothing}$ (3,78+3,78)/2 = 3,78 points |
| <u>2. Have education/knowledge</u> <i>3 x public/cheap private schools, 1 x further studies</i> 4,78 points | <u>2. Have job/business(es)</u> 2,67 p. |
| <u>3. Have food & water</u> <i>3 x local food</i> 4,78 points | <u>3. Be hardworking/underpaid/serve the rich x 2</u> (1,82+1,82)/2 = 1,82 points |
| <u>4. Display amoral behaviour</u> 4,55 points | <u>4. Have fun/entertainment</u> 1,11 points |
| <u>5. Have transportation</u> <i>3 x via motorcycle(s)/car(s), 1 x via public vehicles</i> 4,13 points | <u>5. Lack security</u> 1,11 points |
| | <u>6. Live in nice settlement/area</u> 1,11 points |
| | <u>7. Have security</u> 1,00 points |
| | <u>8. Have medical care/good health x 2</u> (1,00+0,91)/2 = 0,96 points |
| | <u>9. Be emotional/harsh</u> 0,91 points |
| | <u>10. Lack money/have debt</u> 0,91 points |

Source: appendix 7.20.-7.21.

Table 6. WR Derived Categories on ‘Rich

| Combined Top-5 (WR) | Site/group Categories (WR) |
|---|--|
| <u>1. Have transportation</u> ~ 15 x motorcycle(s)/car(s), 2 x via airborne transportation vehicles 16,67 points | <u>1. Be powerfull/fortunate x 2</u> (5,79+7,67)/2 = 6,73 points |
| <u>2. Display amoral behaviour</u> 16,04 points | <u>2. Have clothing</u> ~ 4 x fashionable clothing 5,42 points |
| <u>3. Have food & water</u> ~ 10 x balanced diet, 2 x 3 meals a day, 2 x eat when you like, 1 x bottled water, 1 x water from taps 15,82 points | <u>3. Afford luxury in large quantities x 2</u> (4,56+4,50)/2 = 4,53 points |
| <u>4. Have shelter/housing</u> ~ 13 x permanent house/apartment, 3 x own house/apartment, 1 x housing/apartment abroad 15,11 points | <u>4. Have security</u> 3,78 points |
| <u>5. Have education/knowledge</u> ~ 9 x private schools, 2 x study abroad, 1 x private international schools, 1 x further studies 11,54 points | <u>5. Have job business(es)</u> 3,75 points |
| | <u>6. Have medical care/good health</u> 3,43 points |
| | <u>7. Have money/savings</u> 3,57 points |
| | <u>8. Invest/expand</u> 2,30 points |

Source: appendix 7.20.-7.21.

4.2.1.3. STAGES OF PROGRESS TECHNIQUE

With a point of departure in the perceived number of wealth categories as identified in the Wealth Ranking exercise, the assembled groups were in the Stages of Progress technique asked: what do households from *name of the poorest group previously identified by the poor themselves* do with the first bit of money that they acquire? Which expenses are usually the very first to be incurred? As a little more money flows in and the households manages to climb to *name of the second, third, fourth ect. poorest group previously identified by the poor themselves*, what will they then spend their money on? (Krishna, 2004) In the following the main results of the Stagers of Progress Technique are outlined.

Following the same pattern of analysis as in the Wealth Ranking analysis, the left hand side of the tables below list the combined top-5 categories of the stages of progress groups ‘poor’, ‘middle class’ and ‘rich’. Additionally, taking overlapping categories into account identified site/group specific categories amounted to eight for the group of ‘poor’; seven for the group of ‘middle class’ and six for the group of ‘rich’. (see appendix 7.23.-7.24. for more in dept analysis). These categories, including their sub-categories are listed in the right-hand box of the three tables (tables 7-9) below and represent the expenses which poor nairobians on average consider people belonging to the stages of progress groups ‘poor’, ‘middel class’ and ‘rich’ able to incur.

Table 7. SoP Derived Categories on ‘Poor’

| | |
|---|--|
| <p>Combined Top-5 (SoP)</p> <p><u>1. Have food& water</u> ~ 12 x local food, 3 x buy water 36,2 points</p> <p><u>2. Have shelter/housing</u> ~ 12 x (rented) shelter 30,09 points</p> <p><u>3. Have clothing</u> ~ 10 x 2nd hand clothing 12,69 points</p> <p><u>4. Lack education/knowledge</u> 11,11 points</p> <p><u>5. Have education/knowledge</u> ~ 5 x public/cheap private schools 11,00 points</p> | <p>Site/group Categories (SoP)</p> <p><u>1. Invest/expand</u> (10,00+ 5,5)/2 = 15,5 points</p> <p><u>2. Lack medical care/good health x 2</u> (5,97+3,75)/2 = 4,86 points</p> <p><u>3. Lack money/have debt x 2</u> (4,64+4,50)/2 = 4,57 points</p> <p><u>4. Help others</u> 4,50 points</p> <p><u>5. Have medical care/good health x 2</u> (4,64+2,50)/2 = 3,57 points</p> <p><u>6. Engage in immorality</u> 1,25 points</p> <p><u>7. Lack food & water</u> 1,25 points</p> <p><u>8. Lack transportation</u> 1,25 points</p> |
|---|--|

Source: appendix 7.23.-7.24

Table 8. SoP Derived Categories on ‘Middle Class’

| | |
|--|---|
| <p>Combined Top-5 (SoP)</p> <p><u>1. Have education/knowledge</u> ~ 2 x public/cheap private schools, 1 x further studies, 1 x private schools, 1 x vocational training 9,69 points</p> <p><u>2. Have medical care/good health</u> 5,69 points</p> <p><u>3. Have transportation</u> ~ 2 x via motorcycle(s)/car(s), 1 x via bicycle, 1 x via public vehicles 4,86 points</p> <p><u>4. Have fun/entertainment</u> 4,44 points</p> <p><u>5. Help others</u> 4,00 points</p> | <p>Site/group Categories (SoP)</p> <p><u>1. Invest/expand x 2</u> (3,25+3,25)/2 = 3,25 points</p> <p><u>2. Have food & water x 2</u> ~ (1+1)/2 = 1 x buy water, 1 x local food (2,36+1,25)/2 = 1,81 points</p> <p><u>3. Own plot(s)/land x 2</u> (1,25+1,25)/2 = 1,25 points</p> <p><u>4. Have access to infrastructure</u> 1,11 points</p> <p><u>5. Have clothing</u> ~ 1 x 2nd hand clothing 1,11 points</p> <p><u>6. Have farm</u> 1,11 points</p> <p><u>7. Have shelter housing</u> ~ 1 x permanent house/apartment 1,11 points</p> |
|--|---|

Source: appendix 7.23.-7.24

Table 9. SoP Derived Categories on ‘Rich’

| Combined Top-5 (SoP) | Site/group Categories (SoP) |
|--|---|
| <u>1. Invest/expand</u> 30,39 points | <u>1. Have transportation</u> ~ 4 x via motorcycle(s)/car(s), 1 x via airborne vehicles 9,64 points |
| <u>2. Have education/knowledge</u> ~ 11 x private schools, 2 x further studies, 2 x study abroad, 1 x adult education 25,98 points | <u>2. Own plot(s)/land</u> 6,81 points |
| <u>3. Have shelter/housing</u> ~ 8 x own house/apartment, 5x permanent house/apartment 20,48 points | <u>3. Have farm (crops & livestock) x 2</u> $(3,33+3,33)/2 = 3,33$ points |
| <u>4. Help others</u> 10,30 points | <u>4. Have medical care/good health x 2</u> $(3,33+3,33)/2 = 3,33$ points |
| <u>5. Have food & water</u> ~ 5 x balanced diet, 1 x 3 meals a day, 1x water from tanks 9,78 points | <u>5. Have money savings</u> 3,33 points |
| | <u>6. Have clothing x 2</u> ~ $(3+3)/2 = 3$ x fashionable clothing $(2,86+3,39)/2 = 3,13$ points |

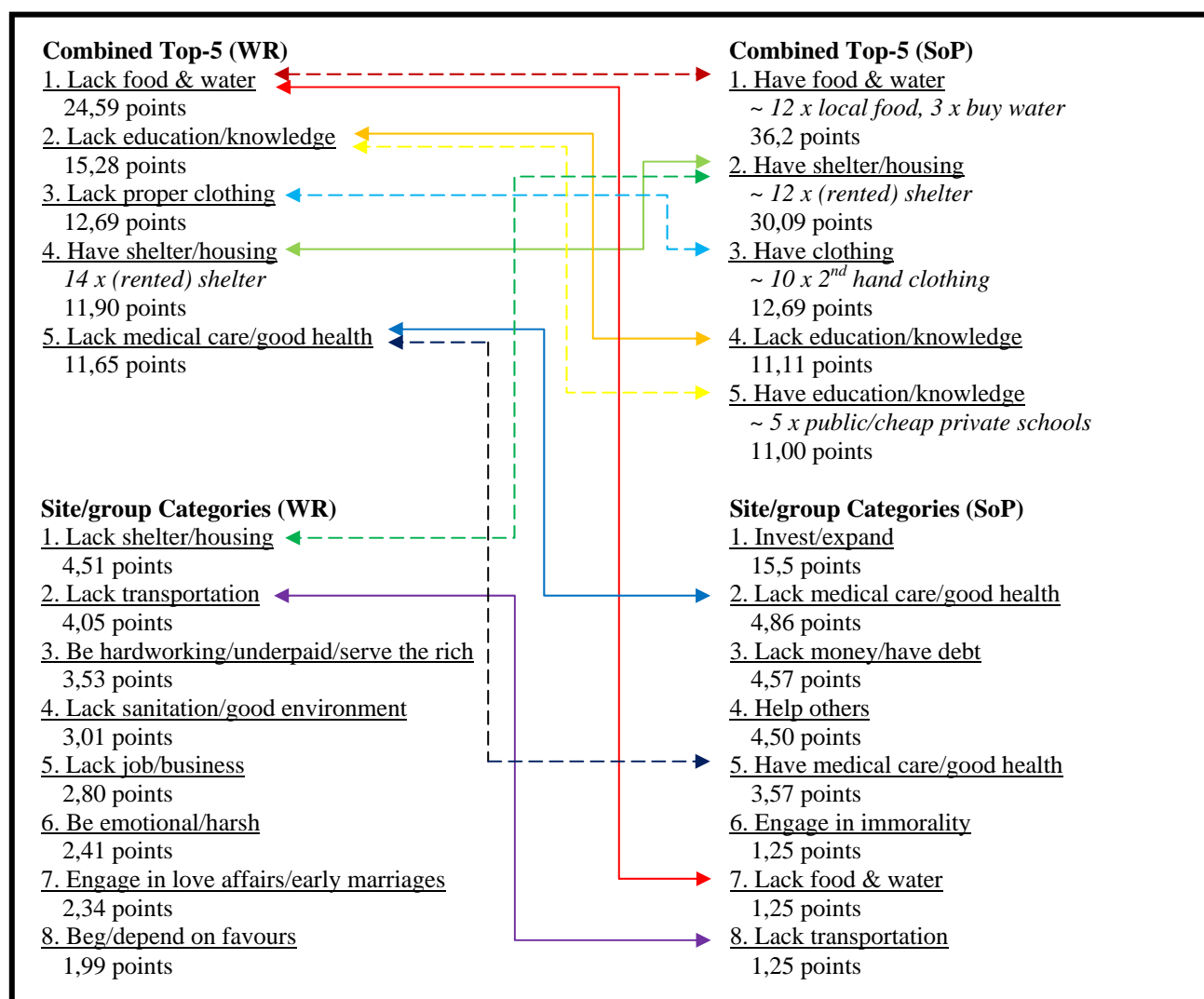
Source: appendix 7.23.-7.24

4.2.1.4. TRIANGULATION OF WR/SOP RESULTS

In the following the results from the Wealth Ranking Exercise and Stages of Progress Technique are triangulated with the purpose of revealing different aspects of well/ill-being that might have been lost if any one method had been applied, and assessing the validity of emerged themes from the assessment by determining the extent to which the two data collection methods have led to the same result.

POOR

Table 10. Triangulation of SoP/WR ‘Poor’ Results



Source: Based on table 4, 7.

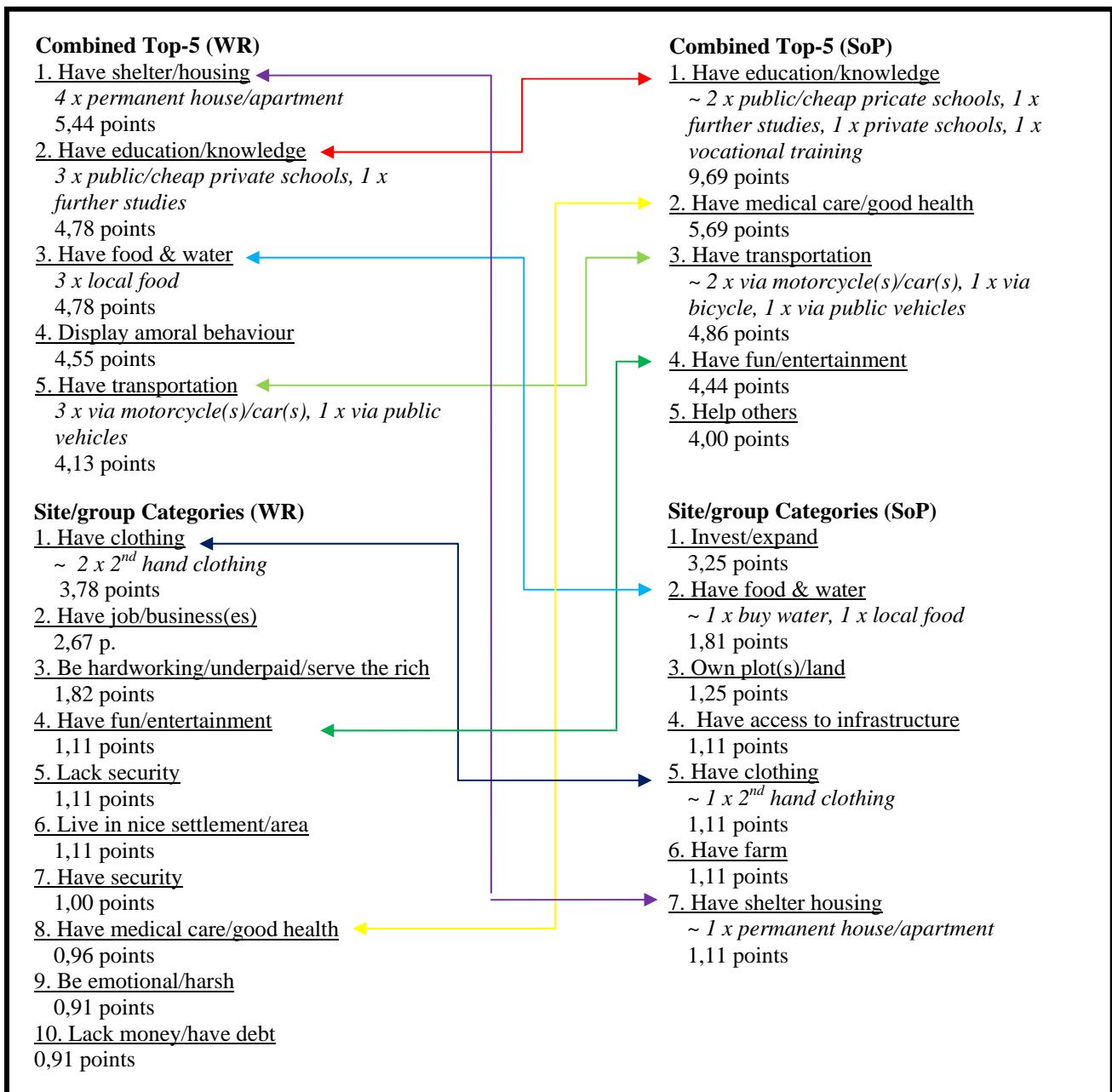
As can be seen from the illustration above, a total of four WR/SoP top-5 list categories are identified, two of which are found amongst the combined top-5 lists and two whose equivalent are found amongst the considerably lower scoring site/group top-5 derived categories. One equivalent to the WR top 5 category is found amongst the considerably lower scoring site/group top-5 list.

In addition, five WR/SoP categories relate to the same topic but with opposite sign (lack vs. have). Specifically, the discussion groups tended to express a more pessimistic attitude about the characteristics of the well-being group ‘poor’ in the WR than in the SoP. Taking account of these semi-matches, only six WR- and four SoP categories, all from the site/group categories, lack a

match completely. Thus, the number of matches equals the number of categories without a WR/SoP counterpart.

MIDDLE CLASS

Table 11. Triangulation of SoP/WR ‘Middle Class’ Results



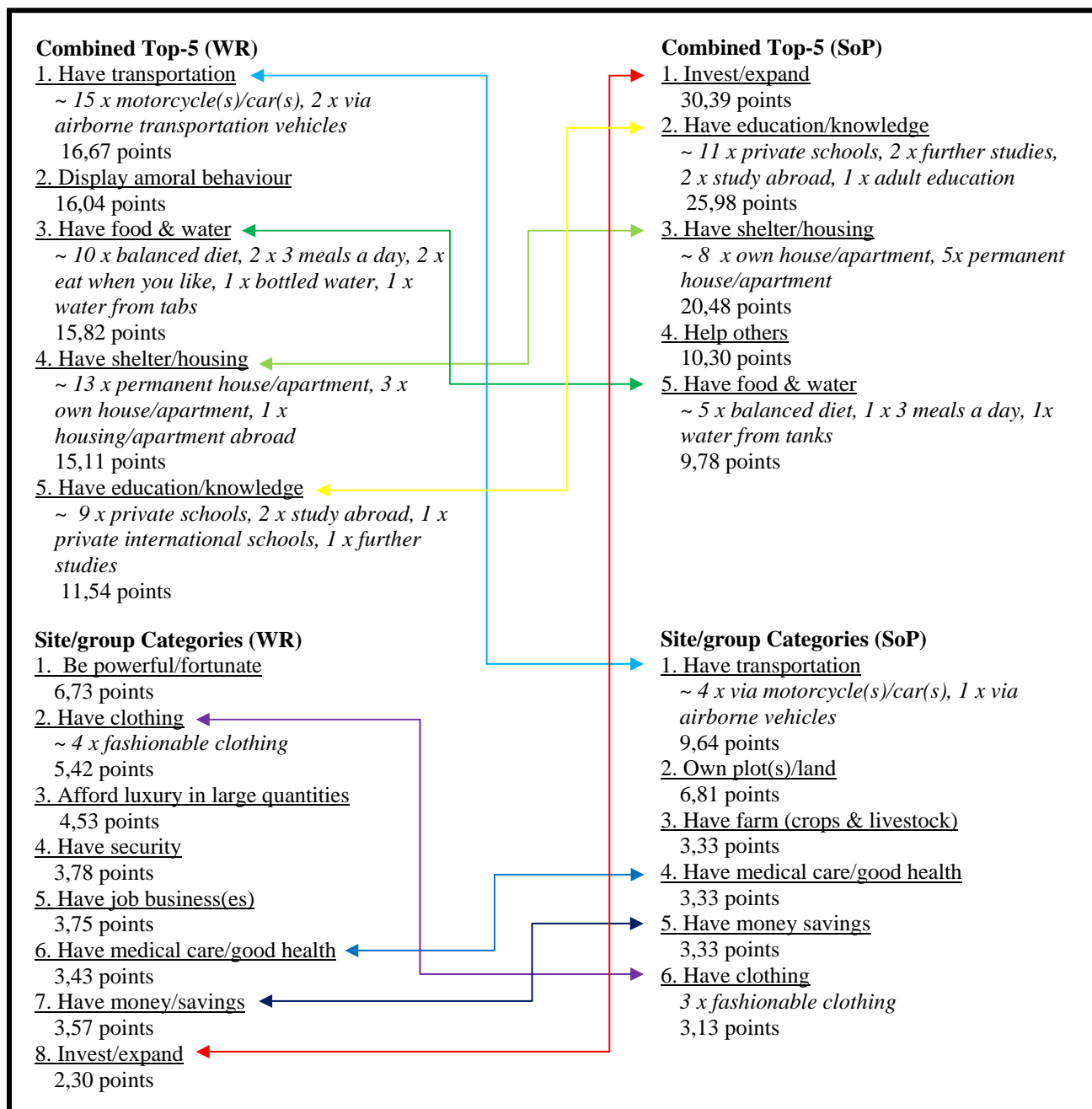
Source: Based on table 5, 8.

As can be seen from the illustration above, a total of seven WR/SoP top-5 list categories are identified, two of which are found amongst the combined top-5 lists and five whose equivalent are found amongst the considerably lower scoring site/group top-5 derived categories. In contrast, eight

WR- and five SoP categories, two of which from the combined top-5 list, lack a match completely. Thus, the number of categories without a WR/SoP counterpart outweighs the number of matches.

RICH

Table 12. Triangulation of SoP/WR ‘Rich’ Results



Source: Based on table 6, 9.

As can be seen from the illustration above, a total of eight WR/SoP top-5 list categories are identified, three of which are found amongst the combined top-5 lists and five whose equivalent are

found amongst the considerably lower scoring site/group top-5 derived categories. In contrast, five WR- and three SoP categories, two of which from the combined top-5 list, lack a match completely. Thus, the number of matches equals the number of categories without a WR/SoP counterpart.

WR/SoP TRIANGULATION RESULTS

Jointly assessing the triangulation results of the three well-being groups, it can be concluded that 25 categories, equivalent to 45 percent of the total number of categories from the combined- and site/group top-5 lists, both are represented in the WR as well as the SoP. Taking account of overlapping categories in the three well-being groups these 25 categories basically boil down to only nine different categories namely: (1) food & water; (2) shelter/housing; (3) proper clothing; (4) education/knowledge; (5) medical care/good health; (6) transportation; (7) fun/entertainment, (8) money/savings; and (9) invest/expand. The remaining 55 percent of the total number of categories from the combined- and site/group top-5 lists are distributed between 19 WR categories and 12 categories SoP categories which lack a counterpart.

Comparing the triangulation results across well-being groups and taking account of overlapping categories in the three well-being groups only 14 different categories can be derived from the 19 WR categories and only can be reduced to 14 different categories are identified through the WR. Thirteen of these fourteen categories are exclusively mentioned during the SoP exercise namely: (1) Afford luxury in large quantities; (2) Be emotional/harsh; (3) Beg/depend on favours; (4) Be hardworking/underpaid/serve the rich; (5) Be powerful/fortunate; (6) Engage in love affairs/early marriages; (7) Lack sanitation/good environment; (8) Lack job/business; (9) Display amoral behaviour; (10) Have job/business(es); (11) Lack security; (12) Have security; (13) Live in nice settlement/area.

Seven different categories are identified through the SoP. Six of these seven categories are exclusively mentioned during the SoP - namely: (1) Invest/expand; (2) Help others; (3) Engage in immorality; (4) Own plot(s)/land; (5) Have access to infrastructure; (6) Have farm (crops & livestock)

Studying the nature of the categories exclusive to the WR in contrast to the categories exclusive to the SoP, the broader nature of the WR becomes apparent. While both the WR and SoP relate to the topic of ill/well-being, response variations were to be expected since emphasis in the WR was on

well-being group characteristics, whereas emphasis in the SoP was on financial capabilities of the well-being group, and as such had a much broader focus.

The results of the WR exercise and SoP technique are summarized in illustration 13. below. The scores of overlapping categories have been added and categories ranked according to their total score, thereby presenting the categories in the sequence of importance attached to them by the discussion group participants.

Table13. Triangulation results WR/SoP

| POOR | MIDDLE CLASS | RICH |
|--|---|--|
| <u>1. Have shelter/housing</u> 26 x (rented) shelter 41,99 points | <u>1. Have education/knowledge</u> ~ 5 x public/cheap private schools, 2 x further studies, 1 x private schools, 1 x vocational training 14,47 points | <u>1. Have education/knowledge</u> ~ 20 x private schools, 4 x study abroad, 3 x further studies, 1 x adult education, 1 x private international schools 37,52 points |
| <u>2. Have food & water</u> ~ 12 x local food, 3 x buy water 36,2 points | <u>2. Have transportation</u> 5 x via motorcycle(s)/car(s), 2 x via public vehicles, 1 x via bicycle 8,99 points | <u>2. Have shelter/housing</u> ~ 18 x permanent house/apartment, 11 x own house/apartment, 1 x housing/apartment abroad 35,59 points |
| <u>3. Lack education/knowledge</u> 26,39 points | <u>3. Have medical care/good health</u> 6,65 points | <u>3. Invest/expand</u> 32,69 points |
| <u>4. Lack food & water</u> 25,84 points | <u>4. Have food & water</u> 4 x local food, 1 x buy water 6,59 points | <u>4. Have transportation</u> ~ 19 x motorcycle(s)/car(s), 3 x via airborne transportation vehicles 26,31 points |
| <u>5. Lack medical care/good health</u> 16,51 points | <u>5. Have shelter/housing</u> 5 x permanent house/apartment 6,55 points | <u>5. Have food & water</u> ~ 15 x balanced diet, 3 x 3 meals a day, 2 x eat when you like, 1 x bottled water, 1 x water from tabs, 1x water from tanks 25,60 points |
| <u>6. Invest/expand</u> 15,50 points | <u>6. Have fun/entertainment</u> 5,55 points | <u>6. Display amoral behaviour</u> 16,04 points |
| <u>7/8. Have clothing</u> ~ 10 x 2 nd hand clothing 12,69 points | <u>7. Have clothing</u> ~ 3 x 2 nd hand clothing 4,89 points | <u>7. Help others</u> 10,30 points |
| <u>7/8. Lack proper clothing</u> 12,69 points | <u>8. Display amoral behaviour</u> 4,55 points | <u>8. Have clothing</u> ~ 7 x fashionable clothing 8,55 points |
| <u>9. Have education/knowledge</u> ~ 5 x public/cheap private schools 11,00 points | <u>9. Help others</u> 4,00 points | <u>9. Have money/savings</u> 6,90 points |
| <u>10. Lack transportation</u> 5,30 points | <u>10. Invest/expand</u> 3,25 points | <u>10. Own plot(s)/land</u> 6,81 points |
| <u>11. Lack money/have debt</u> 4,57 points | <u>11. Have job/business(es)</u> 2,67 points | <u>11. Have medical care/good health</u> 6,76 points |
| <u>12. Lack shelter/housing</u> 4,51 points | <u>12. Be hardworking/underpaid/serve the rich</u> 1,82 points | <u>12. Be powerful/fortunate</u> 6,73 points |
| <u>13. Help others</u> 4,50 points | <u>13. Own plot(s)/land</u> 1,25 points | <u>13. Afford luxury in large quantities</u> 4,53 points |
| <u>14. Have medical care/good health</u> 3,57 points | <u>14/15/16/17. Have access to infrastructure</u> 1,11 points | <u>14. Have security</u> 3,78 points |
| <u>15. Be hardworking/underpaid/serve the rich</u> 3,53 points | <u>14/15/16/17. Have farm</u> 1,11 points | <u>15. Have job business(es)</u> 3,75 points |
| <u>16. Lack sanitation/good environment</u> 3,01 points | <u>14/15/16/17. Lack security</u> 1,11 points | <u>16. Have farm (crops & livestock)</u> 3,33 points |
| <u>17. Lack job/business</u> 2,80 points | <u>14/15/16/17. Live in nice settlement/area</u> 1,11 points | |
| <u>18. Be emotional/harsh</u> 2,41 points | <u>18. Have security</u> 1,00 points | |
| <u>19. Engage in love affairs/early marriages</u> 2,34 points | <u>19/20. Be emotional/harsh</u> 0,91 points | |
| <u>20. Beg/depend on favours</u> 1,99 points | <u>19/20. Lack money/have debt</u> 0,91 points | |
| <u>21. Engage in immorality</u> 1,25 points | | |

Source: Based on table 10,11,12

Looking a bit closer at the results of the WR/SoP triangulations several of the the categories pointed out as being characteristic of the 'rich' well-being group are interestingly enough exactly the same as for the 'middle class' and partly the 'poor'. The primary inter-wellbeing differences thus have to be found in the sub-categories.

Children from both the 'middle class' and 'rich' well-being groups are able to develop their academic skills in secondary school, college or even university. However, whereas the children of the 'rich' well-being group are able to attend prestigious private schools or even study abroad, the 'middle class' well-being group will typically only be able to afford sending their children to public or cheap private schools, ultimately impeding their chances of securing a job upon completion of their studies. Even worse off are children from the 'poor' well-being group whom, despite free primary education in Kenya since 1971, in reality most often are unable to go to school. This is partly due to the need for children to participate in breadwinning activities during the day, such as begging, instead of attending classes; and partly due to the degree of skills required for admission in public schools in an attempt to counteract the severe overcrowding of schools which has become a reality after eliminating fees for public primary schools – skills which the children of the poorest of the poor often do not possess and as such at best are left with the option of enrollment in the cheapest private schools. (Sifuna, 2003)

People from both the 'middle class' and 'rich' well-being groups are always able to go to bed on a full stomach. The quality and frequency of what they eat does, however, vary considerably. The 'rich' eats a balanced diet three times a day or whenever they are hungry and drink water from tanks, taps or bottles. The 'middle class' well-being group on the other hand can only buy their water from boreholes in 20 liter containers and eat the same kind of local food day after day, leaving them with a sub-optimal diet compared to the rich but much better off than people from the 'poor' which frequently have to go to bed on an empty stomach.

Housing is available to people both to the 'middle class' and 'rich' well-being groups. However, whereas the 'rich' often own the houses in which they stay and sometimes even have houses abroad, the 'middle class' typically are only able to stay in permanent houses or apartments which they rent. For the 'poor' well-being group rented shelter is the most one can hope for since even mud-thatched shelters with rusty iron sheets as roofing are subject to relatively high rent charges in the slum-areas.

Transportation in varying comfort and pace are available both to the 'middle class' and 'rich' well-being groups. Specifically, the 'rich' tend to own one or more expensive cars or motorcycles which, along with occasional trips by plane or helicopter, constitutes their means of transportation. The 'middle class' tend to travel by public transportation or by means of a cheap car, motorcycle or bicycle in their possession. The 'poor' are unable to afford private as well as public transportation means and as such are left with no other option than walking.

Only the 'rich' can afford to buy fashionable new clothing and shoes directly from stores. Both the 'middle class' and the 'poor' tend to buy 2nd hand clothing purchased from markets or small stands along the road. However, whereas the 'middle class' are able to buy 2nd hand clothing quite frequently and thus maintain a representable appearance, the 'poor' wear their clothes until severely tattered before purchasing new ones.

4.2.1.5. PROBLEM RANKING

Problem Ranking was conducted with a point of departure in the problems already identified in the previous discussion and the groups were asked to brainstorm on any other problems they might be facing in their everyday lives. All identified problems were listed on a large piece of paper visible to all discussion participants. Once the list of problems had been generated, the group was asked to prioritize the list and, using the ranking method, indicate which problem had the most adverse impact on their lives and needed to be resolved on an urgent basis. Once the groups had completed the visual analysis, probing questions were asked so that they could explain their analysis and the results could be triangulated. Typical probing questions were:

- Why is xxx the most important issue for you?
- Is xxx more important than the problem of xxx? Why?

(World Bank 1999)

In the table below the top-scoring categories of the problem ranking are listed. In addition to the categories of the combined top-5 list, as seen in the left side of the table, a total of three site- and group specific categories were identified which are score insufficient for admission in the combined top-5 but nevertheless awarded enough points for representation in one or more of the four top-5 lists. (see appendix 7.2.6. for more in depth analysis) These three categories are listed in the right-

hand box of table 14. below and represent the problems identified by poor nairobians as having the most adverse effect on their lives.

Table 14. Categories derived from Problem Ranking

| | |
|--|--|
| Combined Top-5 (SoP) <u>1. Lack food & water</u> 113 points <u>2. Lack shelter/housing</u> 94 points <u>3. Lack job/business</u> 91 points <u>4. Lack medical care/good health</u> 71 points <u>5. Lack education/knowledge</u> 70 points | Site/group Categories (SoP) <u>1. Engage in immorality</u> 20 points <u>2. Lack security</u> 17 points <u>3. Lack proper clothing</u> 16 points |
|--|--|

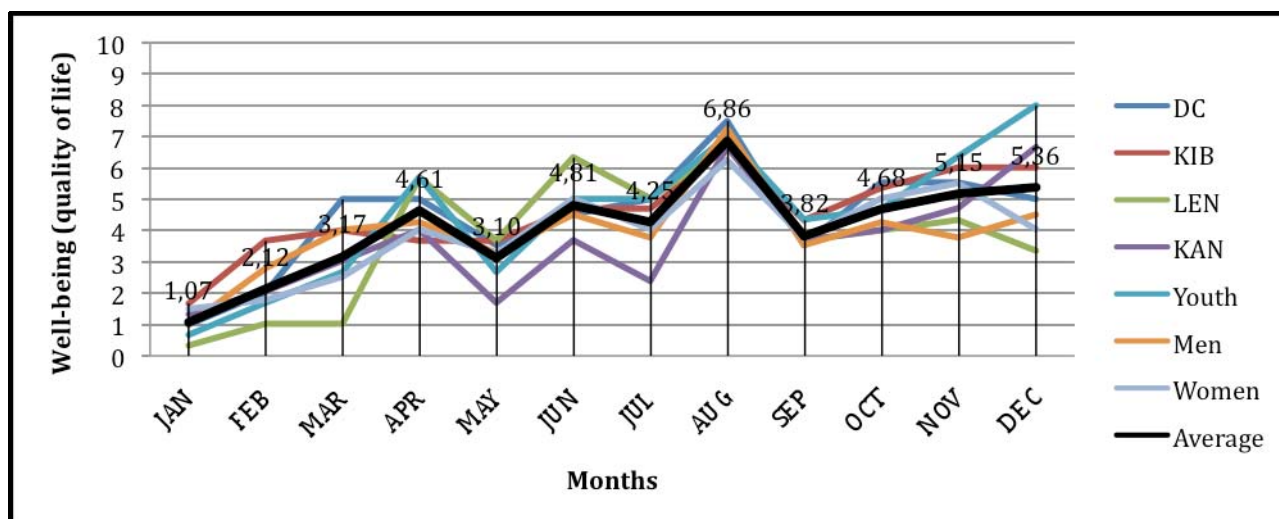
Source: appendix 7.2.6.

4.2.1.6. SEASONAL ANALYSIS

Seasonal analysis was carried through to get a different and more elaborate perspective on the problems faced by the communities taking part in the discussion groups. Initially, the discussion group participants were asked which month they considered to be the best and which month they considered to be the worst in a year, as well as which grade they would give these months on a scale from one to ten, with ten being the best, and why. The remaining months were graded in the sequence preferred by the particular discussion group. All grades were marked on a table drawn on a large sheet of paper visible to all discussion group participants and when all months had been awarded a grade, a curve was drawn in red to illustrate the yearly fluctuations. When presented with the full curve probing questions were posed in an effort to triangulate the answers. (Krishna 2004)

The fluctuations in the graph outlined below represents how poor nairobians percieve changes in ill/well-being over the course of a year.

Graph 1. Combined Seasonal Analysis



Based on appendix 7.2.7.

All sites and groups agree that January is the worst month of the year, which is reflected, in the lowest average score on the perception of well-being in the entire year – namely 1,07 points. This low score is primarily due to payment of school fees which is required in order to resume school and progress to the next class, but nevertheless difficult with most people still suffering from overuse during Christmas-time where all resources have been exhausted and debts run up. With the heavy financial strain slowing down the economy, getting a job and earning a living becomes even harder – especially for artisans and unskilled workers which are common trades for those living in the slum areas. To top it all off January is a very dry month with few vegetables in the markets causing many people to starve.

Life in February is, as indicated in the doubling of points from the previous month, generally perceived better than January since no school-fees are due thereby allowing families slowly to recover from the heavy financial burden of January. On the other hand the month of February is still very dry and while some jobs can be found in the countryside ploughing for plants, it is still difficult to find employment in the city.

In the month of March people have almost fully recovered from the financial strains of January and pressure is cooling off which is reflected in the 1,05 score increase from the month of February on the perception of well-being. Specifically, casual jobs with digging etc. can be found in the city, vegetables are coming to the markets, no school-fees are due and children are still away in school meaning fewer mouths to feed at home.

Consistent with the previous two months upward spiral, April is perceived considerably better than March as can be seen from the 1,44 score increase on the perception of well-being that particular month. The score increase is linked with the long rain season causing vegetables to grow rapidly and enable harvesting in April where crops are brought to the markets in large quantities causing food prices to drop. For those willing to risk their personal safety, vegetables can also be collected from the forests free of charge, but often at a high cost since gangs roam the forests raping and killing those that happen to cross their paths. Due to the many holidays, Easter in particular, schools are closed and children return to their families thereby increasing the number of mouths to feed.

A striking fall of 1,51 point can be observed in the perception of well-being from April to May. This fall is largely attributed to the payment of school fees and school related shopping (uniforms ect.), but is also influenced by the financial burden of Easter holiday, from which people are still recovering, and the increasingly fewer vegetables in the markets resulting in higher food prices.

Despite a marked increase of 1,71 points in the perception of well-being from May to June, the month is described as “*in between*”. On the one hand, no school-fees are due and children are away in schools leaving no major expenses to strain the budget which, combined with the expectation of the approaching harvesting time, leaves people optimistic. On the other hand, people are still recovering from the burden of the previous months’ school-fee payments; hoarding and price increases from shop-keepers are draining the budget; sickness is sweeping across the country; and jobs are generally hard to find.

July is the only month, where no school-fees are due, to show a decrease in score on the perception of well-being. This extraordinary score reflects the proneness to diseases, such as malaria, due to very cold and windy weather which ultimately results in increased mortality. In an attempt to withstand the cold weather purchasing of warm clothes becomes a priority. However, low business and the resulting limited finances combined with the increased expenses of having the whole family home, leaves little money for anything else than buying the few vegetables coming to the markets as a result of the starting harvest season.

On average well-being over a period of all twelve months in a year, are perceived as being at its absolute highest in the month of August. The remarkably high score of 6,86 points is a direct result of the main harvest season occurring in the month of August where all crops, except for grain, are being harvested. As a result work is plentiful for everyone and food is readily available in the

markets at low prices, which combined with no payment of school fees due, enables full stomachs and lots of money circulating in the country.

From August to September the largest fall in the perception of well-being over the course of a year can be observed. The 3,04 score decrease is attributed to payment of school-fees and school related shopping which, as always, constitutes a huge financial burden for poor families with many children. The weather is characterised by drought but since the previous month was harvesting month food is still available in the markets thereby making it the highest scoring of the three months where school fees are due (January, May, September).

The month of October scores 1,71 points higher than that of September primarily since no school fees are due thereby allowing a slight recovery of the financial situation. However, while many people attempt to start saving money for December, most remaining liquidities are geared towards buying seeds and fertilizers to be used during planting season, and food is getting short which in end effect limits the possibility for any type of savings. Employment opportunities are primarily available in rural area located farms where harvesting of grain is taking place.

In November a slight increase of 0,47 points in the score on the perception of well-being can be observed which is argued primarily to be due to the positive expectancy of December month for which people are budgeting, and preparing by saving up money. With no school fees due this month the only real struggle consists in procuring food which is not yet to be found in the markets in sufficient quantities.

December is perceived with ambiguity. On the one hand a yearly bonus of substantial size is often paid out in December to those with employment on a permanent basis and no school fees are due that particular month, which combined with a tendency for shops to reduce their prices and people being more generous, sets the stage for a pleasant month where people unite and enjoy Christmas festivities during the many public holidays. On the other hand it is tradition for many people to travel up-country during Christmas-time creating a need for fare money, which along with the pressure of trying to keep up with the neighbors in terms of affording new outfits for all family members and eating well throughout Christmas, at best leaves all finances completely exhausted by the end of the month, and more likely forces people to take on expensive loans in order to meet the high expectations – an option which often is not even open to the poorest of the poor who are also unable to get credit. Vividly expressing the stressfulness related to Christmas-time are the following

statements as put forward by the male discussion group from Kibera: October: “*Beginning of demands*”. November: “*continuation of demands*”. December: “*get headache, demands are so high*” (see appendix 7.2.7.).

The ambiguity of December month is reflected in the marked disagreement in scoring amongst the discussion participants and as such needs a closer look than the other months. Looking at inter-group differences the purple curve illustrates that the groups of youth assigned an average score of 8,00 to December month which was the highest score allocated by any groups to any of the months. For the youth December, with the many public holidays and long school-break, basically is a month of relaxation, festivities and generosity of the people around them. However, what is not apparent from the curve is that the teenage mothers in the discussion groups with real responsibility severely disagreed with the dominant positive perception of December. Their perception instead evolved around the many demands associated with Christmas-time and their fear of Christmas once again turning out as one long display of their inability to provide for their family. Thus, the overall positive perception of December should be seen in the light of the fewer responsibilities and demands faced by the majority of the group of youth, who to a large extent are able to sit back and enjoy without having to worry too much about how to finance the festivities. With only 0,50 points separating the score awarded to the month of December by the groups of men (4,50) and women (4,00), it seems fair to conclude that the perception of adults regardless of sex is rather similar when it comes to life in December. Looking at inter-site differences in perception on life during December month it appears that Dagoretti Corner, Kibera and Kangemi have scored similarly while Lenana has awarded the month a considerably lower score, which seems to be consistent with their generally more pessimistic attitude towards life throughout the year.

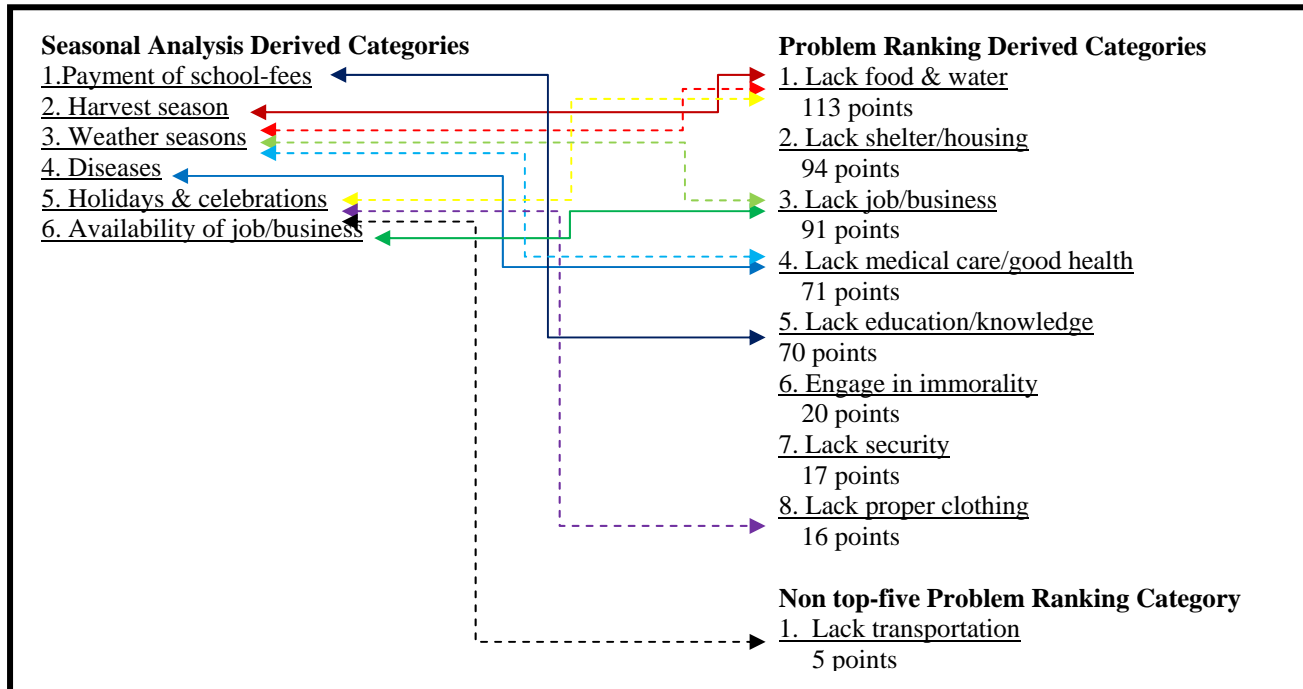
Applying a broader perspective it would thus seem that the main underlying determinants for well-being on a yearly basis are: (1) Payment of school-fees; (2) Harvest seasons; (3) Weather seasons (drought- and rainy season); (4) Diseases; (5) Holidays & celebrations; (6) Availability of jobs/business.

4.2.1.7. TRIANGULATION OF PROBLEM RANKING/SEASONAL ANALYSIS RESULTS

In the following the results from the Problem Ranking and Seasonal Analysis are triangulated with the purpose of revealing different aspects of problems facing the discussion group participants which might have been lost if any one method had been applied, and assessing the validity of

emerged themes from the assessment by determining the extent to which the two data collection methods have led to the same result.

Table 15. Triangulation of Problem Ranking/Seasonal Analysis Results



Source: table 14 and section 4.2.1.6

As can be seen from the above illustration four direct matches can be identified between the results from the Problem Ranking and the Seasonal Analysis. In addition, the Seasonal Analysis derived categories ‘weather seasons’ and ‘holidays & celebrations’ have several indirect matches:

- | | | |
|-------------------------|---|---|
| Weather seasons | { | <ul style="list-style-type: none"> • Lack food & water: During dry season crops are not growing • Lack job/business: During dry-season casual jobs with digging ect. are hard to find • Lack medical care/good health: Proneness to diseases in June/July due to low temperature |
| Holidays & celebrations | { | <ul style="list-style-type: none"> • Lack food & water: More mouths to feed due to children on school-break meaning + expectancy for better food • New clothing is expected, especially leading up to Christmas celebrations, which can be difficult to afford • Travels upcountry is customary during holiday thereby entailing a need for fair money |

The Problem Ranking derived category ‘lack shelter/housing’ is thus the only category not to be mentioned in the Seasonal Analysis. Opposite, the category ‘lack transportation’ which constitutes an indirect match for the Seasonal Analysis derived category ‘Holidays & celebrations’ has been awarded insufficient points to appear on any of the top-5 lists, but is nevertheless included in the final list of categories due to the emphasis on the importance of this category in the explanation to the monthly scores in the Seasonal Analysis. In conclusion it would thereby seem that the results of the Problem Ranking and the Seasonal Analysis exercises are similar.

The results of the Seasonal Analysis/Problem Ranking exercise are summarized in table 16. below. The categories have been ranked according to their total score, thereby presenting the categories in the sequence of importance attached to them by the discussion group participants.

Table 16. Seasonal Analysis/Problem Ranking Derived Categories

| Main Problems | |
|--|---|
| <u>1. Lack food & water</u> 113 points | <u>6. Engage in immorality</u> 20 points |
| <u>2. Lack shelter/housing</u> 94 points | <u>7. Lack security</u> 17 points |
| <u>3. Lack job/business</u> 91 points | <u>8. Lack proper clothing</u> 16 points |
| <u>4. Lack medical care/good health</u> 71 points | <u>9. Lack transportation</u> 5 points |
| <u>5. Lack education/knowledge</u> 70 points | |

Source: Based on table 15.

4.2.1.8. PPA DERIVED CATEGORIES

Table 103 in appendix 7.2.9. summarizes the complete list of categories as derived from the analysis of the individual ill/well-being sketches, the WR/SoP and Problem Ranking/Seasonal Analysis. Of the 27 identified categories 22 have been arranged according to Maslow’s theory on hierarchy of needs. The remaining four categories are found to be relating to coping mechanism and the enabling environment.

4.2.2. PPA COMBINED WITH INTERNATIONAL POVERTY DEFINITIONS

While table 103 is the result of thorough methodological considerations (see methodology section 2.6.2.) and meticulous data collection and analysis it is important to remember that in having chosen a sample of 112 respondents distributed across four sites as the basis of a PPA in the Nairobi Metropolitan Area, it has not been attempted to generate a representative sample but rather to work thoroughly with a small group of handpicked respondents in order to uncover how poverty is defined today within the exact geographical area which constitutes the scope of this thesis. In order to strengthen the validity and broaden the applicability of the PPA results, other poverty definitions are consulted and, along with the results from the 2008 PPA, form the basis from which the categories characteristic of poverty in the Nairobi Metropolitan Area are derived.

4.2.2.1. ALTERNATIVE POVERTY DEFINITIONS

In the following documents key poverty definitions from the Kenyan and Danish governments as well as the IMF, World Bank and UN are identified and compared with the findings of the simplified PPA.

According to Danida the most important of the numerous policy and strategy papers published by the Kenyan government since independence in the pursuit of broad-based sustainable improvements in the welfare of all Kenyans include the '*Economic Recovery Strategy for Wealth and Employment Creation 2003-2007*' (ERSWEC) and the '*Investment Programme*' for the ERSWEC (IP-ERS), which in May 2004 was endorsed by the World Bank and the International Monetary Fund as *Kenya's Poverty Reduction Strategy Paper (PRSP)* and whose targets and indicators subsequently has laid the basis for the overall performance objectives of the *Kenya-Denmark Partnership Strategy for Development Cooperation* until ultimo 2007. The PRSP is seen as a short-term strategy which in a series of three-year plans seeks to implement the long-term vision outlined in the *National Poverty Eradication Plan (NPEP)* which proposes a fifteen-year time year horizon to fight poverty and has adopted the *UN Millennium Development Goals (MDGs)*, which aim at reducing global poverty by half by 2015. To update the information on poverty (ERS indicator 27) the Ministry of Planning and National Development has conducted the *Kenya Integrated Household Budget Survey (KIHBS)* and *Participatory Poverty Assessments (PPAs)*. With only two years overlap between the Strategy for Development Cooperation between Kenya-Denmark (2006-2010) and the ERSWEC (2003-2007), Danida has been awaiting the Kenyan government to identify new targets for the period reaching until 2010 to be integrated in the Danish-Kenyan cooperation.

Recently, the successor to the ERS was finally launched. ‘*Kenya Vision 2030*’ is Kenya’s new long-term national development blueprint covering the period 2008 to 2030 which will be implemented through a series of successive 5 year medium term plans – the first of which is the *Medium Term Plan (MTP) 2008-2012*.

In order to ensure that the views expressed in these documents are incorporated in the final questionnaire it is necessary to take a closer look at the above stated key documents as produced by the international society as well as the Danish and Kenyan government and determine whether significant variations exist in the perception of poverty between these documents and the 2008 simplified PPA, which need to be incorporated in the final questionnaire.

UN Millennium Development Goals (MDGs)

For the purpose of this thesis, seven of the eight Millennium Development Goals (see appendix 7.30.) hold relevance, thereby only leaving out goal number eight, global partnership for development, which is deemed outside the realm of influence of private sector business partnerships. Of the remaining seven goals, three partially overlap with the 2008 PPA derived categories, overlaps and four introduce areas within existing categories which need special focus: (1) Gender equality and empowerment of women; (2) Child mortality, (3) Maternal Health; (4) HIV/AIDS and other diseases. For detailed insights on how these four areas were incorporated into the employee questionnaire see appendix 7.30.

Kenya’s Poverty Reduction Strategy Paper (PRSP)

Of the 16 determinants of poverty as mentioned in the PRSP, six are deemed irrelevant for the purpose of this thesis while eight overlap with the 2008 PPA derived categories (see appendix 7.31.). The remaining two of the determinants introduce areas within existing categories which need special focus: (1) Level of education of head of household; (2) Member of minority group that is discriminated against. For detailed insights on how these four areas were incorporated into the employee questionnaire see appendix 7.31.

Kenya Integrated Household Budget Survey (KIHBS)

Of the 48 determinants of poverty as identified in the KIHBS, 35 are deemed irrelevant for the purpose of this thesis while seven overlap with the 2008 PPA derived categories (see appendix 7.32.). The remaining eight of the determinants introduce areas within existing categories which need special focus: (1) Use of mosquito bed nets; (2) Health status of young children/nutritional

status/infant feeding patterns; (3) Other household income/transfers; (4) Credit; (5) Source of energy. For detailed insights on how these four areas were incorporated into the employee questionnaire see appendix 7.32.

KENYAN PPAs

The first PPA: Taking account of content overlaps in the above listed determinants of poverty stemming from the four levels of well-being graduation in which the data is presented (see appendix 7.33.), the total number of poverty topics constitutes 16. All except one of these poverty topics are overlapping with the 2008 simplified PPA derived categories, which indicated that the perception of poverty remains more or less the same today as 14 years ago when the first PPA was conducted. The remaining determinant introduces one new area which needs special focus: (1) Abandonment of children. For detailed insights on how this areas was incorporated into the employee questionnaire see appendix 7.33.

The second PPA: Taking account of content overlaps in the listed determinants of poverty stemming from the three levels of well-being graduation in which the data is presented (see appendix 7.34.), the total number of poverty topics distributed across the eight groups of poverty determinants, constitutes 15 of which 12 overlap with the 2008 PPA derived categories. The remaining three areas introduce areas which need special focus: (1) Household items (radio, furniture, cooking utensils ect.); (2) Access to credit; (3) Hope of improved conditions. For detailed insights on how these four areas were incorporated into the employee questionnaire see appendix 7.34.

The third PPA: Proved impossible to procure. However, it was conducted in February/March 2001 in 10 districts, with the main objective of enriching the information collected country-wide for the preparation of the Poverty Reduction Strategy Paper (PRSP). The determinants of poverty as derived from the third PPA are thus identical to those outlined in the PRSP section above.

The fourth PPA: Of the 22 determinants of poverty as identified in the fourth PPA, 11 are deemed irrelevant for the purpose of this thesis while 11 overlap with the 2008 PPA derived categories (see appendix 7.35.). No new areas of interest are introduced.

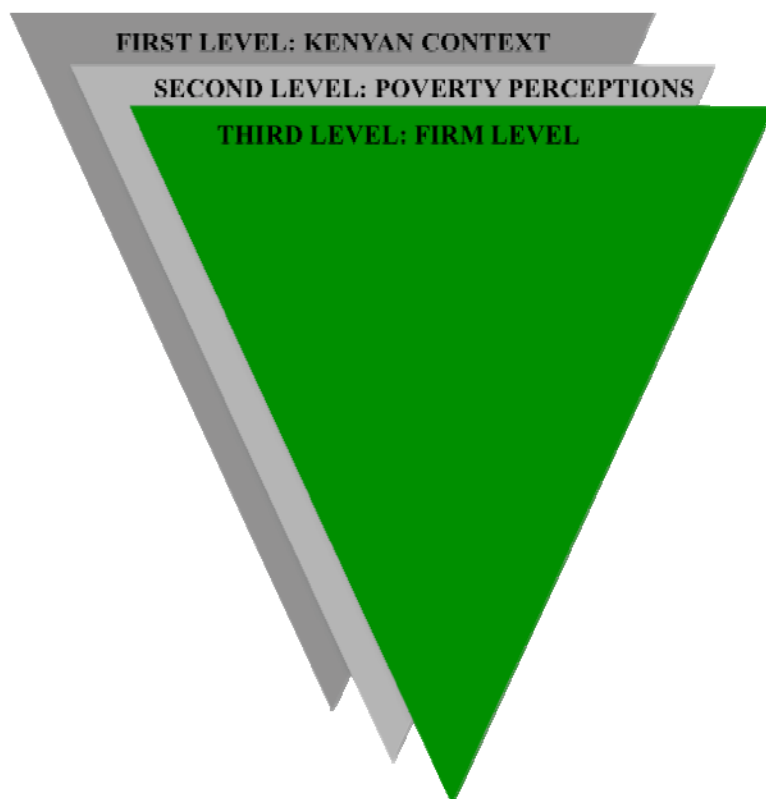
Kenya Vision 2030

For the purpose of this thesis, six of the listed seven sectors hold relevance (see appendix 7.36.), thereby only leaving out one area – environment, which is very likely to be influenced by private sector business partnerships. However demonstrating any potential effects would be an extremely complex undertaking, which is not within the scope of this thesis. Of the remaining six sectors, five partially overlap with the 2008 PPA derived categories whereas the remaining aspect introduces a single new area of interest: (1) Gender, youth and vulnerable groups

Final employee questionnaire(s)

Combining the categories derived from the simplified Nairobi PPA with those derived from the UN MDGs, the PRSPs, the KIHBSs, Kenyan PPA 1-4, and the Kenya Vision 2030, two separate questionnaires have been produced differing only in regards to benchmarking (see section 2.6.2. methodological considerations). The questionnaire which was used on the vast majority of employees (those employed as a result of the partnership) can be found in appendix 7.37.

4.3. MULTIDIMENSIONAL POVERTY REDUCING EFFECTS OF DANISH FDI IN KENYA



The third layer of analysis has the firm as its level of analysis and consists of five stages: (1) the nature of Danish/Kenyan business collaborations; (2) case selection criteria; (3) overall successfulness of the partnerships; (4) sequence of most successful partnerships based on their multidimensional poverty reducing effects; and (5) common characteristics of most vs. least successful partnerships.

4.3.1. THE NATURE OF DANISH-KENYAN BUSINESS COLLABORATIONS

No central database exists in Kenya registering FDI in the country. To get an overview of the extent of Danish business activities in Kenya it has thus been necessary to consult a number of different sources including the B2B office in Nairobi (Okudo, Madsen, & Skovdal 2008) the Danish B2B secretariat in Copenhagen (Schneider 2008), Kenya Investment Authority (Macharia & Amisi 2008), IFU East Africa (Mukando 2008), local business consultants (Kjelsgaard 2008a, Lawi 2008) ect. Combining the information retrieved from these various sources a list of 85 Danish investments has been composed covering FDI in Kenya throughout the past 12 years^{iv}. Building on this list the nature of Danish-Kenyan business collaborations are uncovered.

Since 1999 a total of 85 Danish investments projects have been initiated in Kenya. Of these investments projects a staggering 91% have received Danida support whereas only 8 investments have entered Kenya on their own. From the 77 Danida supported partnerships 51 projects have been supported through the PSD, Private Sector Development, programme; 21 projects have been supported through the B2B programme; and status is unknown for the remaining five projects. Only 22 of the projects made it to the Danida Project Phase, indicating a relatively low success rate of the

investments. Looking at the geographical distribution of the investments projects within Kenya a clear patterns emerges – 63 of the investment projects, constituting 74% of the total number of investments were located in the Nairobi Metropolitan Area. This tendency is even more pronounced when looking specifically at project phase partnerships where a total of 91% were located within the Nairobi Metropolitan area. The second and third highest geographical concentration of investment projects is found in Mombasa, and Naivasha with five and four projects respectively. The remaining eight cities are only represented once each on the list (See diagram 1. in appendix 7.11.). In the first four years of the PSD program in Kenya the number of investment project exploded and reached its height in 2005 with 35 supported projects. From 2006 – 2008 the number of investment projects have been relatively stable amounting to 8-11 investments yearly (See diagram 3. in appendix 7.11.).

In terms of activities, Danish firms are highly diversified. Based on Danidas own sector classifications, the 85 investment projects are distributed across 42 different sectors covering both primary, secondary, tertiary and quaternary sectors. The highest concentration of investment projects are found within IT, design, dairy, medical/health, tourism and agriculture (See diagram 1. in appendix 7.11.). Looking specifically at project phase partnerships the IT and dairy sector is also dominating with 4 and 2 investment project respectively.

4.3.2. CASE SELECTION

Building on the dominant characteristics of the nature of Danish FDI in Kenya (see previous section) as well as interviews with the B2B office Nairobi; GrowthAfrica Consulting; and poverty specialist, three case selection criteria's have been selected. In the following cases will, with a point of departure in these selection criteria, be systematically selected amongst the 85 Danish FDI projects outlined in the previous section.

4.3.2.1. Geographical location:

Taking a closer look at Kenya it appears to be a highly diverse nation consisting of approximate 38.5 million people distributed across 42 different tribes. According to Frederik Subbo, Anthropology Professor from University of Nairobi with special focus on poverty related issues, and David Monari, Lead Consultant with the International Association of Development Professionals, each of these communities has differing definitions of poverty and wealth according to their cultural values and individual modes of production. For instance:

- The notion of poverty in the pastoralist communities is directly related to the number of livestock in a person's possession causing abundance of cow-dun surrounding the rural home as the ultimate status symbol.
- A person who lacks arable land on which he can grow crops will in most farming communities be considered poor, thereby automatically characterizing all landless people as poor.
- In most urban centres a person who lacks employment or a source of income will be considered poorer than a person with stable employment or a successful business.
- Communities where fishing constitutes the main source of livelihood will consider a declining fish stock as synonymous with increasing poverty.

(Interview with Frederik Subbo & interview with David Monari)

Taking these inter-tribal differences into consideration suggests that any effort to conduct an in-debt analysis calls for a further narrowing of the geographical area - not just focusing on Kenya as opposed to Africa - but also selecting a specific area in Kenya within which the analysis should be conducted. For the purpose of this selection a point of departure has been taken in the geographical distribution of Danish FDI projects in Kenya. As can be seen from appendix 7.11, Diagram 2., 74% of the total number of investments, and 91% of project phase partnerships were located in the Nairobi Metropolitan Area. Combined with the fact that Nairobi has been included in all participatory studies carried out in Kenya by the Government of Kenya, thereby ensuring a minimum level of data availability on the incidence and nature of poverty in this area, further supports Nairobi as being the ideal choice for the location of an impact assessment. (Republic of Kenya 2007 & World Bank 1995). Having rejected to focus on the entire Kenya due to extreme cultural diversity the choice of Nairobi as basis of an impact assessment might, however, seem questionable since all 42 tribes are present in this very city and thus can be argued to represent the exact same cultural diversity as Kenya in its unified whole.

Exorcising this logic Frederik Subbo states: *"Nairobi is like a melting pot whereby most communities have their roots (...) somewhere else. The people who are born in Nairobi may be very few as compared to the ones who have migrated to the city. But I think once they reach there then they develop some kind of sub-culture of Nairobi – a Nairobian culture, which makes them have similar characteristics regardless of whether they are from any other part of the country. So it does not matter whether you are a Kikuyo, you are a Luo, or you are a Kalinjin. Once you are in Nairobi you will become a Nairobian. You develop that urban culture."* (Interview with Fredrick Subbo).

On the basis of the geographical density of Danish FDI projects in Nairobi, the pre-existing data availability on poverty in the area, and the above expert statement claiming the existence of a Nairobi sub-culture thus lead to the choice of Nairobi as the geographical focus for the case selection.

4.3.2.2. Developmental funding

As outlined in section 7.3.1. 91% of Danish investment flows into Kenya have received financial assistance through the Danida B2B program. As seen from the illustration below the B2B program offers the possibility of covering up to 90% of investment expenses, with a maximum of DKK 5 million.

In conducting an impact assessment and searching for correlations in what sets apart successful from unsuccessful partnerships, it is important to select a sample of cases with similar prerequisites. While it would no doubt have been interesting to compare the successfulness of FDI projects with and without Danida support, capital infusions of up to DKK 5 mio creates a serious imbalance for comparison purposes. It has consequently been chosen solely to focus on the group of Danida financed partnerships, which by far outweighs the group of non-Danida supported partnerships in numbers. The fact that the impact assessment will take its point of departure in a sample of Danida supported cases should thus not be seen as an deliberate attempt to evaluate the B2B program, but rather an attempt to draw learning's points from the largest group of investments.

4.3.2.3. Support Phase

According to Joe Okudo it is only possible to assess the impacts of partnerships 6-10 years after they have taken off the ground. Consequently, he argues that only Company A-KE and Company G-KE currently qualify for an impact assessment. While concurring with the notion that the longer track record the better, Johnny Kjelsgaard, however, argues that projects after the first year in existence which, especially for the Danish partner is a learning process on how to do business in Kenya, have built sufficient track record to be able to conduct an actual impact assessment. The support extended through the B2B Programme usually extends over a few years and can be divided into three overall phases: a phase in which preliminary contacts are made, a phase where the concept for business cooperation is developed, and a phase in which the concept for business cooperation is implemented. To ensure sufficient track record focus will for the purpose of this project thus be on the third and last phase - project Phase. (Danida, 2010a)

Applying the case selection criteria's being location (Nairobi); developmental funding (Danida supported); and support phase (project phase), the list of Danish FDI in Kenya is narrowed from 85 to 17 case candidates.

4.3.3. OVERALL SUCCESSFULNESS OF PARTNERSHIPS

Since overall successfulness is based on the survival of the partnerships beyond financing it has not been possible to assess the successfulness of the five partnerships which are still in project phase.

With a point of departure in the definition of a successful business partnership (p. 2.5.) the remaining 12 partnerships can be divided in three broad groups:

- (1) Seven unsuccessful partnerships: Partnerships terminated
- (2) Two semi-successful partnerships: Partnerships terminated but the business is partly ongoing
- (3) Four successful partnership: Partnership / business ongoing

4.3.3.1. SUCCEFUL PARTNERSHIP – PARTNERSHIP / PROJECT ONGOING

Four partnerships have survived beyond Danida financing, three of which where the partnerships are ongoing and one of which the partnerships have been terminated while the project still is ongoing.

1: Company A-DK – Company A-KE

Project background: In 2004 Company A-KE and Company A-DK were granted DKK 4,038,679 in PSD support from Danida and managed to establish a successful business. They were among the first generation of companies within the PSD Programme in Kenya to mature into project phase. September 24th 2006 the factory caught fire. The damages were severe and the costs and time consumption involved in cleaning up the premises and disposal of the damaged material were unexpectedly difficult and high. Furthermore, the partners only received compensation from the insurance company for approx. DKK 10,000,000 constituting about half of the costs generated from the fire. As a consequence of the fire, the partners were awarded a second grant in 2008 of DKK 4,775,334 under the B2B Program in order to be able to re-establish the production facility in Nairobi for manufacture of paint sold on the local market in Kenya and export to the neighboring countries. (Company A-DK & Company A-KE, 2003a, p. 1-2; Company A-DK & Company A-KE, 2003b, p. 2-4; Okudo, 2004, p. 1-10)

Overall successfulness: The last bit of Danida financing was paid out to the partners in November 2009. When visiting the Kenyan partner in April 2010 the partnership was still active. Elaborate and frequent status reports on Environmental Measures, and Training and Technical Assistance describe a radical restructuring of Company A-KE and their way of doing business. (Otto, 2005a; Otto 2005b; Otto 2006a; Otto 2006b; Otto 2006c; Ringsted, 2007a; Ringsted, 2007b, Alibhai, 2010) Joe Okudo, Danida B2B Programme Officer Nairobi, classifies the project as a success. (Okudo, 2010)

2: Company B-DK – Company B-KE

Project objectives: The short-term objective of the project was to transfer the required technology to the Kenyan partner for starting a production of Brie/Camembert cheeses of a stabilized type. The long-term objective of the project was that Company B-KE should become a leader in Kenya in production of specialty cheeses and other value-added dairy products of high quality. (Company B-KE & Company B-DK, 2005a, p. 16; Company B-KE & Company B-DK, 2005b, p. 16-17)

Overall successfulness: In February 2005 Company B-DK was, with the financial assistance of Danida, employed as a consultant by Company B-KE. Project Phase was finalized in June 2008 with both parties being satisfied with the co-operation and the results achieved (Anneberg, 2008, p. 1-3)

In addition to the planned Brie/Camembert production, the project ended up encompassing the production of Greek Feta, Port Salut, Paneer, Cream and Cottage cheese as well as 20 gram cheddar portion packs requiring a major overhaul and upgrading the Company B-KE factory and its premises, including HACCP certification. (Anneberg, 2005, p. 1) When visiting Company B-KE in 2010 the partners were still active and, among other things, in the process of developing 20 gram butter packages for NAS Airline Services (Anneberg, 2010). 39 additional full-time jobs have been created since Company B-KE entered into the partnership with Company B-DK. The number of people employed in the dairy section has, however, been reduced from 12 to 11. (Company B-KE & Company B-DK, 2005a, p. 4; Company B-KE & Company B-DK, 2005b, p. 4; Anneberg, 2010; Karuga & Karuga, 2010)

3: Company C-DK – Company C-KE

Project Objectives: The objective of the project was to create a JV company between Company C-KE (51% of shares) and Company C-DK A/S (49% of share) targeting East African Region as the core market. This JV Company was intended over a period of 3-5 years to establish a Kenyan based mine clearance capacity and a training academy for mine clearance, counter terrorism measures and security measures. (Company C-DK & Company C-KE, 2006a, p. 1)

Overall successfulness: Joe Okudo from the Danida B2B Programme office in Kenya characterizes the project as *"very successful. A great project"* (Okudo, 2010, appendix 7.3.) This opinion is shared by both Michael Borch Madsen, previous MD of Company C-DK, and Andrew Solomon, MD of Company C-KE (Madsen, 2010; Solomon, 2010). The project has, however, not been running smoothly from the onset of the cooperation. In fact the partners repeatedly reported on problems fulfilling project specific milestones on account of difficulties in achieving licenses to hold explosives. Specifically, the problem was rooted in the Kenyan law only allowing companies to hold explosives for commercial purposes, and not for training purposes. The partners expected to get dispensation from this law, but received much opposition and, after exploring numerous options, ended up introducing pseudo scent training aids for their dog teams, which is not an ideal solution but nevertheless has helped a great deal in the training efforts of the dogs. (Danida, 2007, p. 7; Sørensen & Solomon, 2009, p. 3; Company C-DK & Company C-KE, 2008b, p. 4-5; Company C-DK & Company C-KE, 2008a, p. 4-5; Company C-DK & Company C-KE, 2008c, p. 4-5; Company C-DK & Company C-KE, 2007b, p. 5; Company C-DK & Company C-KE, 2007a, p. 3-4; Company C-DK & Company C-KE, 2007c, p. 2-3; Company C-DK & Company C-KE, 2007d, p. 5; Company C-DK & Company C-KE, 2006b, p. 5) In December 2009 Company C-DK A/S went bankrupt as a result of the Muhammed drawings, which had made operating the business in the arabic countries very difficult. A former Company C-DK employee bought part of the company, and Company C-KE gained control of the remaining 49% of shares in the JV bringing their ownership to 100%. To this day Michael Borch Madsen remains a board member of Company C-KE. Despite having lost the Danish partner, the dog project of Company C-KE remains active and creates employment for nine people. (Company C-DK, 2011; Madsen, 2010)

4: Company D-DK – Company D-KE

Project objectives: The ambition of the project is firstly to create a local JV company, functioning as a regional office, which the ability to service mobile phone operators and media companies in the delivery of top-quality content to wireless communication devices. A second ambition of the project is to create a local company which can supply the Danish partner and its clients world-wide with top-quality contents - produced, sourced, and aggregated using its own employees and network of regional content suppliers and building on enhanced technical and managerial competences as gained through the training, transfer of know-how, and technical assistance provide by Company D-DK. In other words, the local partner were to become competent to carry out assignments outsourced to them by Company D-DK. (Company D-DK & Company D-KE, 2004a, p. 8)

Overall successfulness: In July 2007 project phase was finalized and Company D-DK's Danida financed training and technology transfer came to a successful conclusion. A total of 272 hours had been spent on strengthening the JV through transferring technology and know-how from Company D-DK. In terms of commercial and project objectives, the conclusion following the end of project phase was that both had exceeded the initial objectives – often being a year ahead. Only in terms of the number of servers, did the project fall short of its objectives, which, however, was a consequence of technological developments, making multiple servers at one site superfluous. (Lund & Jumi, 2007, p. 2-7) After finalizing the project phase Company D-DK has continued to hold a stake in the local company, to make sure the local capacity is sufficiently cutting edge to service the Company D-DK clients in the region, as well as expand into new areas. (Lund & Jumi, 2007, p. 2) As a result, Company D-DK Kenya to this day remains active and continues to employ 13 people in the Nairobi office in Nairobi as well as 12 part-time content coordinators/agents throughout Africa (Kjelsgaard, 2010; Bradley, 2010).

4.3.1.2. UNSUCCESSFUL PARTNERSHIPS – PARTNERSHIPS TERMINATED

From the seven projects that have terminated their partnerships, it has proved impossible to procure sufficient information to base an assessment upon for four of the partnerships:

- 1) Company H-KE / Company H-DK: Management from both companies did not wish to be interviewed for the purpose of this report
- 2) Company I-DK /Company I-KE: were not able to get broadcasting frequency in Kenya and thus moved the project to Tanzania. (Nimesh, 2008)

- 3) Company J-KE / Company J-DK: a split between BMW and Kia in Denmark caused the partnership in Kenya to fall apart by the end of 2007. The Kenyan partner is forming a new company (Harrison, 2008).
- 4) Company K-KE / Company K-DK: Management from both companies did not wish to be interviewed for the purpose of this report

The remaining three unsuccessful partnerships are:

1: Company E-DK – Company E-KE1 / Company E-KE2

Project objectives: After a successful PSD project in Ghana, Company E-DK wanted to introduce a similar business concept in East Africa from a Kenyan base. The concept involved a distribution and service agreement where the local partner, initially being Company E-KE1 and later Company E-KE2, were to sell, service and support the introduction of the ultrasound diagnostics equipment in the East African market. Also, Company E-DK would offer a supplier credit to end-users, such as health clinics and hospitals, through a local financing institution.

(DI, 2004, p. 3-6; Neel, 2005, p. 2-6; Mouridsen, 2010)

Overall successfulness: The project was initiated in 2005. In October 2006 Company E-KE1 informed Company E-DK that they had been granted the distributorship of the entire GE Medical product program and that they consequently wanted to withdraw from the contract with Company E-DK (Nielsen, 2007a, p. 1; Datta, 2010)

In February 2007 an official contract was signed between Company E-DK and a new Kenyan partner called Company E-KE2 (Nielsen, 2007b, p. 1). The partnership between Company E-DK and Company E-KE2 soon proved to be a mismatch and was terminated by Company E-DK in March 2010 despite the Danida allocated budget not being depleted. Today Company E-DK is not present in Kenya. (Mouridsen, 2010) In the words of Jakob T. Mouridsen, Vice President at Company E-DK: *“had we still had Company E-KE1 as our local partner, then we had surely still been active in Kenya”* (Mouridsen, 2010, appendix 7.14). Joe Okudo, describes the withdrawal of Company E-KE1 from the partnership as unethical and refers to the episode as *“one of these cases where the local partner uses the Danish partner and the Danida financing to raise themselves to a certain level and then disposes of their partner to join forces with a large competitor to their Danish partner”* (Okudo, 2010, appendix 7.3.).

2. Company F-KE – Company F-DK

Project objectives: The PSD project was intended to emphasize on three key areas being (1) Milk supply and procurement; (2) Dairy management and technology; (3) Environmental measures. In these key areas the Danish partner had a knowledge and technology know-how, which was not available in Kenya and would be of great help for the Kenyan partner in the development of his business towards becoming a leading dairy Kenyan company. It was expected that the project would inspire and give the management an interest to continue the partnership with the Danish partner through continued co-operation after finalizing the PSD project. (Mogren & Shah, 2004, p. 2; Mogren & Shah, 2005a, p. 2)

Overall successfulness: The project was initiated in 2005. Project reports describe the local partner having undergoing major upgrading in terms of technical assistance from the Danish partner as all activities with all sub projects within key areas have been well-functioning and almost being carried out according to the planned schedule. (Mogren & Shah, 2005b, pp. 1-2, p.; Mogren & Shah, 2007, p. 1-2) Project phase was finalized mid 2008. In early 2009 Company F-KE merged with, and transferred all operations to, Brookside Dairies. Best practices from both companies are being put into place. The cooperation with the Danish partner has not been officially terminated, however, no activities are currently taking place and since the merger there has been no effective communication with the Danish partner. Whether there will be a need for the Danish partner in the future will depend on whether the part of the F-KE production which has been established with the help of the Danish partner will be deemed better than the equivalent in Brookside Dairy. According to Shah,(2010) the partnership would have continued if there had been no merger *"We were looking towards introducing new products, like setting up a cheese processing plant, or processes within existing products, for which we would have needed the competencies of our partner."*(Shah, 2010, appendix 7.40.) According to Joe Okudo, (2010): *"For B.S. Shah (owner of Company F-KE) it was one big holiday. With the help of Danida he managed to raise his company to a higher level and sold at a good price. But, if Brookside decides to not use the practices/techniques developed through the partnership, then all will have been lost."* (p. 18)

3: Company G-KE – Company G-DK

Project objectives: The core objective of the PSD project was, through a training and technical assistance program, to enable the Kenyan partner Company G-KE to develop a wind farm electricity-generating project to feed the national grid power of Kenya. Longer term objective included building on the knowledge and experience acquired in the course of the project and using Company G-DK as a reference to enable Company G-KE to participate in local and regional projects within the renewable energy industry, especially in rural electrification and rural water purification wind projects. (Larsen & Horn, 2003a, p. 7-8; Larsen & Horn, 2003b, p. 6; Larsen & Horn, 2003f, p. 8; Horn, 2010)

Overall successfulness: The project was initiated in 2003. According to the Danida submitted progress reports a solid cooperation was created in the start-up phase of the project and a platform secured for the future efforts to build wind power plants in Kenya. (Larsen & Horn, 2005, p. 4-5; Larsen & Horn, 2003e, p. 4-6; Larsen & Horn, 2003d, p. 4-6; Larsen & Horn, 2003c, p. 4-11)

However, the hope to achieve synergy by combining the PSD support with other Danish development instrument such as IFU and the mixed credit scheme, never took place. Instead, the Belgian government pumped large amounts of money into Kengen, a state power producing company, which now has put up turbines on the north side of Ngong Hills. Intent on making the windmill park on the south side of Ngong Hills become a reality, Harry Horn in the beginning of 2009 allied himself with the company Engineering Burton Wultenberg, a electricity utility company which wants carbon emission reduction, as well as the company Industrial Promotion Services, from the very influential Aga Khan Group of Kenya. Together the three entities have created a new company called Osiwo Power, under which the Danish partner was hired in 2009 as a consultant. (Horn 2010) According to Joe Okudo, (2010), the partnership was “*not as successful as the B2B program officers would have wanted and the objective of getting renewable energy into the country did not succeed.*” (p. 19)

4.3.3.2. SEMI-SUCCESSFUL PARTNERSHIPS – PROJECT PARTLY ONGOING

1: Company L-DK – Company L-KE

Project objectives: The objective of the B2B project was to create a strong, locally anchored, jointly owned professional service company by the name of Core Consulting that would be regarded as the region's premier provider of services in OHS and CSR related organizational development. In the short term the ambition was to develop a local company that would be capable of marketing itself to local and International companies, and provide basic OHS services independently as well as more complex services jointly with Company L-DK's international staff. The partnership targeted exporters in the manufacturing, agricultural and agro-processing industries, as well as locally based multi-national corporations (MNCs) including international importers. Furthermore extensive cooperation with the Kenyan Government was expected. (Company L-DK & Company L-KE, 2007, p.10-11; Company L-DK & Company L-KE, 2008a, p. 13)

Overall successfulness: Immediately after having entered into the pilot phase of the B2B program in 2007, the partners made significant progress in terms of establishing the joint venture, establishing a local office, as well as recruiting and thoroughly training three employees. In fact, by the end of the project phase in mid 2008, the partners were able to report back to the embassy that all project milestones had been reached. (Company L-DK & Company L-KE, 2008a, p. 1-4) It was thus with high hopes that project phase was embarked upon. However, despite the entire set-up being in place, paying clients failed to materialize. (Company L-DK & Company L-KE, 2009, p. 1) To boost efficiency Johnni Kjelsgaard, CEO of Growth Africa Consulting, who was living in Nairobi and had a deep understanding of Kenyan culture, was brought onboard as yet a minority partner. With Johnni in the equation efficiency increased, but clients remained absent and in January 2010 Company L-DK turned over their shares of the partnership for the amount of 1 DKK to their Kenyan partner. Since then Company L-KE has had a few paying projects where Company L-DK has acted as a consultant for Company L-KE – that is as a sort of sub-supplier². Thus, while the partnership between Company L-DK and Company L-KE has been terminated, they are still in contact and cooperating. The future of Company L-KE remains highly uncertain but as per now two of the original three employees remain involved in the project (Schmidt, 2010).

² In the cases where clients demand COMPANY L-DK as their contact, Company L-KE will act as our sup-supplier.

2: Company M-DK1 / Company M-DK2 – Company M-KE

Project objectives: Up until 2006 Company M-DK1s manufactured ballot boxes in Denmark where salary costs were very high and airfreighted the boxes to clients in user countries far from Denmark also at very high cost. The aim of the project was to cut these costs and thereby become competitive in Africa by outsourced the production of ballot boxes to Company M-KE in Nairobi, Kenya, which both had skilled staff at low cost, and the willingness to invest in new products and processes, as well as an ideal logistical location for air freighting of the products from Nairobi Airport to customers across Africa. (Hemraj, & Elstrup, 2008, p. 11)

Overall successfulness: From 2006 to 2009 two mould were produced for ballot boxes with a content of 43 and 60 liters; UN approval was obtained and the necessary technology and know-how was transferred from Company M-DK1 and its Danish partners to Company M-KE. (Hemraj, & Elstrup, 2008, p. 10-11; Company M-DK1 & Company M-KE, 2008a, p. 1; Company M-DK1, Company M-KE 2008b, p. 1) In 2009 Company M-DK1 was acquired by the Supreme Group. Company M-DK1 is still headquartered in Denmark and still covers the areas of Food/Catering and PX business as earlier. However, the Election division has since 2009 been handled from a newly established subsidiary in Dubai, resulting in the termination of the cooperation between Company M-DK1 and Company M-KE. (Company M-DK1, 2010) A Memorandum of Understanding was recently signed between Company M-KE and Company M-DK2, and together they have very rapidly managed to pick up from where the project was left, as demonstrated by the landing of the contract to supply ballot boxes for the Kenyan Constitutional Referendum in 2010. A dispute over the ownership of the moulds is currently unfolding with the embassy as middleman. (Okudo, 2010; Hemraj, 2010)

4.3.4. SEQUENCE OF MOST SUCCESSFUL PARTNERSHIPS BASED ON THEIR MULTIDIMENSIONAL POVERTY REDUCING EFFECTS

Without exception all scores from the employee questionnaires of Company B-KE, Company D-DK, Company C-KE, and Company A-KE are located in the positive end of the continuum ranging from -5 to +5, thereby indicating a general perception of multidimensional well-being improvements stemming from employment in the companies in question. Furthermore it is noteworthy that the fluctuations within the value range of the scores are relative limited stretching from 0,00 to 2,11, thereby constituting a mere 21,1% utilization of the scale.

The overall multidimensional poverty reducing effects of the partnerships characterized as 'generally successful' can be summarized in one aggregated score per company, calculated as an average of the average scores of the employee questionnaire categories. Based on these scores the sequence of companies most successful in inducing well-being improvements in the lives of the employees, their households and extended families is as follows: (1) Company B-KE with 1,19 points; (2) Company A-KE with 1,14 points; Company D-DK with 0,95 points; and lastly Company C-KE with 0,93 points.

Table 17. Employee questionnaire scores

| Employee questionnaire scores | |
|--------------------------------------|------|
| Company B-KE | 1,19 |
| Company A-KE | 1,14 |
| Company D-DK | 0,95 |
| Company C-KE | 0,93 |

Source: Appendix 7.38.

However, with 71% of questionnaire categories being indirectly related to income, it is necessary to adjust this score in accordance with "size of other household incomes" (see question 25 in employee questionnaire). By subtracting 71% of the average score of 'other household income' from the aggregated score of the employee questionnaire Company C-KE with 0,85 points climbs from a fourth to a second place whereas the ranking of Company A-KE with 0,61 points is reduced to the last place in the sequence. With 0,88 points Company B-KE remains the top performer and with 0,69 points Company D-DK continues to rank number three (see diagram).

Table 18. Scores minus 71% of 'other household income'

| Scores minus 71% of 'other household income' | |
|---|------|
| Company B-KE | 0,88 |
| Company C-KE | 0,85 |
| Company D-DK | 0,69 |
| Company A-KE | 0,61 |

Source: Appendix 7.38.

It should furthermore be noted that 14% of Company B-KE employees and 22% of Company C-KE employees had two jobs, whereas Company A-KE employees solely relied on their income from Company A-KE, thereby narrowing the field between Company A-KE and the rest of the spectrum.

Hope of improved living conditions is the highest scoring category, indicating that the single most important effect of the partnerships is to induce hope in the lives of the employees. Interestingly, those dimensions furthest from the traditional poverty assessment criteria are awarded the highest score in the employee questionnaires. Immaterial categories, which can be argued to be relating to esteem needs such as dignified employment, authority to participate in decision making in the local community; and being self-supporting, have on average received the highest score. The second highest scoring area of categories is financial safety. Categories relating to physiological needs, health safety, and personal safety score relatively low. It would thus seem that employment in the Danish-Kenyan partnerships on average has the greatest effects on the higher levels of Maslows pyramid of needs.

Looking at intra company scores it becomes clear that the top ranking of the questions within the area of esteem needs primarily is due to the scores from Company C-KE, which are twice as high as the score on financial safety. From the three remaining companies the picture is completely opposite with financial safety scoring higher than esteem needs. Company A-KE employees have scored the highest on area of financial safety, which is correlated to their top-scores on improvements on 'salary' and 'other household income'. The fact that Company B-KE is the top-performer on multidimensional well-being improvements can be explained by the relatively high standard of housing facilities on the company premises offered to employees. Company C-KEs emphasis on esteem needs has two main reasons. Work conditions: Firstly, the category 'How

dignified is your employment' has by Company C-KE employees been awarded the highest score found in the study across all companies and questions. The overarching perception of appreciation and pride was caused by the staff- and training policy of Company C-KE. Specifically, the Company C-KE employees were the only interviewed employees that had gone for training in Denmark and Company C-KE offers assistance to their employees in a number of areas beyond what can be expected for a Kenyan company. For instance, during the height of the post-election violence Company C-KE established a safehouse on the company premises for employees and immediate family members and distributed emergency packages with blankets and other essential items. The second half of the explanations behind the emphasis on esteem needs should be found in the fact that the majority of Company C-KE employees were young men with small children and large extended families which they spent their salary supporting, thereby leaving little resources for well-being improvements. Consequently, most of the employees lived in slum-settlements were far more self-supporting than their community members and in comparison with their surroundings, thereby leading to increased participation in decision making in their local communities.

Table 19. Company scores according to hierarchy of needs

| | Company B-KE | Company D-DK | Company C-KE | Company A-KE | Average |
|---------------------|--------------|--------------|--------------|--------------|---------|
| Physiological needs | 0,89 | 0,75 | 0,47 | 1,02 | 0,78 |
| Health safety | 1,20 | 0,85 | 0,56 | 0,9 | 0,88 |
| Financial safety | 1,20 | 1,14 | 0,88 | 1,3 | 1,13 |
| Esteem needs | 1,14 | 0,89 | 1,62 | 1,12 | 1,19 |

Source: Appendix 7.38.

4.3.3. COMMON CHARACTERISTICS OF MOST SUCCESSFUL VS. LEAST SUCCESSFUL PARTNERSHIPS

In the following the determinants of success are uncovered through content analysis of management interviews to identify common characteristic of the group of most vs. least successful partnerships.

While there are many overlapping questionnaire answers between the two groups, it was for the purpose of this project only relevant to identify the areas where the answers of the most successful partnerships were significantly diverging from the group of least successful partnerships.

Size

The size of partnerships in the group of most and least successful companies is highly mixed (table 20) However, with the exception of the Company G-KE (one man company)/Company G-DK (one man company) partnership which was never officially terminated by either partner, as well as the Company L-DK (90 employees) and Company L-KE (2 employees) partnership which was terminated by Company L-DK due to external factors (bureaucracy and corruption of the Directorate of Industrial Training), there seems to be a tendency towards partnerships being terminated primarily by large companies.

Table 20. Tendency for termination by large partner

| Kenyan partner | Danish partner | Terminated by |
|-------------------------------|--------------------------------|--|
| Company F-KE - 700 employees | Company F-DK - one-man company | Kenyan partner due to merger with Brookside Dairies |
| Company E-KE1 - 350 employees | Company E-DK - 230 employees | Kenyan partner due to offer to get distributorship of GE Medical |
| Company M-KE - 81 employees | Company M-DK1 - 400 employees | Danish partner due to due to the merger with Supreme Group |

Source: Appendix 7.40

From the group of partnerships characterized as being the most successful both the partnership between Company B-KE / Company B-DK and Company D-DK / Company D-KE, fall under the category SME. While Company C-KE is a large company, the completely separately run dog section only comprises nine employees and thus in practice is run much like an SME. Company A-KE is the largest company in the group of most successful partnerships but seeing that the factory originally was established in 1959 by the current Danish partner and run for 32 years before selling out in 1991, and then forming a Danida supported partnership in 2003 with the new owner, the company can be argued to be more Danish than Kenyan. Furthermore, Company A-KE being the bottom performer in terms of multidimensional poverty reducing effects carry less weight than the previously mentioned partnerships.

Table 21. Size

| Kenyan Partner | Danish Partner |
|---|-------------------------------------|
| Company B-KE - 84 employees in total; 11 in dairy section | Company B-DK - one man company |
| Company C-KE 350 employees in total; 9 in dog division | Company C-DK 6 employees (bankrupt) |
| Company D-KE - three owners | Company D-DK – 12 employees |
| Company A-KE - 550 | Company A-DK - 1200 employees |

Source: Appendix 7.40.

Investment motives

Within investment motives 'CSR' was considered 4,71 times more important by most the successful companies than by the least successful companies. Similarly, 'access to government support from the Danish government' scored almost two times higher by the most successful companies than the last successful ones.

Table 22. Investment motive

| | Successful comp. | Unsuccessful comp. | Point increase | % Increase (3 point scale) |
|---|-------------------------|---------------------------|-----------------------|-----------------------------------|
| Access to government support form the Danish government | 2,57 | 1,33 | 1,24 | 41,27 |
| CSR | 1,57 | 0,33 | 1,24 | 41,27 |

Source: Appendix 7.42, table 110

Market and industry research

The group of successful partnerships attached 2,3 times more importance to market and industry information gathering prior to entering into the partnership than the group of unsuccessful partnerships. Specifically, market and industry research was awarded 1,43 point by the most successful partnerships compared to mere 0,61 points by the least successful companies, thereby constituting an increase of 0,81 point – and 27% on a 3-point scale. Within market and industry areas especially research on the Kenyan market showed large score discrepancies between the most and least successful companies. The group of unsuccessful companies had mainly looked into the

credentials of their partner. From the group of successful companies Company A-KE attached the least importance to information gathering.

Table 23. Market and industry research

| | Successful comp. | Unsuccessful comp. | Point increase | % increase (3 point scale) |
|--------|------------------|--------------------|----------------|----------------------------|
| Market | 2,67 | 0,50 | 2,17 | 72,22 |

Source: Appendix 7.42, table 111

Staff-policy

The group of unsuccessful companies found it relevant to extend help to their employees in considerably fewer areas than the group of successful companies. Specifically, unsuccessful companies offered assistance to employees in the form of loans schemes and family functions of employees, which in the case of Company F-KE1 was caused by Union Agreements rather than own initiative. The group of most successful companies on the other hand, in addition to loan schemes and assistance for family functions of employees, found it appropriate to provided assistance in a variety of additional areas stretching from more traditional aspects such as lunch, bonuses and pension schemes to more exceptional aspects covering emergency assistance to family of employees, traveling allowance when employees go on leave, Christmas packages with food and presents and Christmas party with ruffle. Company B-KE furthermore offered housing on the company premises for all employees.

Involvement/ownership

As can be seen from the table below there is no Danish ownership involved in any of the least successful partnerships. From the group of most successful companies 50% had direct Danish ownership. However, Company A-KE having been 100% owned by the current Danish partner until 1991 can be argued to have significantly more involvement than the average distributorship. The only partnership in the group of most successful partnerships without Danish partner equity is thus that of Company B-KE/Company B-DK. According to Johnni Kjelsgaard (CEO Growth Africa Consulting Ltd) projects where there is a larger degree of ownership from the Danish partner tends to be more successful in reaching their objectives *“Are they actually investing more than just their time? If they are investing more than just their time they have more to lose”*. Lau Larsen (owner of Promaco Ltd) has a similar viewpoint and argues *“there has to be a bit of responsibility and*

commitment, and if you put ten bob ('bob' is Kenyan slang for money) into a business you are more interested in its success than if you do not put any money into it". At first glance the fact that Company B-KE has no equity involvement, despite being the top performer amongst the most successful companies, goes against the ruling consensus that partnerships with equity involvement have a heightened likelihood for success in comparison to partnerships with no equity involvement (see literature review). However, exploring the argument further the link between equity involvement and success is commitment and dedication. In the words of Johnni Kjelsgaard: *"the right word is not so much ownership in the sense of who has 51 percent of the shares, but more ownership as in drive."* Adhering to this line of logic of and shifting focus from ownership towards drive and commitment, the success of Company B-DK is suddenly obvious.

Jens Anneberg of Company B-DK is 69 years old and according to his own statements continues to be involved in the partnership with Company B-KE because he finds it "exiting - willing hands make light work". Despite only getting his expenses covered Mr. Anneberg and his wife frequently visits their local partner and continue to initiate new projects. It should also be noted that when asked about his role in the partnership, Mr. Anneberg replied "equal business partner" rather than consultant (appendix 7.40.).

Table 24. Involvement/ownership

| Company B-KE/Company B-DK | Company C-KE/Company C-DK | Company D-KE/Company D-DK | Company A-KE EA/Company A-DK |
|--|--|-------------------------------|---|
| No ownership - hourly paid consultancy | 51/49% | 90/10% | 100% Danish ownership until 1991. Now no Danish ownership - distributorship |
| Company F-KE / Company F-DK | Company G-KE / Company G-DK | Company E-KE1 / Company E-DK | |
| No ownership - hourly paid consultancy | No ownership - hourly paid consultancy | No ownership -distributorship | |

Source: Appendix 7.40.

Upgrading

The group of successful companies on average had a 2,5 times more pronounced tendency for upgrading of their local partner than the group of unsuccessful companies. Specifically, the Danish partners of most successful partnerships were involved in 56% of the mentioned upgrading areas

whereas the least successful companies on average only had pursued 22% of the upgrading areas, thereby constituting a 33% difference. Significant discrepancies in the answers of the most vs. least successful companies have especially been found within the areas supplying equipment; installing equipment and providing start-up support; assigning full time expatriate managers at production unit; assigning expatriate managers at production unit; and setting company specific standards for work conditions and human rights.

Table 25. Upgrading

| | Score of Successful comp. in % | Score of unsuccessful comp. in % | % increase |
|---|---|---|-------------------|
| Supplied equipment | 100 | 33 | 67 |
| Installed the equipment and provided start-up support | 100 | 17 | 83 |
| Assigned full time expatriate managers at production unit | 86 | 00 | 86 |
| Assigned expatriate managers at production unit | 57 | 17 | 40 |

Source: Appendix 7.42, table 112

Standards

The group of successful companies on average attached approximately 5 times more importance to implementing standards in work condition and human rights than the group of least successful companies. Specifically, all companies from the group of most successful partnerships had implemented standards on work conditions and human rights. In the case of Company B-KE standards on work conditions and human rights had already been implemented prior to the partnership and for the remaining three partnerships, the Danish partner had set such standards for the unit. From the group of least successful companies only Company F-KE had set standards on work conditions and human rights.

Table 26. Standards

| | Score of Successful comp. in % | Score of unsuccessful comp. in % | % Increase |
|---|---|---|-------------------|
| Setting company specific standards for work conditions and human rights | 83 | 17 | 66 |

Source: Appendix 7.42, table 113

Local procurement

The total value of local procurement such as raw materials, goods or services on average constituted 43% for the group of most successful companies, but only 2,5% for the group of least successful companies. Thus the most successful companies utilize approximately 17 times more local procurement than their less successful counterparts.

5. CONCLUSION

The research question has been answered through three interlinked layers of analysis.

The first layer has the Kenyan context as the level of analysis and outlines the severity of poverty in Kenya as well as the size, growth and characteristics of inward Kenyan FDI while touching upon economical and political aspects of the country.

The second layer has poverty perceptions as the level of analysis and based on a small-scale participatory multidimensional poverty assessment, 27 poverty categories are identified which are combined with various other poverty definitions to form the foundation for the construction of an questionnaire applied to employees in Danish-Kenyan partnerships to uncover multidimensional poverty reducing effects.

The third layer has the firm as the level of analysis and through six stages of analysis identifies eight characteristics that set apart the most successful from the least successful Danish-Kenyan partnership. These are:

1. Size: The size of partnerships in the group of successful and unsuccessful companies is highly mixed. However, the majority of successful partnerships fall under the category SME and there seems to be a tendency towards unsuccessful partnerships having been terminated primarily by large companies.

2. Investment motive: Within investment motives 'CSR' was considered 4,71 times more important by the most successful companies than by the unsuccessful companies. Similarly, 'access to government support from the Danish government' scored almost two times higher by the successful companies than the unsuccessful ones.

3. Market and industry research: The group of successful partnerships attached 2,3 times more importance to market and industry information gathering prior to entering into the partnership than the group of least successful partnerships. Within market and industry areas especially research on the Kenyan market showed large score discrepancies between the most and least successful companies. The group of least successful companies had mainly looked into the credentials of their partner.

4. Staff-policy: The group of unsuccessful companies found it relevant to extend help to their employees in considerably fewer areas than the group of successful companies.

5. Involvement/ownership: No Danish ownership was found to be involved in any of the unsuccessful partnerships. From the group of successful partnerships 50% had direct Danish ownership while the remaining 50% were found to have indirect ownership.

6. Upgrading: The group of successful companies on average had a 2,5 times more pronounced tendency for upgrading of their local partner than the group of unsuccessful companies. Significant discrepancies in the answers of the most vs. least successful partnerships have especially been found within the areas of supplying equipment; installing equipment and providing start-up support; assigning full time expatriate managers at production unit; assigning expatriate managers at production unit; and setting company specific standards for work conditions and human rights.

7. Standards: The group of successful partnerships on average attached approximately 5 times more importance to implementing standards in work condition and human rights than the group of unsuccessful partnerships.

8. Local procurement: The total value of local procurement such as raw materials, goods or services on average constituted 43% for the group of most successful partnerships, but only 2,5% for the group of unsuccessful partnerships. Thus the successful partnerships utilize approximately 17 times more local procurement than their less successful counterparts.

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7. APPENDIX

APPENDIX 7.1. LIST OF PRIMARY DATA

TABLE 27:

| Name and Position | Relevance | Type of data retrieval | Date and Duration of interview | Reference |
|---|---|------------------------------------|--------------------------------|------------------------|
| Mixed Interviews | | | | |
| Awuor, Anne Chairlady of Livelink Social Development Group | Information regarding Lenana | Informal, unstructured interview | 16.10.2008 | Awuor, 2008 |
| Harrison, Mike Former General Manager, Company J-KE | Information relating to partnership between Company J-KE and Company J-DK | Informal, unstructured interview | 24.10.2008 | Harrison, 2008 |
| Okudo, Joe, Madsen, Hans-Henrik, Skovdal, Kathrine | Danida B2B department perspective on relevant issues to explore regarding Danish-Kenyan business partnerships | Informal, unstructured interview | 17.04.2008 | Okudo et al, 2008 |
| Okudo, Joe Programme Officer, Danida B2B Programme Kenya | Danida B2B department perspective on successfulness of Danish-Kenyan business partnerships | Semi-structured interview | 21.04.2010, 14:00 - 15:00 | Okudo, 2010 |
| Kjelsgaard, Johnni CEO of GrowthAfrica Consulting Ltd. | Consultancy perspective on Danish-Kenyan business partnerships | Semi-structured interview | 20.06.08, 08:00 - 08:25 | Kjelsgaard, 2008 |
| Kristmoen, Kim Danida Development Counsellor, Business Sector Kenya | Company contacts | Informal, unstructured interview | 18.09.08, 14:00 - 14:30 | Kristmoen, 2008 |
| Larsen, Lau Owner of Promaco Ltd. | Business perspective on Danish-Kenyan business partnerships | Semi-structured interview | 22.06.08, 18:00 - 18:45 | Larsen, 2008 |
| Lawi, Anne Project Coordinator, GrowthAfrica Consulting | Information relating to construction of management interviews | Informal, unstructured interview | | Lawi, 2008 |
| Macharia & Amisi Investment officers, Kenya Investment Authority | Kenyan statutory body perspective on FDI in Kenya | Semi-structured interview | 11.06.2008, 14:30 - 16:45 | Macharia & Amisi, 2008 |
| Monari, David (2008) Lead Consultant with the International Association of Development Professionals | Insights relating to PPA | Informal, unstructured interview | 27.09.2008 | Monari, 2008 |
| Mukando, Mainga Investment Manager, | Tracking down non-Danida supported | Telephone and email correspondance | 13.07.2008, 09.08.2008; | Mukando, 2008 |

| | | | | |
|--|---|--|------------------------------|-----------------|
| IFU Kenya | partnerships | | 17.08.2008 | |
| Ndeng'e, Godfrey K. Social Policy Advisor with the Kenyan Ministry of Finance | Insights relating to PPA | Informal, unstructured interview | 15.09.2008. | Ndeng'e, 2008 |
| Nimesh, Shah General Manager, Company I-KE | Information relating to partnership between Company I- KE and Company I- DK | Informal, unstructured interview | 25.10.2008 | Nimesh, 2008 |
| Nyamasege, Bernard Mogaka, Treasurer of Good Hope Kabiria Self Help Group | Information regarding Kangemi | Informal, unstructured interview | 24.10.2008 | Nyamasege, 2008 |
| Ogolla, Peter Headmaster of Dagoretti Primary School | Information regarding Dagoretti Corner | Informal, unstructured interview | 09.10.2008 | Ogolla, 2008 |
| Onyango, Simon Reverend of Kibera Baptist Church and Headmaster of Kibera Baptist School | Information regarding Kibera | Informal, unstructured interview | 15.10.2008 | Onyango, 2008 |
| Schneider, Janne Chief Consultant, Ministry of Foreign Affairs Denmark | Procurement of partnership specific documents + general insight on B2B Programme in Kenya | Informal, unstructured interview | 24.11.2008 | Schneider, 2008 |
| Subbo, Frederick Anthropology Professor at Nairobi University Institute of Anthropology, Gender & African Studies | Insights on Nairobi culture | Semi-structured interview | 18.06.08, 14:00 - 14:48 | Subbo, 2008 |
| Management Questionnaires | | | | |
| Alibhai, Salim Group MD, Company A-KE | Partnership specific insight | Structured questionnaire filled in through face-to-face interview | 20.04.2010, 11:00 - 11:45 | Alibhai, 2010 |
| Anneberg, Jens CEO, Company B- DK | | | 26.03.2010, 13:00 - 14:45 | Anneberg, 2010 |
| Bradley, Rae Project Director, Company D-DK | | | 15.04.2010, 17:00 - 17:55 | Bradley, 2010 |
| Datta, Sandip GM, Company E-KE1 | | | 29.03.2010, 15:00 - 16:05 | Datta, 2010 |
| Handa, Caesar CEO, Company Q-KE | | | 31.03.2010, 10:00 - 10:50 | Caesar, 2010 |
| Hemraj, Nizar MD, Company M-KE | | | 07.04.2010, 10:00 - 11:10 | Hemraj, 2010 |
| Horn, Harry Director of Company G-KE | | | 23.04.2010, 15:00 - 16:15 | Horn, 2010 |

| | | | | |
|---|---|---|---------------------------|------------------|
| Karuga, Lucy G. & James G. MD's, Company B-KE | | | 26.03.2010, 09:00 - 09:30 | Karuga, 2010 |
| Kivuitu, Mumo Owner, Company L-KE | | | 16.04.2010, 14:00 - 15:05 | Kivuitu, 2010 |
| Kjelsgaard, Johnni CEO, Company D-KE | | | 12.04.2010, 15:00 - 15:45 | Kjelsgaard, 2010 |
| Larsen, Kent Company G-DK | | Questionnaire sent via e-mail | 11.10.2010 | Larsen, 2010 |
| Madsen, Michael Borch Former MD, Company C-DK | | Structured questionnaire filled in through face-to-face interview | 19.08.2010, 10:00 - 10:15 | Madsen, 2010 |
| Moes, Erik Production and Economi Director, Company N-DK | | | 25.03.2010, 14:15 - 15:05 | Moes, 2010 |
| Mouridsen, Jakob T. Vice President at Company E-DK | | | 15.10.2010, 13:00 - 14:20 | Mouridsen, 2010 |
| Mwanchi, Paul MD of Company P-DK | | | 14.04.2010, 09:30 - 10:30 | Mwanchi, 2010 |
| Nannes, Sjaak Owner of Company N-KE | | | 25.03.2010, 09:30 - 10:45 | Nannes, 2010 |
| Rajani, Deepen Company E-KE2 | | | 08.04.2010, 15:00 - 16:00 | Rajani, 2010 |
| Schmidt, Poul CEO of Company L-DK | | | 24.08.2010, 15:30 - 16:30 | Schmidt, 2010 |
| Shah, Bhupendra S. Owner of Company F-KE | | | 09.04.2010, 10:00 - 11:00 | Shah, 2010 |
| Solomon, Andrew MD of Company C-KE. | | | 30.03.2010, 11:00 - 12:05 | Solomon, 2010 |
| Employee Questionnaires | | | | |
| Company B-KE Employees (7 respondents) | Uncovering multidimensional poverty reducing effects of selected partnerships | Questionnaire | 23.04.2010 | Verting, 2010 |
| Company D-DK Employees (11 respondents) | | | 15.04.2010 | |
| Company P-DK Employees (11 respondents) | | | 14.04.2010 | |
| Company C-KE Employees (9 respondents) | | | 30.03.2010 | |
| Company A-KE Employees (22 respondents) | | | 20.04.2010 | |
| Company Q-KE Research Employees (8 respondents) | | | 31.03.2010 | |

| | | | | |
|---|---|----------------------------|------------------------------|---------------|
| Company N-KE Employees (34 respondents) | | | 25.03.2010 | |
| Participatory Poverty Assessment | | | | |
| Dagoretti Corner men (10 respondents) | Uncovering participatory poverty definitions of the Nairobi Metropolitan Area | Focus group discussions | 10.10.2009, 09.00 - 11.30 | Verting, 2008 |
| Dagoretti Corner women (8 respondents) | | | 10.10.2009, 14.00 - 16.30 | |
| Dagoretti Corner youth (13 respondents) | | | 09.10.2009, 16.00 - 18.30 | |
| Kangemi men (7 respondents) | | | 24.10.2008, 11.30 - 14.00 | |
| Kangemi women (8 respondents) | | | 24.10.2008, 14.30 - 17.00 | |
| Kangemi youth (8 respondents) | | | 24.10.2008, 08.30 - 11.00 | |
| Kibera men (7 respondents) | | | 15.10.2010, 12.00 - 14.30 | |
| Kibera women (11 respondents) | | | 15.10.2010, 15.00 - 17.30 | |
| Kibera youth (9 respondents) | | | 15.10.2010, 09.00 - 11.30 | |
| Lenana men (10 respondents) | | | 16.10.2010, 10.30 - 13.00 | |
| Lenana women (8 respondents) | | | 16.10.2010, 13.00 - 15.30 | |
| Lenana youth (13 respondents) | | | 16.10.2010, 08.00 - 10.30 | |

APPENDIX 7.2. INTERVIEW WITH FREDERICH SUBBO, ANHTROPOLOGY PROFESSOR AT NAIROBI UNIVERSITY, 18.06.08 FROM 14:00 to 14:48

Katrine Verting: Okay so, first of all could you maybe repeat what your field of research is. What you have specialized in?

Frederich Subbo: I have done a masters in social anthropology. I also did a PDH in anthropology with speciality in the area of food security. So my PDH thesis was on food security. The impact of socio cultural factors on the health of children in one area of Kenya – particularly western Kenya in Bondo. So I will say that my speciality is in socio and socio cultural anthropology. And with special interest in areas such ethnology and ethnographia. Those are also some of the areas that I am so much interested in. I have been teaching those particular areas for several years. I have taught courses in cultural anthropology. I have also taught courses in ethnology – ethnology of African societies. And also comparative ethnography. And I have also taught development anthropology.

Katrine Verting: and you are still teaching that.

Frederich Subbo: yes I am still teaching that to both undergraduate and postgraduate students here in the University of Nairobi and I have also taught some of those courses outside the college, like the Catholic University, but currently I am teaching those particular courses here to both regular and parallel students. So in the parallel program I have taught several courses including poverty – courses on poverty reduction strategies, culture, social change and also courses on gender. I am also interesting in gender and development studies, which... I acquired that interest when I was doing my MBA where I did some courses on women and development. Later on I have written a few articles, papers, on gender and development. So I am also interested in gender development. In this department or institute we mainly are from two main programs – that is anthropology program, which is both an undergraduate and also a post graduate program, and we also have gender and development program. So in the gender and development program that is where I have taught – where I am teaching several courses on gender and development issues, including issues to do with agriculture – agricultural development. (Frederik Subbo) And the food security issues that we are talking about.

Katrine Verting: okay, you mentioned that you have also taught courses on poverty and that is what I am going to be talking about with you today. First of all how would you define poverty yourself?

Frederich Subbo: For me poverty is deprivation or lack of basic need such as food, clothing, shelter, but also you can look at it from two perspectives. You can talk about absolute poverty and relative poverty and when we talk about absolute poverty we mainly focus on lack of basic needs and in Africa I think we are more affected by absolute poverty as opposed to relative poverty, which can also affect people even in developed countries because at any given time one may feel that he or she is lacking certain things. So to me in Africa poverty is mainly absolute poverty – lack of basic needs such as food, clothing, shelter as well as fundamental freedoms – freedom of movement, freedom of speech or even lack of confidence that is also a form of poverty. So poverty is not really a question of lacking income per se, although that is part of it. You can lack income, or adequate income to meet your needs but you can also lack other things like the freedoms - other deprivations. So when you say people are poor they can be poor materially or they can be poor because of lacking income.

Katrine Verting: okay. According to your opinion how do you see... do you see poverty being perceived differently in the different parts of Kenya?

Frederich Subbo: yes of course. Here in Kenya we are divided into several communities – we have about 42 ethnic communities and among these communities there is a perception that some are better than others or some are poorer than others. So in term of income some parts of the country may be experiencing more stray as compared to others because of the unequal distribution of resources within the country. You know Kenya...

Katrine Verting: but I am actually thinking about... not so much how different people have different... what do you say. (Frederik Subbo) Do the perceptions differ? If I ask a man from western Kenya what is poverty will he give me a different answer than if I ask a guy from Mombasa or from... you know what I mean?

Frederich Subbo: yes I think every community has its own definition of poverty. It has also its own definition of wealth. If you go to the pastoralist community their perception of poverty is a person who lacks livestock. So if you do not have enough livestock you may be perceived as a very poor person. So for them a person with more livestock will be considered wealthy. In another community – like most farming community a person who lacks land or arable land on which he can grow crops may be considered poor - so landless people are poor. If you go to most urban centres a person who lacks employment or a source of income may be considered poor – so when you are jobless in an urban setting you may be considered poorer than one who is on stabile employment or who has a well doing business. So from that perspective you can see that people perceive poverty differently according to the context or according to their own cultural values, such that the definition the people from farming communities can give you of poverty may be different from the definition people from pastoralist groups can give you or people from fishing communities. If you go to the western Kenya where most people depend on their lip(?) from their livelihood. When the lip is posited and the fish is declining and they are not catching as much fish from the lake they consider that to be poverty. That would be poverty for them, whereas when you go to Maasai community when the livestock is not doing well then they consider themselves to be poor. So I think I agree with you that people from various parts of the country may have different perceptions of poverty and different understandings of...

Katrine Verting: do you see those perceptions follow the lines of the different tribes?

Frederich Subbo: not particularly because I think partly... it can partly fall along the lines of different tribes or communities - I do not like using the term tribe because of its negative connotations - but I think each community has taken different modes of production. There are some communities who are pastoralists others are agriculturalists, others are more to fishing, hunting and gathering. So it may depend on different tribes also. Yes, because like now if you look at very so called backward communities like the (xxx) who used to stay in Northwest where they mainly depended on hunting and gathering. When the forests are being degraded then their situation becomes much more difficult. They regard that degradation of the forests as an act that creates poverty among them because their main source of livelihood is mainly through hunting and gathering. So if you go to the pastoralist communities when they do not have freedom to practice their nomadic lifestyle - to move with their livestock according to the seasons - if for example restriction on them because of the new land attainment processes, which prevent people now from migrating the way they used to migrate with their livestock from one area to the other according to the change of season. Then they consider that to be poverty because their lives they will be affected that that change of land attainment processes.

Katrine Verting: okay. Do you think the perception of poverty... would it also differ according to your age or your social strata that you are in or time?

Frederich Subbo: yes absolutely. Your perception of poverty also may differ according to your age. Because in this country you know people get married for example at a particular age and they raise their children up to a particular age. So there is an age where individuals have to spend much more or they need more resources. For instance people have retired - maybe they have concluded their working life and their children are out of school and they are not doing anything, they may not require as many resources as people who are working. So they may be so much affected by poverty if they made enough millions for their retirements. But if they did not make enough savings - maybe they spent all their money educating their children and they were left with no savings. Then when they retire they become or they fall more into poverty. So retired people may have - may be affected more by poverty because their source of livelihood - their income is much lower. Maybe their pension is much lower. So people who are at that advanced age of over for example 60 years may be affected more by poverty than people who are working. And again people are working also depending on their dependency ration they may not move much because we are supporting - like in Kenya you find like a working support an average of about 10 people. So if the income of this person...

Katrine Verting: but that is again very much with the needs of the different ages but my thinking is more if maybe the age group from, you know, 0 to 20 years or something maybe they view poverty in one way. Maybe another group views poverty in another way. Do you know what I mean? Or even maybe poverty today is viewed differently than it was 50 years ago generally speaking.

Frederich Subbo: yes, so I think that I agree with you. That poverty may have maybe a few different age groups. We have had cases where even people - young people - have committed even suicide in this country because of being denied freedom even to attend a party for example. So such a person may feel that his life has been affected so much because of being denied that particular freedom. Young people may value other things other than income so they may have a different perception of poverty. People in the middle age may value income more than people of retirement age.

Katrine Verting: Okay. How would you define poverty in and around Nairobi - the perception of poverty? How would you think people perceive poverty here?

Frederich Subbo: I think Nairobians are more materialistic than other people around the country or from the rural areas. People from the rural areas may value needs such as food, clothing and shelter but people in the urban areas they have another view of poverty. For example if you are not driving a nice car, maybe you are walking to work or you do not have indicators of wealth like you not staying in a good estate or in a poshy place. If you are staying in the slums people may feel that you are poorer than someone who is staying in a better estate. So maybe you are staying in Kibera, which is one of the largest slum settlements in the country and also in Africa, regardless of how much money you may have in your pocket people may consider you to be very poor. So it does not matter whether you are meeting your basic needs but so long as you are staying in Kibera, the slum settlement, people may view you as a very poor person. So there is that perception that you need to have certain material goods or certain... you need to stay in a particular estate, or you need to drive a particular brand of car. If you are driving a very old vehicle people may view you as poorer than one who is driving a newer car. So I think the Nairobians and people in urban areas generally are more materialistic than people in the rural areas.

Katrine Verting: Okay the way I have been told and the way I see it most people living in Nairobi have their roots somewhere else. That is you have so many people from throughout Kenya coming here, living here. You have so many people from so many different communities or tribes or whatever you may choose to call them coming here. So my question is when you have a mix of that many sub-cultures, or what you might choose to call it, is it then possible to say that there is like a common Nairobi culture and a common Nairobi perception of poverty? Do you think that is possible?

Frederich Subbo: yes I think I agree with you. Nairobi is like a melting pot whereby most communities have their roots - they have come from somewhere else. The people who are born in Nairobi may be very few as compared to the ones who have migrated to the city. But I think once they reach there then they develop some kind of sub-culture of Nairobi - a Nairobi culture, which makes them have similar characteristics regardless of whether they are from any part of the country. So it does not matter whether you are a Kikuyo, you are a Luo or you are a Kalinjin. Once you are in Nairobi you will become a Nairobiian. You develop that urban culture. So I would agree with you that there could be a Nairobiian sub-culture, yes.

Katrine Verting: Okay

Frederich Subbo: for example, it is very easy... in this country we have recently experienced some ethnic conflict and those ethnic conflicts came in as a result of political aspects but when you look around you see that those conflicts were much more severe in the rural areas as compared to the urban areas. In other words people in the urban centres have managed to integrate and they do not so much look at the tribes as in using their cultural differences. So they have managed to develop their own urban culture which is much more different than that one – the rural, whereby ethnic differences are highly minimized as compared to people in the rural areas. That is my own opinion.

Katrine Verting: Okay. As I told you before I am going to be using Sen capability approach sort of as the backbone of my thesis and in order to fulfil these requirements I am most likely going to use the participatory approach and going out and actually asking people what is a good life, what is a bad life, so and so forth – finding out what peoples definitions of poverty are. I have to of course identify a geographical area that I focus on – like a limited area because obviously I cannot go out and ask the whole of Kenya but assuming now that... because most investments from Denmark, like ninety-something percent are here in and around Nairobi, so I am assuming that it is going to... my focus, my geographical focus will be somewhere within Nairobi. So the idea would be to go out in this particular area and then say okay these were the project that were initiated in this area and then go out and ask the community...

Frederich Subbo: (Frederik Subbo)

Katrine Verting: yes, well yes and no. Both. First I would go out and ask them what is a good life what is a bad life so and so forth and then from there, once I have gotten their definition of poverty then I would go to the companies and find out if they have contributed to reducing that particular type of poverty. Do you understand what I mean?

Frederich Subbo: yes

Katrine Verting: because if I just ask have you reduced poverty – but what kind of poverty? It has to be that kind of poverty in that area.

Frederich Subbo: I think you are going to be good because first of all you are going to know what people consider to be poverty from their own cultural perspective and then you want to see whether the Danish companies have addresses that problem according to the definition of the local people. So I think that is a good approach because it is an...you want to make an imic(?) kind of approach whereby you want the intimate view of the people themselves about poverty and how those companies that have come are addressing that particular problem. I think it will be quite enriching.

Katrine Verting: But how... when I check my office, which is here in Nairobi...

Frederich Subbo: How long are you going to be here?

Katrine Verting: I was here for about a year so far...

Frederich Subbo: yes how long do you want to do the interview – the research?

Katrine Verting: I will probably have a maximum of two months

Frederich Subbo: so two months I think you can use the participatory you can also...

Katrine Verting: I can use the what?

Frederich Subbo: the participatory approach

Katrine Verting: ohh yes, yes

Frederich Subbo: where you can see how the Kenyan people are participating

Katrine Verting: but my question is, if you take my office for instance. My office is located near Dagoretti Corner here (drawing on a piece of paper and pointing towards the location). Some people who are employed there are (staying) in this part of Nairobi (pointing on the map). Some are here (pointing on the map), some are there (pointing on the map), which makes it a little bit difficult to find out which area I should be doing the interviews in. Because even though the company is located here (pointing on the map) the people might not be living in this area that are working there. Do you know what I mean?

Frederich Subbo: yes

Katrine Verting: how would you approach that?

Frederich Subbo: I think if you interview the company manager they know where the individual workers live. They know where each and every worker within the organisation lives, so they will give you directions to interview these people in their home environment.

Katrine Verting: If you were to go out and ask, like find out what the perception of poverty was, what kind of questions would you be asking people?

Frederich Subbo: I think you want to ask the changes that have taken place in the definition of poverty. Like, you may use maybe the time perspective, like, what was the situation five years before or has your condition improved in five years time (Frederik Subbo) or has it become worse. If it has become worse, what has made it become worse? So you may use maybe the time factor - you want to investigate whether the condition of these people has improved in the last five years or it has deteriorated. And if it has, what are the factors which have led it to deteriorate? Somebody may tell you maybe five years ago, or a few years ago, I used to have three meals a day, I used to afford this and that for my family but I am not affording. I used to pay school fees with ease. But now some of my children are not going to school. Or they keep on being chased away from school because of lack of school fees. Or I used to maybe, I used to stay in a particular type of a house but now I am staying in another house. Or maybe five years ago I could afford to live in a two-bed roomed house in Nairobi, but now I am living in a one-bed roomed room. So I think if you use that time factor you can easily investigate whether poverty has increased or decreased.

Katrine Verting: okay, are there any other type of questions I should ask you think? Because maybe it is good to have a few different questions?

Frederich Subbo: which ones do you have in mind yourself?

Katrine Verting: well I am just thinking generally like... I do not want ask how do you perceive poverty, because people might...

Frederich Subbo: Once you made the indicators of poverty and the indicators of wealth what people believe to be poverty and what people believe to be affluence, then you can use those indicators to investigate whether these people are now perceiving themselves to be poor or richer or wealthier than they were. So I think the beginning will be for you to know which are the indicators of being poor and the indicators of being rich, according to the perception of these particular people.

Katrine Verting: yes, but how do I ask... how is the best way to ask people for them to tell me what those indicators are? Do you know what I mean? Like I think it was a very good question, the one you said before, but sometimes it is good to have more questions to supplement. Because I absolutely agree with what you are saying – first I need the indicators and then I can work from there.

Frederich Subbo: I think you can use two methods to measure poverty. One method would be asking these people questions. The other would be observing. Observing, observation – because you are going participate with these people. To observe what they do. Like now if people lack clean water and if you go somewhere and you see they are using polluted water both for their cooking, and for their washing then you will know that this is poverty, because now these people, the water will cause them to contract waterborne diseases. So, because they will not be aware that using dirty water is an aspect of poverty... Like in the rural area you go, you will see that they use water from a particular source. That particular source is where their animals also – where they water their animals. They use the same water to cook their meals. They use the same water to bathe and to do everything but according to their culture use of dirty water may not be an aspect of poverty. But for you as a researcher you have to document that and say that these people are lacking water and perhaps to end poverty, or this poverty, in this area the government need to bring or enable these people access to clean water or access better water than they are used to. So there are certain aspects that you can ask. There are others that you have to observe by yourself. If you ask, like now the World Bank has been using income as an indicator of poverty, so for them if you are living on less than one dollar a day then you are among the poorest people. The person who is living on less than one dollar a day might not perceive himself to be poor. If you ask him are you poor he might tell you no I am okay. I have three meals a day, regardless of their quality. So for him he may not know that he is poor, but you as a researcher you know that this person he is below the poverty line because he is living on less than one dollar a day. So what I am saying is that you must look at certain factors that you consider to be major deprivations – certain factors that you consider to be really indicators of poverty. And then combine that with the questions that you ask the people.

Katrine Verting: okay, yes. It is going to be interesting.

Frederich Subbo: I do not know but that is my own perception – my personal own view

Katrine Verting: okay, those were more or less... for now it is - I am still sort of trying to define my research question a little bit more and search for evidence...

Frederich Subbo: yes I think you may... You know you can think in two ways. You can ask what we call a structured questionnaire whereby you sit down, you ask maybe 20 or so questions about what you want these people to respond. So these questionnaires you can even send them out for people to see on their own and then they return to you, or you can design something like 10 questions which you can use as focus-group discussion questions – you can also focus groups discussions which is also a good weapon in trying to tackle the issues and trying to get the opinions of the people on the ground about what they consider poverty to be. So if you got about 10 people and have a discussion with them – or a focus group discussion and you have some focus group discussion guide to get the opinion of these people then you can easily get a lot of information about what these people consider to be poverty. You can ask maybe (Frederik Subbo) or you can look at what maybe the managers in business as key informants also, or for those businesses which have been funded by the Danish government. So you can also have their opinion of whether these collaborations between the Danish and the Kenyan business men is actually contributing to reducing poverty in the country or not. So you can have some information from the key informants. These are people (Frederik Subbo) the ones who are of knowledgeable info. Who have information about what is happening between the two countries. You can also gather people in a focus group (Frederik Subbo). You can also use the participatory observation methods whereby you also fit it, these people in their sides and see whether that collaboration is actually translating into better lifestyles for these people. Like if you ask... if you use for example residence where somebody... if somebody was staying in a (Frederik Subbo) house some time before he started the collaboration and now he has improved his residence, then that is an indication that his lifestyle is getting better. Or if somebody was not able to take his children to school, now he pays school fees with much ease then that is also an indicator that his life is becoming better as a result of these collaborations and even minimum income disbursements. You can even ask a question what is your minimum bank account balance. Then someone will tell you maybe before I started collaborating with the Danish I used to maintain a minimum bank account balance of maybe 10,000 Kenyan shillings, but this time my bank accounts minimum balance has gone to 60,000 so because of this collaboration by income has increased. Because from a minimum income I am now able to maintain a higher minimum balance in my bank account. So you can also use income as an indicator of whether these people are overcoming poverty. So I think (Frederik Subbo)... All along you will be using your theory of

deprivation. Yes, are these people experiencing more deprivation or is the deprivation declining as a result of this collaboration between the two countries.

Katrine Verting: what I had initially thought of was to do like you say – do the focus groups to begin with when I just try to see what the perception of poverty is in the different focus groups and...

Frederich Subbo: when you do those focus groups no people will feel to open up because they are speaking to a foreigner. So you need a moderator. You need somebody from the local community who can get these people to open up to actually discuss more because sometimes you know in this culture people may not want to be known that they are very poor or they consider it something shameful to lack certain facilities. So you need somebody from the local community who can make these people open up and give you the right information. Otherwise they can give you cosmetic information. You can ask somebody what do you feed your children on in the morning? What do you take for breakfast? And somebody can tell you I give my children eggs, milk - tee with milk- with pieces of bread. And they can give you a rosy picture that he is having a very good breakfast when actually, in actual fact, this person is not feeding that particular meal to his children, but for purposes of public relations – because he is speaking to a foreigner and he wants to be seen as somebody who is really feeding his family well he can describe all types of nutritious foods that he feeds his family, which actually he does not. But a local person would know that this person is not doing what he says.

Katrine Verting: okay, I was going to use those focus groups and then, like in Voices of the Poor report from the World Bank, I do not know if you have read those, but they are using different participatory methods such as they ask people to make a seasonal chart of which seasons they are poor – which season do you have most money, which season do you have less money? That is one way also of uncovering, you know, the different indicators. And then just generally speaking with them asking different questions and then based on that come up with a list of lets say 30 different statements – like poverty you know is this, poverty is this, so and so forth and then ask people can you indicate for me which of these 30 statements is the most important for you? Which is the second? You know, so that they answer for you. First you talk with them on a general basis and then once you have spoken with them you have indicated different trends you can say okay like you say maybe estate is one indicator and food is one indicator and minimum balance in your bank account is another whatever and then ask them which one is...

Frederich Subbo: more serious. Yes when do you consider yourself to be hit more by poverty? Then somebody may tell you when I feed my children three meals a day I consider that to be a good situation or when my children are not going to schools then that is poverty. Nairobians will consider maybe parents who are able to take their children to private schools to be better of than those ones who take their children to public school. Because in public schools everything is subsidized by the state – education is subsidized by the state, but is may not be of better quality as compared to the private schools where parents are ready or willing to pay more money for better form of education for their children. So even if your children are going to school in Nairobi, the type of school where they go also is an indicator of whether you are poor or rich. Those ones who are able to take their children to high-cost private schools are considered to be better of compared to those ones who cannot afford that kind of education or those ones also (Frederik Subbo). Because the prices also differ. If you are shopping in one part of the city which is of low class you may buy things that are good with comparatively less money as compared to buying that particular good in another part of the city. So if you are richer you go to places, to shop in places where the richer people go shopping. If you are poorer you go to where the poorer people go shopping but you may come out with the same goods. You may purchase a radio in one part of the city costing maybe 5000 Kenyan shilling. In another part the same radio will be costing 10000 depending on which shop you go into to do the shopping. So that is also an indicator of poverty, which part of the city you are able to do your shopping.

Katrine Verting: how many people would you estimate that there are living in Nairobi?

Frederich Subbo: Maybe three million

Katrine Verting: if I were to go out and ask people realistically, if you were the examiner on a project like that. How many people would I have to ask for it to be representative?

Frederich Subbo: I would not know exactly because I have given you the population universe of Nairobi so you can use your own calculation to see out of a population of three million people which one would be more appropriate, to be the appropriate sample size or representative of that population. If you go to a statistician, or a statistics person he can easily reveal that.

Katrine Verting: okay very good. Those were all my questions for now. Thank you very much for your time!

- 1. How does the Nairobi B2B department define the objective of the B2B program?**
We are complying with the general B2B objectives. There are no Kenya-specific objectives.
- 2. How does the Nairobi B2B department define the geographical scope of Nairobi/Nairobi Metropolitan Area?**
We do not break Nairobi into zones where some are considered more attractive than others. We have many projects in industrial area, but for instance we are also supporting Company G-KE which is located in Ngong Hills where wind is abundant, and Company N-KE which is located in Redhill where space and growing conditions are optimal for greenhouses. So really it is the nature of the projects which is important and not their location. We are not looking towards specific areas.
- 3. How does the Nairobi B2B department define poverty?**
We define poverty in accordance to the World Development Indicators - people living on less than one dollar a day.
- 4. How does the Nairobi B2B department define a successful/unsuccessful B2B partnership?**
Actually we had the opportunity to carry through a review of the partnerships last year. After the era of postelection violence and the economic recession, and bearing in mind that most SMEs in Kenya do not survive beyond two years, I would define a successful partnership as one in which the partners still have cooperation beyond financing and are continuing to create employment, income ect. Unsuccessful is if the partnership closes down. I only see it as being possible to assess the impacts of partnerships 6-10 years after they have taken off the ground. Consequently, only Company A-DK and Company G-KE currently qualify for an impact assessment.

Apart from the main success criteria being continuation of the projects, the achievement of certain developmental goals such as CSR and occupational health & safety are also considered of great importance. But so long as profit is being made, then other aspects of development like CSR will follow.

Also, even if a partnership ceases to exist after the local partner has been upgraded considerably in issues relating to the environment, occupational health & safety, corruption ect., and the local partner continues to carry forth even in the absence of the Danish partner, then I would still characterize such a partnership as being successful.

- 5. Which of the current/previous B2B project phase partnerships in Nairobi does the Nairobi B2B department consider to be most/least successful?**

Financing ongoing/partnership ongoing

1. Company Q-DK/Company Q-KE
Very new. Signed P.D.in April
2. Company O-DK/Company O-KE
Very new. Signed P.D. in April
3. Company N-DK/Company N-KE
Ongoing. Have asked for extension. A success story. I am very impressed with their operations.
4. Company P-DK/Company P-KE
Seven months > global crisis affected the participation of the Danish company
5. Company R-DK/Company R-KE
One of the quit ones. We do not feel them much. No word in 6 months. Financing is still ongoing but almost at the end. Pace of implementation is a bit slow which is also reflected in the QPRs which are being submitted much less frequently than required.

Financing terminated/partnership terminated

6. Company E-DK/Company E-KE1 *
Local partner went against MOU (PSD). One of these cases where the local partner uses the Danish partner and the Danida financing to raise themselves to a certain level and then disposes of their partner to join forces with a large competitor to their Danish partner . Quite unethical actually!
7. Company L-DK/Company L-KE
The local partner was very calm but Company L-DK was very aggressive in getting the project – to the degree of 5 calls in a day and 10 e-mails. So we thought let us just get this off the table. Then suddenly by the end of last year the Danish partner informs us “we don’t have the resources, sorry we are terminating this”. And actually Core Consulting was going to be used as a resource centre for all companies coming down to Kenya. Disappointing.
8. Company M-DK1*/Company M-KE
Success without the Danish partner. Company M-DK1 were making tented camps, and all kinds of equipment for elections like badges, ballot boxes ect. The partnership started out great but when the top guys were leaving Company M-DK1 and being replaced several times, things became difficult. The Danish partner withdrew from the partnership without informing their local partner. The B2B department in Nairobi found out about this through a third party and had to write Company M-DK1an e-mail to confirm the rumor. We were very sad to see this partnership terminate because the

introduction of transparent ballot boxes was expected to have great potential in reducing corruption in the electoral process of Kenya and thereby hopefully avoid the postelection violence of 2007/2008 repeat itself at the next election in 2012. For the first time in the history of Kenya transparent ballot boxes were used during the latest two bi-elections. Now Company M-KE is in the process of drawing up a MOU with a new partner, Company M-DK2, which is not interested in the Danida financing but rather in getting a competent partner whom they can work with in supplying election related product to countries in Africa. I think they just landed a contract with the government in Sudan to supply ballot boxes for their next election. However, despite the termination of the partnership, this is one of these cases where the local partner, as a result of the Danida support, has been able to make a lot of improvements in human rights ect., and even in the absence of their original partner continue to push forward. Unfortunately the one of the moulds financed though Danida are being held hostage by Company M-DK1 who refuse to hand over the molds to their Kenyan partner without being compensated for the 75% of the costs of the mould which they themselves have financed. However, the bulk of training went towards Company M-DK1 staff, so how do we now get back this money?

9. Company J-DK /Company J-KE

Failed to honor reimbursement claims (PSD). The main lesson learnt from this partnership is that it is important to have an exit strategy. In my view they (Kenyan partner?) could have exited in a much better way. Through the Danida financing they were able to get a new showroom, firefighting equipment, air conditioning ect. but when exiting they refused to sign any documents for reimbursements which was not fair to their partner.

10. Company F-DK/Company F-KE

Sold out. Success somewhere in the middle (PSD). The local partner underwent major upgrading in terms of technical assistance from their Danish partner. After having delivered the technical assistance there was no point for the Danish partner to hang around. Now the local partner has merged with Brookside Dairies. It was possible for Company F-DK to be approved as a Danish partner despite being a consultancy company operating on an hourly basis since it was under the PSD program. After the review of the PSD program in 2002 which led to the B2B program, the potential for long-term effects became much more important than before. After PSD we were very skeptical about consultants. I would put the success of this partnership somewhere in the middle. For B.S. Shah it was one big holiday. With the help of Danida he managed to raise his company to a higher level and sold at a good price. But, if Brookside decides to not use the practices/techniques developed through the partnership, then all will have been lost. So in terms of successfulness I would rate this partnership as being somewhere in the middle.

11. Company K-DK/Company K-KE

Termination due to post election-violence. The local partner was not interested in the project but now regrets. If Charles Bengough could do it all over then he would. He is very arrogant. It was one of our best projects. The local partner is Company K-KE, the president's personal architects. They are gentlemen and very competent. They brought in Charles Bengough and when they pulled out they left Bengough in charge. When the project was approved Mr. Bengough seemed to calm down. Then because of post election violence, which especially hit the Naivasha area hard, he chose to postpone for 6 months. After things went back to normal he chose to keep quit for one year. Now we are looking for a new Kenyan partner because it really is a good project. Housing is very expensive in Kenya and there is a need for low-cost housing options.

12. Company H-DK/Company H-KE

Financial crisis. Failed to honor reimbursement claim. This is a sad story as well. The business was dealing with web-design. The Danish partner wrote a letter to the embassy stating that due to the financial crisis they were terminating.

Financing terminated/partnership ongoing

13. Company B-DK/Company B-KE

Under the PSD program. A very successful partnership. They have also started delivering cheese to airline companies.

14. Company E-DK/Company E-KE2*

Change of point of person of Danish company slowed down the pace of implementation leading to eventual lack of interest by both partners. Bettina was very aggressive in getting Danida financing and when dumped by Company E-KE1 she even found the new local partner, Company E-KE2, herself. Then she left the company and everything slowed down. Since then 3-4 people tried taking over for her but they did not have the same vision for the partnership as she did. There is almost two million DDK left, but Company E-DK does not see the value in conducting the planned training activities in the Kenyan market – Bettina did, but the new people do not. Bettina was hands on and had passion. Company E-DK just did not get the right people to carry on the project. The embassy is going to close down the project now.

15. Company C-DK/Company C-KE

- Very successful. A great project*
16. Company M-DK2*/Company M-KE
Taking over for Company E-KE1. MOU is currently in the process of being made.
 17. Company D-DK/Company D-KE
Success story. Johnny's baby. Perhaps not the speed we wanted, but good. They spread themselves thin because of a too ambitious expansion.
 18. Company A-DK/Company A-KE
(PSD/B2B) Successful. Company A-KE is one of the first partnerships we supported. They recently got a second grant because of the fire in 2006. Have reorganized the department. Kent had to leave department after almost 15 years. Now things are not going so fast as before. We will just have to wait and see whether Company A-KE is able to find the right kind of person to take over for Kent.
 19. Company G-DK/Company G-KE
Unfortunately this partnership is not as successful as we would have wanted and the objective of getting renewable energy into the country did not succeed. We had hoped for synergy by combining the PSD support with other Danish development instrument such as IFU and the mixed credit scheme, which never happened. Instead, the Belgian government has pumped a lot of money into Kengen, a state power producing company, which now has put up turbines on the north side of Ngong Hills. The local partner is still struggling to get a foothold within the market for wind energy in Kenya.
- 6. Which criteria's is the Nairobi B2B department applying when reviewing B2B applications?**
- A. Preference towards overall business activity/industry or sector of partnering companies?
We have a preference towards agro processing because it was identified as one of the fastest growing industries by the government of Kenya and because it has great employment/income generating potential. Also, there is scope for introducing good environmental practices. However, there are also risks associated with the industry. As a result of the volcano in Island many businesses in the agro processing industry have suffered great losses during the past week. Nevertheless agro processing is definitely the sexiest thing for us right now.
 - B. Preferences towards size, turnover or geographical orientation of partnering companies?
We do not have preferences towards any particular region, but we do try to keep a balance within the regions in order to avoid accusations of favoring particular ethnicities. Should we for instance receive two proposals within agro processing and one suggests activities in a region where we already are heavily represented, whereas the other suggests activities in a new area, then all else being equal we would tend to go for the second one. In terms of size and turnover the Danish partner should have both human and financial resources. As we saw small businesses crashed during the financial crisis. Big companies have more cushioning. On the other hand we also try to avoid too big companies in the fear of them swallowing their local Kenyan partner. We also see the reverse, that is local partners have been known to use and dispose their Danish partner like it was the case with Company E-KE1.
 - C. Preferences towards equity involvement of partnering companies
Local ownership should account for minimum 25%. Nowadays we are trying to select companies with ownership involvement - JVs. I am always rooting for 40/60% shareholding.
 - D. Preferences towards partnerships with import/export orientation?
Partnerships with a regional focus or re-exporting back into Europe have a higher success rate.
 - E. Preference towards partnerships with collaboration with local firms?
We do not really look at this, but most of our companies use local materials.
- 7. Does the success rate of the 17 current/previous project phase partnerships in Nairobi live up to the expectations of the Nairobi B2B department?**
The B2B projects in Kenya has been relatively successful in creating employment, especially towards women, introducing environmental improvements ect. In the US you will find an approximate success rate of 40% on newly started companies. So a success rate above 30% in Kenya is actually really good (Company C-KE, Company A-KE, Company N-KE, Ducutec ect). We have seen a problem with the companies in the IT industry due to the financial crisis, but overall I would say that the success rate of the B2B program in Kenya has been good so far.
- 8. Does the Nairobi B2B department conduct spot-checks on the information provided in the submitted applications/documents?**
Yes, we conduct spot-checks all the time. After every QPR I go to do interviews with local staff and inspect the premises in the companies. In fact you have to do that. You need to get your hands dirty.
- 9. How was it possible for Company L-KE and Company D-KE to be approved as local B2B partners (guidelines: min. 5 years in existence)?**
Usually we try to comply with the 3-years rule. However, if we see a partnership as being a strategic investment or within a completely new area, then we are willing to make an exception. In the case of Company L-KE we used the financial trust of Company L-KE to back up the project and since the proposed activities were within an area completely new to Kenya, we made an exception. The same was true for Company D-DK which at the time was a frontrunner in Kenya

APPENDIX 7.4. INTERVIEW WITH KJELSGAARD, JOHNNI; CEO OF GROWTH AFRICA CONSULTING LTD; 20.06.08, 08:00-08:25

Explanation of the purpose of the interview prior to taping of conversation

Katrine Verting: Okay so, like I just explained to you these are questions for my thesis and what I am trying to look into today is basically experience – if you can tell me whether you have observed any common characteristics in terms of successful Danish-Kenyan partnerships. And when I say successful I mean in terms of the way they are able to reach out to the local community and especially how they are able to upgrade their local partners. So when you have had had partnerships I know you have not measured on how it impact the community as such but I know that you might have an insight into how it is upgrading the local partners. So my questions are very broad right now because like I told you I am still sort of trying of identify what I will be looking at. But are there any characteristics or any trends where you can say you know most of the projects I have that do like this or this they are actually quite successful in also helping their local partner – upgrading their local partner?

Johnni Kjelsgaard: If I am understanding you right then your questions is if there is any...

Katrine Verting: pattern...

Johnni Kjelsgaard: yes any correlation between the successfulness of a partnership measured as how successful are they in upgrading their partners viz a viz their competitiveness their skills and competences ect. and ect.

Katrine Verting: yes

Johnni Kjelsgaard: hmmm...I think there are. The most obvious one is ownership. Projects where there is a larger degree of ownership from the Danish partner tends to be more successful in reaching their objectives which almost always is to see a strengthening of the partner – or the local partnership – and that sense of ownership then also related to if the Danish company takes any stake in that. Are they actually investing more than just their time? If they are investing more than just their time they have more to loose. If they have more to loose they tend to have a larger sense of ownership. Partnerships, where there is a participation from management of the Danish company also tends to be companies that are more committed to the partnership and to reaching the objectives of the partnership and then tends to reach those partnerships. Those would definitely be the most obvious areas...(thinking) And just an extension of that I mean partnerships where the Danish partner takes a majority stake also tends to be more successful both in terms of reaching their objectives in the sense that the partnership employs more people or upgrades their skills or improves the competitiveness, simply because, everything else being equal – and now it has to be said that we have done primarily dealt with small and medium sized companies. We have not dealt with large companies as such, not large Kenyan companies as such, but everything else being equal a Kenyan SME has less management capabilities and competencies than a Danish SME. So the Danish SME comes in and takes over to some extent - not takes over as in pushing out the local management, but takes over in terms of driving the partnership – that seems to have been more successful. Any other parameters... (thinking). Also time, commitment viz a viz time. Does the Danish company have an attitude of “wham bang thank you mam” they just go in for half a year/a year, they are out again? It kind of relates to the same thing because the companies that tend view themselves as that also call themselves Danida consultant. They are not in a partnership. They do consultancy for Danida even though it is under the B2B program or the PPP program. So we do a lot to try and avoid those partnerships where they do not really view themselves as a partner, they view themselves as Danida Consultants - because Danida Consultants in general do not have any successful impact on partnerships per se (xxx). I am just a facilitator. I mean I do not... I mean as a facilitator I make sure that those parameters are present in the Danish company but I do not really add any value unless I am the Danish partner.

Katrine Verting: If I turn the turn the question around and say are there are any common characteristics or tends for partnerships – Danish-Kenyan partnerships – that are unsuccessful?

Johnni Kjelsgaard: yes, then I would just turn around what I have just said so. And especially the , I mean we have had a couple of partnerships where the Danish partner consequently talked about themselves as Danida consultants and we had to tried to get it into their heads this is a partnership, you are not Danida consultant. They even have it on their webpage – they have done Danida consultancy in Kenya. No, you did a partnership with a Kenyan company. And that obviously for obvious reasons just ended up not being a partnership and it broke apart. They were basically just out for a pay check. I mean, and you cannot know that in the beginning. Although we have gotten better because now we have been though a couple of those episodes where the Danish partner ends up calling himself Danida consultant. It is preposterous.

Katrine Verting: Have you seen any trends in terms of which industries have most success?

Johnni Kjelsgaard: no, it transcends industry and sector and I would even say, even though I do not have any statistics to back it up, I also think it transcends geography within Kenya – and even within Africa. I think the attitude of the partners is really, really important. I mean the other factor, if you are looking away from the Danish partner, if you are looking at the Kenyan partner, I think that the crucial element of success is also attitude. We have had a number of local partners that have caused us issues because they though well it was Danida, I though I was going to get a lot of money. As in the proprietors or directors of that company was going to be paid some money somehow. I do not know how the heck that logic works in their mind but... And of course it also means, weirdly, that they are not really committed to the objectives of the partnership which was to improve their competitiveness, to upgrade their skills and competencies so

that they could go out and increase their revenue or become more efficient. And those partnerships they have not, it is not as crucial a factor as the attitude and the commitment of the Danish partner, but it is a critical factor and what it has meant in practice is only, fortunately, that we have had to do more facilitation, much more fire fighting and spend more time on trying to facilitate a common understanding. But we try to screen for those things even though we do have a project right now where we actually though we have screened really well – though it not even one that we initiated. It is one we got from the Danish Embassy, who then turned out to be, I do not know, have completely (xxx) expectations on this part - what a Danida partnership is and so.

Katrine Verting: Okay. If you talk about the actual partnership, what are the frequent challenges that you encounter when you try to mediate between companies in a partnership – Danish-Kenyan partnership?

Johnni Kjelsgaard: Close-mindedness from the Danish partners side actually. That they think they do not actually work, which surprises me because Danes and Danish companies are usually outward thinking but often when they come down here do not really consider how to phrase, how to argue, respect the process. A lot of time they come down with their very bombastic, very blunt way of communicating. Which things are... just in Danish culture to communicate and sometime cut corners. Do not respect the process. I mean if you can reach a conclusion and everyone around the table probably can see that is the conclusion we will up with then lets cut the process and reach the conclusion. If you do that in Kenya you are fucked because then you do not really have the commitment of the local partner. Though it is funny because Kenya is actually one of the countries in Africa that has the most blunt communication. I mean you really... it is hard to offend a Kenyan, and especially in business in my opinion. I mean Kenyan business people are used to being quite blunt and talking strait. However, you still have to respect the process and a lot of Danish companies do not respect the process. Does it make sense what I am saying – respect the process?

Katrine Verting: yes

Johnni Kjelsgaard: I think I do have any other...

Katrine Verting: Okay if I am to sort of sum up what you have said, if I were to choose some relevant point, according to your opinion, in terms of an impact assessment of these partnerships it would be the attitude of the local company – of the Kenyan company; it would be the ownership; it would be who has the majority of shares; it would be just generally the whole attitude that the partners are going into the partnerships with...

Johnni Kjelsgaard: I would say, I think the right word is not so much ownership in the sense of who has 51 percent of the shares, but more ownership as in drive. Are there champions in the Danish company? That is the most important thing. If there are none then it is very likely to succeed. If there are champions in the Danish company and in the Kenyan company then the likelihood of succeed is virtually 100 percent. You can have a successful partnership where you only have a champion in the Danish company in my opinion. You cannot have a partnership where you only have a local champion and then a half-hearted commitment from the Danish company. Then you are still likely to not be successful. You get the difference?

Katrine Verting: yes. What about, a lot of the time, at least partnerships that are facilitated though Danida – come here for study visits and so and so forth – do you see a difference in companies that invest a lot of time and energy in coming here and getting to know the market, and getting to know the culture, and you know just the setting as opposed to companies that...

Johnni Kjelsgaard: no. That is funny. I have actually, I have though about that a few times. Companies that come down well-prepared and intending to get as much information from...regarding the culture and these things are not more likely to succeed than the ones that just say yes lets do it and then we will tackle the problems as they come - the more naïve approach. There is no... I mean we have an equal amount of partnerships where the Danes have come in with a naïve point of view that are successful compared to the ones where it is really something they have thought about for long and they have done their homework really thoroughly. I do not see any difference there in terms of success, which is a little bit odd. It has been striking me a few times. But I think that naivety of just coming down - because naivety also means open-mindedness. So I think that may be the explanation why the naïve Danish companies are as likely to succeed as the more conservative, well thought through, well researched initiatives.

Katrine Verting: have you seen any - okay you told me previously that there are not many partnerships that are non-Danida funded, but based on the ones that are here do you see a lot differences in the successfulness of companies that have received support from Danida and the ones that have not?

Johnni Kjelsgaard: no, I just see... there is just a difference in the relationship. The partnerships that have not been facilitated by Danida tend to be more sales oriented and it is more like agentships or distributorships more than true partnerships. So there is no... There is not necessarily any incentive for the Danish partner to transfer any technology to the local partner unless that person has a stake in it. Over and above what is needed to perform the function of the Danish company – I mean again hearing aids for instance - they have been trained in selling the products; they have been trained in maintaining them, I assume actually. That is it. You are not going to get any core-function of the company. You are got going get taught how to make hearing aids. Whereas if the similar was true... if you compared it with an average Danida represented partnership more of the core functions there tend to be transferred in the skills contract process.

Katrine Verting: Okay. When you look at partnerships that may choose to use a lot of local inputs as opposed to partnerships that may to use a lot of import materials in their production – now I am especially talking about manufacturing – do you see any differences in...

Johnni Kjelsgaard: that is purely based on market forces. I mean when people are using commodities I mean they are not going to make a decision on “well we should source the commodities inside Kenya or outside Kenya”. That is purely based on market price – in my experience at least. You could say I means... Right now we are talking to a Danish company who wants to do gypsum manufacturing in Kenya and their decision is going to be based entirely on is it more feasible to produce the gypsum...

Katrine Verting: what is gypsum?

Johnni Kjelsgaard: gips.

Katrine Verting: ohhhh

Johnni Kjelsgaard: Gypsum – gips. Would it be cheaper to actually import the raw materials and then produce the gypsum here in Kenya than import the Danish products from Dubai or South Africa? I mean that is the decision. It is a hardcore decision so to speak. Though of course... well there is an element of faith in the sense that will we actually be able to set up the factory and run it at the cost of the same, but if we can then we will assume that we will be competitive. And if that product is priced 10 or 20 percent under whatever the imports are – assuming that they cannot lower their prices anymore – then they are competitive and then everyone will go for that. I mean assuming that it is a commodity, everyone will assume that of course well you will choose the cheapest.

Katrine Verting: what about the partnerships that come here and target Kenya as opposed to partnerships coming here targeting the East African Community or COMESA or... do you see any differences in...

Johnni Kjelsgaard: is your question regarding partnerships who wants to sell something locally or partnerships are sourcing products locally?

Katrine Verting: well both I guess actually. But I was actually considering selling it first, but both would be relevant.

Johnni Kjelsgaard: yes because I mean I do see a difference the partnerships that focus on creating resources locally that they can use abroad compared to companies that are trying to sell their product or services locally.

Katrine Verting: and what is the difference?

Johnni Kjelsgaard: that the ones that tend to look at Kenya as a source of input tend to be much more successful than the ones that are trying to sell products. I mean we have a hit rate of 100 percent with companies who come out and say well there is actually a resource in Kenya that we can use. Lets do that. Again from the commodity point of view, I mean, again the two super successful partnerships we have is ISUS and Company D-DK.

Katrine Verting: so you are saying that resource seeking companies are much more succesfull than market seeking companies?

Johnni Kjelsgaard: yes.

Katrine Verting: that is so interesting because I had a meeting with Kenya Investment Authority and I asked them which motive would be most successful. And they answered “nobody come here for resources. We do not have resources. They have resources in Nigeria and...”

Johnni Kjelsgaard: hallo human resources..

Katrine Verting: yes that is what they also said

Johnni Kjelsgaard: ohh okay.

Katrine Verting: But they said “people only come here for the market”.

Johnni Kjelsgaard: I mean, I am not saying that people who come here for the market are going to be unsuccessful. But if you have done your homework well and you come here for the human resources, I mean why not? I mean if... again if you view it as a commodity and you can get the quality and quantity for the price that you have set, why should you not buy it from Kenya compared to India; compared to South Africa; compared to wherever. If it is more competitive I do not care – at the end of the day I do not care where I get my 6000 hours from. If those 6000 hours are the same quality - and it is measurable – compared to China, Philippines, India, Pakistan, South Africa, wherever, I am going to buy them from. And that is the basis of at least those two partnerships – Company D-DK and ISIS. They are immensely successful. So compared to, I mean the unknown factor of, can that product. Will it have a marked relevance? Unless of course we talk about commodities where it is easy to compare “okay you are comparing apples to apples”, whereas I mean if it is a more complex product or service, like for instance our friends over in the corner, occupational health and safety. You cannot necessarily compare that service with a similar company in Kenya. So are you going to be competitive? Will you be able to reach the sales target, and reach our revenue targets? Well we do not know. That is much more uncertain. Whereas, I mean were we selling gypsum we would know. If we are cheaper we will sell. If we are not cheaper we will not sell. End of story.

Katrine Verting: when I am to start choosing cases, how long time do you think they should have been in operation for them to be interesting?

Johnni Kjelsgaard: a year

Katrine Verting: A year. What do you base that on?

Johnni Kjelsgaard: the first year is primarily going to be learning – especially on the Danish side. Learning how to do business, how business is different, making the mistakes that you would always do in the beginning. So I would say at least 12 months and if longer then that is only better. The longer the better. And everything under 12 months I do not think you can generalize on that.

Katrine Verting: Okay, obviously because I am only going to be including like probably a maximum of five companies it is pretty important which cases I choose in order for them to be representative.

Johnni Kjelsgaard: quite true

Katrine Verting: is there anything I should be particularly focused on or aware of when I like - when you deal with these partnerships can you then say that there are ones that are really atypical which I would not want to focus on? Because for me right now they are all just names on a list.

Johnni Kjelsgaard: yes, I would say one-man companies. Where the Danish partner is a one man company, or virtually a one man company, those I do not think you can generalize on. It has to be an actual company. That is also why a company like ISUS - it is a two-man company and basing their entire operations on the set-up down here. That would not... I mean you would not be able to draw any conclusions out of that that you could kind of generalize on - in my opinion.

Katrine Verting: so it has to be a company that has its headquarters in Denmark and they are coming here to start up a branch or subsidiary or office or whatever?

Johnni Kjelsgaard: exactly. Either the Kenyan operation is the primary operation or it is a one-man company - the Danish partner is a one man company, a tiny company, micro company, less than three employees.

Katrine Verting: ok. Interesting. Well unless you have anything to add... like I said this is very, very broad right now because I am just trying to get a feel of what would be interesting to look at. What parameters would be interesting to focus on and comparing that to what other people are saying.

Johnni Kjelsgaard: Do I have anything else to add? I do not think so.

Katrine Verting: okay. Cool. Thank you very much for your time.

APPENDIX 7.5. INTERVIEW WITH LAU LARSEN, OWNER OF PROMACO LTD., 22.06.08, 18:00-18:45

Katrine Verting: I was hoping that you to begin with could give me a short introduction of yourself and your company.

Lau Larsen: Yes sure. I started working with a large Danish multinational company in (S...xxx) which was established in East Africa in 67. Moved from there to Hong Kong. Then pursued Saudi Arabia and Burma, come back to Kenya and doing all the variety of business activities in East Africa. At the time we did import of technical equipment - capital equipment – to the printing industry. We did import of industrial equipment. We did export of (xxx). So that is a bag of mixed activities. Hong Kong, I was in charge of trading activities. We were involved in fast moving consumer goods. Putting up a brewery and also kept equipment for the textile industry and printing industry. Back then in Burma was (xxx) and capital equipments which was importation and servicing and that was basically similar to other places we did capital equipments. And then back to Kenya where we were involved in gaining capital equipment and infrastructural projects which was financed bilaterally or multilaterally and also through Danida, Finida and the Japanese Jaika. So some of the projects involved for instance grain storage and grain handling facilities for the governments. We were looking at airport improvement systems, runways and landing facilities - that was Danida also. And then we went in and said that the printing industry was one of the prone areas and we signed a contract with Danida to act as their procurement/sourcing agents in the area, in the region, which basically meant that the group took over the sourcing and administration of acquisition of whatever Danida needed in the area for their products. Danida then financed and we got a certain commission or fee for the work we did. So for Danida the advantage was that if they wanted to decrease their activities then they did not have to sack any people. If they wanted to increase we had to increase our human resources. So we started that. Then I left the group to stay in Kenya. I started exports of various products to the far East and then to Denmark and one of the companies I exported to were then interested in setting up an activity in Kenya or somebody who would represent them - Christian Hansen – as you may know, you are living close to them, Christian Hansen and Household. It is one of the leading companies in the world for producing cultures and natural colours and flavours for the food processing industry. So we started with them - introduced their products, and the concept, into the market. We got support from the ambassador and the ministry of agriculture at the time. So we had an open seminar and then we started basically from there and employed some young Kenyans who were food technologists and sent them to Denmark for training and then we had a number of smaller seminars in the region. And that is basically where we are. We have developed that into an all comprising import of milk processing equipment. And our customer base are basically the bigger dairies and the juice processors and ice cream processors - processing basically. So we have a team of young people that go out and teach and help the processors to develop also new products. Train their staff. We opened a food laboratory which acts as the support to our customers and also other segments of the market. And in that laboratory we train people in hygiene and we check if the processes are done correctly. We also use it for development of new products for our customers. So that is the main activity. And then I have, together with a friend of mine, we have started a vocational school for the Eastern African region within the printing industry. And we have developed a curriculum with a university in England. We try to get the Grafisk Højskole in Copenhagen involved. They were interested but realized they did not have the manpower at the time because they had involved themselves with some activity, I think it was in China. But anyway, so we have a school with about 130 young people there and have received adverification by the British Educational Control Board to train them up to diploma level. And what we have done, we have broken down the curriculum into the building block principle so students can learn according to whatever finances available and whatever time they have available and then they take equivalent to 1st year, 2nd year, 3rd year, 4th year courses or whatever. And whatever skills they learn in Kenya if they want to go and carry on in UK for instance they can be credited for what we have taught them. So that is another activity. And then I am starting now to go back into the

printing industry to import reconditioned equipment for the industrial printing industry. And also new - do servicing and installation and train people in actual printing - industrial printing.

Katrine Verting: Ok. Interesting – and very broad also.

Lau Larsen: yes it is. And very soon a friend of mine and I, a Kenyan friend, we start food processing, for a specific product which we have patented in the UK with this system of Tetra Pack. We have also worked a bit with Kongelig Dansk Veterinærhøjskole in that relation. It is a very unique product. It is good for malnourished children. It is good for HIV affected persons. It is good for mothers who are lactating and they run dry – by drinking this they will stimulate their production of milk for their infants. It is very exiting actually.(xxx) So one of the exiting things as you might have seen, you can start with small things without undertaking big market studies and so on. So you have a go at something and if it works you put more resources in them. (xxx) And if it does not work you close it and move to another idea. It is actually a lovely opportunity because the cost of operation is low compared to what we are used to from DK and Europe. (xxx)

Katrine Verting: So many possibilities there

Lau Larsen: oh yes. And I mean the world is not that difficult. You see which way other countries more advanced than the one you are in, which way they have developed in and you can at least expect that the same development will take place organically in your place.(xxx)

Katrine Verting: very interesting

Lau Larsen: And then we started, which my wife is running, we started a, 12 years I think it was, a crafts centre with some 13-14 small shops. And that was to address many of the many tourists. So the original onset was that we would administer the shops for the crafts-men them selves. So someone that has been weaving or painting or whatever. Then we would do the promotion, make sure the customers came. We would minister their finances in an account for them. But subject to, it had to be high-quality products that they provided. But they had problems administering themselves so some of them we took over ourselves. So that has been running quite well until we got these election problem, but that will come up again. Then I have been involved in a hotel at the coast called Hemmingways. I am on the board of that. And also I am in a NGO which is involved in trying to grow certain product in a certain part of Kenya. And then we are trying to find markets for various product (xxx). So basically poverty eradication. And then we get financed by some external sources so that helps with the input. Training of the farmers and then as I said finding a market for their products, initially locally and then move into the fair-trade concept.

Katrine Verting: wow so many different businesses

Lau Larsen: Yes but it is exiting

Katrine Verting: So how many years would you say that you have spent in Kenya in total doing business?

Lau Larsen: many... I spent some years in Tanzania as well. 23 years. 25 years maybe?

Katrine Verting: Do you have a local Kenyan partner or are you on your own?

Lau Larsen: the trading facilities are mine and my wife's. The laboratory I have partners at and the food processing that we start and the vocational school I have a partner. Or when I say I have a partner I say we are partners.

Katrine Verting: did you get Danida funding for these partnerships?

Lau Larsen: for the laboratory yes.

Katrine Verting: which name does the partnership go by?

Lau Larsen: Prolab

Katrine Verting: ahhh... I know that one. I did not know you were behind that one. OK. It is on my list

Lau Larsen: it is under the initial (Danida) phase. Where you basically demonstrate your ability to establish something. So we are in a phase were we have bought equipment and had people trained. And the next phase will sort of the real phase where we have to go and get accreditation. Accreditation meaning that you officially recognised as being an ISO. So that is what we will be aiming at. We are discussing that at the moment.

Katrine Verting: What is the name of the vocational training centre partnership?

Lau Larsen: It is called Academy for Graduate Technologies – AGT. (...)

Katrine Verting: the reason I am asking is, like I said, I am trying to construct a list of all the Danish-Kenyan partnerships that have been started throughout the past 10 years and I have gotten the list from Kenya Investment Authority, I have gotten the list from IFU, I have gotten the list from the embassy and Johnni has provided me with all the partnerships that he could remember that were not Danida facilitated. But obviously apart from those institutions and apart from the knowledge Johnni has given me I am very sure that I am missing some.

Lau Larsen: what is the purpose of that?

Katrine Verting: that is because in order for me to choose the right cases I want to sort of statistically divide it and say of when you look at...

Lau Larsen: So your cases are not restricted to Danida financed or Danida supported...?

Katrine Verting: No, it might end up being that I choose but as per now I am looking at all investments and I want to look at where in the country made they been made, in which sector, in which period so and so forth – try and make a mapping and from there I can try to make a more informed decision

Lau Larsen: yes, yes.

(...personal talk unrelated to interview questions)

Katrine Verting: Do you know of any other Danish-Kenyan partnerships that have not been Danida facilitated – Just off the top of your head – that I might want to add to my list?.

Lau Larsen: well I have your e-mail contacts so now I can start giving thought to it, but there are not that many. I think most of them, I think the IT is Danida - though the business to business program is it not. And the telephone sale of second-hand mobiles

Katrine: Pick a Phone

Lau Larsen: what

Katrine Verting: Are they called Pick a Phone?

Lau Larsen: yes. And the relief food up in Meru is also Danida is it not?

Katrine Verting: hmm...yes it is. Well anyway you can give it some though.

Lau Larsen: yes, sure, sure. And I hope one day we will read your findings.

Katrine Verting: yes. When it is finish it will be publicly available.

Lau Larsen: My daughter has just completed her PHD and it is quite heavy reading but those that were instrumental had the opportunity to read it.

Katrine Verting: Definitely, I will do the same.

Lau Larsen: I think it is a brilliant subject you have chosen

Katrine Verting: yes I think it is very interesting. It is going to be tricky but very interesting.

Lau Larsen: yes I mean it is something that you can apply and should give you business opportunities (...further talk on the relevance of the subject)

Katrine Verting: My main question is, again to identify which parameters I should be looking into later, have you if there are any common characteristics or tendencies in terms of successful Danish/Kenyan partnerships? And by successful I mean successful not only in profiting but also in terms of upgrading the local partner - so everybody gaining from the partnership. Like have you ever though "you know when companies do this they tend to be more successful than when they do this? Do you understand my question?

Lau Larsen: Yes, I think in terms of business you have to, in all businesses of course, have your heart in it whatever you do. That is important. And that I think is particularly applied to the East African markets because it is small economies you operate in and the frustrations are a lot different to those you encounter in a developed situation and you possibly take a bit more responsibility for your employees or they consider you more responsible for them than what happens in this part of the world so you extend your assistance to their family and so on when they have problems. So I think to enjoy it and have your heart in the right place is very important. Perseverance is important - things take their time. And I think actually Denmark is quite suited for going into the culture down there. And we have got in our blood a lot of entrepreneurial spirit and travel and you know that is an important element down there. And I think the Kenyans have got a good sense of humour also and if you can Lau Larsen with them that also solve a number of problems. Otherwise general business is like everywhere else. Is it elementary.

Katrine Verting: Have you noticed if there are any sectors that are more successful than others in terms of local partner upgrading?

Lau Larsen: I cannot think of any who at have been upgraded down there because I am not really in touch with other Danish companies anymore as I used to be. So I do not know who has been upgraded, but I mean there are sectors where there would be opportunities. I think the IT has done well and my sector, which is the dairy sector, is also a good opportunity because it is a major agricultural country Kenya and because that Denmark in the past in the 60ies/70ies gave strong support to the dairy sector (xxx). We introduced actually a Danish company called Danish20Dairies into the country and quite a number of the milk processing plant that are still in existence down there were installed in the 60ies/70ies by Danish20Dairies financed by Danida – Danida soft loans or grant basis and the advantage to that is that we have got well-educated or well-trained number of Kenyans in the dairy sector now a days who are being used now by neighbouring countries to help them get up. So yes the dairy sector is good.

Katrine Verting: have you noticed any difference in terms of investment motives when it comes to the these partnerships – how successful they are? Here I am particularly thinking about partnerships that are there to exploit the market as opposed to the partnerships that are there to exploit the resources...

Lau Larsen: a genuine business man will look at return. And whether you work on an ideological basis or not then whatever Lau Larsen you get involved with needs to be sustainable. There is no sense in you going and saying that you want to help a certain sector and come up with a farmer's organisation or a church or whatever it is– okay a church is slightly different because they do fundraising of their own. But it has got to be sustainable so that if you pull out it will not collapse. So sustainability is important. (xxx)

Katrine Verting: you know some people come there to use the human resources or you know use whatever is there and then they export. And some companies just sell stuff. So that is really my question – like have you noticed if there are any differences in how successful these partnerships are in upgrading if they have the one approach or the other?

Lau Larsen: I do not know. You tell me. Successfulness in terms of using the market there is the import of IT which is applied locally. Export, I cannot really think of any. One of them is of course Albatros travel. Do you know them?

Katrine Verting: I have not met them but I know of them.

Lau Larsen: yes OK. They have established a lodge in the Mara area. They are not really exporting but they have the same effect as export. They are providing government exchange access to Kenya (xxx) and major employment. I cannot

sort of off hand think of the differences but Kenyans strongest resource is human resource – definitely it is. In my mind the best human resources on the continent.

Katrine Verting: It is just very interesting because I have done Interviews with Kenya investment Authority also and they felt very strongly that most companies came to Kenya because of the market – to sell there, whereas Johnni for instance feels very strongly that often the more successful partnerships are those that sort of use what is there and then export it. So it is very different approaches to what people think is successful, which I find interesting but...

Lau Larsen: I mean maybe he has developed sort of a better decision to judge that if he has been involved with so many different companies.

Katrine Verting: yes, well I just thought it was interesting that...

Lau Larsen: I am involved in imports mainly – so that is how I make my living. Although I worked previously with exports so my import has actually started on the basis of my exports previously. (xxx) So what are some of the examples of exports? (Examples are provided and common business acquaintances are discussed)

Katrine Verting: again the same question – if there are any common characteristics – but this time in terms of the size of the partners. It is possible to say that when the companies are SMEs they might be more successful then if it is big companies? Do you think there is there any pattern to be located in terms of size?

Lau Larsen: I recon that the suitable in the greatest majority will be a small to medium Danish company because the response time decision making is much quicker in small-medium sized. So that size. But of course if say you want me to go in and do flower exporting for instance then a big organisation would attractive, although that is too late now because the market is dominated, but just as an example. (xxx) I think quick response time is useful in the Kenyan market because the parameters change relative quickly.

Katrine Verting: How do you assess the importance of having real market knowledge? Like, knowing Kenya, having a little knowledge about the culture. You know having put some time into knowing Kenya before you come there?

Lau Larsen: very useful. Any country you go into I think it is very useful to know what you are get in for. And I think in the operational pattern in Kenyan networking is very useful - to know people. A lot of things take place though personal contact.

Katrine Verting: What about, you know some partnerships come and target Kenya only whereas other they come and target the East African Community or COMESA - or you know focus on a larger geographical area.

Lau Larsen: It depends on what you are in. It depends on what business you are in. I think that one has to look East African based. I have got little operations in Tanzania and Uganda which were started to protect my market in Kenya and then it develops slowly, slowly. But it is a heavy one because the differences in the speed with which the community should be re-established. Because it was not established until 1977 and they had common facilities like currencies and railways, airlines ect. but to get it back into operation will be long term due to jealousy. But again it depends on what you are doing. But I recon that - from my perspective the region is of interest as well.

Katrine Verting: Ownership in these partnerships – for the local stakeholders in the project to have large ownership, how would that determine the success of the partnership?

Lau Larsen: I think, if we go a little bit back, the Danida support into project in the past did not have any support – direct to the partnerships. So a lot of funds may have been spent either on infrastructural or educational or the health sector which was very useful of course. But in the context they have now which requires that both parties invest in the partnerships. I think it is that way for the partners to take a deep interest in what they are doing. They there has to be a bit of responsibility and commitment and if you put ten bob (Kenyan slang for money) into a business you are more interested in its success than if you do not put any money into it. But the degree of control between partners. How much is available from the local side and ... by and large you can go into a joint venture you are interested in, in most cases to have control of it. Otherwise you buy a share and get someone else to run it.

Katrine Verting: You have been working with different Kenyan companies and you have seen a lot of people having these partnerships. What are some of the challenges for a Danish company to be working with a Kenyan company?

Lau Larsen: Most obviously like anywhere else to find the right people to work with and that you will not necessarily know from the beginning. In my case what is important is honesty, loyalty and dedication. You can teach them other things. I could imagine that the sort of the people you have been talking they are very technical in their operations. From dairy and food technologies you take them from the training institution and then as go further and then as you go along you have to gage are they honest and are they enthusiastic. So that is important.

Katrine Verting: So it is mainly about the attitude of the people you choose to cooperate with?

Lau Larsen: Yes people are such an important element in whatever you are doing. Unless you are a one man show - a dentist or something like that where you can perform nearly on your own. If you have to build up a teamwork then you have to have the people around who fit into the slot so to say so the unit operate. And very often honesty can be a tricky thing because if the thing you enjoy come from a background where you may not look 5-10 years ahead but survivor of the day precedes long-term thinking their temptation to adhere to the philosophies or strategy that you have made might be a little bit of a problem

Katrine Verting: What would say I need to take into consideration when selecting cases for the project in order for them to be representative?

Lau Larsen: To evaluate that I guess you need at person to comment on that which I guess would be maybe Joe from the embassy or Hans-Henrik. They would have better ideas in terms of what Danida are thinking.

Katrine Verting: Hans-Henrik went back to Denmark. Joe is still there and I am in contact with him

Lau Larsen: Hans-Henrik is going back in Juli

Katrine Verting: They just had a goodbye party for him

Lau Larsen: Yes that is correct I got the invite for that. No, he is there I am actually seeing him when I get back but I think he is leaving in the middle of July or something like that but that really does not matter because you are here anyway so you will get great opportunity to meet him when he gets back. Can you repeat the information you wanted?

Katrine Verting: I would like to choose cases that are representative of these partnerships but I am not very sure about what a typical partnership does look like in terms of their size, activities...

Lau Larsen: That you will have to look at how large they are. And entrepreneurial spirit to me important and very often it is individuals that get together. And one of my reasons for mentioning small and medium scale that is because of decision-time and as always response-time. You have to move fast very often in Kenya. And I helped set up a partnership within the printing industry years ago in East Africa and that was again a one-man operation. I think he had ten people employed here in Denmark. But he could make a decision and say lets have a go at it and have it started it within a couple of months. And then he would say lets try and send some equipment down there and he loved to go to Kenya – not business issues as well. There were emotional issues - and coming back to having the heart in the business. But he enjoyed it and then he used his Kenyan operations also as a fringe benefit for his employees in Denmark. They came down and spent nearly six months working down there and had a great time you know they are going up to these safaris and so and so. It was not business but holiday. So he used that as an opportunity to make business down there with a local partners and use his own people for training – giving the upgrade of the industry as it was because there was no colour-separation at the time. For our group, the group I worked for, it was useful to get higher technology introduced at the time which meant that we could go higher equipment that we sold into the market. But this goes back a long time.

Katrine Verting: Do you see any tendencies for some partnerships being more successful than others in the Kenyan market?

Lau Larsen: I think the dedication. One issue could be sort of the fun. I recon a lot of people who start down there they have their fun. Because it is sort of virgin area (... cannot hear that next part)

Katrine Verting: well those were actually the questions I had for you today.

Lau Larsen: Well I look forwards to hear which way you are going.

APPENDIX 7.6. SUMMARY OF KEY POINTS FROM INTERVIEW WITH MACHARIA & AMISI INVESTMENT OFFICERS, KENYA INVESTMENT AUTHORITY, 11.06.2008, 14:30-16:45

Different areas in which companies invest in Kenya

- Import substitution industries (intend to produce for the East African Market)
- Exploit raw materials
- Service industries

Investment motives

- No investor comes to Kenya because of resources.
- Most investments are market seeking which in large part is due to COMESA.
- Human Resources
- Historical connotations
- Marketing intelligence (many companies just want a branch in order to have local presence which will give an advantage when it is time to strike. They are looking at the expanding market).

Relevant aspect to further examine in an impact assessment

- Is the transferred technology appropriate?
- Is sub-contracting being done within Kenya?
- Do the companies have training programs?
- Is value addition taking place?
- Are the used input materials from within Kenya or imported?
- The degree of foreign exchange earning (do the companies pay taxes? how much?)
- The degree of employment creation (the multiplier effect)
- The impact of people that are trained, then leave company and start up their own business

The existence of Kenya Investment Authority impact analyses

Kenya Investment Authority has never carried through an actual impact assessment of the effects of the investment projects they have facilitated. However, it is estimated that from the list of Kenya Investment Authority facilitated Danish investment project only Maersk, Karen Blixen Camp and Prolab have had real impacts.

Common characteristics of successful FDI in Kenya

1. Understand the market before entering it – the companies that make a point of understanding the Kenyan culture, people and consumers before starting up activities in Kenya are generally more successful.
2. Look beyond the Kenyan market – the companies that not only target Kenya but the entire East African Community are generally more successful.
3. Utilize available resources – the companies that do not depend too much on imported input materials are generally more successful.
4. Incorporating ownership in Human Resource Management – the companies that allow their staff to be a part of the process, to have ownership in the company are generally more successful.
5. Choosing the appropriate location – The companies that acknowledge the extreme importance of location and choose a location appropriate to their activities are generally more successful.
6. Adapt to local taste – the companies that refrain from the temptation of trying to copy the business approach utilized in their home market and instead adapt to local taste are generally more successful. As an example is can be mentioned that the fastest collapsing FDI comes from South Africa. Their failure can be attributed to their mentality. The South Africans are basically trying to export South Africa into Kenya, which does not work. They are not attempting to adapt to the local taste of Kenya and do not listen to advise.

The above is a very general list. To be more precise one should define exactly what is meant by successful FDI – are we talking about successfulness in terms of for instance export, employment or technology transfer?

The importance of size

Generally speaking medium and large companies have the greatest impact on local partner upgrading and poverty reduction. This is in part due to the Kenyan tax-regime which does not help SMEs grow.

Recommendations

- Define SMEs (size)
- Define partnerships (how many percent of the shares should the Kenyan counterpart control in order for it to constitute a partnership)

APPENDIX 7.7. B2B BUDGET

| Table 28. B2B activities in million DKK | | | | | | | | |
|---|------|------|------|------|------|------|------|------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| Benin | - | 1 | 1 | 0 | 0 | 0 | - | - |
| Burkina Faso | - | - | - | 1 | 0 | 1 | - | 3 |
| Ghana | 23 | 12 | 5 | 8 | 19 | 18 | 12 | 11 |
| Egypten | 18 | 26 | 26 | 16 | 24 | 25 | 11 | 13 |
| Kenya | 2 | 4 | 11 | 24 | 29 | 20 | 26 | 20 |
| Mozambique | 4 | 5 | 6 | 10 | 8 | 10 | 21 | 19 |
| South Africa | 7 | 7 | 8 | 10 | 13 | 15 | 22 | 19 |
| Tanzania | 5 | 7 | 7 | 9 | 10 | 15 | 11 | 12 |
| Uganda | 10 | 12 | 12 | 19 | 23 | 25 | 9 | 20 |
| Zambia | 1 | 1 | - | 5 | - | 1 | 4 | 4 |

Source: Økonomistyrelsen, 2009-2010

APPENDIX 7.8. CORRESPONDANCE WITH B2B OFFICES

- 17.04.08: Meeting with Joe Okudo, Hans-Henrik Madsen, & Kathrine Skovdal from B2B Nairobi department where thesis idea is discussed and list of B2B partnerships in Kenya with information on sector and name of partners is procured.
- 18-20.04.08: Following an e-mail from Hans-Henrik stating "(...) *Your very close working relationship with GrowthAfrica provides in my opinion a clear conflict of interest.*", correspondence between Hans-Henrik and my former boss, Johnny Kjelsgaard, took place to ensure the B2B department that my thesis was not a case of industrial espionage as my project was completely independent from GrowthAfrica Consulting and would not be initiated before the termination of my traineeship.
- 04.09.08: List of B2B partnerships is supplemented by B2B secretariat in Copenhagen with information on year, type of support (PSD/B2B), support phase, support amount, and location).
- 18.09.08: Meeting with Kim Kristmoen where it was agreed that in order to avoid the timeconsuming process of obtaining relevant project documents through an official request for access to documents, authorisation to view project documents should be procured directly from the companies, thereby allowing the B2B department in Nairobi to share with me directly the relevant documents on file.
- 13.10.08: Kim Kristmoen sends letters to the 15 local partners introducing the research project and urging the companies to cooperate.
- 27.10.08 - 11.11.08: Contact details on partnerships are provided – however most information is outdated and with few companies registered online, the process of tracking down the companies and obtaining company authorisation to view project documents was a time-consuming task.
- 17.11.08: Company authorisations are sent to Kim Kristmoen along with a request for forwarding of relevant documents.
- 20.11.08: Kim Krostmoen responds "*I have discussed the next step – access to files – with our archive. We believe the most correct way to do this, which would also enable us to forward copies to you – would be for you to request access to the files (agtindsigt)*"
- 24.11.08: In a further attempt to avoid having to file an official request for access to files, Janne Schneider from the B2B secretariat in Copenhagen is contacted. She promises to discuss the matter with the Nairobi department.
- 21.01.09: Janne Schneider and Kim Kristmoen agrees that an official request to access documents is unnecessary due to company authorisations. However, with most documents only were available in a soft-copy version, a copying/scanning of the documents in question was required, which, on account of the then relocation of the Royal Danish Embassy in Nairobi from Westlands to Runda, was deemed impossible. As a compromise it was agreed that I should contact the companies once again with the request of forwarding the documents directly to me, and that the embassy would forward any documents which proved impossible to procure through this avenue.
- 16.03.09: Status list on the procurement of documents was sent to B2B department Nairobi
- 13.05.09: B2B department Nairobi starts emailing documents but never finishes
- 05.05.10: Following an interview with Joe Okudo the B2B department Nairobi emails remaining partnership documents.

APPENDIX 7.9. PPA CONTENT ANALYSIS

Recurrent themes were identified in the PPA by a process of systematic content analysis, which in its broadest sense can be understood as “*any methodical measurement applied to text (or other symbolic material) for social scientific purposes*” (World Bank 1999, pp. 18). Specifically, it has in the analysis of the different exercises for the purpose of comparability, firstly been necessary to identify recurrent themes in the original wording and illustrations of the PPA exercises, and secondly to translate these tendencies into actual categories. As more data was analyzed new tendencies were often uncovered and the categories were thus constantly subject to change resulting in a need to revise already completed parts of the PPA exercises. This iterative and dynamic process meant that none of the exercises were totally completed before all of the data in the PPA had been analyzed.

In relation to identified sub-categories it has frequently been necessary to look beyond the summarized statements of the Wealth ranking and Stages of Progress Exercise, and draw on the discussion sessions in their full length, location specific characteristics, as well as content of the remaining exercises, in order to be able to determine how to grade certain statements in accordance to the sub-categories.

A complete wealth ranking would normally (1) identify different well-being categories within a community, (2) elicit people's criteria for differentiating between the categories, and (3) rank or obtain proportions of individuals/households in a community in each category. When analyzing the results of such a wealth ranking, focus is typically on the last step of the exercise, whereas step one and two merely are considered as part of the process of arriving at step three. For the purpose of this report the ranking or determining of proportions of individuals/households in each of the well-being categories is, however, irrelevant since the purpose of the PPA is not to devise a strategy for alleviating poverty, but rather to uncover a participatory poverty definition. Consequently, the last step of the exercise has intentionally been omitted from the wealth ranking and focus of the analysis has instead been on attempting to identify an average perception of well-being across groups and sites. Since this is an unusual utilization of the wealth ranking exercise, the manner in which the data was analyzed has been developed along the way. As can be seen from appendix X, the number of well-being categories stretches from two to six and averages three. In the cases where the number of well-being categories exceeds three they were relatively easily reduced to fit the average - as exemplified by the case of the youth of Dagoretti Corner where the three degrees of riches (filthy rich, very rich, rich) as well as the two degrees of poverty (poor, very poor) were merged in order to reduce the total number of well-being categories from six to three. However, whereas it was possible to reduce the number of categories exceeding the average it was, given the unprioritized order of characteristics listed within each well-being group, not possible to stretch the two-split well-being groups to reach the average of three. Being aware that a two-split well-being category necessarily must contain elements from a unspecified middle class category, the four cases of well-being categorization which included middle class, formed the point of departure for establishing a template for characteristics of each group. In the analysis of the two-split well-being categories every single category was weighed against the template in order to establish whether the so-called rich category in reality resembled the three-split well-being category of rich more than that of the middle class.

Furthermore, the relatively few statements put forward by the women discussion groups as opposed to the relatively numerous statements put forward by the youth discussion groups in order to characterize wealth groups in their society, led to the development of a score awarding system in the Well-being and Stages of Progress exercises devised with the purpose of assuring that the conciseness of the women discussion groups was not downgraded and that the wordiness of the youth discussion groups was not upgraded, but rather weighted according to their relative importance. This was achieved by assigning a total of 30 points to each of the 12 wellbeing ranking exercises, which then firstly has to be divided between the number of identified categories, and secondly divided between to the number of statements within each category (see appendix x)

In the calculation of scores for the problem ranking, the highest number of points was awarded to the highest priority. First priority was thereby awarded 10 points whereas the tenth priority only was awarded 1 point. Where the originally mentioned problems have been ‘translated’ into more than one common category these have all received the same score. As an example “basic needs” mentioned as the second most important problem in their everyday lives by the youth in Kibera was translated into three common categories being (1) to lack food/balanced diet & water, (2) to lack shelter/good housing, and (3) to lack clothing & shoes, and each assigned the score nine. Where two or more of the originally mentioned problems were translated into one common category the average was calculated and assigned to the category. As an example security and rape as mentioned by the men in Kangemi were both translated into the category ‘to lack security’.

APPENDIX 7.10. ADDITIONAL METHODOLOGY FOR EMPLOYEE AND MANAGEMENT QUESTIONNAIRE

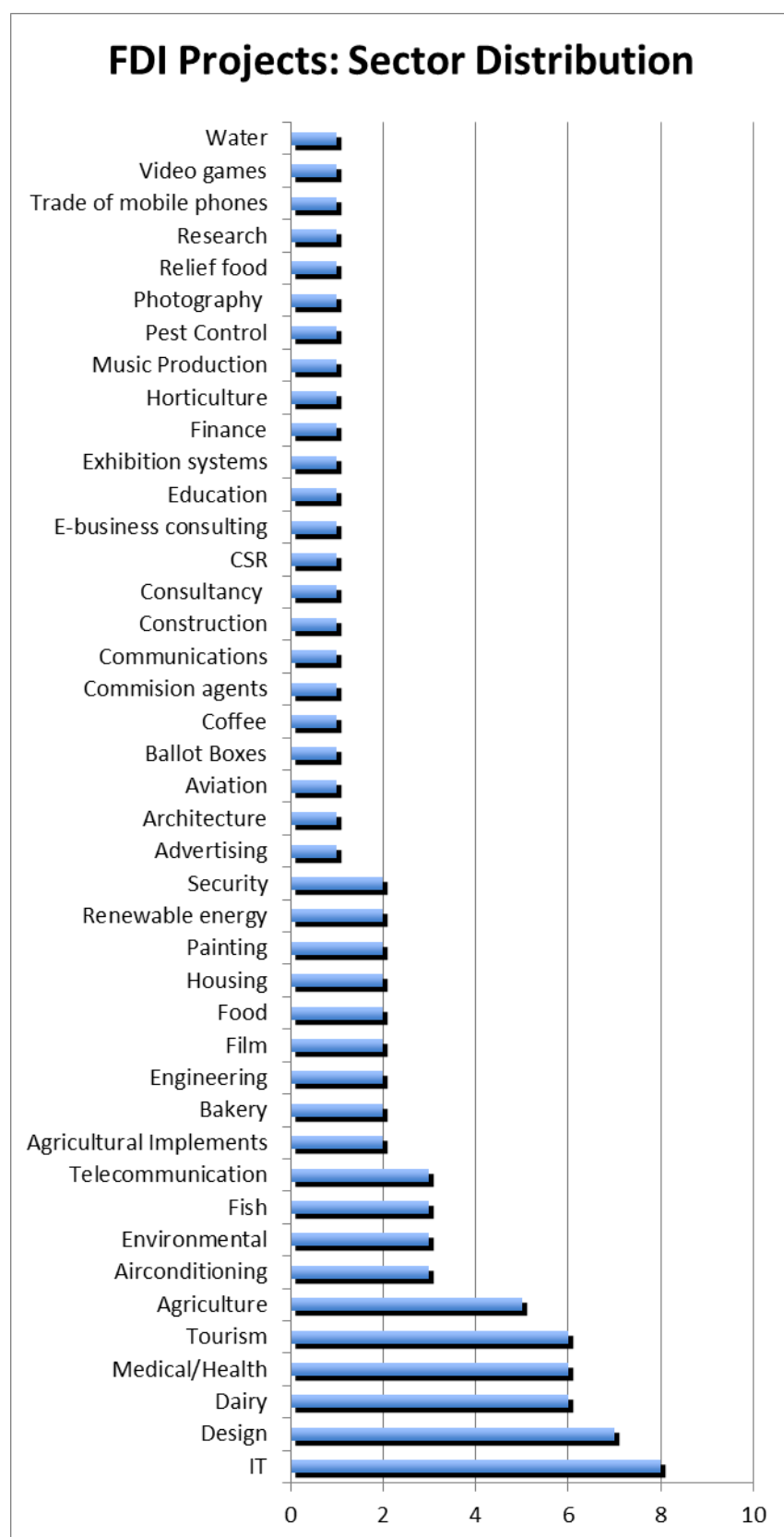
In the employee questionnaire answers are scored on a continuum reaching from -5 to +5, where 0 indicates no change, negative numbers indicate deterioration and positive numbers indicate improvement. Generally the words 'less', 'worse', and 'lower' indicate a negative score and words such as 'more', 'better' and 'higher' indicate a positive score. However, question 17 is an exception to this pattern since more diarrhea is a deterioration of child health.

In the construction of the employee questionnaire, it has been necessary to take account of the fact that some employees have been employed in the Kenyan company prior to entering into the partnership with the Danish company, while others have been employed after the partnership.

Consequently, two separate questionnaires have been produced differing only in regard to benchmarking. For the first mentioned group of employees well-being is benchmarked against "before your current employment" whereas the second mentioned group of employees is benchmarked against "before X entered into a partnership with X in (month, year)". The choice to include both month and year in the benchmarking of the second group of employees was suggested by Anne Lawi, Project Consultant at GrowthAfrica Consulting (Lawi, 2008), who argued that most employees probably are not be aware of the existence of any partnership and as such need a different parameter to benchmark against – namely a specific point in time.

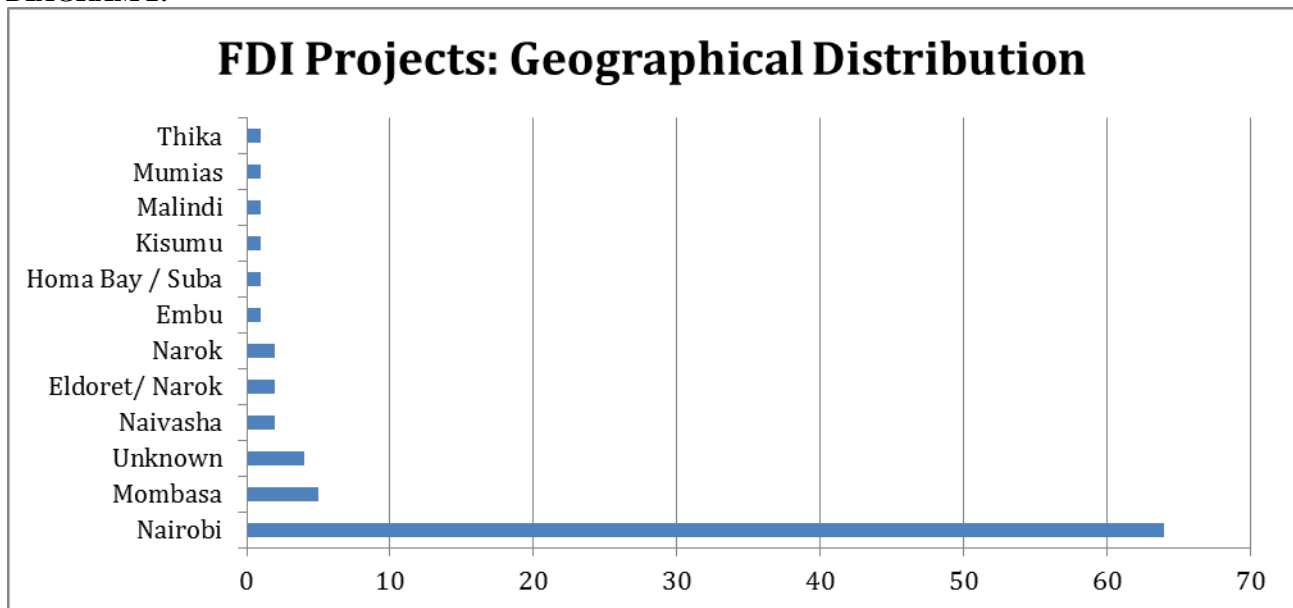
APPENDIX 7.11. DISTRIBUTION OF DANISH FDI IN KENYA

DIAGRAM 1:



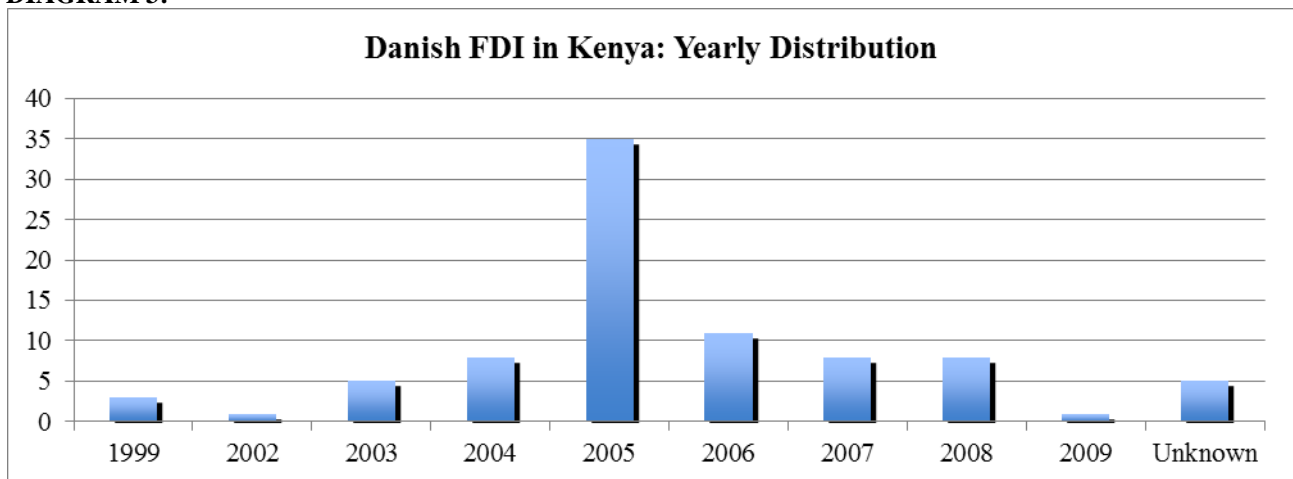
Source: confidential list compiled from various sources

DIAGRAM 2:



Source: confidential list compiled from various sources

DIAGRAM 3:



Source: confidential list compiled from various sources

APPENDIX 7.12. SITE DESCRIPTIONS

The origins of the Dagoretti Corner slum-settlement can be traced back to the 1970s where it was sparsely populated with very few houses and semi-permanent huts. After 1983 the city council started putting up a few permanent houses but it was not until the 1990s where individual people followed suit and also started putting up permanent houses that the area experienced real growth. Today Dagoretti Corner is home to a population of approximately 100,000 people distributed across approximately 54,000 households. Being located in the Nairobi District physical infrastructure to and from Dagoretti Corner is well-developed with tarmac roads, airports and railways in the proximity. Communication infrastructure is, by virtue of the high incidence of mobile phones, and internet kiosks highly developed. Geographic and environmental features in the area include valleys, hills, and forests. The main source of livelihood for men is small-scale business such as selling fire wood, roasted maize, charcoal and water. Around ¼ of the men in the area are employed in different companies and governmental institutions. The main source of livelihood for women is also small-scale business such as selling roasted maize or water. Other common sources of livelihood for women in the area include brewery and tailoring.^v

The Kibera slum-settlement started as a settlement scheme for the Nubian community in the 1960s resulting from civil strife in Sudan and Uganda. Today it is home to a population of approximately 1.4 million people distributed across approximately 200,000 households of which the majority reside in 7x8 feet iron sheet walled and roofed shunties. Being located in the Nairobi District physical infrastructure to and from Kibera is well-developed with airports, railways and asphalt-roads in the proximity. Inside the actual settlement communication infrastructure is, by virtue of the high incidence of mobile phones, far more developed than the physical infrastructure which is very poor constituting only mud roads. Geographic and environmental features in the area include valleys, heaps of garbage, seasonal running dirty water, flying toilets, and numerous street dogs. The main source of livelihood for men is handicrafts/carving, dressmaking, masonry/construction as well as illegal business such as selling alcohol. The main source of livelihood for women is vegetable selling, working as house helps, handicrafts and prostitution.^{vi}

The origins of the Lenana slum-settlement can be traced back to the colonial days where Lenana was controlled by the European settlers. After independence in 1963 the land was given back to the local people, which at the time primarily consisted of Maasai tribesmen. Today Lenana is home to highly diverse population of approximately 28,000 people distributed across 2,800 households, and representing a variety of different tribes. While Lenana is defined as a Nairobi suburb it is under the City Council of Nairobi. Consequently, physical infrastructure to and from Lenana is relatively well-developed with tarmac roads, airports and railways in the proximity. Communication infrastructure is, by virtue of the high incidence of mobile phones, and internet kiosks also relatively well-developed. Geographic and environmental features are typical of being a savannah-area. The main source of livelihood for men is small-scale business. In addition to this, a number of men in the area are employed as watchmen, casual workers or gardeners in nearby high-class estates. The main source of livelihood for women is also small-scale business, such as selling vegetables, cloth, and fish. Other common sources of livelihood for women in the area include working as house helps (maids) or being employed in hairdressing salons.^{vii}

The past three quarters of a century Kangemi was inhabited by local Kikuyu owners living on ancestral land. Recently the locality was annexed into Nairobi City bringing development to the area in the form of foreigners buying up the land and inhabiting the area. Today Kangemi is home to approximately 5,000 people from a variety of different tribes distributed across 3,500 households. While Kangemi is located in the proximity of Dagoretti Corner its infrastructure is closest resembling that of Kibera in the sense that infrastructure to and from the area is good, but virtually nonexistent inside the actual area. The main source of livelihood for men in the area is hawking and casual labour such as building and farming, while the main source of livelihood for women is small scale business and employment as maids in richer households.^{viii}

APPENDIX 7.13. QUESTIONNAIRE FROM FACILITATORS IN PPA SITES

GOOD HOPE KABIRIA SELF HELP GROUP

REPORTING BY BERNARD MUGAKA NYAMASEGE

SITE DESCRIPTION - DAGORETTI CORNER

| | | |
|---|--|---|
| Region or District | - DAGORETTI (KABIRIA WEST VILLAGE 1) | |
| No. of households (approximately) | - 3500 | |
| Population (approximately) | - 5000 | |
| Basic infrastructure | POOR INFRASTRUCTURE - UNPAVED ROAD - TEMPORARY HOUSING - NO WATER - POOR SECURITY | |
| Main sources of livelihood for men | - HAWKING - CASUAL LABOUR - | building farming |
| Main sources of livelihood for women | - HOUSEWIVES - SMALL SCALE BUSINESS - MAIDS | |
| Important social groups (e.g. caste, religion, ethnicity, race, tribal affiliation, ect.) | CHRISTIANS BLACK AFRICANS CHILDREN YOUTH WOMEN MEN | Mixed tribals but they belong to the main tribe (women) |
| Key geographic/environmental features | GREEN VEGETATION DURING RAINS DROUGHT " WHEN NO RAINS | |
| Relevant history | SELF HELP GROUP WORKING FOR THE BETTERMENT OF THEIR OWN COMMUNITY MOSTLY A THIRD QUARTERS BEING LOCAL PEOPLE LIVING ON ANCESTRAL LAND. AND RECENTLY THIS LOCALITY WAS ANNEXED TO BE A PART OF KIRURU CITY AND NOW DEVELOPMENT IS COMING, BY FOREIGNERS BORN OUT OF THIS KIRURU COMMUNITY NOW BUY LAND AND LIVE AS OWNERS. CAN BE BURIED HERE | |

Rev. Simon Othman / ALOTS WERE
 Box 6013-00100
 NAIROBI
 Email: pastor_simon2001@yahoo.com

SITE DESCRIPTION

| | |
|---|--|
| Region or District | NAIROBI |
| No. of households (approximately) | 200,000 |
| Population (approximately) | 1.4 million |
| Basic infrastructure | <ul style="list-style-type: none"> - Mud-walled 7x8 FT houses - No proper roads - Seasonal water - Iron-sheet walled & roofed shanties - Railway line |
| Main sources of livelihood for men | <ul style="list-style-type: none"> - Handicrafts (carving) - Dress making - Masonry & construction - Illegal business (selling alcohol) |
| Main sources of livelihood for women | <ul style="list-style-type: none"> - Vegetable selling - Working as house helps - Handicrafts |
| Important social groups (e.g. caste, religion, ethnicity, race, tribal affiliation, etc.) | <ul style="list-style-type: none"> - Women groups - Various religious groups - Entrepreneurship groups (primary tribes are Luo and Luhya) |
| Key geographic/environmental features | <ul style="list-style-type: none"> - Valleys - Heaps of garbage - Lousy kids / Dogs - Running dirty water - Flying toilets |
| Relevant history | <p>Due a Settlement Scheme for Nubian Community in 1960s as a result of civil strife in Uganda.</p> |

GROUP OF MEN LENANA 16.10.08
(LIFELINK SOCIAL DEVELOPMENT GROUP - KENYA)
LENANA VILLAGE

SITE DESCRIPTION

| | |
|---|---|
| Region or District | NAIROBI-DAGORETTI - NGARDO LENANA |
| No. of households (approximately) | 200 2,850 |
| Population (approximately) | 280,000 |
| Basic infrastructure | Muddy Roads when raining One main Murram road Borehole water source with piped water very rare. Low built houses muddy iron sheets with few high cost houses |
| Main sources of livelihood for men | Self employment but many employed as watchmen, women carers/workers in gardeners in nearby high class estate. |
| Main sources of livelihood for women | Small business in vegetables, cloth, fish, households, househelp (maids), hairdressing employed in salons which are owned by well-to-do. |
| Important social groups (e.g. caste, religion, ethnicity, race, tribal affiliation, ect.) | Self Help Groups (S.H.G) women/men/youth Community Based Organization (CBO) women/men/youth Faith Based Organization (FBO) through Churches. (All) Religion - Anglican churches } youth Seventh-day-Adventist } men Catholics } women } All categories |
| Key geographic/environmental features | It's situated along the Equator and the main feature is Savannah - Agricultural and all weather round climatic conditions |
| Relevant history | The place was under the European settlers but after Independence, the local people were given the land to develop it. It's a continuation of the land from the city hence, it's the Nairobi suburbs but under the City Council of Nairobi. The place was originally inhabited by Masais but now it's inhabited by all tribes mostly, the Kikuyu, Luo, Luhya and Kisi. |

GROUP OF MEN LENANA 16.10.08
(LIFELINK SOCIAL DEVELOPMENT GROUP - KENYA)
LENANA VILLAGE

SITE DESCRIPTION

| | |
|---|---|
| Region or District | NAIROBI-DAGORETTI - NGAWO LENANA |
| No. of households (approximately) | 200 2,850 |
| Population (approximately) | 280,000 |
| Basic infrastructure | Muddy Roads when raining One main Murram road Borehole water source with piped water very rare. Low built houses muddy iron sheets with few high cost houses |
| Main sources of livelihood for men | Self employment but many employed as watchmen, women Carers/workers in gardeners in nearby high class estate. |
| Main sources of livelihood for women | Small business in vegetables, cloth, fish, households, Househelp (maids), Hairdressing employed in salons which are owned by well-to-do. |
| Important social groups (e.g. caste, religion, ethnicity, race, tribal affiliation, ect.) | Self Help Groups (S.H.G) women/men/youth Community Based Organization (CBO) women/men/youth Faith Based Organization (FBO) through Churches. (All) Religion - Anglican churches } youth Seventh-day-Adventist } men Catholics } women } All categories |
| Key geographic/environmental features | It's situated along the Equator and the main feature is Savannah - Agricultural and all weather round climatic conditions |
| Relevant history | The place was under the European settlers but after Independence, the local people were given the land to develop it. It's a continuation of the land from the city hence, it's the Nairobi suburbs but under the City Council of Nairobi. The place was originally inhabited by Masais but now it's inhabited by all tribes mostly, the Kikuyu, Luo, Luhya and Kisi. |

SITE DESCRIPTION - DAGORETTI CORNER

| | |
|---|---|
| Region or District | Nairobi |
| No. of households (approximately) | 54 000 |
| Population (approximately) | 100,000 |
| Basic infrastructure | Tarmac roads: (a) Wanyie road (b) Ngong road (c) Nairobi road. (d) Railway line Permanent buildings. |
| Main sources of livelihood for men | Business is the main source of income of the people around. 1/4 of the people are employed in different companies and Government. |
| Main sources of livelihood for women | Changa brewers, selling sukuma-wiki and other small businesses e.g. roasting maize; selling water Tailing. |
| Important social groups (e.g. caste, religion, ethnicity, race, tribal affiliation, etc.) | - Almost all people in Dagoretti are Christians - Different tribes e.g. Luo, Kikuyu, Kambas, Kisii, Marakissa, Kalenjin, Amhar, Wataits, Gitanmas. |
| Key geographic/environmental features | The physical features in the area include, valleys, hills, Forest known as Ngong forest; permanent river called (Kagisui) |
| Relevant history | In early 1970s the area was densely populated, up to 1983. - permanent buildings came up early 1990 put up by individuals. |

- Selling Fire wood
- Roasting maize
- Selling charcoal
- Selling water

with many fewer houses semi-permanent huts, permanent houses was for City Councils
- At present the area is densely populated.

APPENDIX 7.14. LISTS OF PARTICIPANTS

TABLE 29: LIST OF DC YOUTH DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|------------------------|----------------------|-----------|----------------|--|-----|--------|
| 1. Melonet Akinyi | Unemployed | Christian | Single | 9 people | 25 | Luo |
| 2. Mary Anyango | Unemployed | Christian | Married | 2 people: 1 man, 1 woman | 21 | Luo |
| 3. Caroline Karimi | Unemployed | Christian | Married | 3 people: 1 man, 1 woman, 1 girl | 23 | Embu |
| 4. Caroline Ongeche | Unemployed | Christian | Single | 2 people: 1 woman, 1 boy | 22 | Luo |
| 5. Felicia Awuor | Unemployed | Christian | Single | 2 people: 1 woman, 1 boy | 26 | Luo |
| 6. Michael Mkiangi | High S. teacher | Christian | Single | 1 person: 1 man | 26 | Kikuyo |
| 7. Jack Amadi | High S. teacher | Christian | Single | 5 persons: 3 men, 1 boy, 1 girl | 29 | Luo |
| 8. Kevin O. Omondi | Unemployed | Christian | Single | 6 people | 22 | Luo |
| 9. Charles O. Otimbo | Unemployed | Christian | Single | 15 people (staying with guardians) | 22 | Luo |
| 10. Humphrey Imbwaga | Part time accountant | Christian | Single | 3 people: 2 men & 1 woman | 23 | Luo |
| 11. Veronicah Adhiambo | Unemployed | Christian | Single | 10 people: 1 man, 1 woman, 3 boy, 5 girls | 23 | Luo |
| 12. Winnie Adhiambo | Unemployed | Christian | Single | 5 people: 1 man, 1 woman, 1 boy, 2 girls | 23 | Luo |
| 13. Kevin E. Odhiambo | Unemployed | Christian | Single | 11 people: 1 man, 1 woman, 6 boys, 3 girls | 23 | Luo |

Source: Table based on oral statements provided by the group of youth

TABLE 30: LIST OF DC MALE DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|------------------------|--------------------------------------|-----------|----------------|--|-----|-------|
| 1. Tobias M. Wantende | Teacher | Christian | Married | 8 people: 1 man, 1 woman, 2 boys, 4 girls | 34 | Suba |
| 2. Sylvester O. Owuor | Unemployed (painter) | Christian | Married | 7 people: 1 man, 1 woman, 1 boy, 4 girls | 46 | Luo |
| 3. Roberts A. Ouna | Credit controller | Christian | Married | 9 people: 1 man, 1 woman, 4 boys, 3 girls | 52 | Luhya |
| 4. Josephat Kasaya | Unemployed | Christian | Married | 4 people: 1 man, 1 woman, 2 children | 31 | Kamba |
| 5. Peter King'esi | Evangelist/Small business | Christian | Single | 1 person: 1 man | 34 | Kamba |
| 6. Jonathan M. Muthama | Training journalist & small business | Christian | Single | 2 people: 1 man, 1 woman | 29 | Kamba |
| 7. Stephen K. Mimina | Business | Christian | Married | 1 person: 1 man | 35 | Kamba |
| 8. George O. Ogolla | Carpenter | Christian | Married | 8 people: 1 man, 1 woman, 3 boys, 3 girls | 39 | Luo |
| 9. Isaiah O. Opondo | Teacher | Christian | Married | 1 person: 1 man | 26 | Luo |
| 10. Peter K. Omondi | Unemployed | Christian | Married | 7 people: 1 man, 1 woman, five children | 57 | Luo |

Source: Table produced during the focus group discussion by the participants themselves

TABLE 31: LIST OF DC FEMALE DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|------------------------|------------------|-----------|----------------|--|-----|--------|
| 1. Mary B. Julius | Teacher (P1) | Christian | Married | 8 members: 1 man, 1 woman, 2 boys, 4 girls | 38 | Kisii |
| 2. Caren Akelo | Business | Christian | Married | 7 members: 1 woman, 2 boys, 4 girls | 39 | Luo |
| 3. Rosemary A. Wango | Hair dresser | Christian | Married | 7 members: 1 woman, 4 boys, 2 girls | 39 | Luo |
| 4. Margaret S. Shiraya | Business | Christian | Single | 4 members: 1 woman, 3 boys | 50 | Luhya |
| 5. Lydia W. Githinji | Community worker | Christian | Married | 6 members: 1 man, 1 woman, 1 boy, 3 girls | 36 | Kikuyu |
| 6. Damaris Wairimu | Business | Christian | Single | 4 members: 1 woman, 1 boy, 2 girls | 35 | Kikuyu |
| 7. Hellen Biyaki | Teacher | Christian | Married | 6 members: 1 woman, 3 boys, 2 girls | 42 | Kisii |
| 8. Agnes Nduku | Business | Christian | Single | 4 members: 1 woman, 1 boy, 2 girls | 45 | Kamba |

Source: Table produced during the focus group discussion by the participants themselves

TABLE 32: LIST OF KIB YOUTH DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|--------------------|------------|-----------|----------------|--|-----|-----------|
| 1. Rachel Ambasa | None | Christian | Single | 11 people: 1 man, 3 women, 2 boys, 5 girl | 19 | Luhya |
| 2. Irene Adhiambo | None | Christian | Single | 8 people: 1 woman, 4 boys, 3 girls | 17 | Luo |
| 3. Lydia Adhiambo | Student | Christian | Single | 7 people: 1 woman, 1 boy, 5 girls | 19 | Luo |
| 4. Elisabeth Awino | Student | Christian | Single | 5 people: 1 woman, 2 boys, 2 girls | 16 | Luo |
| 5. Junior Humprey | Student | Christian | Single | 11 people: 1 woman, 7 boys, 3 girls | 25 | Luo |
| 6. Lencer Achieng | Student | Christian | Single | 5 people: 3 boys, 2 girls | 17 | Luo |
| 7. Peter Odour | Student | Christian | Single | 10 people: 7 boys, 3 girls | 22 | Luo |
| 8. Emmanuel Omondi | Salesman | Christian | Single | 6 people: 5 siblings | 24 | Half-cast |
| 9. Lillian Osoro | Student | Christian | Single | 12 people: 1 man, 1 woman, 7 boys, 3 girls, | 19 | Luo |

Source: Filled out by the facilitator during the focus group discussions

TABLE 33: LIST OF KIB MALE DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|------------------|------------|-----------|----------------|--|-----|-------|
| 1. Moses Ouyango | Driver | Christian | Married | 6 people: 1 man, 1 woman, 3 boys, 1 girl | 36 | Luo |
| 2. P.O. Okeeh | Pastor | Christian | Married | 8 people: 1 man, 1 woman, 1 boy, 5 girls | 62 | Luo |
| 3. Charles Ogola | Tailor | Christian | Married | 13 people: 1 man, 2 women, 6 boys, 4 girls | 42 | Luo |
| 4. Francis Owino | Business | Christian | Married | 9 people: 1 man, 1 woman, 4 boys, 3 girls | 49 | Luo |

| | | | | | | |
|------------------|---------|-----------|---------|--------------------------------------|----|-----|
| 5. James Lwakian | Busines | Christian | Married | | 56 | Luo |
| 6. Domnic Radm | Driver | Christian | Married | 8 people: 1 man, 1 woman, 6 children | 42 | Luo |
| 7. Simon Onyango | Pastor | Christian | Married | 3 people: 1 man, 1 woman, 1 boy | 45 | Luo |

Source: Filled out by the facilitator during the focus group discussions

| TABLE 34: LIST OF KIB FEMALE DISCUSSION GROUP PARTICIPANTS | | | | | | |
|--|----------------|-----------|----------------|--|-----|-------|
| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
| 1. Benta Awour Juma | Hair dresser | Christian | Married | 4 people: 1 man, 1 woman, 1 boy, 1 girl | 26 | Luo |
| 2. Everline A. Otieno | Business woman | Christian | Married | 5 people: 1 man, 1 woman, 2 boys, 1 girl | 27 | Luo |
| 3. Dorine Akeyo | Teacher | Christian | Married | 4 people: 1 man, 1 woman, 1 boy, 1 girl | 30 | Luo |
| 4. Millicent A. Omondi | Unemployed | Christian | Married | 5 people: 1 man, 1 woman, 1 boy, 2 girls | 28 | Luo |
| 5. Mary Anyango | Micro business | Christian | Single | 13 people: 1 man, 1 woman, 6 boys, 5 girls | 50 | Luo |
| 6. Evelyn Awmo | Unemployed | Christian | Married | 9 people: 1 man, 1 woman, 7 boys | 44 | Luo |
| 7. Amsha Akinji | Unemployed | Christian | Married | 6 people: 1 man, 1 woman, 3 boys, 1 girl | 42 | Luo |
| 8. Ida Atieno | Unemployed | Christian | Married | 6 people: 1 man, 1 woman, 3 boys, 1 girl | 28 | Luo |
| 9. Peris Ajwang | Unemployed | Christian | Married | 10 people: 1 man, 1 woman, 3 boys, 5 girls | 35 | Luo |
| 10. Consolata Atieno | Unemployed | Christian | Single | 4 people: 1 woman, 1 boy, 2 girls | 33 | Luo |
| 11. Therega Adhiambo | Unemployed | Christian | Single | 9 people: 1 woman, 5 girls, 3 boys | 38 | Luo |

Source: Filled out by the facilitator during the focus group discussions

| TABLE 35: LIST OF LEN YOUTH DISCUSSION GROUP PARTICIPANTS | | | | | | |
|---|------------|-----------|----------------|--|-----|--------|
| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
| Barton Nandwa | Unemployed | Christian | Single | 7 people: 1 man, 1 woman, 3 boys, 2 girls | 23 | Luhya |
| Lucy Mrambura | Unemployed | Christian | Single | 3 people: 1 woman, 1 boy, 1 girl | 25 | Kikuyo |
| Prissollah Ayuma | Unemployed | Christian | Single | 2 people: 1 woman, 1 girl | 21 | Luhya |
| Trecy Wangeci | Unemployed | Christian | Single | 3 people: 1 man, 1 woman, 1 boy | 19 | Kikuyo |
| Peninah Nduta | Unemployed | Christian | Single | 5 people: 2 women, 3 boys | 21 | Kikuyo |
| Timothy Awanga | Student | Christian | Single | 1 person: 1 man | 18 | Luhya |
| John Ochieng | Student | Christian | Single | 9 people: 2 men, 1 woman, boys 3, girls 3 | 18 | Luo |
| Maureen M. Mackenzi | Student | Christian | Single | 6 people: 1 man, 2 women, 1 boy, 2 girls | 18 | Kamba |
| Millicent Atieno | Unemployed | Christian | Single | 9 people: 2 men, 1 woman, 3 boys, 3 girls | 24 | Luo |
| Jemes Ndunela | Unemployed | Christian | Married | 3 people: 1 man, 1 woman, 1 boy | 23 | Kamba |

Source: Filled out by the facilitator during the focus group discussions

TABLE 36: LIST OF LEN MALE DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|---------------------|---------------|-----------|----------------|--|-----|--------|
| 1. Raphael Anyanga | Watchman | Christian | Married | 8 people: 1 man, 1 woman, 4 boys, 2 girls | 54 | Luhya |
| 2. Jackson Lukumaii | Watchman | Christian | Married | 4 people: 1 man, 1 woman, 1 boy, 1 girl | 33 | Masaii |
| 3. Absalom Mate | Watchman | Christian | Married | 6 people: 1 man, 1 woman, 1 boy, 3 girls | 36 | Luhya |
| 4. Geoffrey Ongenge | Watchman | Christian | Married | 7 people: 1 man, 1 woman, 3 boys, 2 girls | 39 | Luhya |
| 5. Evans Mudeya | Unemployed | Christian | Married | 3 people: 1 man, 1 woman, 1 boy | 39 | Luhya |
| 6. George Odhiambo | Hawker | Christian | Widower | 5 people: 1 man, 1 boy, 3 girls | 48 | Luo |
| 7. Julius Kamanzi | Watchman | Christian | Married | 10 people: 1 man, 1 woman, 3 boys, 5 girls | 49 | Kamba |
| 8. Richard Ayar | Casual worker | Christian | Married | 9 people: 1 man, 1 woman, 4 boys, 3 girls | 40 | Luo |
| 9. Benson Makuda | Watchman | Christian | Married | 7 people: 1 man, 1 woman, 2 boys, 3 girls | 37 | Luhya |
| 10 Francis Anyanci | Tailor | Christian | Married | 4 people: 1 man, 1 woman, 2 boys | 34 | Luhya |
| 11. Julius Mmera | Hawker | Christian | Married | 4 people: 1 man, 1 woman, 2 boys | 33 | Luhya |

Source: Filled out by the facilitator during the focus group discussions

TABLE 37: LIST OF LEN FEMALE DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|---------------------|-------------------------|-----------|----------------|--|-----|--------|
| 1. Agnes Muthakye | Knitting | Christian | Married | 7 people: 1 woman, 3 boys, 3 girls | 48 | Kamba |
| 2. Joyce Khetumbuli | Community health worker | Christian | Widow | 4 people: 1 woman, 3 boys | 40 | Luhya |
| 3. Pauline Waithera | Knitting & weaving | Christian | Single | 4 people: 1 woman, 1 boy, 2 girls | 44 | Kikuyo |
| 4. Beth Wanjia | Florist | Christian | Single | 5 people: 1 woman, 2 boys, 2 girls | 47 | Kikuyo |
| 5. Grace Akinyi | Cleaner | Christian | Single | 4 people: 1 woman, 1 boy, 2 girls | 39 | Luhya |
| 6. Irine Wairimu | Hawker | Christian | Single | 4 people: 1 woman, 2 boys, 1 girl | 38 | Kikuyo |
| 7. Susan Amakobe | Hawker | Christian | Married | 5 people: 1 woman, 2 boys, 2 girls | 48 | Luhya |
| 8. Rose Wanjiku | Business woman | Christian | Single | 3 people: 1 woman, 2 boys | 34 | Kikuyo |
| 9. Nancy Wambui | Firewood hawker | Christian | Single | 7 people: 1 woman, 3 boys, 3 girls | 51 | Kikuyo |

Source: Filled out by the facilitator during the focus group discussions

TABLE 38: LIST OF KAN YOUTH DISCUSSION GROUP PARTICIPANTS

| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
|--------------------|------------------------------|-----------|----------------|--|-----|-------|
| 1. Cyrus M. Mogire | Student & small business man | Christian | Single | 5 people: 1 man, 1 woman, 2 boys, 1 girl | 25 | Kisii |
| 2. Emily Ajambo | Teacher | Christian | Single | 4 people: 2 men, 1 woman, 1 girl | 22 | Luhya |

| | | | | | | |
|-----------------------|--------------|-----------|--------|--|----|--------|
| 3. Geoffrey Nyamasege | Student | Christian | Single | 12 people: 3 men, 2 women, 3 boys, 4 girls | 23 | Kisii |
| 4. Nancy Ratemo | Teacher | Christian | Single | 9 people: 1 man, 1 woman, 3 boys, 4 girls | 25 | Kisii |
| 5. Robert Orina | Business man | Christian | Single | 4 people: 1 man, 1 woman, 2 girls | 23 | Kisii |
| 6. Lincy Kuamboka | Student | Christian | Single | 7 people: 3 men, 3 women, 1 boy | 25 | Kisii |
| 7. Simon Ndungu | Student | Christian | Single | 5 people: 2 men, 1 woman, 2 boy | 16 | Kikuyo |
| 8. John Kinuthia | Business man | Christian | Single | 5 people: 3 men, 1 woman, 1 boy | 25 | Kikuyo |

Source: Filled out by the facilitator during the focus group discussions

| TABLE 39: LIST OF KAN MALE DISCUSSION GROUP PARTICIPANTS | | | | | | |
|--|----------------|-----------|----------------|--|-----|--------|
| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
| 1. Peter Ombati | Small business | Christian | Married | 3 people: 1 man, 1 woman, 1 girl | 42 | Kisii |
| 2. Jeremia M. Ngiew | Small business | Christian | Married | 4 people: 1 man, 1 woman, 2 boys | 44 | Kamba |
| 3. Japheth O. Kiyondi | Shoe maker | Christian | Married | 7 people: 1 man, 1 woman, 1 boy, 4 girls | 50 | Kisii |
| 4. Paul Njau | Business | Christian | Single | 1 person: 1 man | 43 | Kikuyo |
| 5. Derus Makori | Stone mason | Christian | Married | 6 people: 2 men, 1 woman, 1 boy, 2 girls | 33 | Kisii |
| 6. Jonas Nyang'wara | Small business | Christian | Married | 4 people: 1 man, 1 woman, 2 girls | 33 | Luhya |
| 7. Caleb Mameno | Carpenter | Christian | Married | 2 people: 1 man, 1 woman | 26 | Kikuyo |

Source: Filled out by the facilitator during the focus group discussions

| TABLE 40: LIST OF KAN FEMALE DISCUSSION GROUP PARTICIPANTS | | | | | | |
|--|---------------------------|-----------|----------------|--|-----|--------|
| Name | Profession | Religion | Marital Status | Size and Composition of Household (number of men/women/boys/girls – including yourself) | Age | Tribe |
| 1. Grace Gathigia | Catering | Christian | Separated | 9 people: 1 woman, 3 boys, 5 girls | 55 | Kikuyo |
| 2. Emily Nyaboke | Unemployed | Christian | Separated | 10 people: 1 woman, 4 boys, 5 girls | 38 | Kisii |
| 3. Sarah Waithera | Farming | Christian | Widow | 7 people: 2 men, 3 women, 2 girls | 40 | Kikuyo |
| 4. Jane Nungagi | Tailor | Christian | Married | 5 people: 1 man, 1 woman, 2 boys, 1 girl | 32 | Kikuyo |
| 5. Rachael Wairimu | Saloonist | Christian | Single | 7 people: 4 women, 1 boy, 2 girls | 30 | Kikuyo |
| 6. Esther Nyakoa | Tailoring | Christian | Married | 5 people: 1 man, 1 woman, 1 boy, 2 girls | 29 | Luhya |
| 7. Mercy Wanjir | Clothing business | Christian | Married | 6 people: 2 women, 2 boys, 2 girls | 27 | Kikuyo |
| 8. Olivia Achieng | Social worker – nutrition | Christian | Married | 7 people: 1 man, 1 woman, 1 boy, 4 girls | 27 | Dhuluo |

Source: Filled out by the facilitator during the focus group discussions

APPENDIX 7.15. INDIVIDUAL ILL/WELL-BEING SKETCHES

SKETCHES: INDIVIDUAL ILL/WELL-BEING SKETCHES – DC YOUTH

Dagoretti Corner. 9. okt. 2008

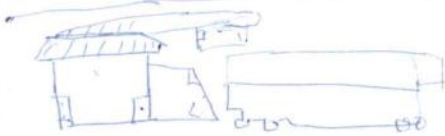
Group of youth

CAROLINE OTHGEC

Good

A Good LIFE

A Good Life



A Good life here people drive
 there houses are great water
 Available, there is education,
 → More food Available,
 → there are jobs, people
 →

A Bad Life



A bad life this where some
 people live, without toilet,
 No water,

→ food is very hard to get
 some of them

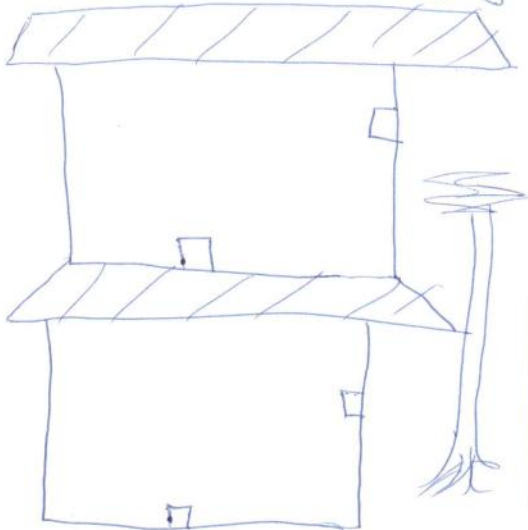
→ A bad life there is no
 education, people

Dagoretti Corner. 9. okt. 2008
group of youth.

CAROLINE KARIM

A GOOD LIFE

- * A good beautiful house
- * Availability of:
 - water
 - food
 - electricity
- * My daughter to go to school
- * Being able to provide for myself and family
- * Having Someone I can lean on when am having problems
- * Being able to buy toys and good stuff for my daughter
- * To get a good job
- * Buy a motor bike
- * Having a meal everyday



A BAD LIFE

- * Not eating everyday
- * Poor sanitation
- * Lack of:
 - water
 - lack of education
 - lack of health facilities
 - lack of basic needs
- * Not to be rained in the house



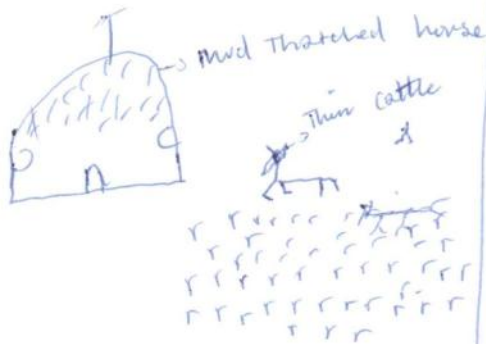
Meloret.

Dagoretti Corner. 9. okt. 2008
group of youth

poverty is a situation whereby ppl/person is not able to afford basic needs.

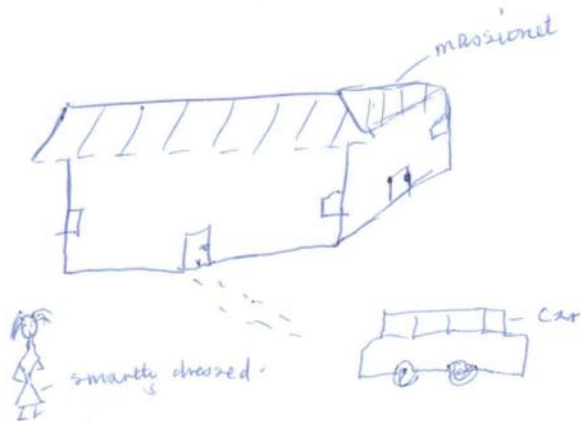
Bad Life

- Not able to Complete school
- Cannot afford basic needs i.e. shelter
- ~~living/staying~~
- Struggling to live/survive



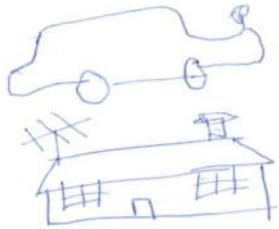
Good Life

- Able to afford higher education even when ^{you} are not qualified
- living with peace



Dagoretti Corner. 9. okt 2008
Michael group of youth

Good life



A man in
a suit
admiring
his car
and
beautiful
house

Bad life



A man
digging
with
tattered
clothes
no food
and no hope!

Filthy rich
Very

Dagoretti Corner. 9. okt. 2008
group of youth

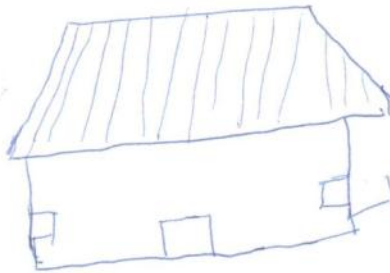
MART ANHANGO.

Good life

→ Being able to take care
of the family members



latrine



house

→ Children are being
well educated

→ good house
happy family

Drawing of a bad life

→ House with no latrine

→ Having a grass roofed house



→ No good care of the family
members

→ No job

→ No good house

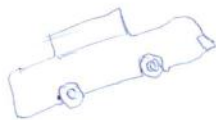
Dagoretti Corner 9. okt. 2008
 group of youth
 F E H I C I A



A Good life people live in
 massionate, they are working for
 their children to eat ^{for} a poor family
 some help in their houses and
 make,

Basic Needs

Food
 Water



Living for

A bad life people living at thrag
 Anger no food no water, they are
 looking for their children what to
 eat Is there is no money

you have not Educated

you have no job

you live Area like Kibera

No water.

Real life



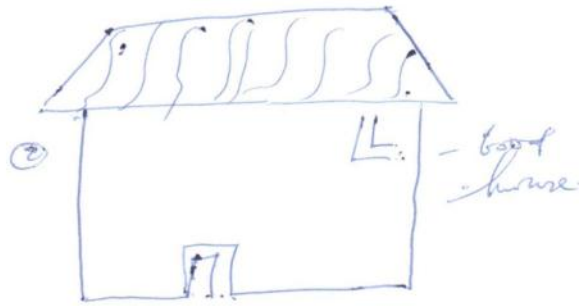
~~Sitting~~ Standing under
a shade - Sun

Parenty

Upper middle class
middle class
lower middle class.

~~Real life~~ Dagoretti Corner 9. okt. 2008
Group of youth

Real life



Dagoretti Corner

9. okt. 2008

Group of youth

Kimbi

poverty

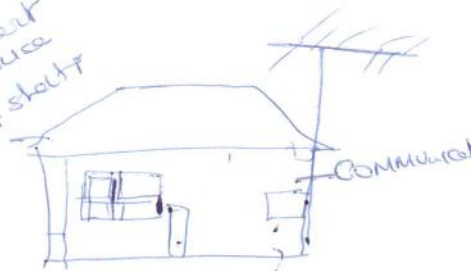
quality Basic need
political stability
merge family
extra investment

Low class
middle
Fully rice

good life

Proper house
good start

Well planned
family



Pathetic Life



Unplanned family



Dagoretti Corner 9. okt. 2008
group of youth

Poor Life

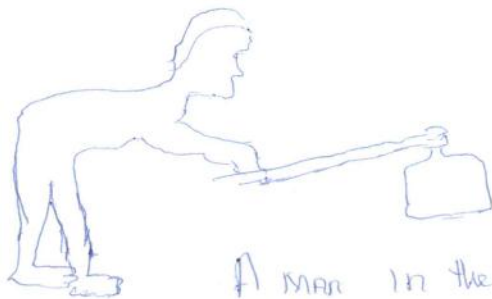


A baby
Carrying
water



Fire wood

Mother Carrying
fire wood



A man in the farm

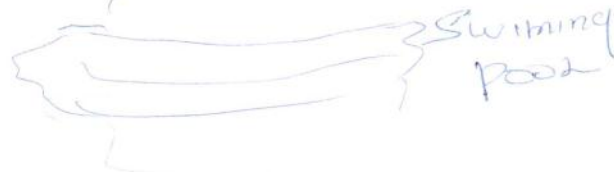
A Good Life



A woman
with
her baby



A Husband
In the Car



Swimming
pool

* Father's studies *

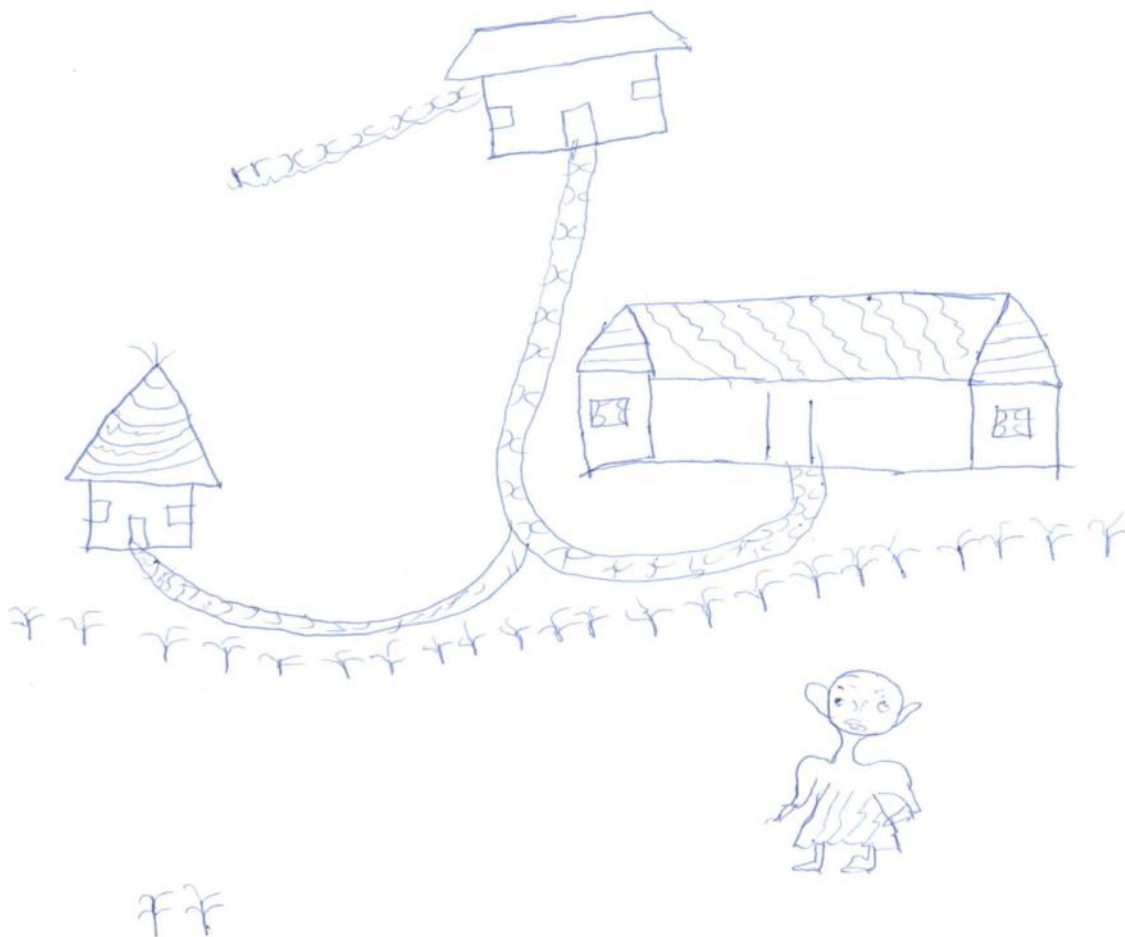


Nagoretti Conner . 9. okt. 2008
Wonderful Life . group of Youth



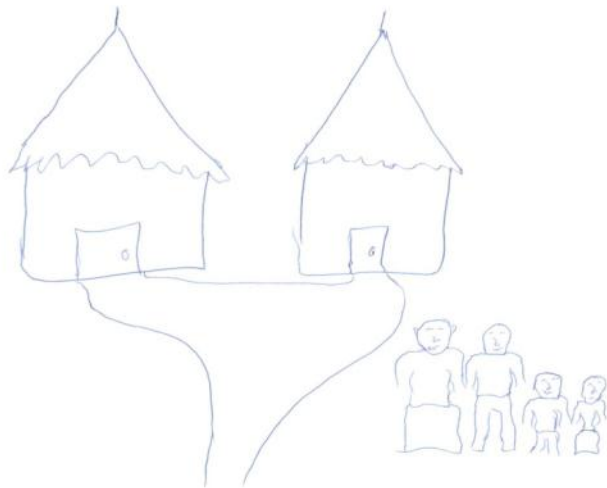
Dany
C. VII
P. 12
L. 1

~~Bot. D. H. H. H. H.~~
Dagoretti Corner 9. okt. 2008
group of youth
LIVING IN A POOR LIFE



Dagoretti Corner. 9. okt. 2008
Group of youth

POVERTY STRIKEN LIFE



1/2

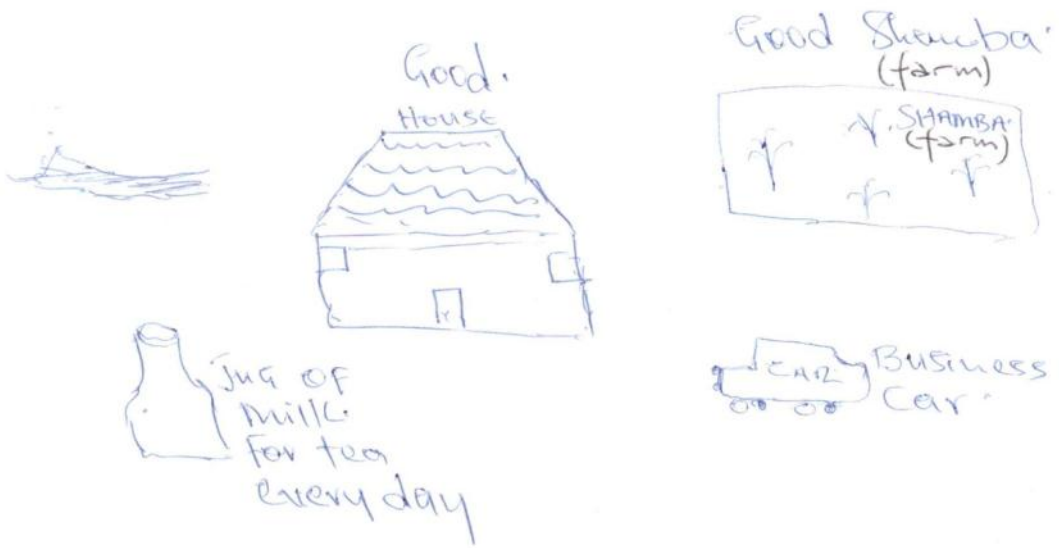
Dagoretti Corner . 9 okt. 2008
Group of youth

GOOD LIFE OF BASIC NECESSITIES



2/2

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES – DC MEN

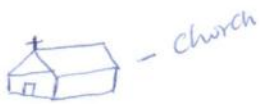
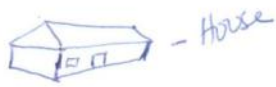


10.10.08
Dagoretti corner
Group of men

Good Life Dagoretti Corner
Group of men

10. Oct. 2008

(29)



BAD



31 YEARS! Dagoretti Corner
 10. okt. 2008
 Group of men
BAD LIFE

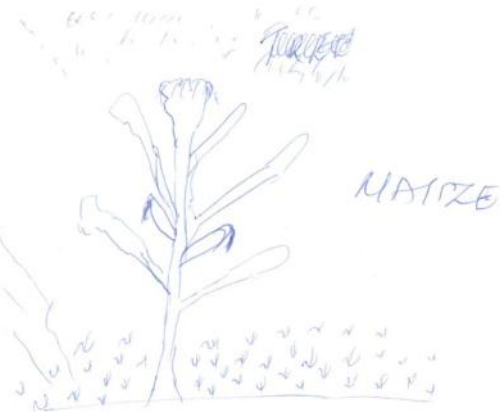
10/10/2008

STONE:



31 YEARS

GOOD
LIFE



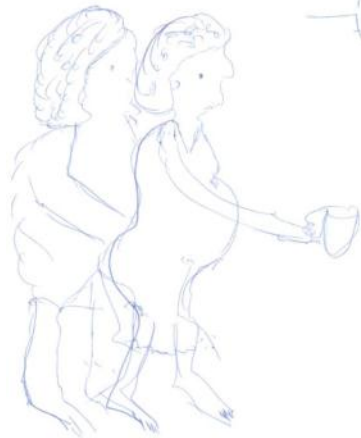
Dagoretti Corner
 10. okt. 2008
 Group of men

2/2

1/2

Dagoretti Corner 10. okt. 2008
Group of men

34



Poor people looking
for food from the men.



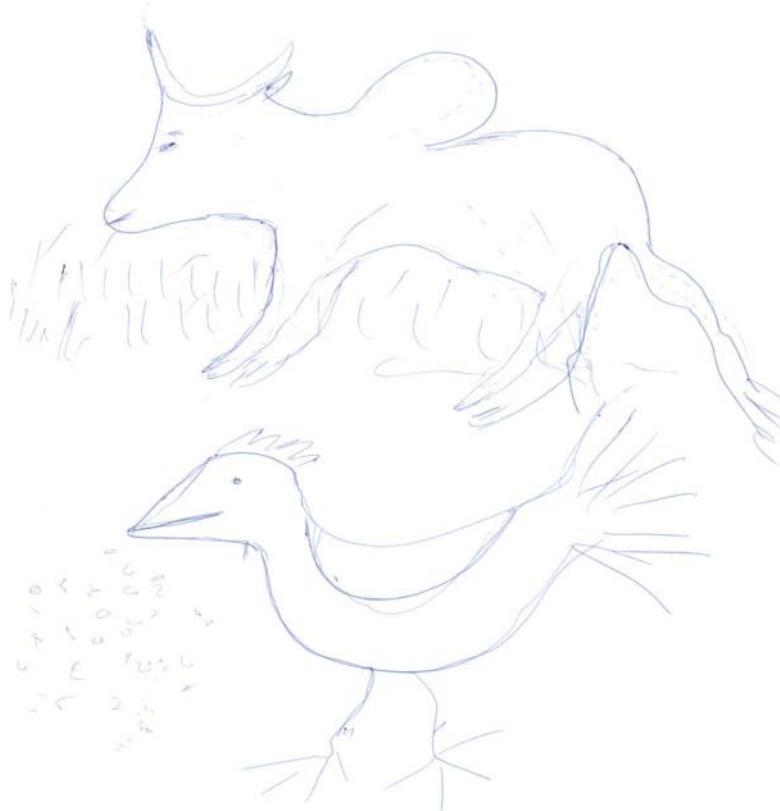
1/2

NV

Dagoretti Corner, 10. Oct 2008
Group of men



34



2/2

AGE 35

Dagoretti Corner 10. Oct. 2008
Group of men

LIFE

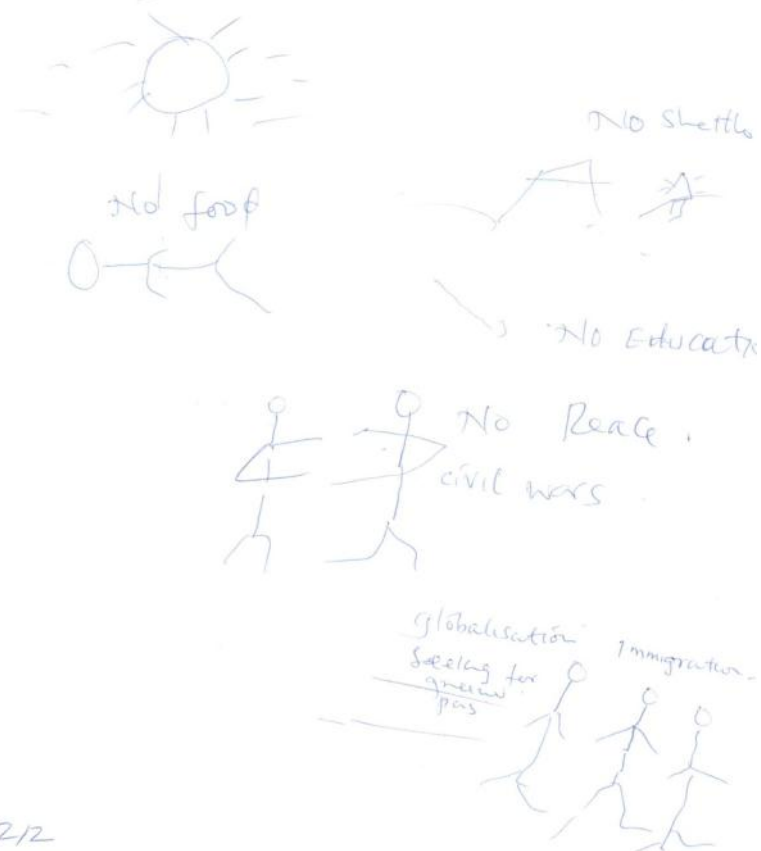
GOOD LIFE (Sketch of GOOD LIFE)



1/2

Dagoretti Corner, 10. Oct. 2008
Group of men

BAD LIFE



2/2

Dagoretti Corner - Group of men
10. okt. 2008

happy life.

2/2



1/2



happy life

2/2 Dagoretti Corner - 10. Okt 2008
Group of men

Age (39) yrs

10-10-2008

Dagonetti Corner
Group of men

10. okt. 2008

Dagonetti Corner, 10. okt. 2008
Group of men

(39)

GOOD LIFE

Education



Playing
field

~~1/2~~ 1/2

BAD LIFE


TALKING ALCOHOL & DRUGS



2/2

BAD LIFE
 Dagonetti Corner 10. Oct. 2008 (45)
 Group of men
 No food

 NO HOUSE

 NO ACCESS TO HEALTH & HOSPITAL

 NO GARDEN

NO JOB AND MONEY

1/2

(45) Dagonetti Corner
 10 Oct 2008
 Group of men

GOOD LIFE:

 HOME

 GARDEN

FOOD



EDUCATION

 SCHOOL

- JOB OR BUSINESS

- GOOD HEALTH

2/2

Dagorette Corner. 10. okt. 2008
Group of men


(52415)

Bad life

 House. NO good house

 Book NO Education to the children.

 Shamba. NO Shamba
(farm)

 Bread NO food.
NO In come.

Good life

 Good House.

 Cows. Good Cows.

 Good Education.

 Big Shamba.
(farm)

 Good food

 Big Cars

Dagoretti Corner. 10. okt. 2008
Group of men

57.YR
OLD.



THE MIDDLE CLASS IN A PARTMENT.

The structure shows how the middle class
in Kenyan Community enjoy their standard
of living.

PETER K. OMONDI

Dagoretti Corner 10. okt 2008
Group of men



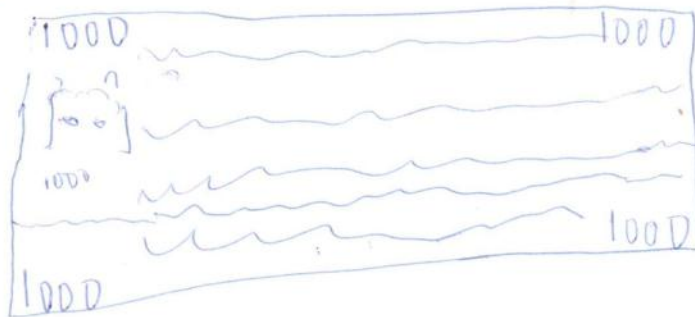
Kenyan low class people
in the community live in this
type of house, with scarcity of
clean water.

1/2

2/2

SKETCHES: INDIVIDUAL ILL/WELL-BEING SKETCHES – DC WOMEN

Good Life



(35)

money

Good life we need money

bad life



Alcohol



Lack of employment

Lack of money

Lack of education

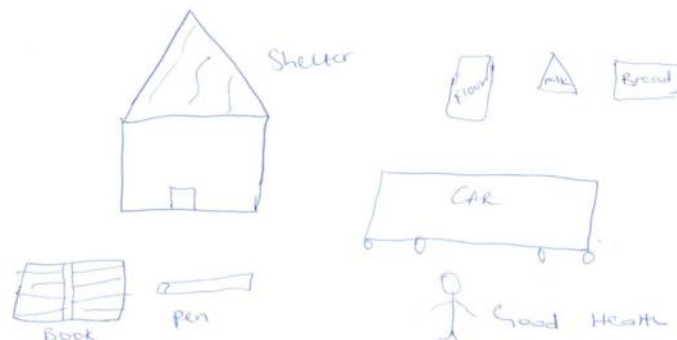
Lack of food

DAGORETTI CORNER
GROUP OF WOMEN

10. OKT. 2008

Dagoretti Corner 10. Okt. 2008
Good life Group of women

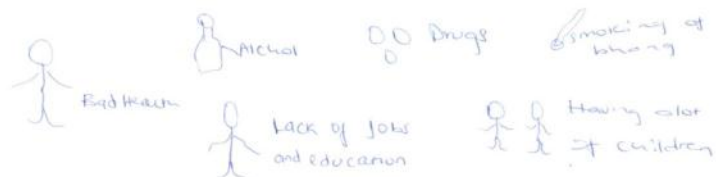
(36)



- ① Shelter
- ② Food
- ③ Education
- ④ Good Health

Lack of Information about how to do good
business coz of lack of education

Bad life



- ① Alcohol by you can become alcoholic
- ② Drugs can spoil your mentality of thinking
- ③ illiteracy is because of not having education
- ④ Bad Health because if you are sick you are not able to go to hospital because of lack of money

1/2

2/2 Dagoretti Corner, 10. Oct. 2008, Group of women

Dagoretti corner . 10. okt. 2008
Group of women

38

Good life.

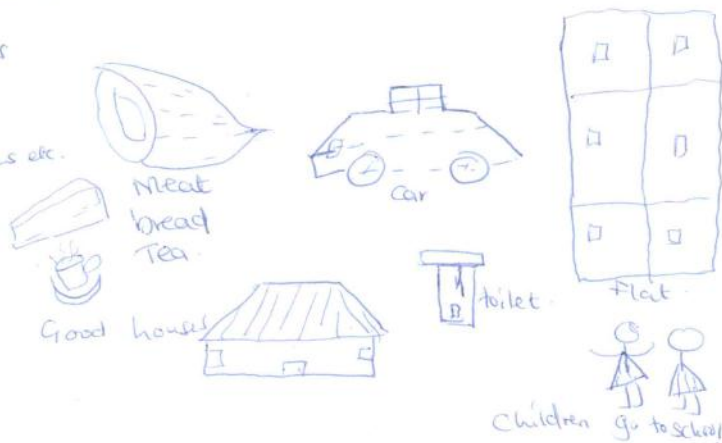
Good house (shelter)

Delicious Meals

Expensive Car.

Good Education

Good clothes, Shoes etc.



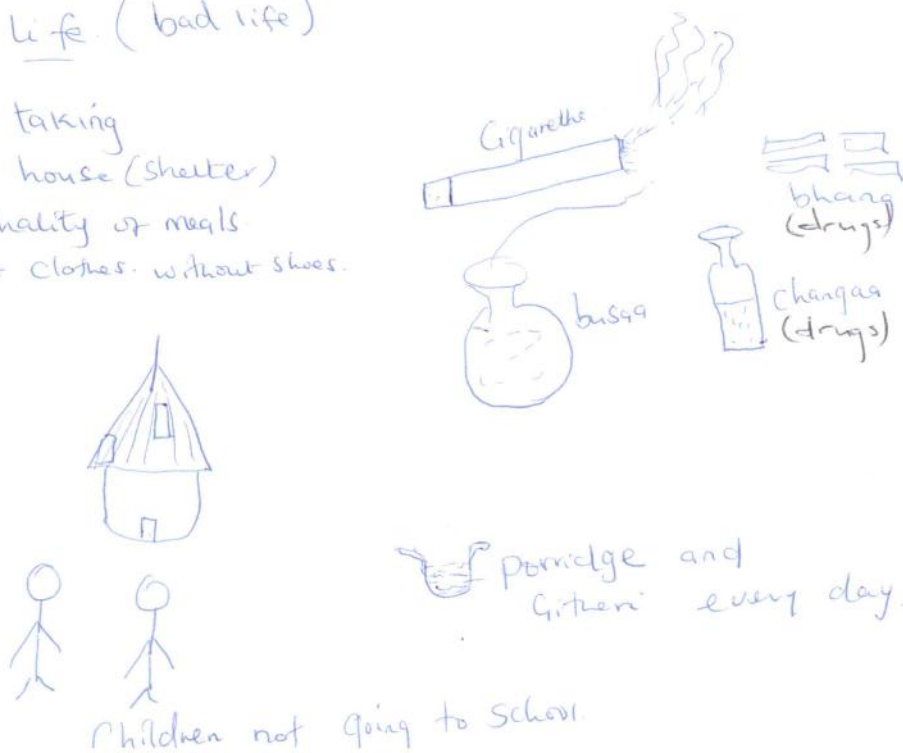
Poor Life (bad life)

Drug taking

Poor house (shelter)

low quality of meals

poor clothes. without shoes.



Dagoretti Corner. 10. okt. 2008
Group of women

(39)



- money
- food
- House

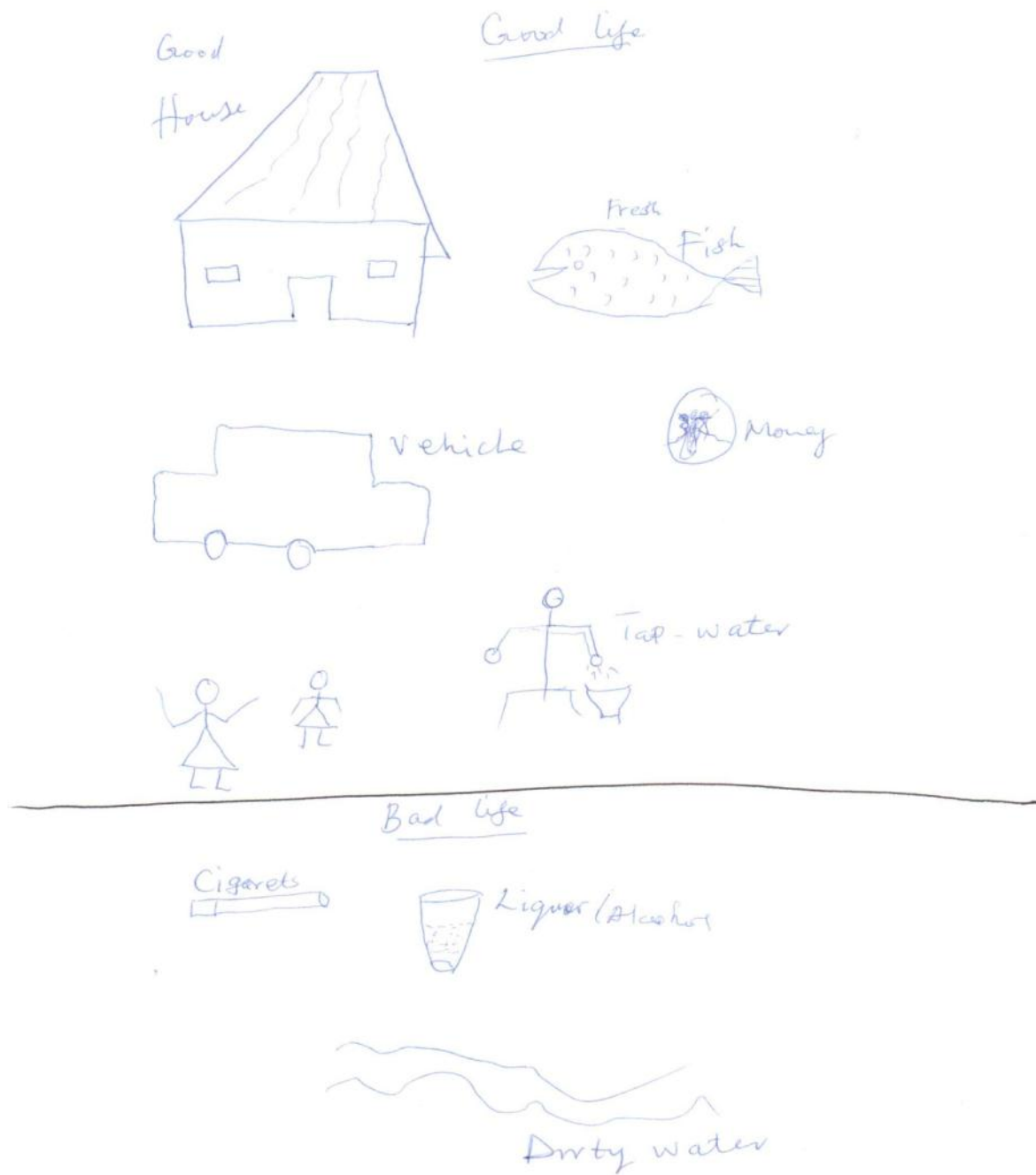


- Alcohol
-



child abuse

39 yrs



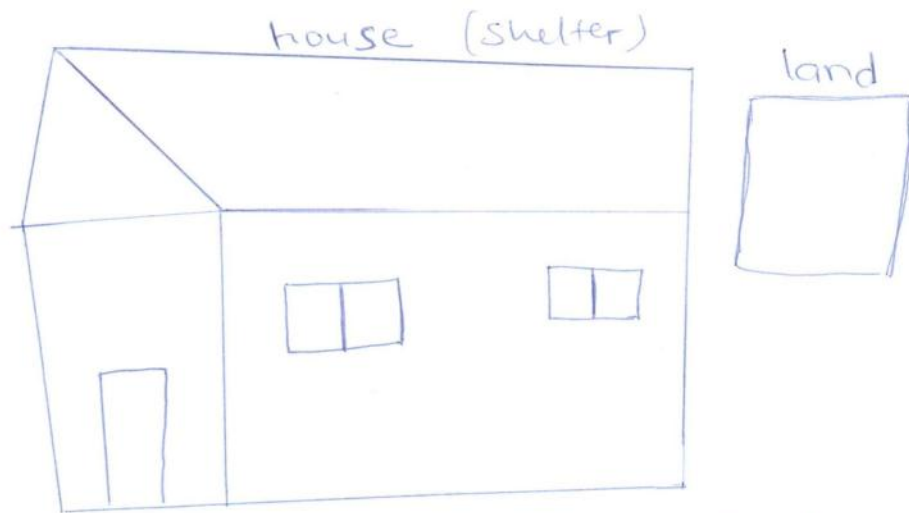
DAGORETTI CORNER
10. OKT. 2008
GROUP OF WOMEN

DAGORETTI CORNER

10. OKT. 2008

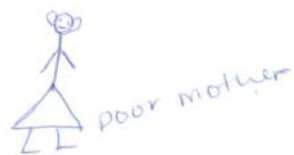
GROUP OF WOMEN Good life

42yrs



Bad life

- lack of basic needs
- Taking alcohol
- Jobless
- Robbery
- sickness



Good life

(50)



1. Food (fish, Maize flour
2. etc)

2. You need to have
children



3. Money



Bad life

1. Drinking Alcohol
2. Smoking
3. Stealing.



DAGORETTI CORNER
10 OKT. 2008
GROUP OF WOMEN

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES – KIB YOUTH

KIBERA 15.10.08
GROUP OF YOUTH

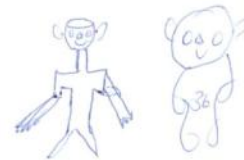
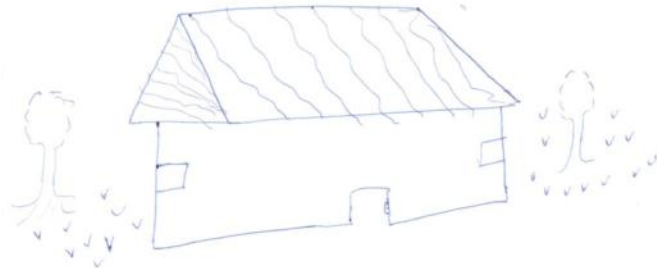


- A bad life is when you do bad things like drinking alcohol, drugs, smoking.
- A bad life is to be ignored by the person you love.

1/2

Kibera, 15.10.08, Group of youth

F



- A good life is when you are happy in a family. It doesn't matter whether you are poor or rich.
- Where there is peace, Love.

2/2

KIBERA 15.10.08
GROUP OF YOUTH

Drinking too much Alcohol

Sickness



1/2

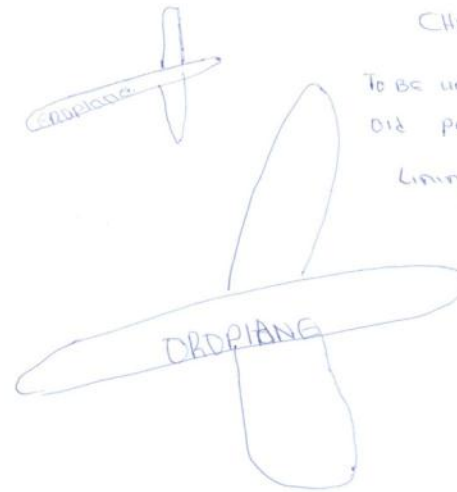
M 16

CHRISTIAN

To be understanding

Old people

Living

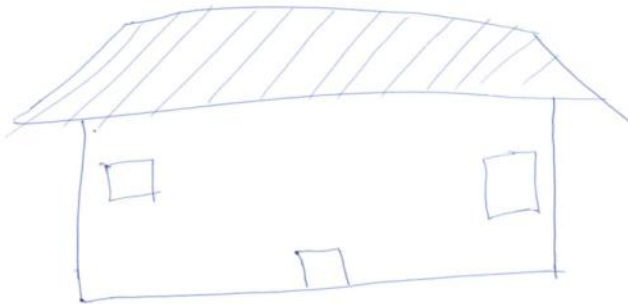
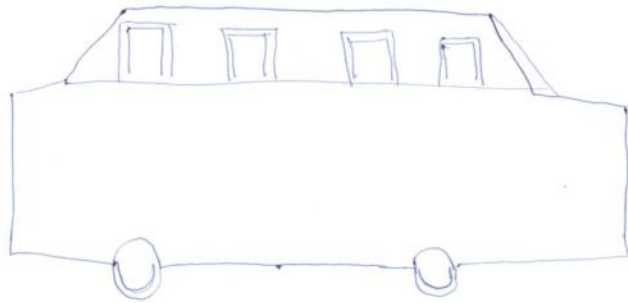


2/2 Kibera, 15.10.08, Group of youth

KIBERA 15.10.08
GROUP OF YOUTH

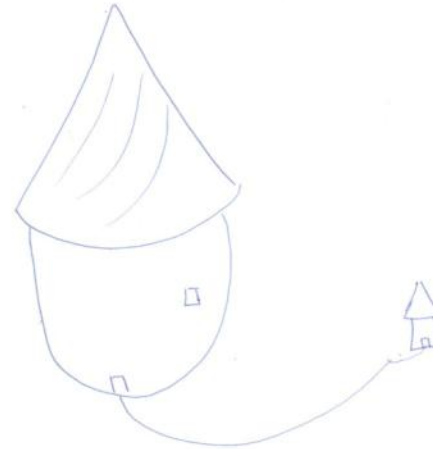
F-17yrs

- Christian
- Living in Peace
- Food



1/2

- Living ~~with~~ in Satan
- Marriage
-



2/2 Kibera, 15.10.08, Group of youth

KIBERA 15.10.08
GROUP OF YOUTH

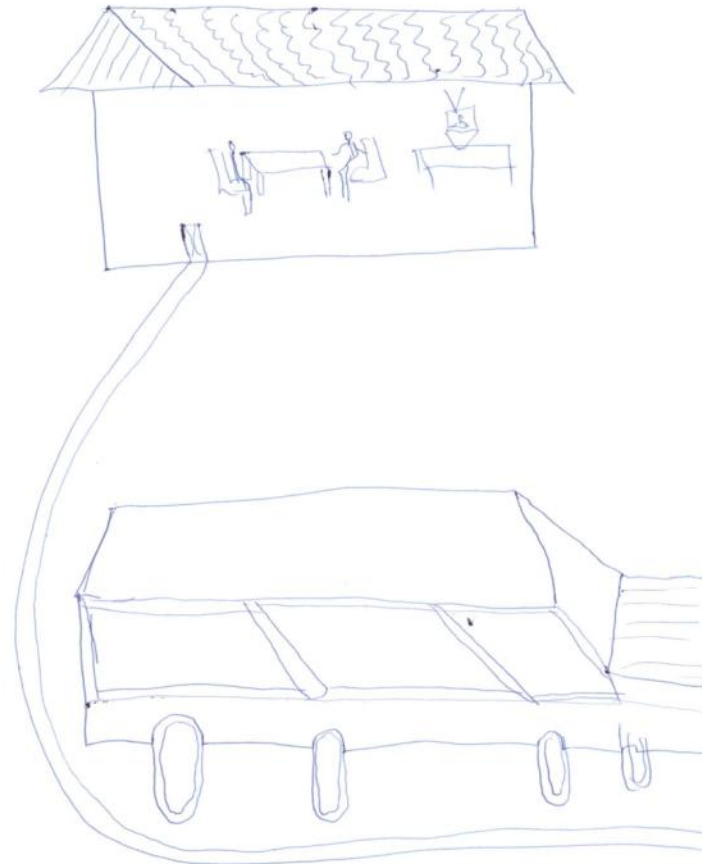
f 17



1. Good Life is when you give respect to all Parents and your neighbor.
- 2.

1/2

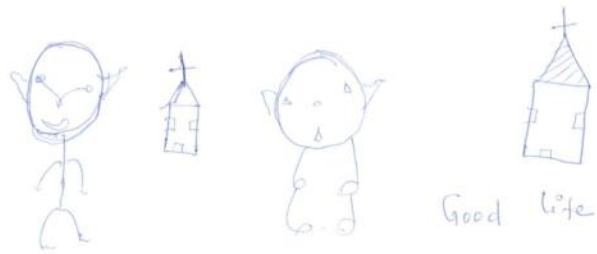
Kibera, 15.10.08, Group of youth



2/2

KIBERA 15.10.08
GROUP OF YOUTH

Femla.
19 years Old



Good life



To be a Christian
To Respect our parents
To Obey God.
Education

1/2

Bad life



Sins
Pride
Disobedient.

2/2 Kibera, 15.10.08. Group of youth

KIBERA 15.10.08
GROUP OF YOUTH

M. 25yrs



Living in Christ
Good Job
Healthier living



1/2

Kibera, 15.10.08, Group of youth

Living out of Christ
No job
Sick



2/2

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES - KIB MEN

KIBERA 15.10.08
GROUP OF MEN

BAD LIFE



Food Problem to get
no school
no Roads
No, to Christian

1/2

Kibera, 15.10.08, Group of men

15/10/2008

Good life



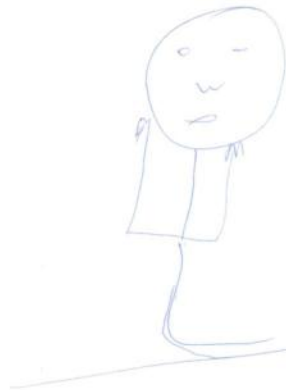
Food-
School-
~~Good~~
Know Good
Good Roads



2/2

KIBERA 15.10.08
GROUP OF MEN

Bad Life



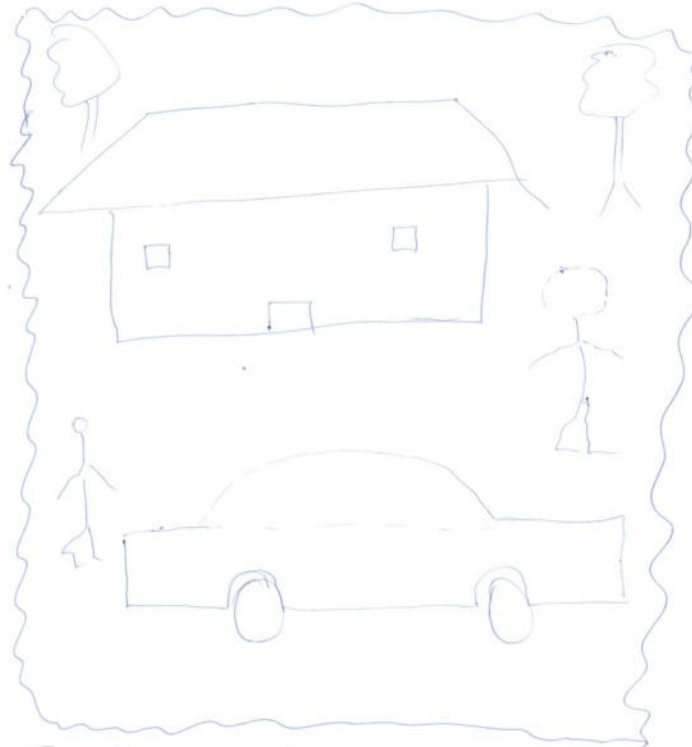
- ① Misery
- ② No accommodation
- ③ No Job.

1/2

Kibera, 15.10.08, Group of men

36

Good Life.



- ① A Decent Home
- ② Happy well provided for, family
- ③ Good environment.

2/2

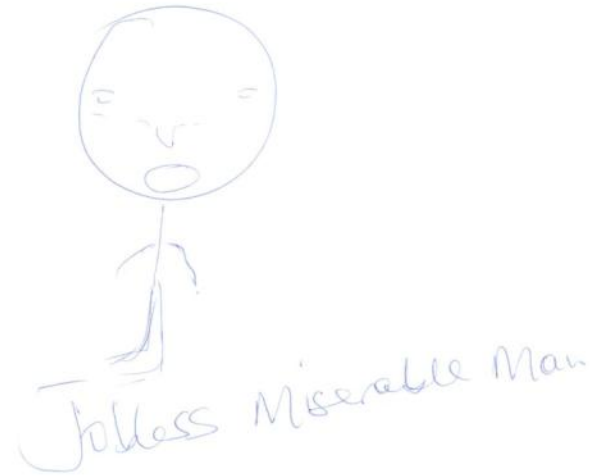
KIBERA 15.10.08
GROUP OF MEN



M-45

1/2

Kibera, 15.10.08, Group of men



2/2

KIBERA 15.10.08
GROUP OF MEN

Bad Life



1. Lack of light
2. Lack of Knowledge
3. Lack of Job.

1/2

(47 y/o)

Kibera 15.10.08
Group of men

(47 y/o)



Good Life

1. School
2. Job for Parents
3. Health - (Hospital)

2/2

KIBERA 15.10.08
GROUP OF MEN

Good
Life



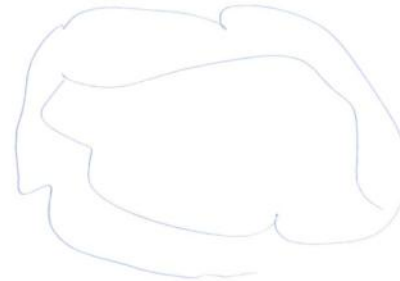
1/2

49

Kibera, 15.10.08, Group of men

X 49

Bard
Life



2/2

KIBERA 15.10.08
GROUP OF MEN
BAD Life

56 yrs

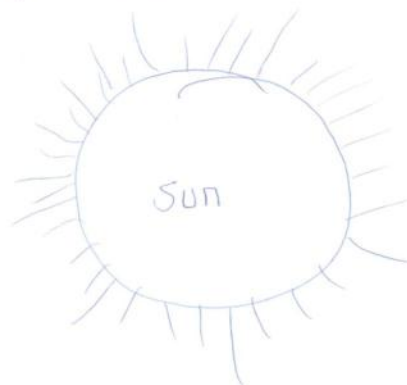


- Social Insecurity
- Prostitution
- Conflict

1/2

Kibera, 15.10.08, Group of men
Good Life

56 yrs



- Peace
- Food
- Land

2/2

KIBERA 15.10.08
GROUP OF MEN

My Age is 62 yrs

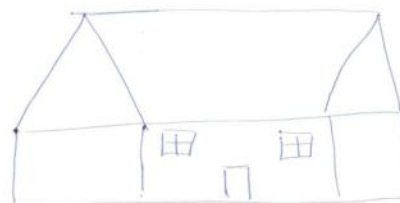


- (1) thickly populated
- (2) Public toilet
- (3) water is hardly accessible

1/2

Kibera 15.10.08
Group of men

My Age is 62 yrs



- 1. Fresh air
- 2. Good water.
- 3. Flush toilet

2/2

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES - KIB WOMEN

KIBERA 15.10.08
GROUP OF WOMEN

BAD LIFE



- bad smell
- poor drainage
- Poor Education

1/2

WOMEN GROUP KIBERA 15.10.08

Good Life

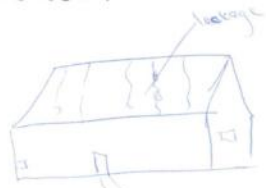


(3)

2/2

KIBERA 15.10.08
WOMEN GROUP

Bad Life



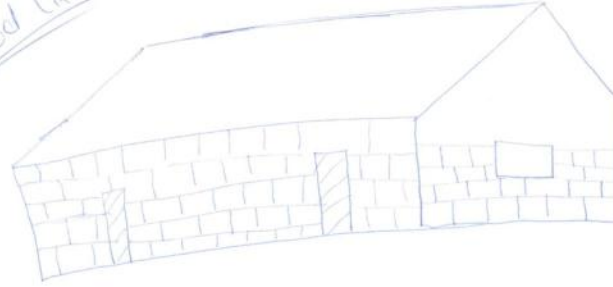
27 yrs



1/2

Kibera, 15.10.08, Women group

Good Life



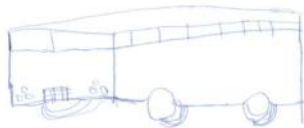
2/2

KIBERA 15.10.08

WOMEN GROUP

Good Life

(28)



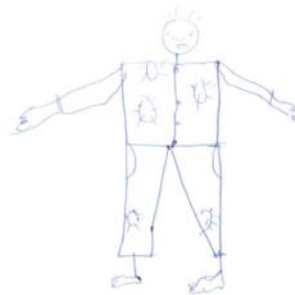
① In my life I need to be rich person

1/2

Kibera, 15.10.08, Women group

Bad Life

(28)



① I don't need such things like these in my life

②
③

2/2

WOMEN GROUP KIBERA
15.10.08

28



- 1 Food
- 2 Shelter
- 3 Clothing & Money

1/2

KIBERA WOMEN GROUP
15.10.08

25

Bad Life

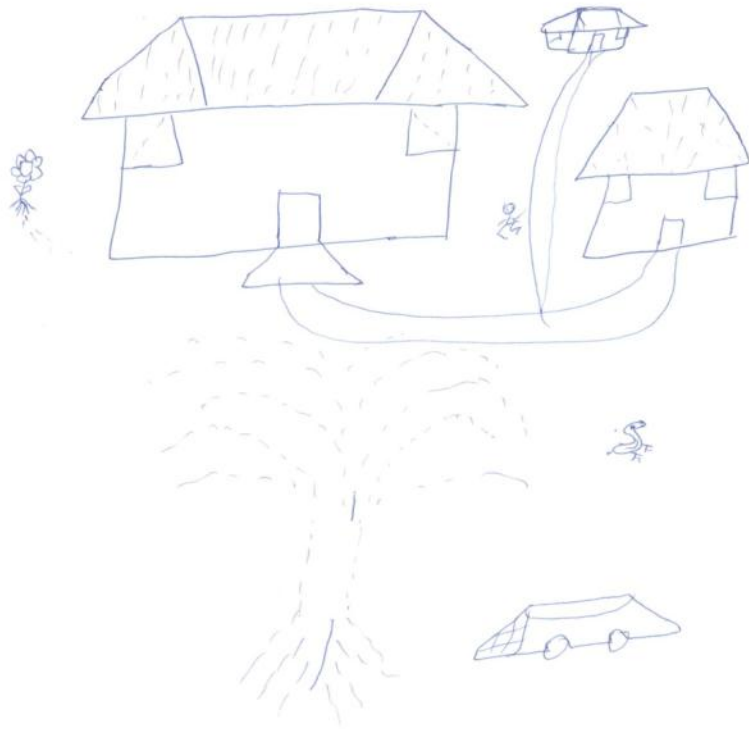


- 1 No Jobs
- 2 No Food
- 3 No Money

2/2

KIBERA 15.10.08
GROUP OF WOMEN

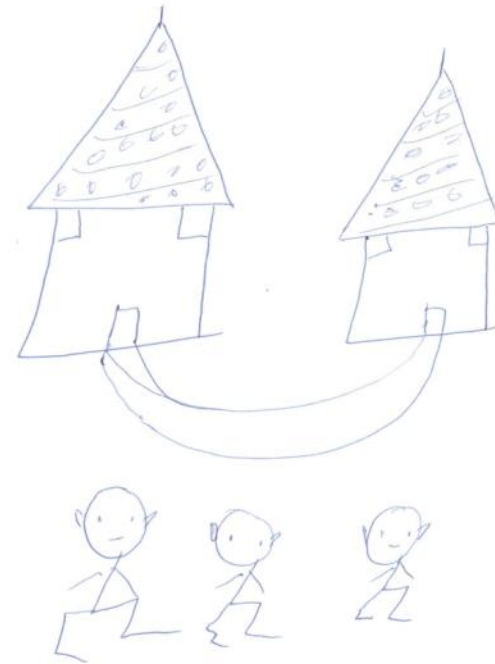
30 years



V2

KIBERA 15.10.08
GROUP OF WOMEN

30 years

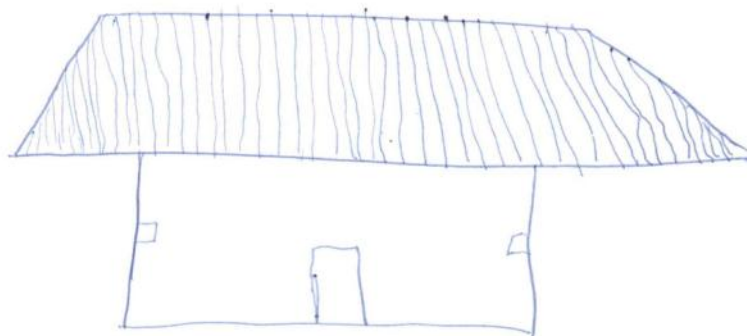


212

KIBERA 15.10.08
WOMEN GROUP

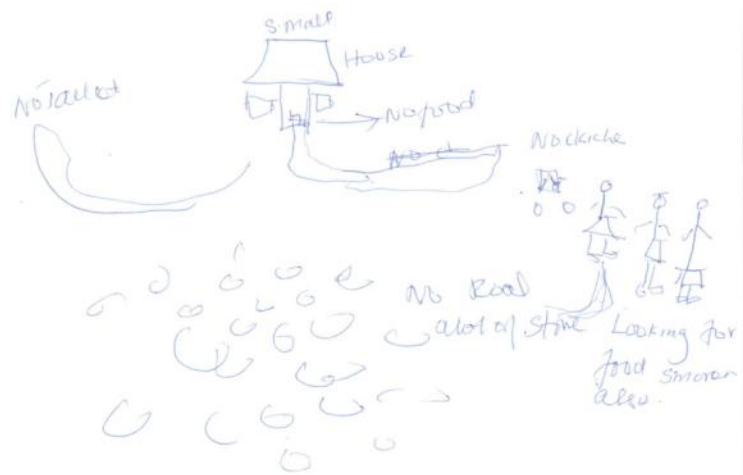
35

PERES AJIWANG



KIBERA WOMEN GROUP
15.10.08

Bad life

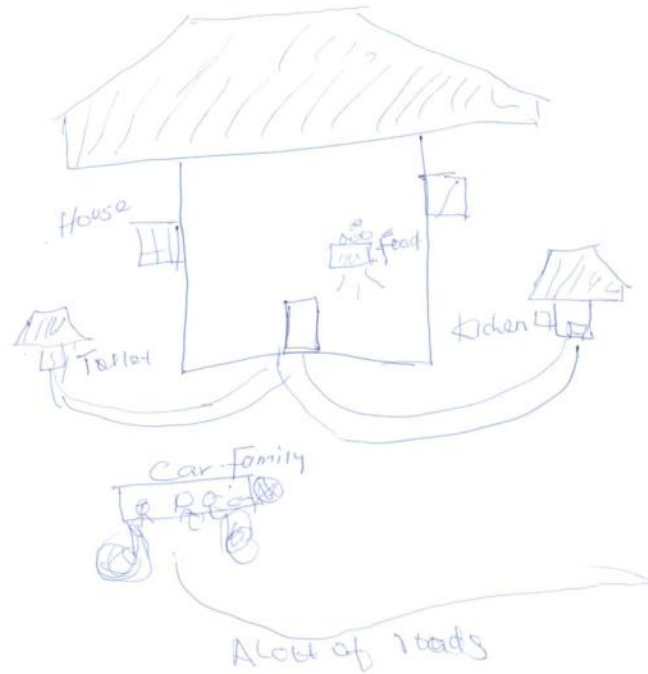


1/2

4271 WOMEN GROUP KIBERA
15.10.08

~~4271~~ 4271

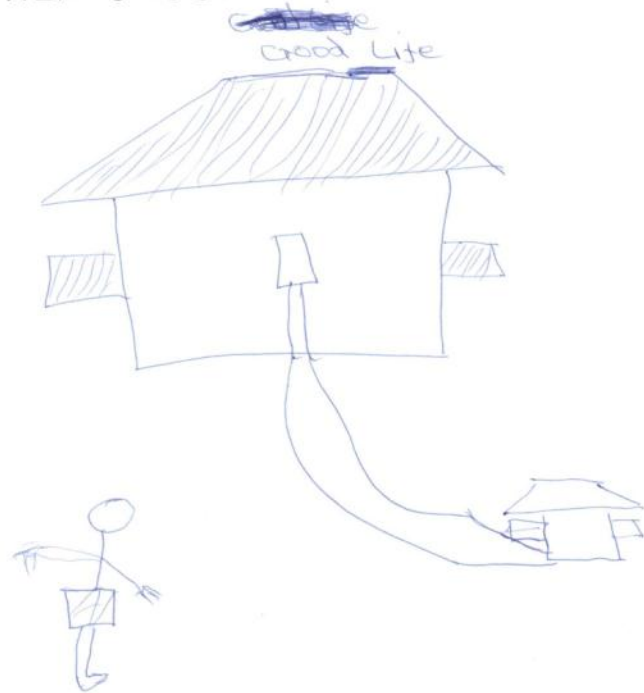
Good Life



2/2

KIBERA 15.10.08
WOMEN GROUP

years 44

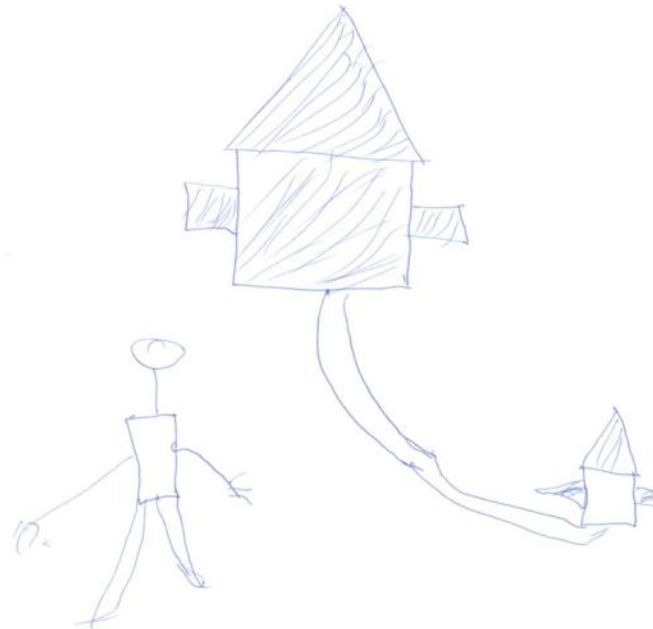


1/2

Kibera, 15.10.08, Women group

years 44

BAD LIFE



2/2

KIBERA 15.10.08
GROUP OF WOMEN



1/2

Kibera, 15.10.08, Group of women

Eyes 50



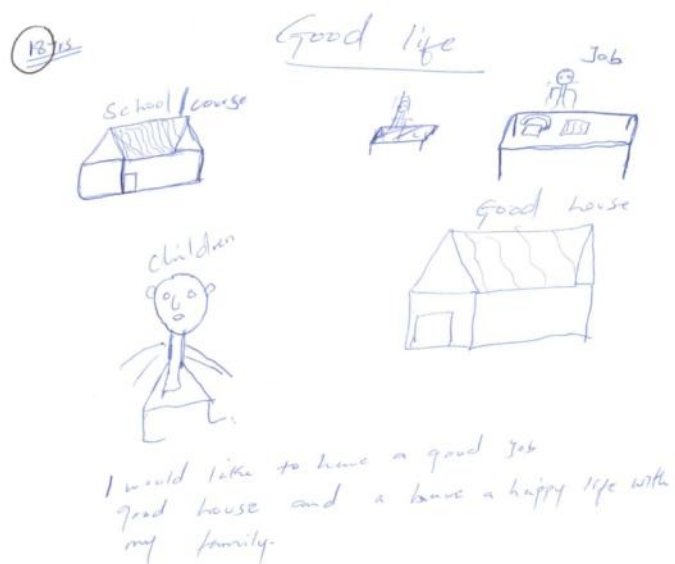
PESA
(money)



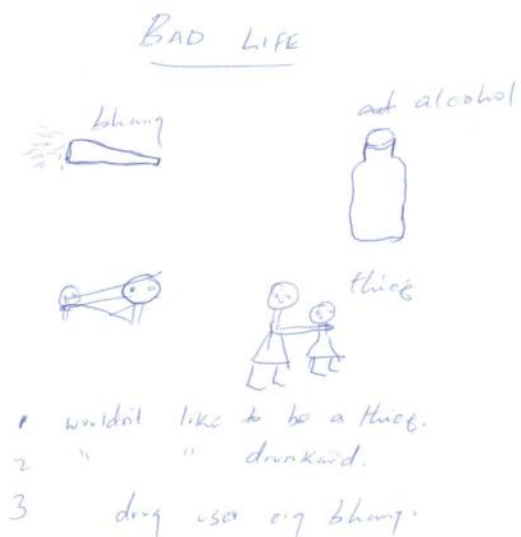
Ujuzi
(maize flour)

2/2

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES – LEN YOUTH



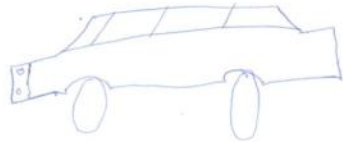
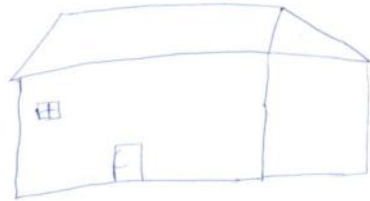
LENANA 16.10.08
YOUTH GROUP 1/2



2/2 Lenana, 16.10.08, Youth group

LENANA 16.10.08
YOUTH GROUP

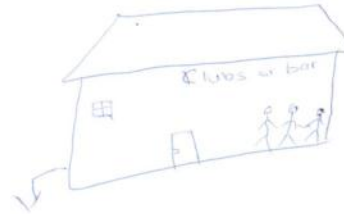
Good Life



- 1) I would like to have big house someday
- 2) Go to college
- 3) good car, have kids

1/2

18



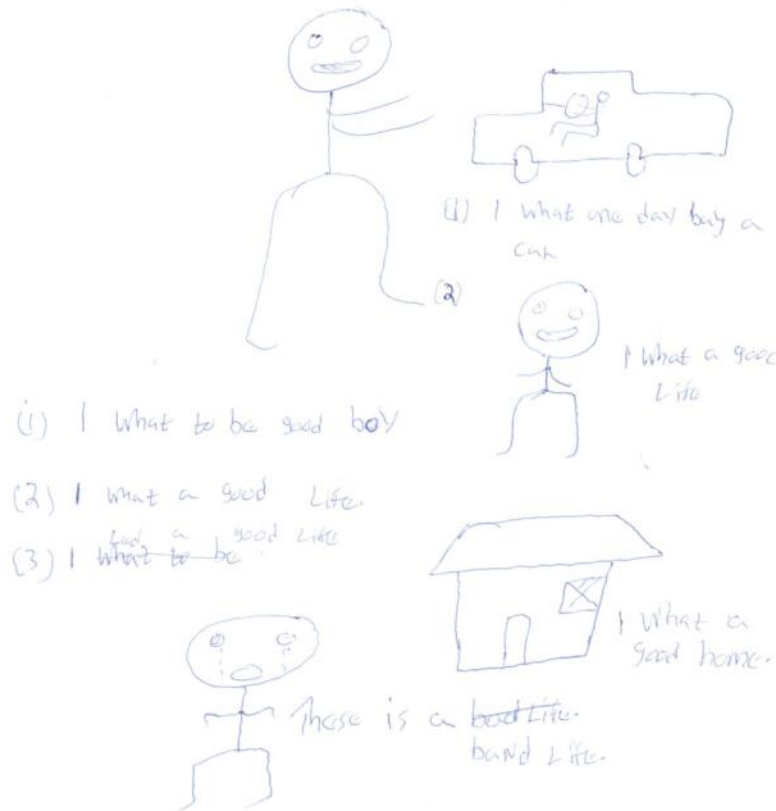
LENANA IS No
for prostitutes and
[5]



2/2 Lenana, 16.10.08, Youth group

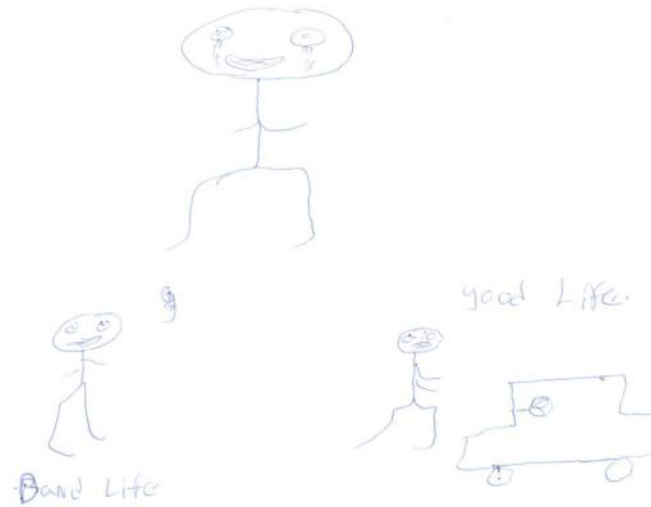
Good Life

(18)



LENANA 16.10.08
YOUTH GROUP 1/2

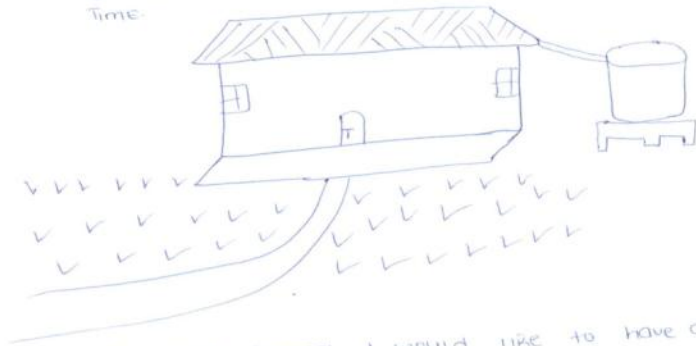
BAND Life



2/2 Lenana, 16.10.08, Youth group

19435

TO HAVE A GOOD AND BEAUTIFUL HOUSE IN MY LIFE
Time

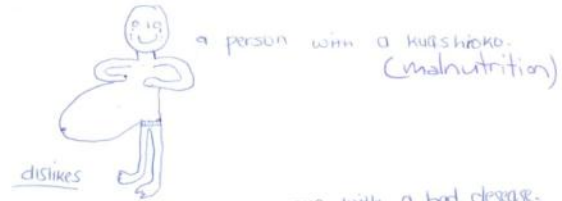


1. Fast and foremost, I would like to have a good health in order to avoid diseases.
2. I would like to have my own rights
3. To have a good knowledge in order to improve my good life.

LENANA 16.10.08
YOUTH GROUP

1/2

BAD LIFE



a person with a kushiko.
(malnutrition)

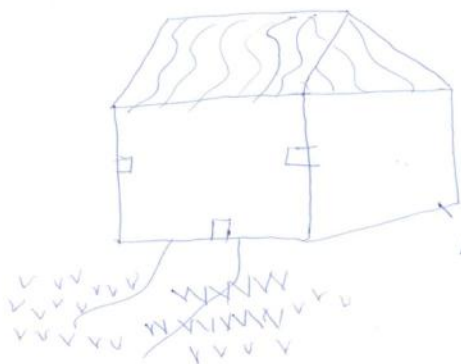
1. I would not like to find my self with a bad disease.
2. poverty
3. Lack of knowledge.

2/2 Lenana, 16.10.08, Youth group

LENANA 16.10.08
YOUTH GROUP

(21/10)

GOOD LIFE



TO HAVE A NICE HOUSE
LIKE THIS ONE

Adjectives

1. Ningependa kuwa na nyumba kubwa nzuri
2. Ningependa kuwa na gari zangu.
3. Ningependa kuendelea na masomo mawangu

- (1. I would like to have a nice huge house
2. I would like to have my own car
3. I would like to go on with my studies

1/2

BAD LIFE



1. Singependa kuona mtoto wangu akiptia maisha
mbaya ya kuhosa chakula

2. Singependa kupata ugonjwa mbaya.

3. Singependa kuwa mlevi wala kahaba.

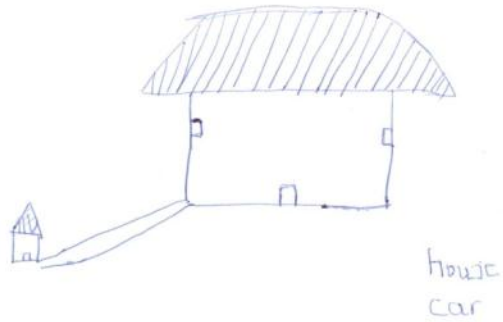
- (1 I would not want to see my child go through
a bad life with no food
2. I would not want to get a bad disease
3. I would not want to be a drunkard nor a
prostitute)

2/2 Lenana, 16.10.08, Youth group

GOOD LIFE

(21/RS)

I'd like to have a big house



- 1/ I wish to have a big house
- 2 I wish to have a good car
- 3, I wish to have a some house to rent

LENANA 16.10.08

YOUTH GROUP

1/2

BAD LIFE



- 1, In bad life there is sickness
- 2, Lack of food
- 3, in bad life there is drunkenness

2/2 Lenana, 16.10.08, youth group

LENANA 16.10.08
YOUTH GROUP

23



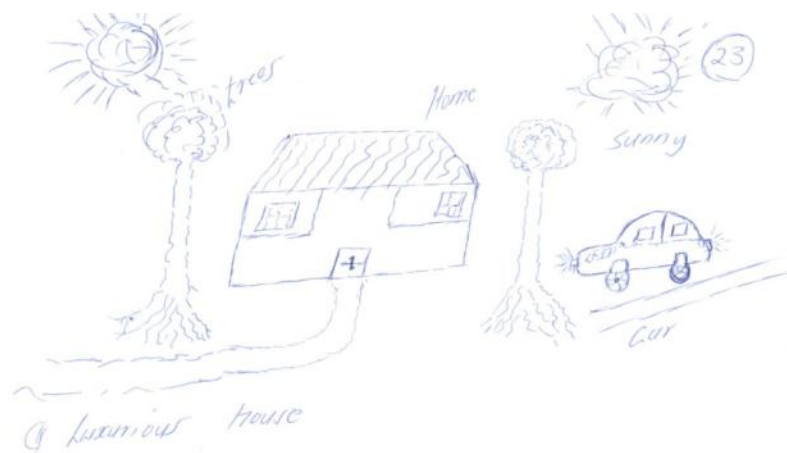
- ① I want to be with good live with my family
- ② I want to ~~be~~ be with good job
- ③ I want to be with b/d

1/2



- ① I don't want my people to suffer
- ② I don't want my people to be slaves
- ③ I don't want them to live poor

2/2 Lenana, 16.10.08, Youth group



LENANA 16.10.08
YOUTH GROUP 1/2



- (1) smoking
rice
- (2) I which greater arrogance, disturba

2/2 Lenana, 16.10.08, Youth group

24



- (1) Hardressing School collage
- (2) My Salon my Business
- (3) manage my Child and my Life

LENANA 16.10.08
YOUTH GROUP 1/2



- (1) Prostitut now
- (2) Drankers now
- (3) Ads and No

2/2 Lenana, 16.10.08, Youth group

Bad life



Children crying because they lack food to eat



form uniform she is unable to go to school because her uniform is torn and the rest of the students (pupils) are laughing at her

Good life

(25)



Activities

- 1 To be able to take care of my two kids
- 2 To have a good job (A well paying job)
- 3 To live a good life.

LENANA 16.10.08
YOUTH GROUP

1/2

2/2 Lenana, 16.10.08, Youth group

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES - LEN MEN

LENANA 16.10.08
GROUP OF MEN

33



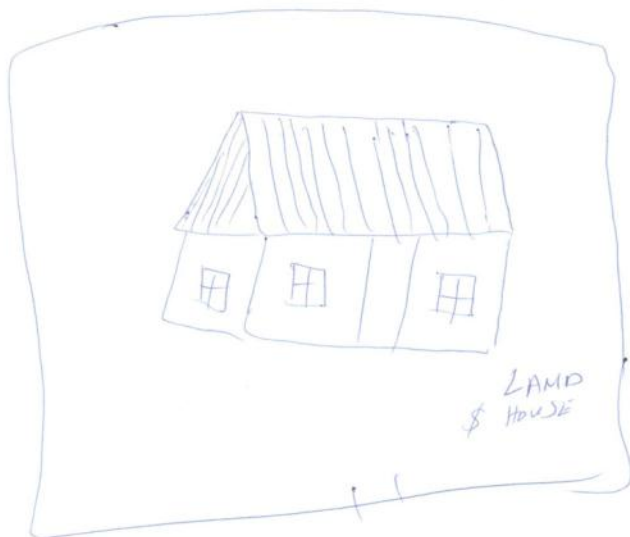
1/2



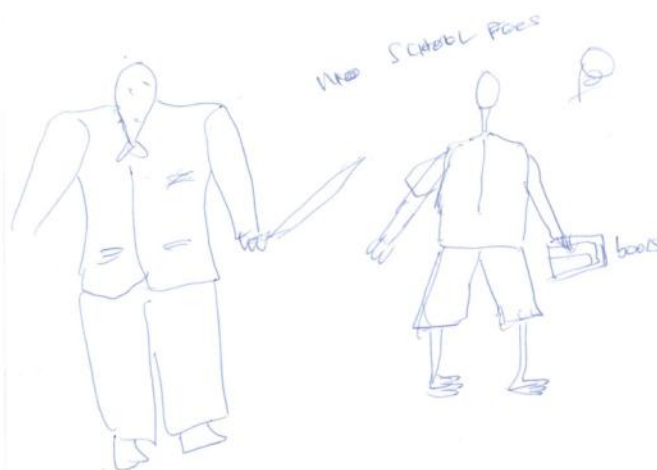
2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

34
years



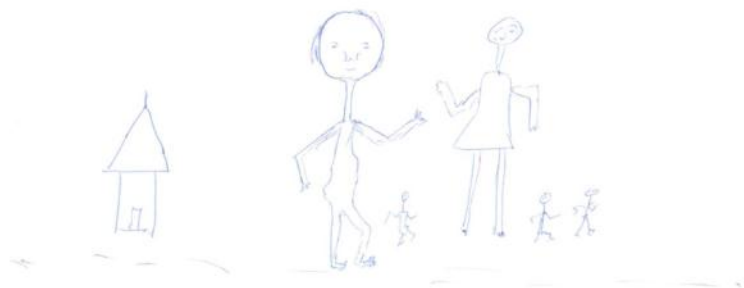
1/2



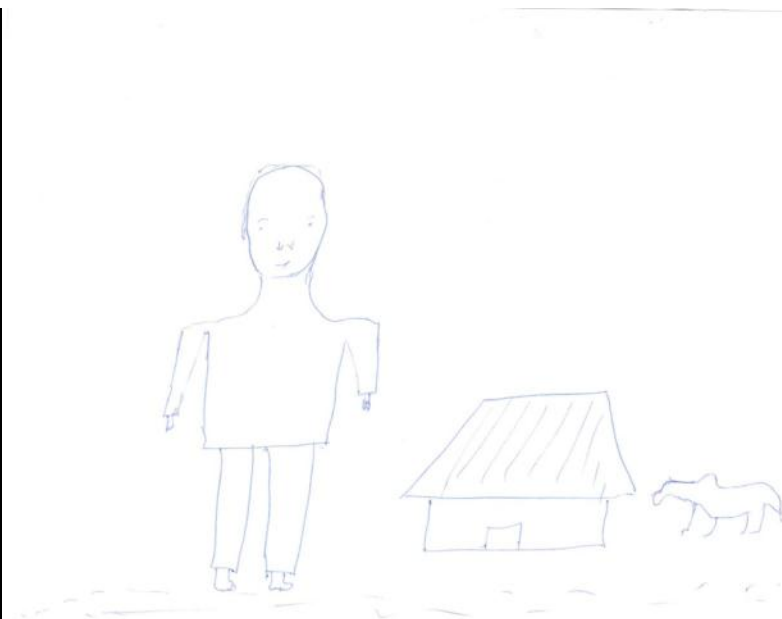
2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

36



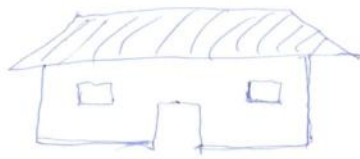
1/2



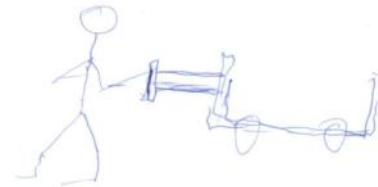
2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

(37) YEARS



1/2



2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

(39)



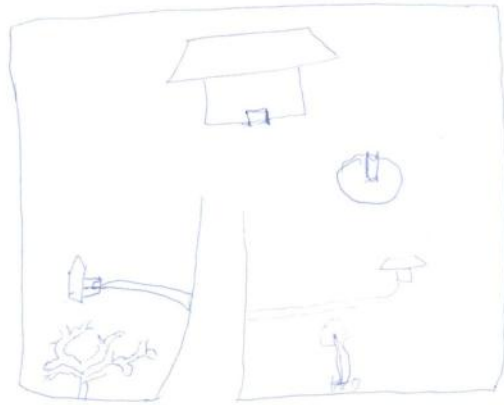
1/2

39



2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN



1/2

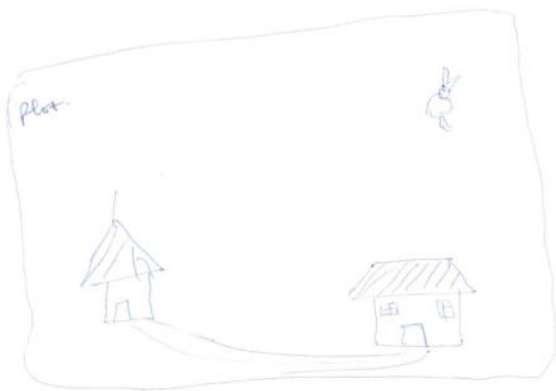
(39) J



2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

40/RS



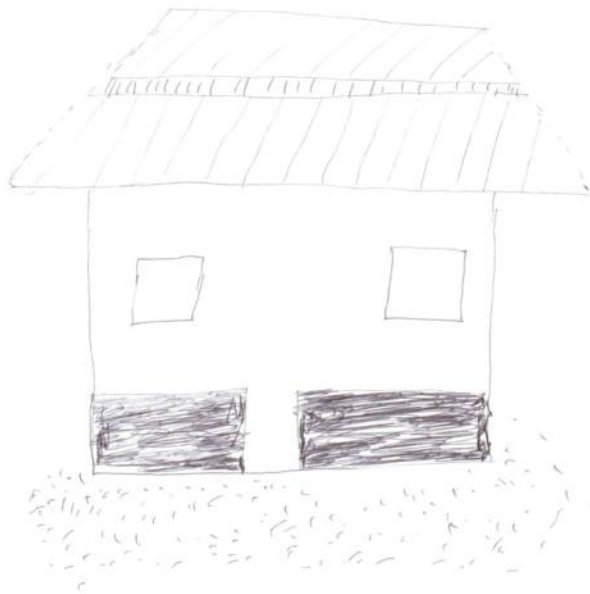
1/2



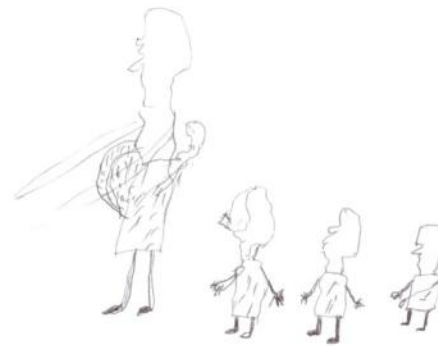
2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

(48)



1/2



2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

49



1/2

2/2 Lenana, 16.10.08, Group of men

LENANA 16.10.08
GROUP OF MEN

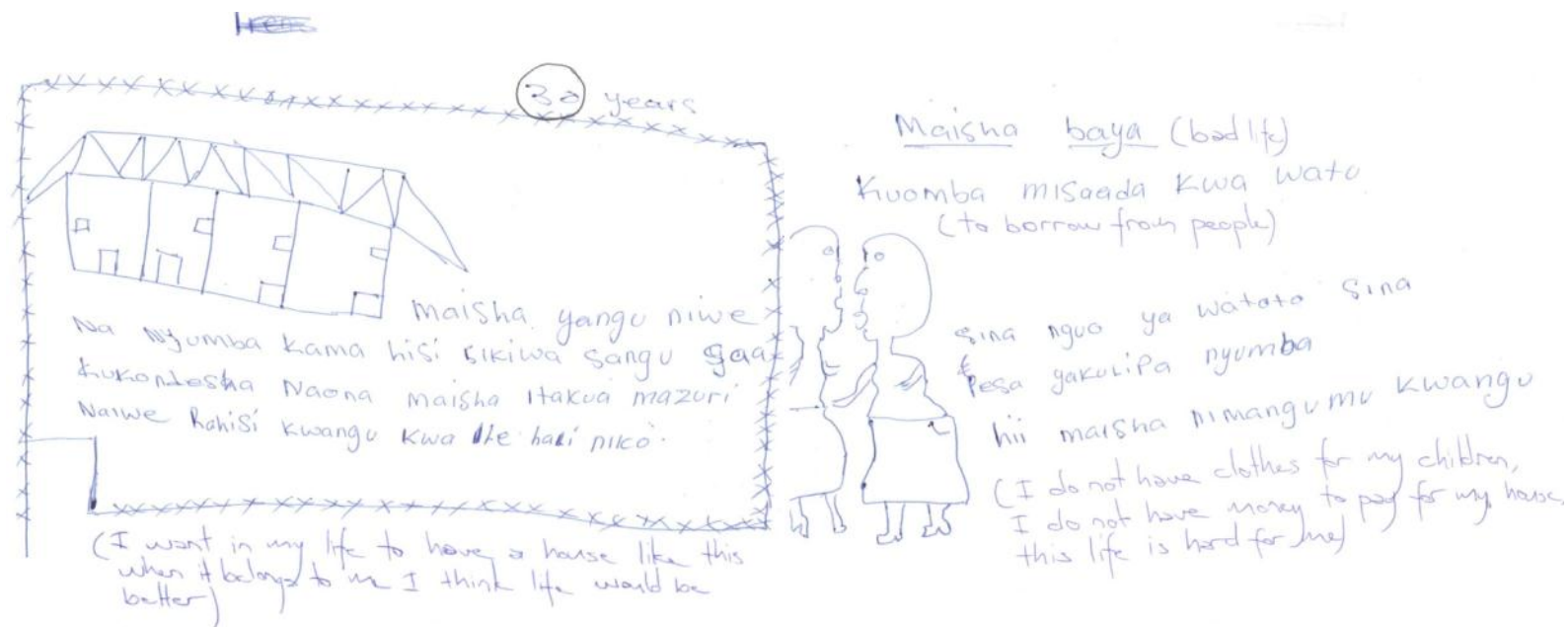
(54) YEARS



12

2/2 Lenana, 16.10.08, Group of men

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES – LEN WOMEN



LENANA 16.10.08
GROUP OF WOMEN

1/2

2/2 Lenana, 16.10.08, Group of women

Grace Akinyi My years (30)
A home

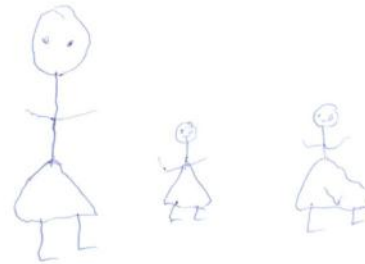


I want to be helped I do have a husband
my husband beat

LENANA 16.10.08
GROUP OF WOMEN 1/2

bringing alone

b



ZIZ Lenana, 16.10.08, Group of women

Rosa wasisika

48 (30)



mimi na nanjake
wakoba wasome
(I would like children
to educate themselves)

LENANA 16.10.08
GROUP OF WOMEN

1/2



Sitaki - manganja
(I do not want diseases)

2/2 Lenana, 16.10.08, Group of women



16.10.08

(4346)

PAULINE WAITHIRA



mimi nambenda
watoto wandu wa
chome wa ni chaidie
na wa jichaidie wenyewe
mbandae kukuchu maikha yaa

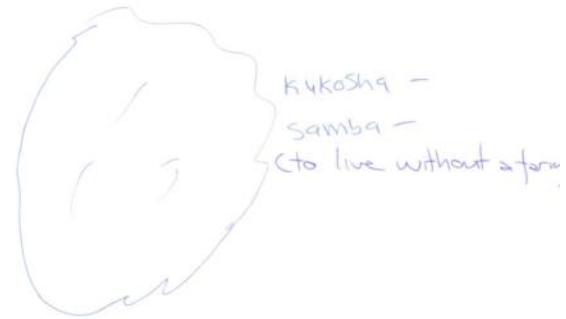
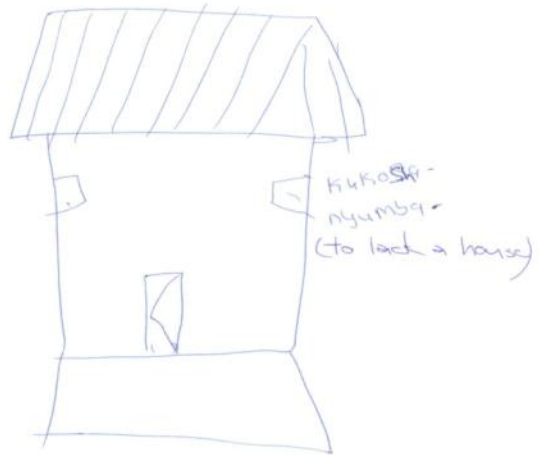
(I would like my children to go to
school so that they can help me
and help themselves later on)



LENANA 16.10.08
GROUP OF WOMEN

(45)

Lenana, 16.10.08, Group of women

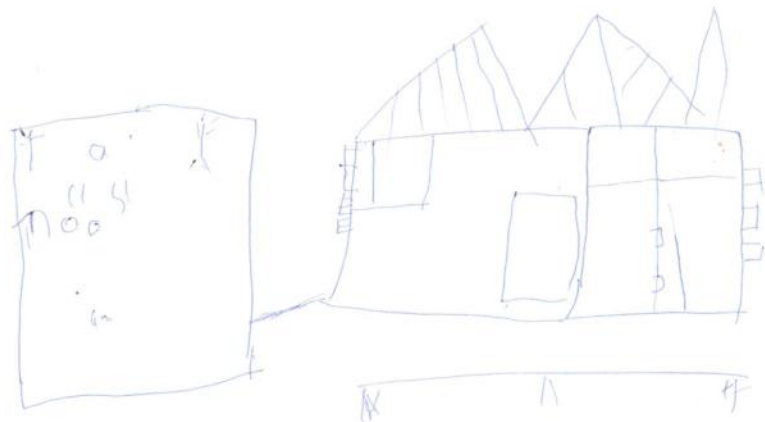


LENANA 16.10.08
GROUP OF WOMEN 1/2

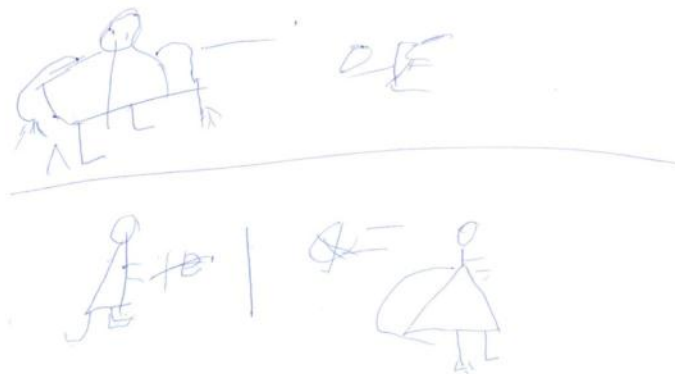
2/2

LENANA 16.10.08
GROUP OF WOMEN

(47)

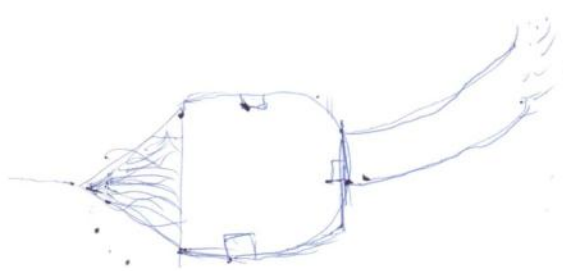


bieghg-e



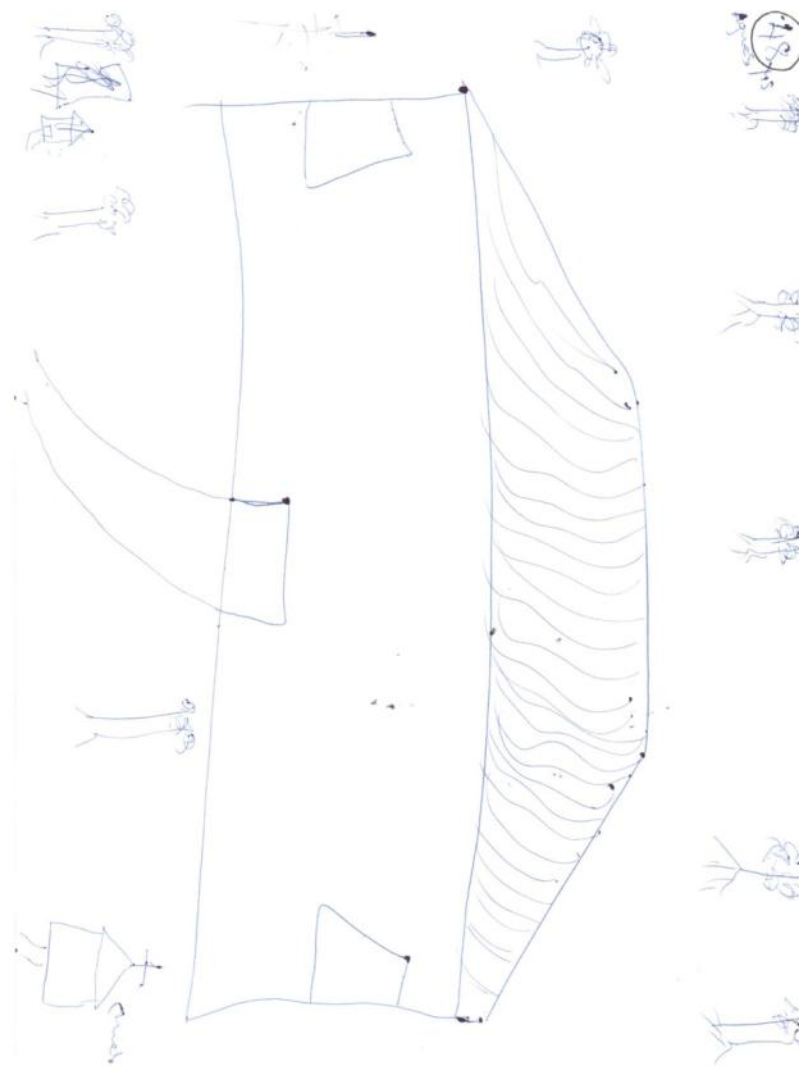
1/2

2/2 Lenana, 16.10.08, Group of women



LENANA 16.10.08
GROUP OF WOMEN

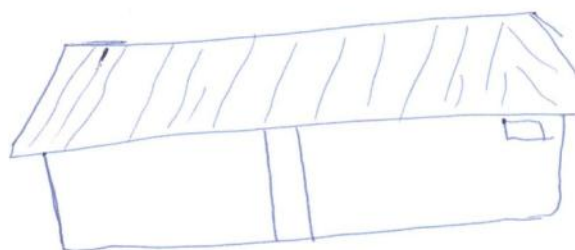
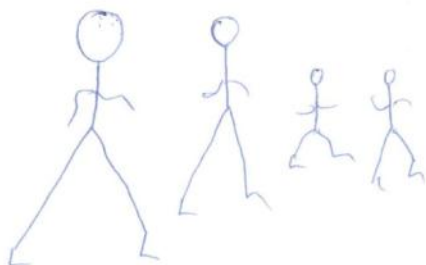
1/2



Lenana, 16.10.08, Group of women

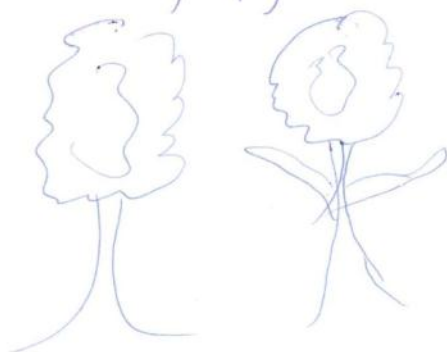
2/2

mwaka ni (48)



House

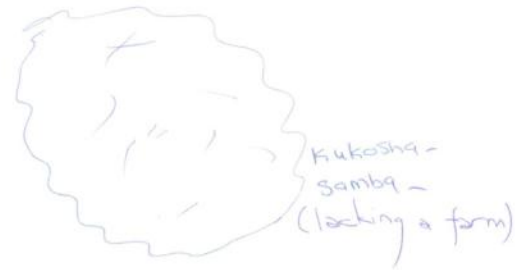
kwambaana ni waza kukwira na house zuli maisha
(I would like to have a good house
in my life)



mazigha masafi
(I would like a clean
environment)

LENANA 16.10.08
GROUP OF WOMEN

Year (52)



LENANA 16.10.08
GROUP OF WOMEN 1/2

2/2 Lenana, 16.10.08, Group of women

SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES – KAN YOUTH

KANGEMI 24.10.08
GROUP OF YOUTH

TEENAGER (16)
GOOD LIFE



(1)

TEENAGER (16)
BAD LIFE



(2)



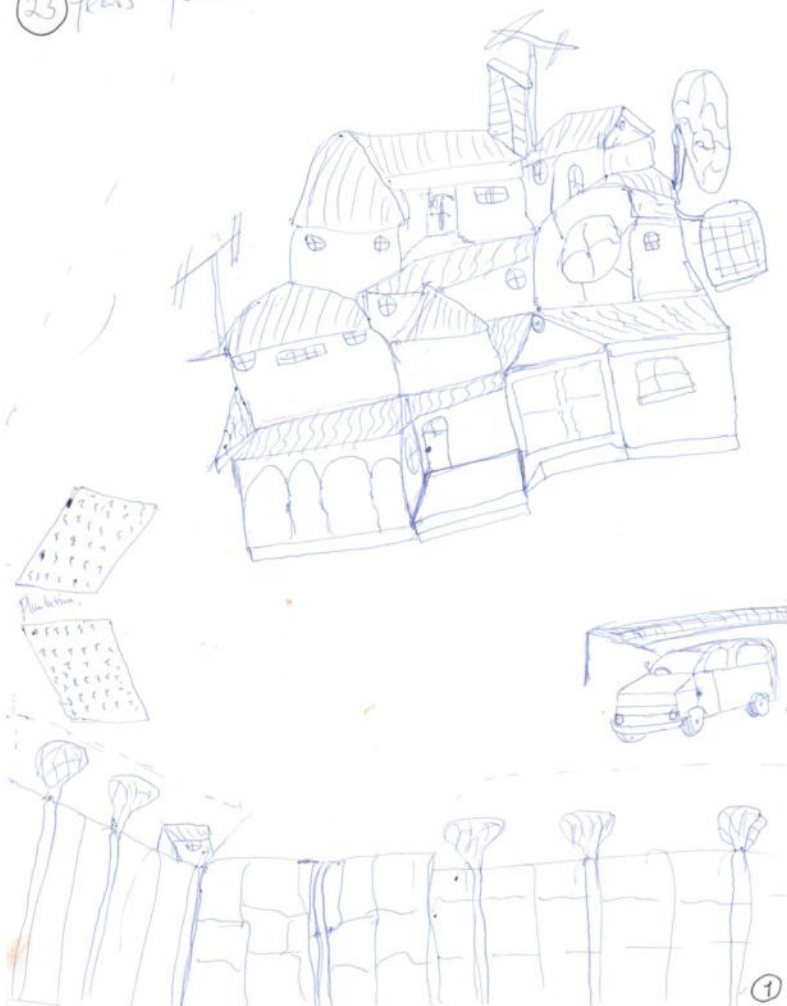
KANGEMI 24.10.08
GROUP OF YOUTH

(7)



(2)

Good Life
 23 years youth



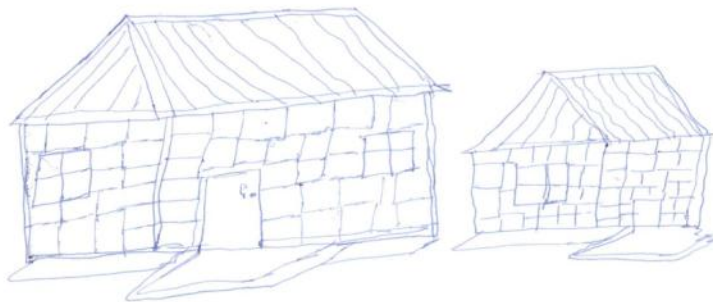
23 years youth
 poorest life



KANGEMI 24.10.08 GROUP OF YOUTH ②

25 youth
25 youth

BAD LIFE



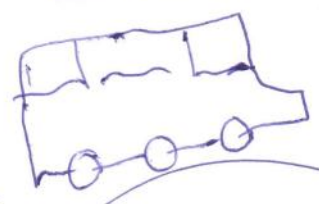
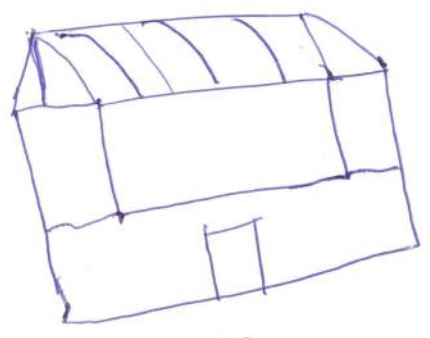
KANGEMI 24.10.08
GROUP OF YOUTH

(1)

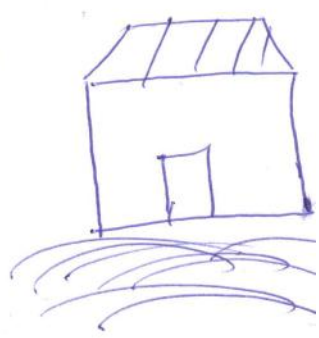
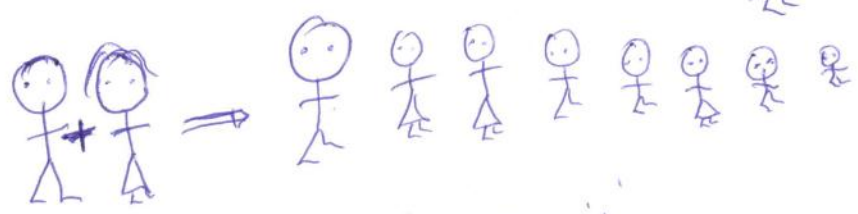
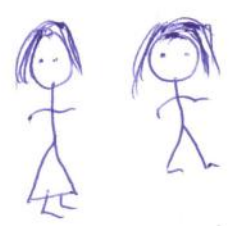
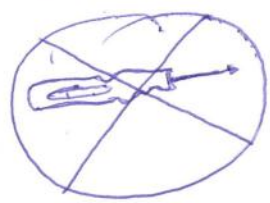
25 YOUTH
GOOD LIFE



(2)



GOOD LIFE



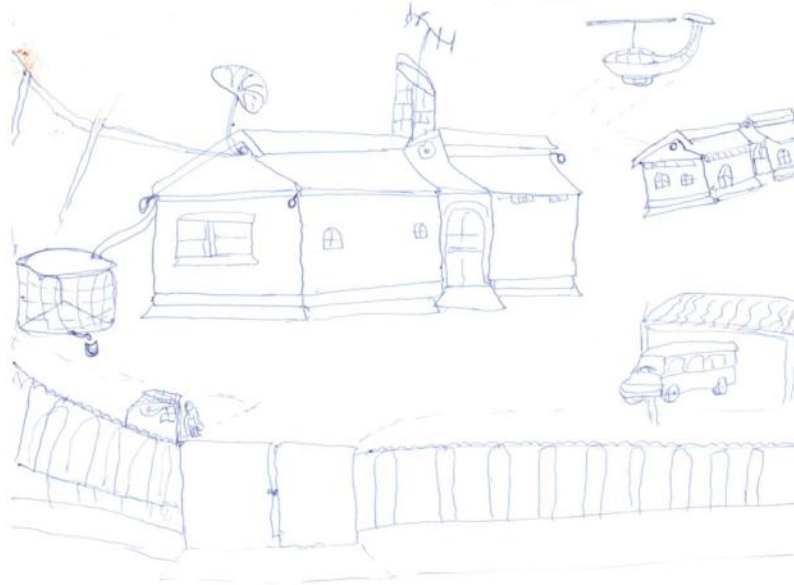
BAD LIFE

KANGEMI 24.10.08
GROUP OF YOUTH

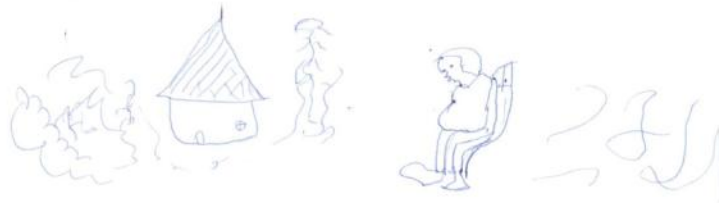
24/10/08

25 years
YOUTH-BOY

THE DERISORIE LIFE THAT I WISH TO LIVE IN:



WORST LIFE



KANGEMI 24.10.08
GROUP OF YOUTH 1/2

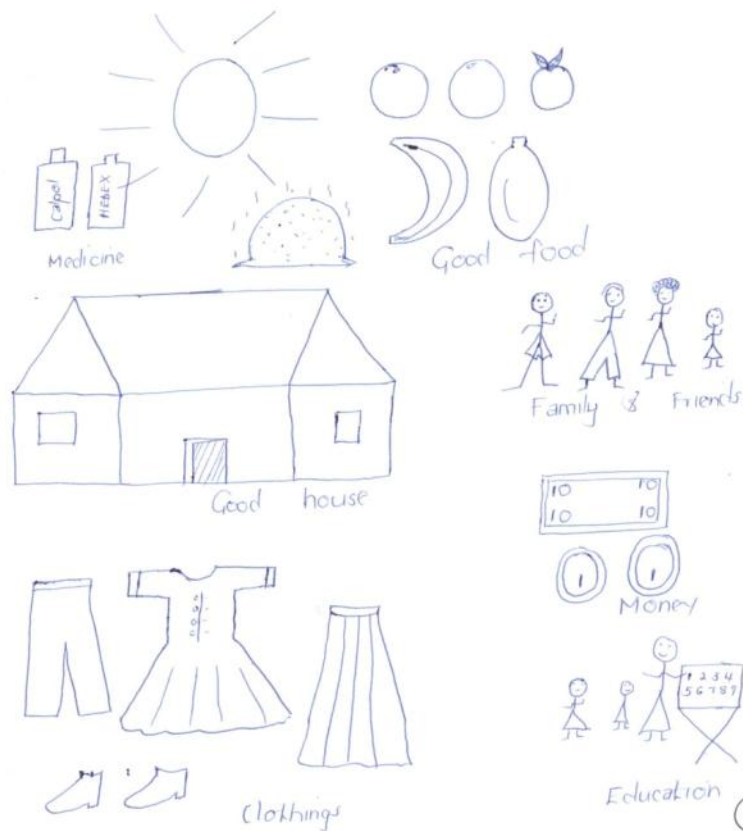
(Pg 1) 2/2

(Pg 2)

KANGEMI 24.10.08 GROUP OF YOUTH

(25) Years old
Youth

Good LIFE



(25) yrs old
Youth

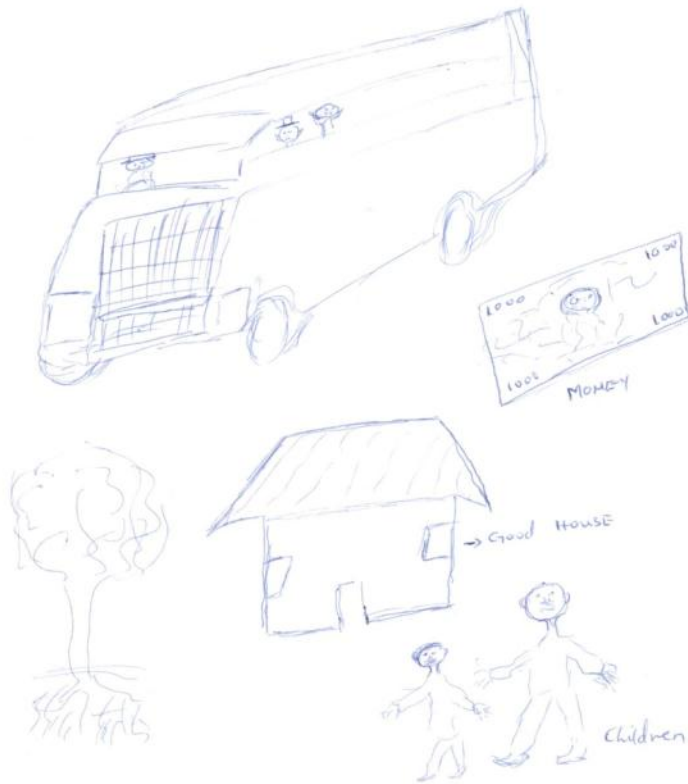
BAD LIFE



SKETCHES: INDIVIDUAL ILL/WEILL-BEING SKETCHES – KAN MEN

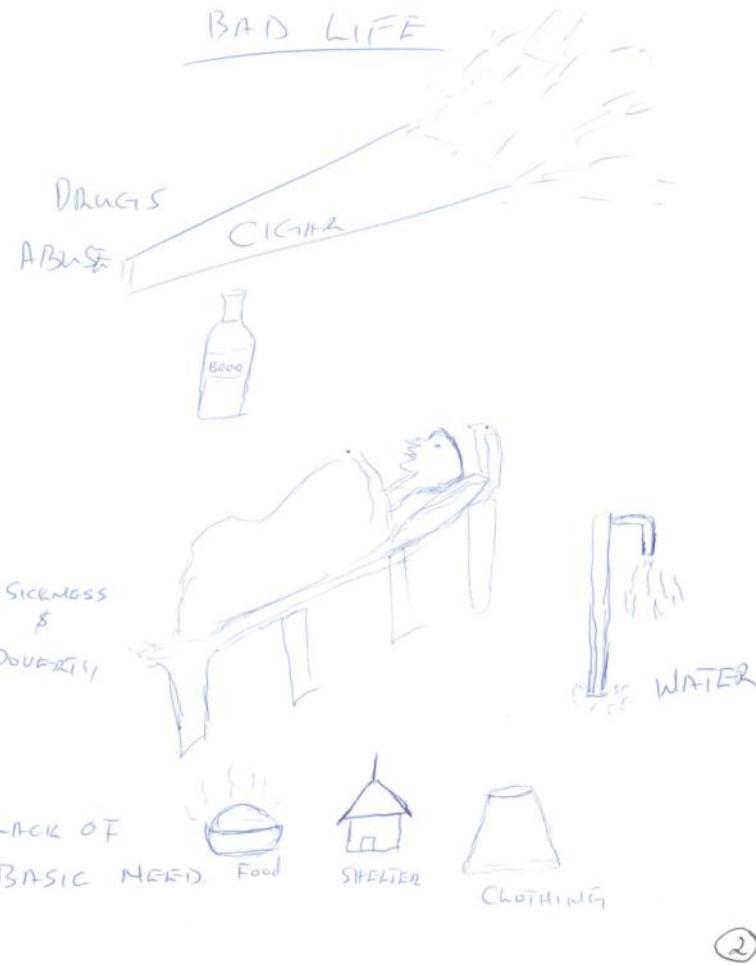
KANGEMI 24.10.08
GROUP OF MEN
(26) YRS MEN

24/10/2008



26 YRS

24/10/2008



Good Life

- Good house
- Land
- Clothing
- Education
- Medical care
- Good environment

BAD LIFE

- Drug abuse
- Poor education
- Poverty
- Poor houses
- Poor transportation
- Lack of medical care
- Lack of water
- Lack of electricity

③

-337RS MEN
Good life

24/10/2008



BAD LIFE



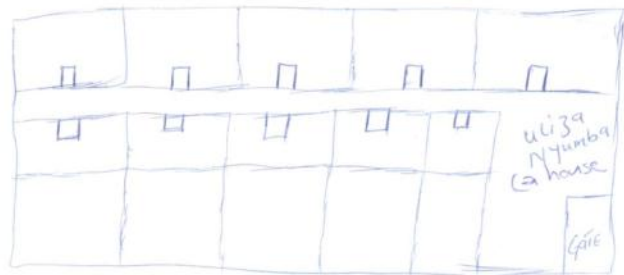
KANGEMI 24.10.08 GROUP OF MEN
1/2

2/2

33 yrs men

24/10/08

Good Life



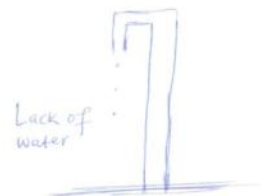
KANGEMI 24.10.08
GROUP OF MEN

①

33 yrs men

24/10/08

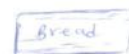
Bad Life



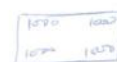
Lack of hospital



Lack of Land



Lack of food



Lack of money

②

24/10/2008

MAISHA MAZURI
GOOD LIFE

42 YEARS - MAN



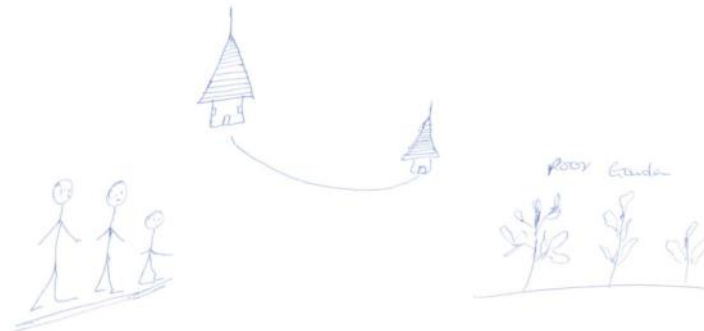
GOOD
FARMING
AREA

KANGEMI 24.10.08 GROUP OF MEN

(1)

BAD LIFE

42 YEARS - MAN

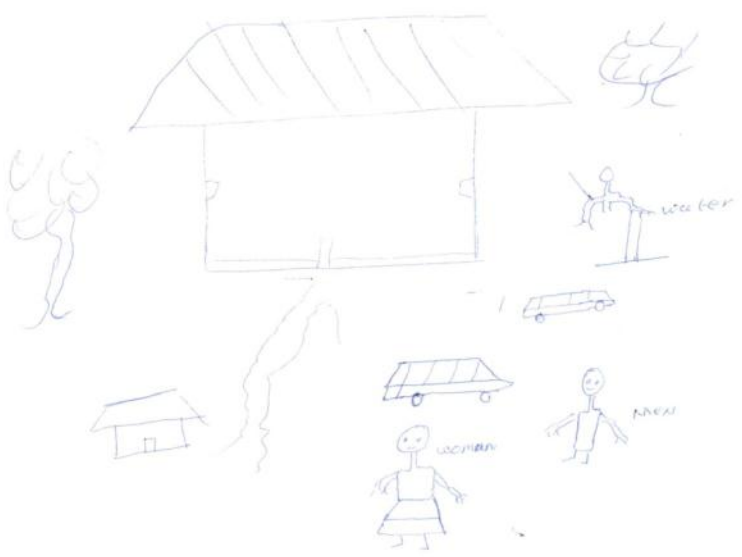


Poor
Farming

(2)

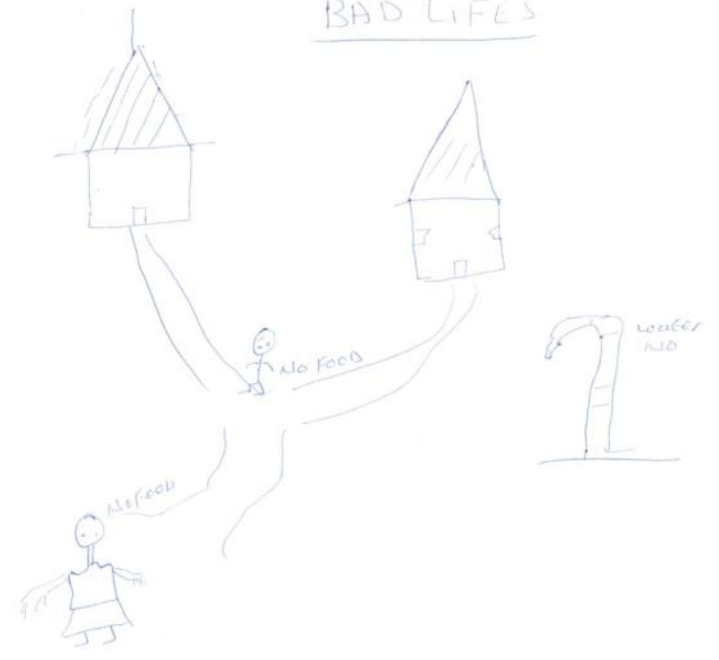
24/10/08

~~PAUL + ISU~~ (43) yrs MEN
LIVES



29/10/08

BAD LIVES



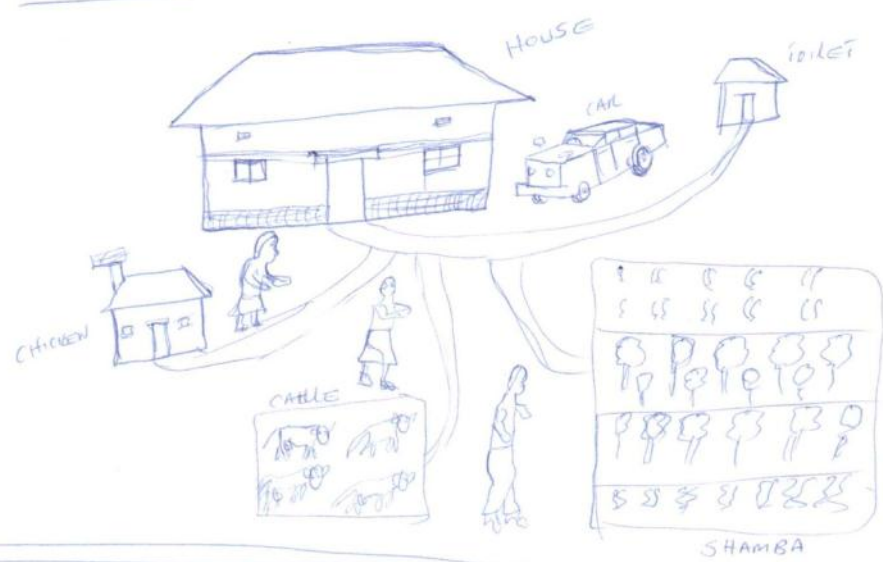
KANGEMI 24.10.08 GROUP OF MEN
1/2

2/2

24/10/08

(44) YEAR → MEN

GOOD LIFE



BAD LIFE



RANGEMI / 24.10.08 / GROUP OF MEN

50 YEARS

MEN
GOOD LIFE

24/10/08

50 YEARS

BAD LIFE

24/10/08

MEN

GARDEN



(2)

HOUSE



(3)

CAR



(1)



(2)



(3)

KANGEMI 24.10.08 GROUP OF MEN
1/2

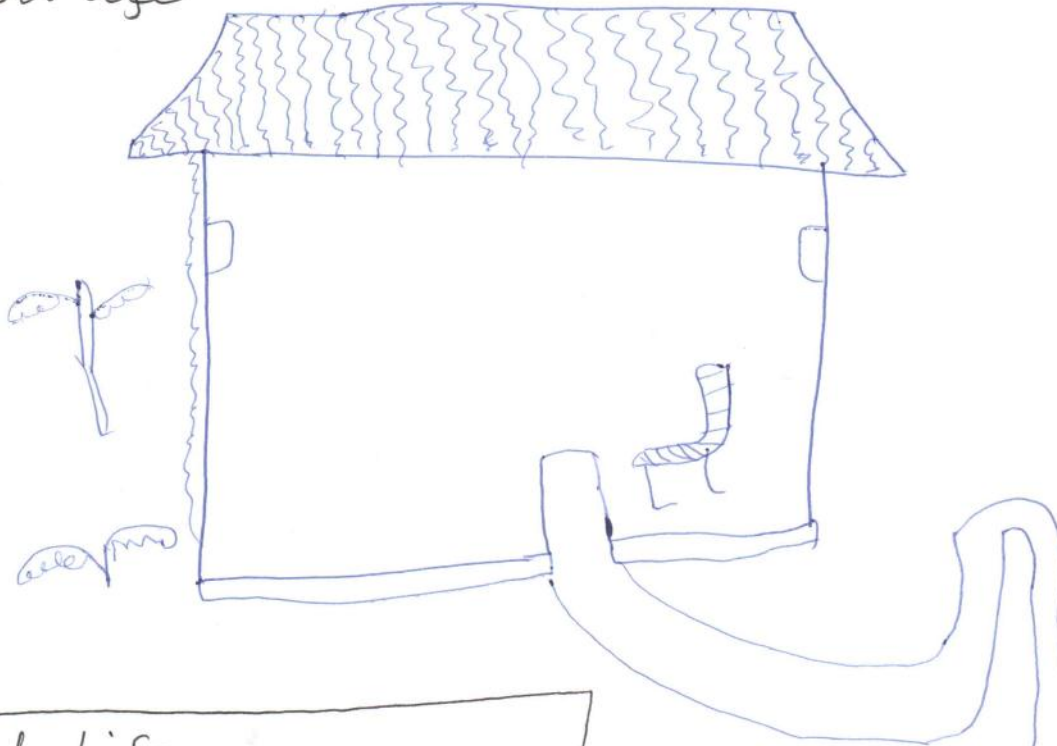
2/2

SKETCHES: INDIVIDUAL ILL/WELL-BEING SKETCHES – KAN WOMEN

KANGEMI 24.10.08
GROUP OF WOMEN

27

good life

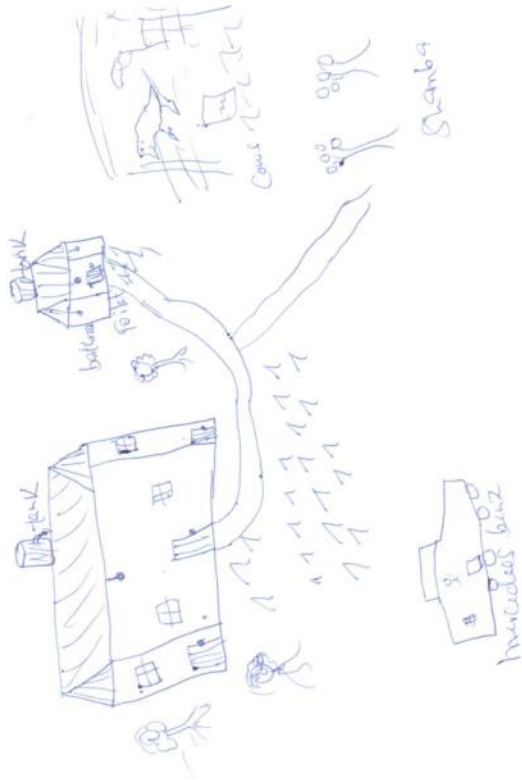


Bad life



1/2

28/10



GOOD LIFE

KANGEMI 24.10.08
GROUP OF WOMEN



BAD LIFE

2/2

KANGEMI 24.10.08
GROUP OF WOMEN

29



TUSKAR

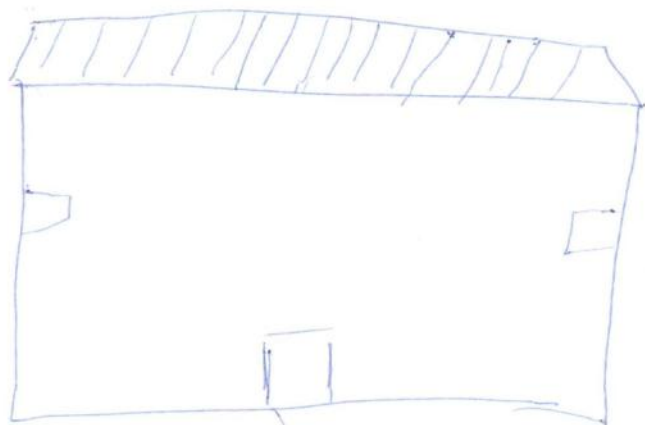
1/2

2/2

KANGEMI 24.10.08
GROUP OF WOMEN

(30)

GOOD LIFE

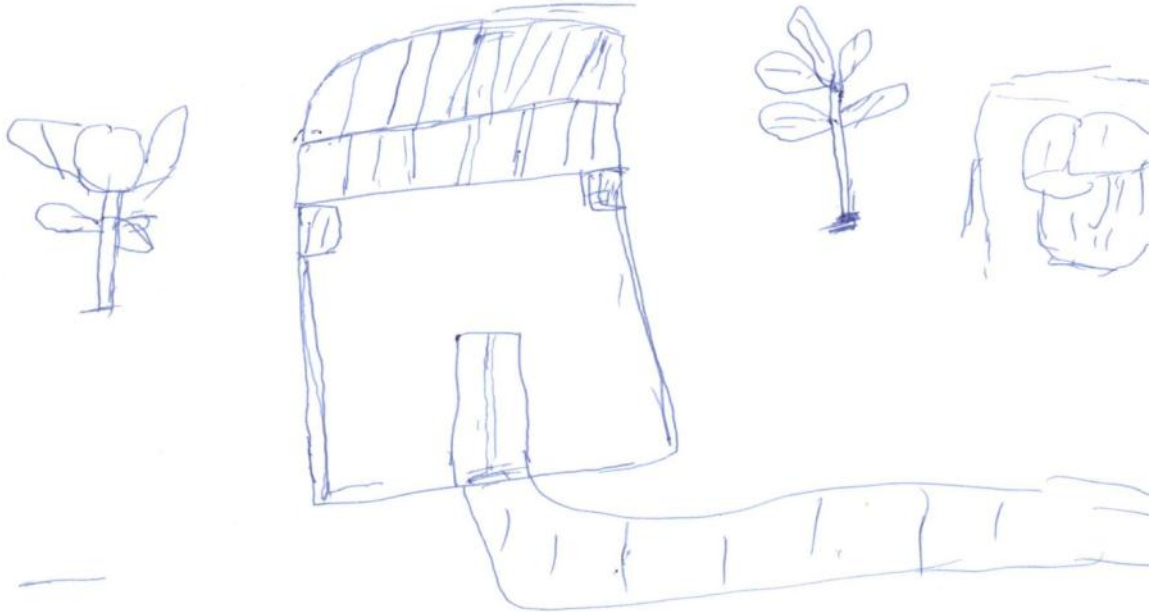


BAD LIFE



KANGEMI 24.10.08
GROUP OF WOMEN

32

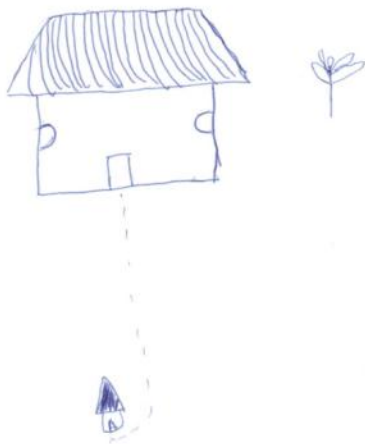


GOOD LIFE



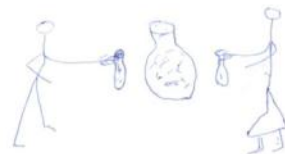
BAD LIFE

KANGEMI 24.10.08
GROUP OF WOMEN



GOOD LIFE

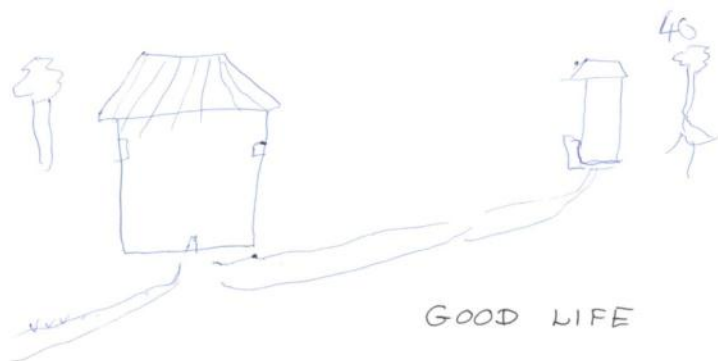
(38)



BAD LIFE

1/2

2/2



KANGEMI 24.10.08
GROUP OF WOMEN

1/2



BAD LIFE

2/2



GOOD LIFE



BAD LIFE

KANGEMI 24.10.08
GROUP OF WOMEN

APPENDIX 7.16. INDIVIDUAL SKETCHES SCORE ALLOTMENT

| TABLE 41: SCORE ALLOTMENT - INDIVIDUAL SKETCHES – DC YOUTH | | | | | | | | | | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|--------------|
| Problem/Number | 1. | 2. | 3. | 4. | 5. | 6. | 7. | 8. | 9. | 10. | 11. | 12. | 13. | Score |
| A bad life is to: | | | | | | | | | | | | | | |
| Lack shelter/housing | X | X | X | X | X | X | X | X | X | | | X | X | 11 |
| Lack food & water | X | X | X | X | | X | | X | | X | | | | 7 |
| Lack education/knowledge | X | X | X | | | X | | | | X | | | | 5 |
| Lack sanitation/good environment | X | X | | | X | | | | | X | | | | 4 |
| Lack proper clothing | | X | X | X | | | | | | | | | | 3 |
| Lack medical care/good health | | X | | | X | | | | | | | | | 2 |
| Lack job/business | | | | | X | X | | | | | | | | 2 |
| Be hardworking/underpaid/serve the rich | | | | X | | | | | X | | | | | 2 |
| Live in slum-settlement | | | | | | X | | | | X | | | | 2 |
| Lack electricity/fuel | | | | | | X | | | | | | | | 1 |
| Be emotional | | | | | | X | | | | | | | | 1 |
| Lack money/have debt | | | | | | X | | | | | | | | 1 |
| Have large family/demands from relatives | | | | | | | | X | | | | | | 1 |
| Face high mortality | | | | | | | | X | | | | | | 1 |
| Lack farm (crops & livestock) | | | | | | | | | | | | X | | 1 |
| Lack hope/love/peace | | | | X | | | | | | | | | | 1 |
| A good life is to: | | | | | | | | | | | | | | |
| Have shelter/housing | X | X | X | X | X | X | X | X | X | X | X | X | X | 13 |
| Have transportation | X | X | X | X | | X | X | X | X | | X | | X | 10 |
| Have education/knowledge | | X | X | | X | | X | | | X | | | | 5 |
| Have clothing | | | X | X | | X | | X | | | | | X | 5 |
| Have food & water | X | X | | | | X | | | | | | | X | 4 |
| Live in nice settlement/area | | | | | | | | | | X | X | | X | 3 |
| Have job/business | X | X | | | | | | | | | | | | 2 |
| Have support network/breadwinner | | X | | | X | | | | | | | | | 2 |
| Have money/savings | | X | | | | | | | | X | | | | 2 |
| Have access to infrastructure (physical & communication) | | | | | | | X | X | | | | | | 2 |
| Have electricity/fuel | | X | | | | | | | | | | | | 1 |
| Have farm (crops & livestock) | | | | | | | | | | | | X | | 1 |
| Have employees | | | | | | X | | | | | | | | 1 |
| Have fun/entertainment | | | | | | X | | | | | | | | 1 |
| Have peace/love/understanding | | | X | | | | | | | | | | | 1 |
| Have easy life | | | | | | | | | X | | | | | 1 |
| Have civil rights | | | | | | | | | | | X | | | 1 |
| Have sanitation/good environment | | | | | X | | | | | | | | | 1 |

Source: Based on personal sketches

| TABLE 42: SCORE ALLOTMENT - INDIVIDUAL SKETCHES – DC MEN | | | | | | | | | | | | |
|--|---|----|----|----|----|----|----|----|----|----|-------|--|
| Problem/Age | ? | 29 | 31 | 34 | 35 | 35 | 39 | 45 | 52 | 57 | Score | |
| A bad life is to: | | | | | | | | | | | | |
| Lack shelter/housing | | X | | | X | X | | X | X | X | 6 | |
| Lack food & water | | | X | X | X | | | X | X | X | 6 | |
| Lack education/knowledge | | | | | X | | | X | X | | 3 | |
| Lack money/have debt | | | | | | | | X | X | | 2 | |
| Lack farm (crops & livestock) | | | | | | | | X | X | | 2 | |
| Lack job/business | | | | | X | | | X | | | 2 | |
| Lack proper clothing | | | | | | X | | | | | 1 | |

| | | | | | | | | | | | |
|--|---|---|---|---|---|---|---|---|---|---|---|
| Lack medical care/good health | | | | | | | | X | | | 1 |
| Lack security | | | | | | | | | | X | 1 |
| Beg/depend on favours | | | | X | | | | | | | 1 |
| Lack hope/love/peace | | | | | X | | | | | | 1 |
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | | | | | | | X | | | | 1 |
| A good life is to: | | | | | | | | | | | |
| Have shelter/housing | X | X | | | X | X | | X | X | X | 7 |
| Have farm (crops & livestock) | X | X | | X | | X | | X | X | | 6 |
| Have food & water | X | | X | | | | | X | X | X | 5 |
| Have education/knowledge | | | | | X | | X | X | X | | 4 |
| Have job/business | X | X | | | X | | | X | | | 4 |
| Have transportation | X | | | | X | | | | X | | 3 |
| Have clothing | | | | | X | X | | | | | 2 |
| Be christian | | X | | | X | | | | | | 2 |
| Have (small) family | | X | | | | X | | | | | 2 |
| Have sanitation/good environment | | | | | | | | | | X | 1 |
| Have access to infrastructure (physical & communication) | | X | | | | | | | | | 1 |
| Have medical care/good health | | X | | | | | | | | | 1 |

Source: Based on personal sketches

| TABLE 43: SCORE ALLOTMENT - INDIVIDUAL SKETCHES – DC WOMEN | | | | | | | | |
|--|----|----|----|----|----|----|----|-------|
| Problem/Age | 35 | 36 | 38 | 39 | 39 | 42 | 50 | Score |
| A bad life is to: | | | | | | | | |
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | X | X | X | X | X | X | X | 7 |
| Lack food & water | X | | X | | X | X | | 4 |
| Lack job/business | X | X | | | | X | | 3 |
| Lack education/knowledge | X | X | X | | | | | 3 |
| Lack shelter/housing | | | X | | | X | | 2 |
| Lack money/have debt | X | X | | | | | | 2 |
| Lack proper clothing | | | X | | | X | | 2 |
| Lack medical care/good health | | X | | | | X | | 2 |
| Engage in crime | | | | | | X | X | 2 |
| Prevalence of sexual abuse | | | | X | | | | 1 |
| Have large family/demands from relatives | | X | | | | | | 1 |
| A good life is to: | | | | | | | | |
| Have shelter/housing | | X | X | X | X | X | X | 6 |
| Have food & water | | X | X | X | X | X | X | 6 |
| Have money/savings | X | | | X | X | | X | 4 |
| Have transportation | | X | X | | X | | | 3 |
| Have education/knowledge | | X | X | | | | | 2 |
| Have clothing | | | X | | | X | | 2 |
| Have farm (crops & livestock) | | | | | | | X | 1 |
| Have sanitation/good environment | | | X | | | | | 1 |
| Owns plot(s)/land | | | | | | X | | 1 |
| Have (small) family | | | | | | | X | 1 |
| Have medical care/good health | | X | | | | | | 1 |

Source: Based on personal sketches

| TABLE 44: SCORE ALLOTMENT - INDIVIDUAL DRAWINGS – KIB YOUTH | | | | | | | | |
|---|---|----|----|----|----|----|-------|--|
| Problem/Age | ? | 16 | 17 | 17 | 19 | 25 | Score | |
| A bad life is to: | | | | | | | | |

| | | | | | | | |
|--|---|---|---|---|---|---|---|
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | X | X | | | X | | 3 |
| Lack medical care/good health | | X | | | X | X | 3 |
| Lack christianity | | | X | | X | X | 3 |
| Be sole provider | | | X | | | | 1 |
| Lack shelter/housing | | | | | | X | 1 |
| Lack hope/love/peace | X | | | | | | 1 |
| Lack job/business | | | | | | X | 1 |
| A good life is to: | | | | | | | |
| Be christian | | X | X | X | X | X | 5 |
| Have shelter/housing | X | | X | X | | X | 4 |
| Have transportation | | X | X | X | | X | 4 |
| Have peace/love/understanding | X | X | X | | | | 3 |
| Have food & water | | | X | X | | | 2 |
| Have acces to infrastructure (physical & communication) | | | | X | | X | 2 |
| Have education/knowledge | | | | | X | | 1 |
| Have clothing | | | | X | | | 1 |
| Live in nice settlement/area | X | | | | | | 1 |
| Have job/business | | | | | | X | 1 |
| Have medical care/good health | | | | | | X | 1 |
| Live long lifes | | X | | | | | 1 |
| Have (small) family | X | | | | | | 1 |

Source: Based on individual sketches

| TABLE 45: SCORE ALLOTMENT - INDIVIDUAL DRAWINGS – KIB MEN | | | | | | | |
|---|---|----|----|----|----|----|-------|
| Problem/Age | ? | 36 | 45 | 47 | 49 | 56 | Score |
| A bad life is to: | | | | | | | |
| Lack food & water | X | | | | X | X | 3 |
| Lack job/business | | X | X | X | | | 3 |
| Lack education/knowledge | X | | | X | | | 2 |
| Lack shelter/housing | X | X | | | | | 2 |
| Lack sanitation/good environment | | | | X | | | 1 |
| Lack social security | | | | | | X | 1 |
| Lack christianity | X | | | | | | 1 |
| Lack access to infrastructure (physical & communication) | X | | | | | | 1 |
| Lack hope/love/peace | | | | | | X | 1 |
| Engage in immorality (protitution & alcohol/drugs/cigarettes) | | | | | | X | 1 |
| A good life is to: | | | | | | | |
| Have shelter/housing | X | X | | | X | | 3 |
| Have transportation | X | X | | | | | 2 |
| Have education/knowledge | X | | | X | | | 2 |
| Have food & water | X | | | | | X | 2 |
| Be christian | X | | X | | | | 2 |
| Have (small) family | | X | X | | | | 2 |
| Live in nice settlement/area | | X | | | X | | 2 |
| Have job/business | | | | X | | | 1 |
| Have support network/bread winner | | X | | | | | 1 |
| Have sanitation/good environment | | X | | | | | 1 |
| Have farm (crops & livestock) | X | | | | | | 1 |
| Have access to infrastructure (physical & communication) | X | | | | | | 1 |
| Own plot(s)/land | | | | | | X | 1 |
| Have peace/love/understanding | | | | | | X | 1 |
| Have medical care/good health | | | | X | | | 1 |

Source: Based on personal sketches

| TABLE 46: SCORE ALLOTMENT - INDIVIDUAL DRAWINGS – KIB WOMEN | | | | | | | | | | | |
|---|---|----|----|----|----|----|----|----|----|-------|--|
| Problem/Age | ? | 27 | 28 | 28 | 30 | 35 | 42 | 44 | 50 | Score | |
| A bad life is to: | | | | | | | | | | | |
| Lack shelter/housing | X | X | X | X | X | X | X | X | | 8 | |
| Lack food & water | | | | X | | | X | | | 2 | |
| Lack education/knowledge | X | | | | | | X | | | 2 | |
| Lack sanitation/good environment | X | | | | | | X | | | 2 | |
| Lack access to infrastructure (physical & communication) | X | | | | | | X | | | 2 | |
| Lack job/business | | | | X | | | | | | 1 | |
| Lack proper clothing | | | X | | | | | | | 1 | |
| Lack electricity/fuel | | | | X | | | | | | 1 | |
| Lack money/have debt | | | | X | | | | | | 1 | |
| Have large family/demands from relatives | | | | | X | | | | | 1 | |
| A good life is to: | | | | | | | | | | | |
| Have shelter/housing | X | X | X | X | X | | X | X | | 7 | |
| Have food & water | X | | | X | X | | X | | X | 5 | |
| Have money/savings | X | | X | X | | | | | X | 4 | |
| Have transportation | | | X | | X | | X | | | 3 | |
| Have farm (crops & livestock) | | | X | | X | | | | | 2 | |
| Have access to infrastructure (physical & communication) | | | | X | | | X | | | 2 | |
| Have sanitation/good environment | | | | | | | X | | | 1 | |
| Have clothing | | | | X | | | | | | 1 | |

Source: Based on personal sketches

| TABLE 47: SCORE ALLOTMENT - INDIVIDUAL DRAWINGS – LEN YOUTH | | | | | | | | | | | | |
|--|----|----|----|----|----|----|----|----|----|----|-------|--|
| Problem/Age | 18 | 18 | 18 | 19 | 21 | 21 | 23 | 23 | 24 | 25 | Score | |
| A bad life is to: | | | | | | | | | | | | |
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | X | X | | | X | X | | X | X | | 6 | |
| Lack medical care/good health | | X | | X | X | X | | | X | | 5 | |
| Lack food & water | | | | X | X | X | | | | X | 4 | |
| Engage in crime | X | | | | | | X | | | | 2 | |
| Lack education/knowledge | | | | X | | | | | | | 1 | |
| Lack proper clothing | | | | | | | | | | X | 1 | |
| Face high mortality | | X | | | | | | | | | 1 | |
| A good life is to: | | | | | | | | | | | | |
| Have shelter/housing | X | X | X | X | X | X | | X | | X | 8 | |
| Have transportation | | X | X | | X | X | | X | | | 5 | |
| Have education/knowledge | X | X | | X | X | | | | X | | 5 | |
| Have job/business | X | | | | | X | X | | X | X | 5 | |
| Live in nice settlement/area | | | | X | X | | | X | | X | 4 | |
| Have (small) family | X | X | | | | | X | | | | 3 | |
| Have support network/breadwinner | | | | | | | | | X | X | 2 | |
| Have money/savings | | | | | | | | | | X | 1 | |
| Have food & water | | | | X | | | | | | | 1 | |
| Have civil rights | | | | X | | | | | | | 1 | |

Source: Based on personal sketches

| TABLE 48: SCORE ALLOTMENT - INDIVIDUAL DRAWINGS – LEN MEN | | | | | | | | | | | |
|---|----|----|----|----|----|----|----|----|----|----|-------|
| Problem/Age | 33 | 34 | 36 | 37 | 39 | 39 | 40 | 48 | 49 | 54 | Score |
| A bad life is to: | | | | | | | | | | | |
| Lack shelter/housing | | | X | X | X | | X | | | | 4 |
| Have large family/demands from relatives | | | X | | | | | X | | | 2 |
| Lack food & water | X | | | | | | | | | | 1 |
| Lack education/knowledge | | X | | | | | | | | | 1 |
| Lack proper clothing | | | | | | | X | | | | 1 |
| Lack job/business | | | | | | X | | | | | 1 |
| Lack money/have debt | | X | | | | | | | | | 1 |
| Be hardworking/underpaid/serve the rich | | | | X | | | | | | | 1 |
| A good life is to: | | | | | | | | | | | |
| Have shelter/housing | | X | X | X | X | X | X | X | X | X | 9 |
| Have farm (crops & livestock) | | | X | X | X | | | | | X | 4 |
| Have money/savings | | X | | | | | X | | X | | 3 |
| Live in nice settlement/area | | | | | X | | | X | | | 2 |
| Own plot(s)/land | | X | | | | | X | | | | 2 |
| Have transportation | | | | | X | | | | | | 1 |
| Have job/business | | X | | | | | | | | | 1 |
| Have food & water | X | | | | | | | | | | 1 |
| Have clothing | | | X | | | | | | | | 1 |
| Be christian | | | | | | X | | | | | 1 |

Source: Based on personal sketches

| TABLE 49: SCORE ALLOTMENT - INDIVIDUAL SKETCHES – LEN WOMEN | | | | | | | | | | | |
|---|----|----|----|----|----|----|----|----|----|----|-------|
| Problem/Age | 30 | 30 | 30 | 40 | 43 | 45 | 47 | 48 | 48 | 52 | Score |
| A bad life is to: | | | | | | | | | | | |
| Lack shelter/housing | X | | | | | X | | X | X | | 4 |
| Lack sanitation/good environment | | | | X | | | | | X | | 2 |
| Lack farm (crops & livestock) | | | | | | X | | | | X | 2 |
| Lack proper clothing | X | | | | | | | | | | 1 |
| Lack money/have debt | X | | | | | | | | | | 1 |
| Lack medical care/good health | | | X | | | | | | | | 1 |
| Live in slum-settlement | | | | X | | | | | | | 1 |
| Be sole provider | | X | | | | | | | | | 1 |
| A good life is to: | | | | | | | | | | | |
| Have shelter/housing | X | X | | X | | | X | X | X | X | 7 |
| Live in nice settlement/area | | X | | X | | | | X | X | | 4 |
| Have sanitation/good environment | | | | X | X | | | | X | | 3 |
| Have farm (crops & livestock) | | | | X | | | X | | | | 2 |
| Have education/knowledge | | | X | | X | | | | | | 2 |
| Have clothing | | | X | | | | | | | | 1 |
| Be christian | | | | | | | | X | | | 1 |
| Have (small) family | | | | | | | | | X | | 1 |
| Have support network/breadwinner | | X | | | | | | | | | 1 |
| Have food & water | | | | X | | | | | | | 1 |

Source: Based on personal sketches

| TABLE 50: SCORE ALLOTMENT- INDIVIDUAL DRAWINGS – KAN YOUTH | | | | | | | | |
|--|----|----|----|----|----|----|----|-------|
| Problem/Age | 16 | 22 | 23 | 25 | 25 | 25 | 25 | Score |
| A bad life is to: | | | | | | | | |
| Lack shelter/housing | X | X | X | X | X | X | X | 7 |
| Have large family/demands from relatives | | X | X | | X | | X | 4 |
| Lack proper clothing | | X | | | | | X | 2 |
| Lack education/knowledge | | X | | | | | X | 2 |
| Lack medical care/good health | | | | | | | X | 1 |
| Lack food & water | | | | | | | X | 1 |
| Lack job/business | | | | | | X | | 1 |
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | | | | | X | | | 1 |
| Face high mortality | | | X | | | | | 1 |
| A good life is to: | | | | | | | | |
| Have shelter/housing | X | X | X | X | X | | X | 6 |
| Live in nice settlement/area | X | X | | X | | X | | 4 |
| Have transportation | | X | X | | X | X | | 4 |
| Have food & water | X | | | | | X | X | 3 |
| Have clothing | | X | | | | | X | 2 |
| Have security | | | X | | | X | | 2 |
| Have access to infrastructure (physical & communication) | | | X | | | X | | 2 |
| Have farm (crops & livestock) | | | X | | | | | 1 |
| Have education/knowledge | | | | | | | X | 1 |
| Have (small) family | | | | | | | X | 1 |
| Have money/savings | | | | | | | X | 1 |
| Have medical care/good health | | | | | | | X | 1 |
| Have electricity/fuel | | | | | | X | | 1 |

Source: Based on personal sketches

| TABLE 51: SCORE ALLOTMENT - INDIVIDUAL DRAWINGS – KAN MEN | | | | | | | | |
|--|----|----|----|----|----|----|----|-------|
| Problem/Age | 26 | 33 | 33 | 42 | 43 | 44 | 50 | Score |
| A bad life is to: | | | | | | | | |
| Lack shelter/housing | X | X | | X | X | X | X | 6 |
| Lack medical care/good health | X | | X | | | | X | 3 |
| Lack food & water | X | | X | | X | | | 3 |
| Lack farm (crops & livestock) | | X | | X | | | | 2 |
| Lack proper clothing | X | | | | | | | 1 |
| Lack education/knowledge | X | | | | | | | 1 |
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | X | | | | | | | 1 |
| Lack money/have debt | | | X | | | | | 1 |
| Lack plot(s)/land | | | X | | | | | 1 |
| Lack transportation | X | | | | | | | 1 |
| Lack electricity/fuel | X | | | | | | | 1 |
| A good life is to: | | | | | | | | |
| Have shelter/housing | X | X | X | X | X | X | X | 7 |
| Have transportation | X | X | | X | X | X | X | 6 |
| Live in nice settlement/area | X | | | X | X | | | 3 |
| Have farm (crops & livestock) | | | | X | | X | X | 3 |
| Have money/savings | X | X | X | | | | | 3 |
| Have (small) family | X | X | | | | | | 2 |
| Have sanitation/good environment | X | | | | | X | | 2 |
| Have clothing | X | | | | | | | 1 |
| Have food & water | | | | | X | | | 1 |
| Have security | | | X | | | | | 1 |

| | | | | | | | | | |
|-------------------------------|---|--|--|--|--|--|--|--|---|
| Have education/knowledge | X | | | | | | | | 1 |
| Have medical care/good health | X | | | | | | | | 1 |
| Own plot(s)/land | X | | | | | | | | 1 |

Source: Based on personal sketches

| TABLE 52: SCORE ALLOTMENT - INDIVIDUALS SKETCHES – KAN WOMEN | | | | | | | | | |
|--|----|----|----|----|----|----|----|----|-------|
| Problem/Age | 27 | 28 | 29 | 30 | 32 | 38 | 40 | 55 | Score |
| A bad life is to: | | | | | | | | | |
| Engage in immorality (prostitution & alcohol/drugs/cigarettes) | | X | X | X | | | | | 3 |
| Face high mortality | | | | | X | | | X | 2 |
| Lack proper clothing | X | | | | | | | | 1 |
| Lack education/knowledge | | X | | | | | | | 1 |
| Beg/depend on favours | | | | | | X | | | 1 |
| A good life is to: | | | | | | | | | |
| Have shelter/housing | X | X | X | X | X | X | X | X | 8 |
| Live in nice settlement/area | X | X | X | | X | | X | | 5 |
| Have transportation | X | X | | | | | | | 2 |
| Have farm (crops & livestock) | | X | | | | | | X | 2 |
| Have clothing | X | | | | | | | | 1 |
| Have food & water | | X | | | | | | | 1 |
| Have sanitation/good environment | | X | | | | | | | 1 |

Source: Based on personal sketches

APPENDIX 7.17. INDIVIDUAL SKETCHES

TABLE 53: INDIVIDUAL SKETCHES TOP 5 SITES

| DC | | KIB | | LEN | | KAN | |
|--|---|--|--|--|---|--|---|
| Bad life | Good life | Bad life | Good life | Bad life | Good life | Bad life | Good life |
| 1: Lack shelter/housing (19 points) | 1: Have shelter/housing (26 points) | 1: Lack shelter/housing (11 points) | 1: Have shelter/housing (14 points) | 1: Lack shelter/housing (8 points) | 1: Have shelter/housing (24 points) | 1: Lack shelter/housing (13 points) | 1: Have shelter/housing (21 points) |
| 2: Lack food & water (17 points) | 2: Have transportation (16 points) | 2/3: Lack food & water (5 points) | 2/3: Have food & water (9 points) | 2/3: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (6 points) | 2: Live in nice settlement/area (10 points) | 2: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (5 points) | 2/3: Have transportation (12 points) |
| 3: Lack education/knowledge (11 points) | 3: Have food & water (15 points) | 2/3: Lack job/business (5 points) | 2/3: Have transportation (9 points) | 2/3: Lack medical care/good health (6 points) | 3: Have education/knowledge (7 points) | 3/4/5/6/7: Have large family/demands from relatives (4 points) | 2/3: Live in nice settlement/area (12 points) |
| 4: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (8 points) | 4: Have education/knowledge (11 points) | 4/5/6: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (4 points) | 4: Be christian (7 points) | 4: Lack food & water (5 points) | 4/5/6: Have farm (crops & livestock) (6 points) | 3/4/5/6/7: Lack education/knowledge (4 points) | 4: Have farm (crops & livestock) (6 points) |
| 5: Lack job/business (7points) | 5: Have clothing (9 points) | 4/5/6: Lack christianity (4 points) | 5: Have access to infrastructure (physical & communication) (5 points) | 5: Lack proper clothing (3 points) | 4/5/6: Have job/business (6 points) | 3/4/5/6/7: Lack food & water (4 points) | 5: Have food & water (5 points) |
| | | 4/5/6: Lack education/knowledge (4 points) | | | 4/5/6: Have transportation (6 points) | 3/4/5/6/7: Lack medical care/good health (4 points) | |
| | | | | | | 3/4/5/6/7: Lack proper clothing (4 points) | |

Source: Based on scores from appendix 7.16.

TABLE 54: INDIVIDUAL SKETCHES TOP 5 GROUPS

| TABLE 54: INDIVIDUAL SKETCHES TOP 5 GROUPS | | | | | |
|---|--|--|---|---|---|
| Youth | | Men | | Women | |
| Bad life | Good life | Bad life | Good life | Bad life | Good life |
| 1: Lack shelter/housing (19 points) | 1: Have shelter/housing (31 points) | 1: Lack shelter/housing (18 points) | 1: Have shelter/housing (26 points) | 1: Lack shelter/housing (14 points) | 1: Have shelter/housing (28 points) |
| 2: Lack food & water (12 points) | 2: Have transportation (23 points) | 2: Lack food & water (13 points) | 2: Have farm (crops & livestock) (14 points) | 2: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (10 points) | 2: Have food & water (13 points) |
| 3: Lack medical care/good care (11 points) | 3/4: Live in nice settlement/area (12 points) | 3: Lack education/knowledge (7 points) | 3: Have transportation (12 points) | 3/4: Lack education/knowledge (6 points) | 3: Live in nice settlement/area (9 points) |
| 4: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (10 points) | 3/4: Have education/knowledge (12 points) | 4: Lack job/business (6 points) | 4: Have food & water (9 points) | 4: Lack food & water (6 points) | 4/5: Have money/savings (8 points) |
| 5: Lack education/knowledge (8 points) | 5: Have food & water (10 points) | 5/6/7: Lack farm (crops & livestock) (4 points) | 5/6: Have education/knowledge (7 points) | 5: Lack proper clothing (5 points) | 4/5: Have transportation (8 points) |
| | | 5/6/7: Lack medical care/good health (4 points) | 5/6: Live in nice settlement/area (7 points) | | |
| | | 5/6/7: Lack money/have debt (4 points) | | | |

Source: Based on scores from appendix 7.16.

TABLE 55: INDIVIDUAL SKETCHES TOP 5 – ALL COMBINED

| All Groups Combined | |
|--|--|
| Bad life | Good life |
| 1: Lack shelter/housing (51 points) | 1: Have shelter/housing (85 points) |
| 2: Lack food & water (31 points) | 2: Have transportation (43 points) |
| 3: Engage in immorality (prostitution & alcohol/drugs/cigarettes) (23 points) | 3: Have food & water (32 points) |

| | |
|---|---|
| 4: Lack education/knowledge (21 points) | 4: Live in nice settlement/area (28 points) |
| 5: Lack medical care/good health (18 points) | 5/6: Have education/knowledge (23 points) |
| | 5/6: Have farm (crops & livestock) (23 points) |

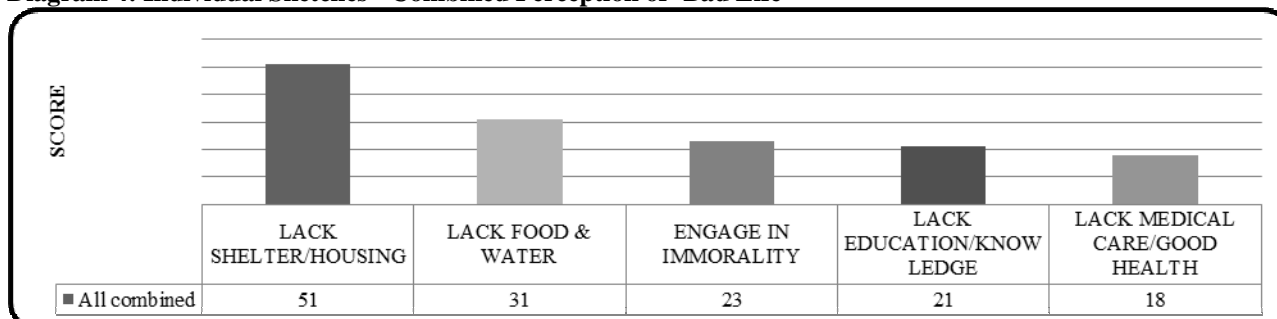
Source: Based on scores from appendix 7.16.

APPENDIX 7.18. INDIVIDUALS SKETCHES DIAGRAMS

BAD LIFE

The five categories outlined below in the combined top-5 represent how poor nairobians on average describe a bad life'.

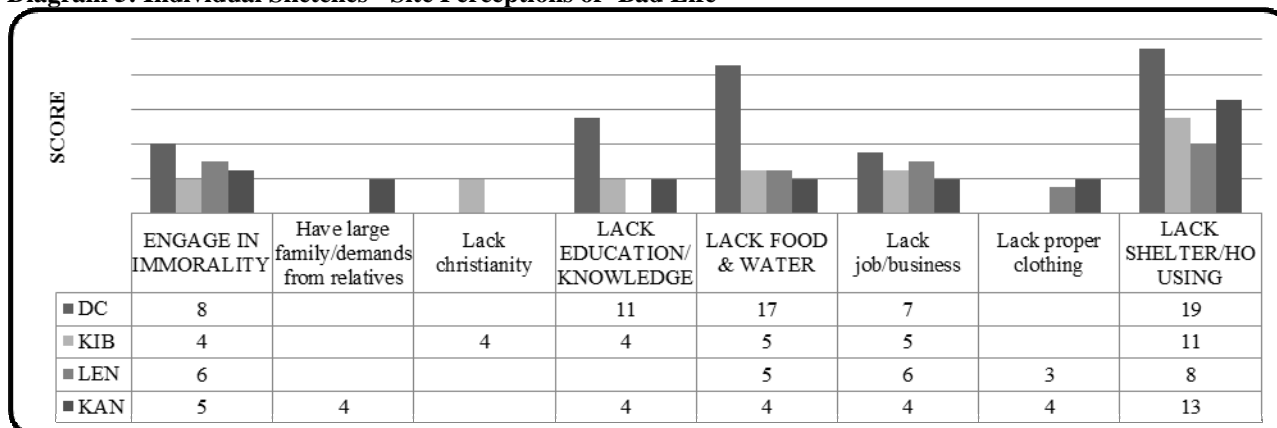
Diagram 4: Individual Sketches - Combined Perception of 'Bad Life'



Source: building on appendix 7.17.

From the top-5 lists of DC, KIB, LEN and KEN eight categories are identified, four of which figure on the combined top-5 list, thereby leaving the four site-specific categories written with small letters in diagram 5 below.

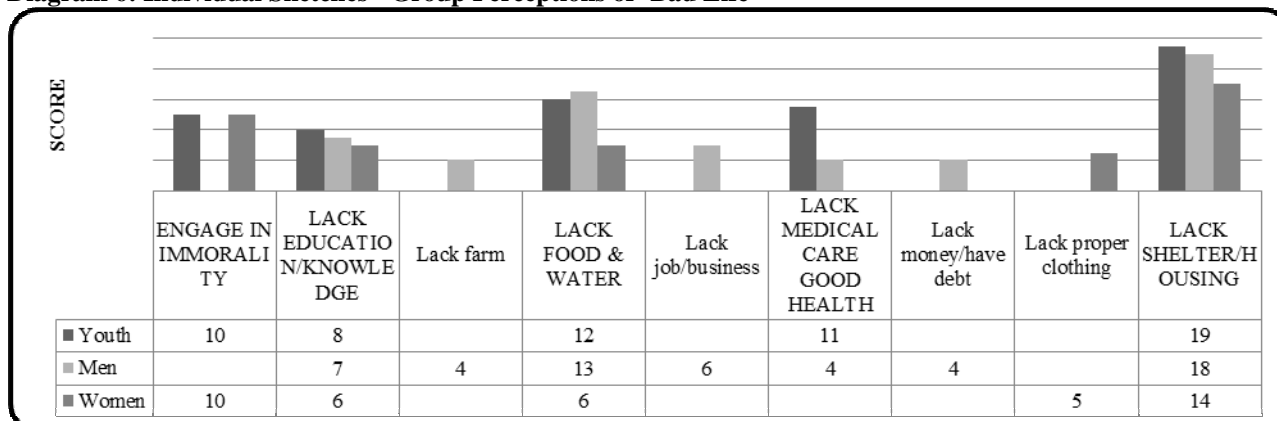
Diagram 5: Individual Sketches - Site Perceptions of 'Bad Life'



Source: building on appendix 7.17.

From the top-5 lists of youth, men, and women nine categories are identified, five of which figure on the combined top-5 list, thereby leaving the four group specific categories written with small letters in diagram 6 below.

Diagram 6: Individual Sketches - Group Perceptions of 'Bad Life'

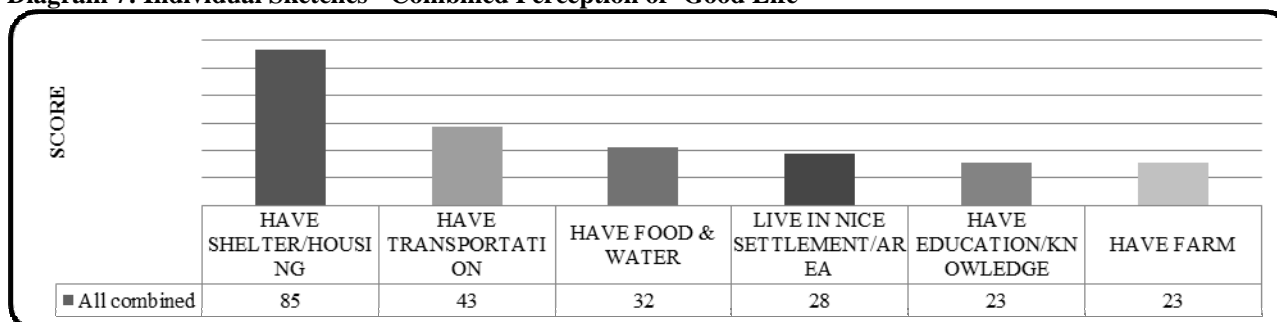


Source: building on appendix 7.17.

GOOD LIFE

The five categories outlined below in the combined top-5 represent how poor nairobians on average describe a good life’.

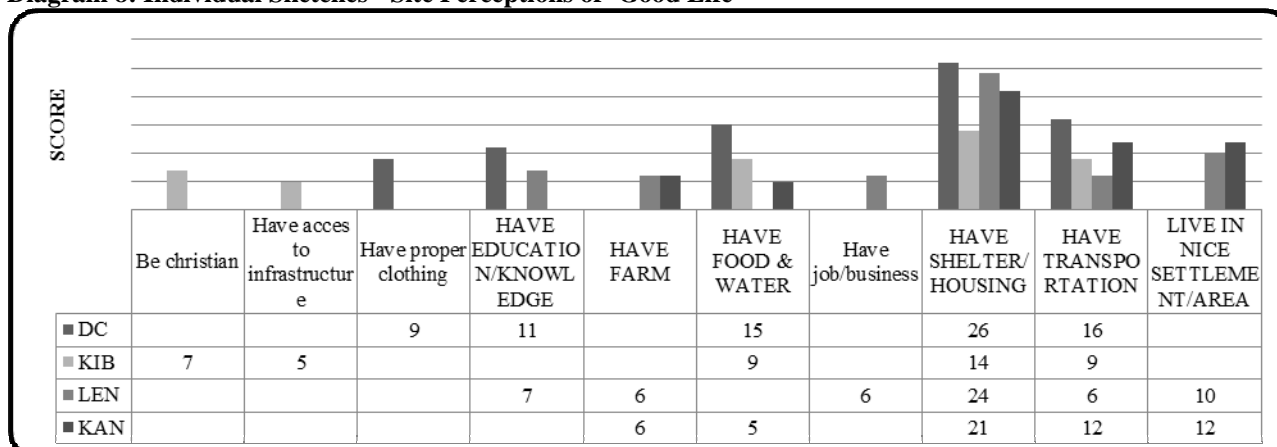
Diagram 7: Individual Sketches - Combined Perception of ‘Good Life’



Source: building on appendix 7.17.

From the top-5 lists of DC, KIB, LEN and KEN 10 categories are identified, six of which figure on the combined top-5 list (in this case with 6 categories), thereby leaving the four site-specific categories written with small letters in diagram 8 below.

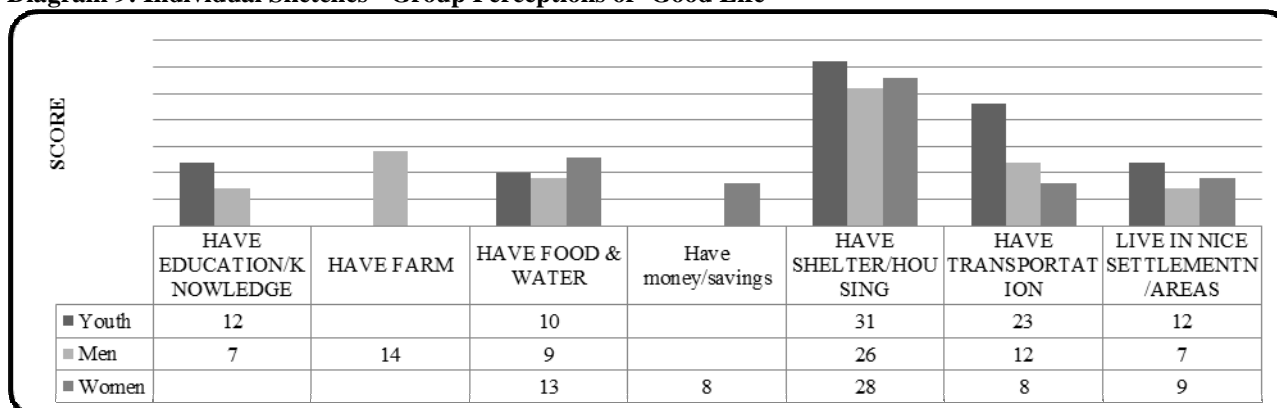
Diagram 8: Individual Sketches - Site Perceptions of ‘Good Life’



Source: building on table 7.17.

From the top-5 lists of youth, men, and women seven categories are identified, five of which figure on the combined top-5 list (in this case with 6 categories), thereby leaving only one group specific category written with small letters in diagram 9 below.

Diagram 9: Individual Sketches - Group Perceptions of ‘Good Life’



Source: building on table 7.17.

APPENDIX 7.19. WEALTH RANKING SCORE ALLOTMENT

| TABLE 56: WEALTH RANKING SCORE ALLOTMENT – DC YOUTH | | | | | | |
|---|---|---|--|--------------------------------------|-------------------------------|------|
| Groups | Modified Groups | Original Characteristics | Modified Characteristics | Score | | |
| Filthy rich | Rich (10 points/16 characteristics) | They have houses abroad | Have shelter/housing: <i>housing/apartment abroad</i> | 0,63 | | |
| | | Children study abroad | Have education/knowledge: <i>study abroad</i> | 0,63 | | |
| | | Go shopping abroad (London) | Have clothing: <i>clothing bought abroad</i> | 0,63 | | |
| | | Total security 24 hours + bodyguard | Have security | 0,63 | | |
| Very rich | | Live in their own houses | Have shelter/housing: <i>own house/apartment</i> | 0,63 | | |
| | | More than two cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,63 | | |
| | | Private international schools | Have education/knowledge: <i>private international schools</i> | 0,63 | | |
| | | Many assets | Have money/savings | 0,63 | | |
| | | Making investments | Invest/expand | 0,63 | | |
| | | Security 24 hours | Have security | 0,63 | | |
| Rich | | Can afford private schools | Have education/knowledge: <i>private schools</i> | 0,63 | | |
| | | Can go for holidays (by air) | Have fun/entertainment | 0,63 | | |
| | | Buy a lot of food (expensive) | Have food & water: <i>balanced diet</i> | 0,63 | | |
| | | Estates + apartments | Have shelter/housing: <i>permanent house/apartment</i> | 0,63 | | |
| | | Security | Have security | 0,63 | | |
| | | Driving | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,63 | | |
| Middle class | Middle class (10 points/9 characteristics) | Can afford entertainment | Have fun/entertainment | 1,11 | | |
| | | Have met basic needs | Have shelter/ housing: <i>permanent house/apartment</i> | 1,11 | | |
| | | | Have food & water: <i>local food</i> | 1,11 | | |
| | | | Have clothing: <i>2nd hand clothing</i> | 1,11 | | |
| | | Go to public schools | Have education/knowledge: <i>public/cheap private schools</i> | 1,11 | | |
| | | Live in semi-posh areas | Live in nice settlement/area | 1,11 | | |
| | | No security | Lack security | 1,11 | | |
| | | Cheap vehicles/matatu’s | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,11 | | |
| | | | Have transportation: <i>via public transportation vehicles</i> | 1,11 | | |
| Poor | Poor (10 points/21 characteristics) | Can afford basic commodities (shelter, food and clothing) | Have shelter/housing: <i>(rented) shelter</i> | 0,48 | | |
| | | | Have food & water: <i>local food</i> | 0,48 | | |
| | | | Have clothing: <i>2nd hand clothing</i> | 0,48 | | |
| | | Cannot afford luxuries | Afford local products in small quantities | 0,48 | | |
| | | Do not go to school | Lack education/knowledge | 0,48 | | |
| | | Live in slums | Live in slum-settlement | 0,48 | | |
| | | No security | Lack security | 0,48 | | |
| | | Walk + bicycles | Lack transportation | 0,48 | | |
| | | | Have transportation: <i>via bicycle</i> | 0,48 | | |
| | | Very poor | | Can not afford shelter/food/clothing | Lack shelter/housing | 0,48 |
| | | | | | Lack food & water | 0,48 |
| | | | | | Lack proper clothing | 0,48 |
| | | | | Can not help themselves | Beg/depend on favours | 0,48 |
| | | | | Beg in the streets | Beg/depend on favours | 0,48 |
| | | | | Disabled | Lack medical care/good health | 0,48 |
| | | | | Do not go to school | Lack education/knowledge | 0,48 |
| Live in streets + slum | Lack shelter/housing | | | 0,48 | | |
| | Live in slum-settlement | | | 0,48 | | |
| Live in cardboard boxes | Lack shelter/housing | | | 0,48 | | |

| | | | |
|--|-------------|---------------------|------|
| | No security | Lack security | 0,48 |
| | Walk | Lack transportation | 0,48 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. content analysis)

| TABLE 57: WEALTH RANKING SCORE ALLOTMENT – DC MEN | | | | |
|--|---------------------|---|---|-------|
| Groups | Sub-groups | Original Characteristics | Modified Characteristics | Score |
| Rich (the rich "control the lives of the poor") (10 points/27 characteristics) | Politically rich | Sweet talks | Be powerfull/fortunate | 0,37 |
| | | Live in big houses | Have shelter/housing: <i>permanent house/apartment</i> | 0,37 |
| | | Have big cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,37 |
| | | Make big promises they do not honor | Display amoral behaviour | 0,37 |
| | | Involved in scandals | Display amoral behaviour | 0,37 |
| | | Land grabbers | Display amoral behaviour | 0,37 |
| | | Try to control government | Be powerfull/fortunate | 0,37 |
| | | Own multiple businesses | Have job/business(es) | 0,37 |
| | | (Fat) | Have food & water: <i>eat when you like</i> | 0,37 |
| | | Never retire | Live long lifes | 0,37 |
| | | Young always | Live long lifes | 0,37 |
| | | Have been empowered by society | Be powerfull/fortunate | 0,37 |
| | Business rich | Own many businesses | Have job/business(es) | 0,37 |
| | | Big capital | Have money/savings | 0,37 |
| | | Good investors | Invest/expand | 0,37 |
| | | Big houses | Have shelter/housing: <i>permanent house/apartment</i> | 0,37 |
| | | Cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,37 |
| | Religious rich | Have convincing powers | Be powerfull/fortunate | 0,37 |
| | | On TV every week | Be powerfull/fortunate | 0,37 |
| | | Speak big but do not deliver | Display amoral behaviour | 0,37 |
| | | Travel a lot | Engage in international activities/business | 0,37 |
| | | Magical powers (healing) | Be powerfull/fortunate | 0,37 |
| | | Occult sacrifices | Be powerfull/fortunate | 0,37 |
| | | Big cars and houses | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,37 |
| | | | Have shelter/housing: <i>permanent house/apartment</i> | 0,37 |
| | | Many businesses | Have job/business(es) | 0,37 |
| | | Start religious centres | Invest/expand | 0,37 |
| Average (10 points/11 characteristics) | Civil servants | Relatively lowly paid | Lack money/have debt | 0,91 |
| | | Not willing to give their time to their jobs | Display amoral behaviour | 0,91 |
| | | Take bribes | Display amoral behaviour | 0,91 |
| | | Attitude problem | Be emotional/harsh | 0,91 |
| | NGOs | Drive big cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,91 |
| | | Healthy | Have medical care/good health | 0,91 |
| | | Steal donor money | Display amoral behaviour | 0,91 |
| | | Start projects which they do not plan (just to get money) | Display amoral behaviour | 0,91 |
| | Self employed | Part of the group is more honest than all the rest of the categories (the name of the game). The other part of the group is not honest. | Display amoral behaviour | 0,91 |
| | | Hard working | Be hardworking/underpaid/serve the rich | 0,91 |
| | | Included peasants | Be hardworking/underpaid/serve the rich | 0,91 |
| Poor (all poor "have will but no power") | Drugs/slum | Some have entered into the business of drugs and are users themselves | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 0,34 |
| | | Under stress | Be emotional/harsh | 0,34 |

| | | | | |
|--------------------------------|-----------------|---|--|------|
| (10 points/29 characteristics) | | Unhappy | Be emotional/harsh | 0,34 |
| | | Guilty | Be emotional/harsh | 0,34 |
| | | Unstable | Be emotional/harsh | 0,34 |
| | | Cannot be reasoned with | Be emotional/harsh | 0,34 |
| | Materially poor | Dress poorly | Lack proper clothing | 0,34 |
| | | Eat poorly | Have food & water: <i>local food</i> | 0,34 |
| | | Squatters | Lack shelter/housing | 0,34 |
| | | Cannot raise 1\$ a day | Lack money/have debt | 0,34 |
| | | Victims of prostitution and immorality | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 0,34 |
| | | Huge families | Have large family/demands from relatives | 0,34 |
| | | School drop-outs | Lack education/knowledge | 0,34 |
| | | Social misfits | Be despised/abandoned | 0,34 |
| | | Give birth at young age | Engage in love affairs/early marriages out of necessity | 0,34 |
| | | Many wives with many children | Have large family/demands from relatives | 0,34 |
| | Rural poor | Periodically starving | Lack food & water | 0,34 |
| | | Poor shelters | Have shelter/housing: <i>(rented) shelter</i> | 0,34 |
| | | Depend on land for income and food | Have farm (crops & livestock) | 0,34 |
| | | Lack of information | Lack education/knowledge | 0,34 |
| | | Small land | Own plot(s)/land | 0,34 |
| | | Lack of medical facilities | Lack medical care/good health | 0,34 |
| | | Some join vigilant groups to fight for their rights | Be emotional/harsh | 0,34 |
| | Disability poor | Begging | Beg/depend on favours | 0,34 |
| | | Live on hand-outs | Beg/depend on favours | 0,34 |
| | | Use scratchers | Lack medical care/good health | 0,34 |
| | | Feel inferior leading them to become harsh | Be emotional/harsh | 0,34 |
| | | Depend on favours | Beg/depend on favours | 0,34 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 58: WEALTH RANKING SCORE ALLOTMENT – DC WOMEN | | | |
|---|---|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/16 characteristics) | Live in big houses | Have shelter/housing: <i>permanent house/apartment</i> | 0,94 |
| | Walk nicely | Have easy life | 0,94 |
| | Have vehicles | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,94 |
| | Apartments | Have shelter/housing: <i>permanent house/apartment</i> | 0,94 |
| | Good health (go to big expensive hospitals) | Have medical care/good health | 0,94 |
| | Have expensive things (clothes, jewellery) | Afford luxury in large quantities | 0,94 |
| | Big investments | Invest/expand | 0,94 |
| | Have extra money in the bank | Have money/savings | 0,94 |
| | Live in good estates | Live in nice settlement/area | 0,94 |
| | Own plots | Own plot(s)/land | 0,94 |
| | Have water, electricity | Have food & water | 0,94 |
| | | Have electricity/fuel | 0,94 |
| | Have workers | Have employees | 0,94 |
| | Take children to good schools | Have education/knowledge: <i>private schools</i> | 0,94 |
| | Show off and look down on the poor | Despise the poor | 0,94 |
| | Medical coverage | Have medical care/good health | 0,94 |
| Poor | Live in slums | Live in slum-settlement | 1,00 |

| | | | |
|--------------------------------|---|--|------|
| (15 points/15 characteristics) | Dress poorly | Lack proper clothing | 1,00 |
| | Eat local food and do not get a balanced diet | Have food & water: <i>local food</i> | 1,00 |
| | Bad housing | Have shelter/housing: <i>(rented) shelter</i> | 1,00 |
| | No sanitation | Lack sanitation/good environment | 1,00 |
| | No water | Lack food & water | 1,00 |
| | Children are not learning in good schools | Have education/knowledge: <i>public/cheap private schools</i> | 1,00 |
| | High drop-out rate | Lack education/knowledge | 1,00 |
| | Many of their children become drug-abusers | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 1,00 |
| | Sexual abuse | Prevalence of sexual abuse | 1,00 |
| | Early marriages | Engage in love affairs/early marriages out of necessity | 1,00 |
| | Love affairs due to basic needs not being met | Engage in love affairs/early marriages out of necessity | 1,00 |
| | Idleness of young people who can't go to school | Lack education/knowledge | 1,00 |
| | Go on foot most of the time | Lack transportation | 1,00 |
| | No medical coverage | Lack medical care/good health | 1,00 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 59: WEALTH RANKING SCORE ALLOTMENT – KIB YOUTH | | | |
|--|--|---|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (10 points/12 characteristics) | Stay in rich neighbourhoods | Live in nice settlement/area | 0,83 |
| | Able to access anything in terms of basic necessities | Have food & water: <i>balanced diet</i> | 0,83 |
| | | Have shelter/housing: <i>permanent house/apartment</i> | 0,83 |
| | | Have clothing: <i>fashionable clothing</i> | 0,83 |
| | Own property | Own plot(s)/land | 0,83 |
| | Own big houses | Have shelter/housing: <i>own house/apartment</i> | 0,83 |
| | Nice dressing | Have clothing: <i>fashionable clothing</i> | 0,83 |
| | They are healthy | Have medical care/good health | 0,83 |
| | Have fewer children (max. of 4 children) | Have (small) family | 0,83 |
| | Have better background | Be powerfull/fortunate | 0,83 |
| | Can also afford university and further studies abroad | Have education/knowledge: <i>further studies (secondary school, college, university) + study abroad</i> | 0,83 |
| | Use very expensive drugs (medicine) | Have medical care/good health | 0,83 |
| Middle class (10 points/6 characteristics) | Can meet basic needs without much struggle | Have food & water: <i>local food</i> | 1,67 |
| | | Have shelter/housing: <i>permanent house/apartment</i> | 1,67 |
| | | Have clothing: <i>2nd hand clothing</i> | 1,67 |
| | Employed or have own business | Have jobs/business(es) | 1,67 |
| | 2-3 room houses | Have shelter/housing: <i>permanent house/apartment</i> | 1,67 |
| | Go to school/collages | Have education/knowledge: <i>further studies (secondary school, college, university)</i> | 1,67 |
| Poor (10 points/9 characteristics) | Jobless | Lack job/business | 1,11 |
| | Some are home-less | Lack shelter/housing | 1,11 |
| | Some have poor housing | Have shelter/housing: <i>(rented) shelter</i> | 1,11 |
| | Stay without food most of the time (wake up without breakfast, lunch and perhaps dinner) | Lack food & water | 1,11 |
| | Lack balanced diet | Lack food & water | 1,11 |
| | Bad clothing | Lack proper clothing | 1,11 |
| | Most have no access to education (public schools if at all) | Lack education/knowledge | 1,11 |
| | No access to secondary school and | Lack education/knowledge | 1,11 |

| | | | |
|--|---------------------------------|-------------------------------|------|
| | university | | |
| | Use very cheap drugs (medicine) | Lack medical care/good health | 1,11 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

TABLE 60: WEALTH RANKING SCORE ALLOTMENT – KIB MEN

| Groups | Original Characteristics | Modified Characteristics | Score |
|--|--|--|-------|
| Rich (15 points/8 characteristics) | Smartly dressed children | Have clothing: <i>fashionable clothing</i> | 1,88 |
| | Live in big and spacious compounds and houses | Have shelter/housing: <i>permanent house/apartment</i> | 1,88 |
| | Travel in expensive cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,88 |
| | Have good medical coverage | Have medical care/good health | 1,88 |
| | Go to private expensive schools | Have education/knowledge: <i>private schools</i> | 1,88 |
| | Drink expensive wines | Afford luxury in large quantities | 1,88 |
| | Bully the poor | Display amoral behaviour | 1,88 |
| | Are decision makes | Be powerfull/fortunate | 1,88 |
| Poor (15 points/17 characteristics) | Lack of food | Lack food & water | 0,88 |
| | Live in bad houses | Have shelter/housing: <i>(rented) shelter</i> | 0,88 |
| | They are not educated and do not educate their children | Lack education/knowledge | 0,88 |
| | Shappy dressed children | Lack proper clothing | 0,88 |
| | Live in bad areas (like congested slums) and constructions | Live in slum-settlement | 0,88 |
| | Travel via public means | Have transportation: <i>via public transportation vehicles</i> | 0,88 |
| | Go to ordinary clinique's and witchdoctors | Have medical care/good health | 0,88 |
| | Go to public schools | Have education/knowledge: <i>public/cheap private schools</i> | 0,88 |
| | Have so many children | Have large family/demands from relatives | 0,88 |
| | Vent their frustrations through extensive drinking | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 0,88 |
| | Drink local brew | Afford local products in small quantities | 0,88 |
| | Poor live in slums | Live in slum-settlement | 0,88 |
| | Do not come home early | Be hardworking/underpaid/serve the rich | 0,88 |
| | Serve the rich | Be hardworking/underpaid/serve the rich | 0,88 |
| | Work hard but earn very little (underpaid) | Be hardworking/underpaid/serve the rich | 0,88 |
| | Are always sick | Lack medical care/good health | 0,88 |
| | There to follow (the rich) | Be hardworking/underpaid/serve the rich | 0,88 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

TABLE 61: WEALTH RANKING SCORE ALLOTMENT – KIB WOMEN

| Groups | Modified groups | Original Characteristics | Modified Characteristics | Score |
|--------|--|---|---|-------|
| Rich | Rich (15 points/8 characteristics) | Have work | Have jobs/business(es) | 1,88 |
| | | Have businesses | Have jobs/business(es) | 1,88 |
| | | Can eat what they want | Have food & water: <i>balanced diet</i> | 1,88 |
| | | Can educate their children | Have education/knowledge: <i>private schools</i> | 1,88 |
| | | Have enough clothes | Have clothing: <i>fashionable clothing</i> | 1,88 |
| | | Stay in big houses | Have shelter/housing:: <i>permanent house/apartment</i> | 1,88 |
| | | Have big cars | Have transportation: <i>motorcycle(s)/car(s)</i> | 1,88 |
| | | The rich have filled the streets of Nairobi with cars leading to jams | Have transportation: <i>motorcycle(s)/car(s)</i> | 1,88 |
| Poor | Poor (15 points/15 characteristics) | Unemployed but eager to work | Lack job/business | 1,00 |
| | | Uneducated | Lack education/knowledge | 1,00 |
| | | Have children but unable to take them to school | Lack education/knowledge | 1,00 |

| | | | |
|-----------|--|---|------|
| Very poor | No food (sometimes they go without food) | Lack food & water | 1,00 |
| | Not able to clothe their children | Lack proper clothing | 1,00 |
| | Stay in bad houses | Have shelter/housing: <i>(rented) shelter</i> | 1,00 |
| | Stay in 1 room | Have shelter/housing: <i>(rented) shelter</i> | 1,00 |
| | No sanitation | Lack sanitation/good environment | 1,00 |
| | No water | Lack food & water | 1,00 |
| | When raining it rains in their houses | Have shelter/housing: <i>(rented) shelter</i> | 1,00 |
| | Handicapped (crippled, blind) | Lack medical care/good health | 1,00 |
| | No food | Lack food & water | 1,00 |
| | Housing is terrible | Have shelter/housing: <i>(rented) shelter</i> | 1,00 |
| | Hardly have clothes on | Lack proper clothing | 1,00 |
| | Depend on hand-outs | Beg/depend on favours | 1,00 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 62: WEALTH RANKING SCORE ALLOTMENT – LEN YOUTH | | | |
|--|---|---|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/15 characteristics) | Have big cars | Have transportation: <i>motorcycle(s)/car(s)</i> | 1,00 |
| | Are very healthy | Have medical care/good health | 1,00 |
| | Can afford food | Have food & water: <i>balanced diet</i> | 1,00 |
| | Fly | Have transportation: <i>via airborne vehicles</i> | 1,00 |
| | Like oppressing the poor | Display amoral behaviour | 1,00 |
| | Use money to manipulate the courts to get their way | Prevalence of corruption | 1,00 |
| | Shop in Nakumatt and do huge shopping with big trolleys | Afford luxury in large quantities | 1,00 |
| | Eat 3 meals a day | Have food & water: <i>3 meals a day</i> | 1,00 |
| | Drink bottled water | Have food & water: <i>bottled water</i> | 1,00 |
| | Take advantage of the poor by paying them peanuts | Display amoral behaviour | 1,00 |
| | Youth is taken advantage of sexually when employed by the rich | Display amoral behaviour | 1,00 |
| | Have preferential services/treatment (can skip lines ect.) | Be powerfull/fortunate | 1,00 |
| | Ambience is nice (nicely smelling) | Have sanitation/good environment | 1,00 |
| | Rich children do not go to the same schools or play with poor children | Have education/knowledge: <i>private schools</i> | 1,00 |
| | The rich have security | Have security | 1,00 |
| Poor (15 points/23 characteristics) | Walk | Lack transportation | 0,65 |
| | Lack of food | Lack food & water | 0,65 |
| | Children do not go to school | Lack education/knowledge | 0,65 |
| | House has no electricity and is very small | Lack electricity/fuel | 0,65 |
| | Constantly sick and cannot afford medicine (eq. women look for food and turn to prostitution) | Lack medical care/good health | 0,65 |
| | Stay in houses where they can see the sky | Have shelter/housing <i>(rented) shelter</i> | 0,65 |
| | Patched clothes | Lack proper clothing | 0,65 |
| | Stay with rats | Lack sanitation/good environment | 0,65 |
| | Despised and rejected | Be despised/abandoned | 0,65 |
| | Do not receive visitors – they do not have friends | Be despised/abandoned | 0,65 |
| | Look skinny/have ringworm | Lack medical care/good health | 0,65 |
| | Are abandoned | Be despised/abandoned | 0,65 |
| | Sometimes they walk without shoes | Lack proper clothing | 0,65 |
| | Stay in poor sanitation areas | Lack sanitation/good environment | 0,65 |
| | Little and dirty water from boreholes | Lack food & water | 0,65 |

| | | | |
|--|---|--|------|
| | Look for food in the forest | Lack food & water | 0,65 |
| | Always have debt | Lack money/have debt | 0,65 |
| | Have no jobs | Lack job/business | 0,65 |
| | Can hardly wash clothes due to lack of water | Lack food & water | 0,65 |
| | Have large families due to lack of knowledge and since family planning cost money | Have large family/demands from relatives | 0,65 |
| | Cannot afford school-uniforms for children | Lack education/knowledge | 0,65 |
| | Steal sometimes | Engage in crime | 0,65 |
| | Ambience is bad because of feces laying around | Lack sanitation/good environment | 0,65 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 63: WEALTH RANKING SCORE ALLOTMENT – LEN MEN | | | |
|--|--|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/18 characteristics) | Stay in a good environment | Have sanitation/good environment | 0,83 |
| | Have big self-contained houses | Have shelter/housing: <i>permanent house/apartment</i> | 0,83 |
| | | Have sanitation/good environment | 0,83 |
| | Drive in big expensive cars | Have transportation: <i>motorcycle(s)/car(s)</i> | 0,83 |
| | Eat well | Have food & water: <i>balanced diet</i> | 0,83 |
| | Stay in organised estates | Live in nice settlement/area | 0,83 |
| | Have good security | Have security | 0,83 |
| | Have big lands | Own plot(s)(land | 0,83 |
| | Travel abroad | Have fun/entertainment | 0,83 |
| | Own big businesses | Have jobs/business(es) | 0,83 |
| | Have money so that they can do everything | Have money/savings | 0,83 |
| | Despise and oppress the poor | Display amoral behaviour | 0,83 |
| | Have power to grab property | Be powerfull/fortunate | 0,83 |
| | You can work for him and he will not pay you and there is nothing you can do about it. | Display amoral behaviour | 0,83 |
| | Adequate food and storage for food that they do not even need | Have food & water: <i>eat when you like</i> | 0,83 |
| | Own horses and dogs | Afford luxury in large quantities | 0,83 |
| | If you take them to court they can kill you or bribe their way their way out of it | Display amoral behaviour | 0,83 |
| | | Prevalence of corruption | 0,83 |
| Poor (15 points/12 characteristics) | Stay in poor shelters | Have shelter/housing: <i>(rented) shelter</i> | 1,25 |
| | Get food with difficulty | Have food & water: <i>local food</i> | 1,25 |
| | Can hardly take children to school | Lack education/knowledge | 1,25 |
| | Cannot afford medical care | Lack medical care/good health | 1,25 |
| | Wear bad clothes | Lack proper clothing | 1,25 |
| | Families are unhealthy and skinny | Lack medical care/good health | 1,25 |
| | | Lack food & water | 1,25 |
| | Cannot go to school because it is too expensive | Lack education/knowledge | 1,25 |
| | Have too little or no food at all | Lack food & water | 1,25 |
| | Children are malnourished | Lack food & water | 1,25 |
| | Most are unemployed due to lack of skills/education | Lack job/business | 1,25 |
| | Cannot afford transportation so most of the time they go on foot | Lack transportation | 1,25 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 64: WEALTH RANKING SCORE ALLOTMENT– LEN WOMEN | | | |
|---|----------------------------------|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/11 characteristics) | Stay in permanent and big houses | Have shelter/housing: <i>permanent house/apartment</i> | 1,36 |
| | Drive in cars | Have transportation: <i>motorcycle(s)/car(s)</i> | 1,36 |

| | | | |
|---------------------------------------|---|--|------|
| | Eat well | Have food & water: <i>balanced diet</i> | 1,36 |
| | Have dogs and buy very expensive food for them | Afford luxury in large quantities | 1,36 |
| | When they employ someone they do not pay them well | Display amoral behaviour | 1,36 |
| | Always get their will | Be powerfull/fortunate | 1,36 |
| | Look for money in all ways even doing illegal things | Display amoral behaviour | 1,36 |
| | Always very busy – sometimes doing good things, sometimes bad things | Display amoral behaviour | 1,36 |
| | When the poor come to ask for work they think they have come to steal | Despise the poor | 1,36 |
| | Buy food from supermarkets | Afford luxury in large quantities | 1,36 |
| | Grab land | Display amoral behaviour | 1,36 |
| Poor (15 points/7 characteristics) | Starving/lack food | Lack food & water | 2,14 |
| | No place to sleep | Lack shelter/housing | 2,14 |
| | Has no clothes to wear | Lack proper clothing | 2,14 |
| | Stay in houses with no electricity | Lack electricity/fuel | 2,14 |
| | Are always looking for help for their children | Beg/depend on favours | 2,14 |
| | Walk while talking to themselves or use public transportation | Lack transportation | 2,14 |
| | | Have transportation: <i>via public transportation vehicles</i> | 2,14 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 65: WEALTH RANKING SCORE ALLOTMENT – KAN YOUTH | | | |
|--|---|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (10 points/11 characteristics) | Live in permanent houses which they own | Have shelter/housing: <i>own house/apartment</i> | 0,91 |
| | Rich estates | Live in nice settlement/area | 0,91 |
| | Plenty of security | Have security | 0,91 |
| | Have good education | Have education/knowledge: <i>private schools</i> | 0,91 |
| | Are financially stable/have excess of finances | Have money/savings | 0,91 |
| | Drive nice cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,91 |
| | Some use helicopters | Have transportation: <i>via airborne transportation vehicles</i> | 0,91 |
| | Go to better and more expensive schools | Have education/knowledge: <i>private schools</i> | 0,91 |
| | Balanced food (diet) | Have food & water: <i>balanced diet</i> | 0,91 |
| | Can afford medical care | Have medical care/good health | 0,91 |
| | Have full set of entertainment (computers ect.) | Have fun/entertainment | 0,91 |
| Middle class (10 points/10 characteristics) | Can afford medical care | Have medical care/good health | 1,00 |
| | Are a bit educated | Have education/knowledge: <i>public/cheap private schools</i> | 1,00 |
| | Dress fairly well | Have clothing: <i>2nd hand clothing</i> | 1,00 |
| | Can afford shelter and food (basic necessities) | Have shelter/housing: <i>permanent house/apartment</i> | 1,00 |
| | | Have food & water: <i>local food</i> | 1,00 |
| | The area in which they live is a bit secure | Have security | 1,00 |
| | Water | Have food & water | 1,00 |
| | Better means of transport | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,00 |
| | Can take children to school | Have education/knowledge: <i>public/cheap private schools</i> | 1,00 |
| Poor (10 points/18 characteristics) | Are employed or have businesses | Have jobs/business(es) | 1,00 |
| | Wear tattered clothes | Lack proper clothing | 0,56 |
| | Poor shelter | Have shelter/housing: <i>(rented) shelter</i> | 0,56 |
| | Are uneducated | Lack education/knowledge | 0,56 |
| | Lack clean water | Lack food & water | 0,56 |
| | Do not get a balanced diet | Lack food & water | 0,56 |

| | | |
|--|--|------|
| Have poor health | Lack medical care/good health | 0,56 |
| Poor sanitation | Lack sanitation/good environment | 0,56 |
| Are unemployed | Lack job/business | 0,56 |
| Illiterate | Lack education/knowledge | 0,56 |
| Insecurity | Lack security | 0,56 |
| Do not have enough food | Lack food & water | 0,56 |
| Are despised | Be despised/abandoned | 0,56 |
| Idleness | Lack job/business | 0,56 |
| Sickly and cannot afford medical care | Lack medical care/good health | 0,56 |
| Drink cheap beer and do cheap drugs | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 0,56 |
| Immorality among the poor is high | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 0,56 |
| Engage in theft due to lack of basic needs | Engage in crime | 0,56 |
| Die easily and young | Face high mortality | 0,56 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

TABLE 66: WEALTH RANKING SCORE ALLOTMENT- KAN MEN

| Groups | Original Characteristics | Modified Characteristics | Score |
|--|--|---|-------|
| Rich (15 points/19 characteristics) | Stay in very nice places | Live in nice settlement/area | 0,79 |
| | Big compounds | Live in nice settlement/area | 0,79 |
| | Big houses with big gates and swimming pool | Have shelter/housing: <i>permanent house/apartment</i> | 0,79 |
| | | Have security | 0,79 |
| | Big good cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,79 |
| | Their accounts are overflowing with money | Have money/savings | 0,79 |
| | Eat good food | Have food & water: <i>balanced diet</i> | 0,79 |
| | Their children go to school | Have education/knowledge: <i>private schools</i> | 0,79 |
| | Eat balanced diet | Have food & water: <i>balanced diet</i> | 0,79 |
| | Eat more than 3 times a day | Have food & water: <i>3 meals a day</i> | 0,79 |
| | Can access medical care | Have medical care/good health | 0,79 |
| | Wear nice clothes | Have clothing: <i>fashionable clothing</i> | 0,79 |
| | Have big businesses | Have jobs/business(es) | 0,79 |
| | Have many houses to rent | Have jobs/business(es) | 0,79 |
| | Always have a say | Be powerfull/fortunate | 0,79 |
| | They will employ you and they will not pay you and there is no court you can go to | Display amoral behaviour | 0,79 |
| | Are in politics | Be powerfull/fortunate | 0,79 |
| | Are in power in all ways | Be powerfull/fortunate | 0,79 |
| | Go to big expensive hospitals | Have medical care/good health | 0,79 |
| Poor (15 points/18 characteristics) | Have no food | Lack food & water | 0,83 |
| | Poorly dressed | Lack proper clothing | 0,83 |
| | Bad shelter | Have shelter/housing: <i>(rented) shelter</i> | 0,83 |
| | Are sickly and skinny (malnourished) | Lack food & water | 0,83 |
| | Jobless | Lack job/business | 0,83 |
| | Children cannot go to school | Lack education/knowledge | 0,83 |
| | Are stressed | Be emotional/harsh | 0,83 |
| | No shamba | Lack farm (crops & livestock) | 0,83 |
| | Lack of water | Lack food & water | 0,83 |
| | Bad sanitation/bad environment | Lack sanitation/good environment | 0,83 |
| | Poor roads | Lack access to infrastucture (physical and communication) | 0,83 |
| | Poor drainage | Lack sanitation/good environment | 0,83 |

| | | |
|---|-----------------------|------|
| Lack of money | Lack money/have debt | 0,83 |
| No life | Lack hope/love/peace | 0,83 |
| Have no rights (like when you are caught by the police) | Lack civil rights | 0,83 |
| Eat by chance (eating is a privilege and when you get it is not enough) | Lack food & water | 0,83 |
| Walk (no means of transportation – or public transportation) | Lack transportation | 0,83 |
| Rely on the rich | Beg/depend on favours | 0,83 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

| TABLE 67: WEALTH RANKING SCORE ALLOTMENT – KAN WOMEN | | | |
|--|---|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/16 characteristics) | Have all the money | Have money/savings | 0,94 |
| | Cars | Have transportation: <i>motorcycle(s)/car(s)</i> | 0,94 |
| | Good houses | Have shelter/housing: <i>permanent house/apartment</i> | 0,94 |
| | Dress well/Smart (fashionable clothes) | Have clothing: <i>fashionable clothing</i> | 0,94 |
| | Children go to school | Have education/knowledge: <i>private schools</i> | 0,94 |
| | No worries/stress | Have easy life | 0,94 |
| | Misuse the poor by paying them very little or nothing at all | Display amoral behaviour | 0,94 |
| | Good sanitation | Have sanitation/good environment | 0,94 |
| | Security (big gates, many dogs) | Have security | 0,94 |
| | Get water from taps | Have food & water: <i>water from taps</i> | 0,94 |
| | Do not grow old | Face high mortality | 0,94 |
| | Look healthy because they have food | Have food & water: <i>balanced diet</i> | 0,94 |
| | Can go to hospitals | Have medical care/good health | 0,94 |
| | Houses have electricity | Have electricity/fuel | 0,94 |
| | Shop from supermarket | Afford luxury in large quantities | 0,94 |
| | Buy with plastic money (credit cards) | Have money/savings | 0,94 |
| Poor (15 points/19 characteristics) | Children do not go to school | Lack education/knowledge | 0,79 |
| | Have bad houses | Have shelter/housing: <i>(rented) shelter</i> | 0,79 |
| | Have no food | Lack food & water | 0,79 |
| | Have no proper clothes to wear | Lack proper clothing | 0,79 |
| | Cannot go to hospital | Lack medical care/good health | 0,79 |
| | Physically suffering from malnutrition | Lack food & water | 0,79 |
| | Always sickly and suffering from diseases | Lack medical care/good health | 0,79 |
| | Sad | Be emotional/harsh | 0,79 |
| | Have no permanent place to live | Lack shelter/housing | 0,79 |
| | Are not strong | Beg/depend on favours | 0,79 |
| | Have no money | Lack money/have debt | 0,79 |
| | Have no jobs | Lack job/business | 0,79 |
| | Constantly have difficulties paying rent so they are chased from one house to another | Lack shelter/housing | 0,79 |
| | No water (buy water) or soap (children bathe once a week) | Lack food & water | 0,79 |
| | Maybe eat once a day | Lack food & water | 0,79 |
| | Have no blankets, sleep on mats, children sleep on the floor | Lack shelter/housing | 0,79 |
| | Bad sanitation | Lack sanitation/good environment | 0,79 |
| | No security/no gates | Lack security | 0,79 |
| | Go to local shops | Afford local products in small quantities | 0,79 |

Source: partly product of focus group discussion - partly own making (see appendix 7.9. for further explanation)

APPENDIX 7.20. WEALTH RANKING TOP-5 TABLE

| TABLE 68: WEALTH RANKING TOP 5 – ALL COMBINED | | |
|---|--|--|
| All Groups Combined | | |
| Rich | Middle Class | Poor |
| 1. Have transportation - 15 x motorcycle(s)/car(s) - 2 x via airborne transportation vehicles (16,67 points) | 1. Have shelter/housing - 4 x permanent house/apartment (5,44 points) | 1. Lack food & water (24,59 points) |
| 2. Display amoral behaviour (16,04 points) | 2/3. Have education/knowledge - 3 x public/cheap private schools - 1 x further studies (secondary school, college, university) (4,78 points) | 2. Lack education/knowledge (15,28 points) |
| 3. Have food & water - 10 x balanced diet - 2 x 3 meals a day - 2 x eat when you like - 1 x bottled water - 1 x water from taps (15,82 points) | 2/3. Have food & water - 3 x local food (4,78 points) | 3. Lack proper clothing (12,69 points) |
| 4. Have shelter/housing - 13 x permanent house/apartment - 3 x own house/apartment - 1 x housing/apartment abroad (15,11 points) | 4. Display amoral behaviour (4,55 points) | 4. Have shelter/housing - 14 x (rented) shelter (11,90 points) |
| 5. Have education/knowledge - 9 x private schools - 2 x study abroad - 1 x private international schools - 1 x further studies (secondary school, college, university) (11,54 points) | 5. Have transportation - 3 x via motorcycle(s)/car(s) (points) - 1 x via public transportation vehicles (4,13 points) | 5. Lack medical care/good health (11,65 points) |

Source: Based on scores from appendix 7.19.

TABLE 69: WEALTH RANKING TOP 5 - SITES

| DC | | | KIB | | | LEN | | KAN | | |
|--|---|---|--|---|--|---|--|---|--|--|
| Rich | Middle Class | Poor | Rich | Middle Class | Poor | Rich | Poor | Rich | Middle Class | Poor |
| 1. Have shelter/housing - 1 x housing/apartment abroad - 1 x own house/apartment - 6 x permanent house/apartment (4,86 points) | 1. Display amoral behaviour (4,55 points) | 1. Lack education/knowledge (3,64 points) | 1. Have transportation - 3 x motorcycle(s)/car(s) (5, 63 points) | 1. Have shelter/housing - 2 x permanent house/apartment (3,33 points) | 1. Lack food & water (6,10 points) | 1. Display amoral behaviour (10,95 points) | 1. Lack food & water (8,50 points) | 1. Have food & water - 4 x balanced diet - 1 x 3 meals a day - 1 x water from taps (5,15 points) | 1. Have food & water - 1 x local food (2,00 points) | 1. Lack food & water (8,16 points) |
| 2. Have transportation - 6 x via motorcycle(s)/car(s) (3,30 points) | 2. Have transportation - 1 x via public transportation vehicles - 2 x via motorcycle(s)/car(s) (3,13 points) | 2. Be emotional/harsh (2,41 points) | 2/3. Have clothing - 4 x fashionable clothing (5,42 points) | 2. Have clothing - 1 x 2nd hand clothing (1,67 points) | 2. Have shelter/housing - 6 x (rented) shelter (5,99 points) | 2. Have food & water - 1 x bottled water - 1 x 3 meals a day - 3 x balanced diet - 1 x eat when you like (6,03 points) | 2. Lack proper clothing (4,70 points) | 2. Have money/savings (3,57 points) | 1/2. Have education/knowledge - 2 x public/cheap private schools (2,00 points) | 2. Lack sanitation/good environment (3,01 points) |
| 3. Have education/knowledge - 2 x private schools - 1 x private international schools - 1 x study abroad (2,81 points) | 3. Be hardworking/underpaid/serve the rich (1,82 points) | 3. Engage in love affairs/early marriages out of necessity (2,34 points) | 2/3. Have shelter/housing - 1 x own house/apartment - 3 x permanent house/apartment (5,42 points) | 3. Have education/knowledge - 1 x further studies (secondary school, college, university) (1,67 points) | 3. Lack education/knowledge (5,10 points) | 3. Afford luxury in large quantities (4,56 points) | 3. Lack transportation (4,05 points) | 3/4. Have education/knowledge - 3 x private schools - 1 x public/cheap private schools (3,55 points) | 3/4/5/6/7/8. Have clothing - 1 x 2nd hand clothing (1,00 points) | 3/4. Lack education/knowledge (2,73 points) |

| | | | | | | | | | | |
|---|--|--|---|--|--|---|--|--|--|--|
| 4. Be powerfull/fortunate (2,59 points) | 4/5/6/7/8/9/10. Have clothing - 1 x 2nd hand clothing (1,11 points) | 4. Lack medical care/good health (2,17 points) | 4. Have education/knowledge - 2 x private schools - 1 x further studies (secondary school, college, university) - 1 x study abroad (4,58 points) | 4. Have food & water - 1 x local food (1,67 points) | 4. Lack proper clothing (3,99 points) | 4. Have transportation - 3 x via motorcycle(s)/car(s) - 1 x via airborne vehicles (4,20 points) | 4/5. Lack education/knowledge (3,80 points) | 3/4. Have transportation - 3 x via motorcycle(s)/car(s) - 1 x via airborne transportation vehicles (3,55 points) | 3/4/5/6/7/8. Have jobs/business(es) (1,00 points) | 3/4. Lack job/business (2,73 points) |
| 5. Invest/expand (2,30 points) | 4/5/6/7/8/9/10. Have education/knowledge - 1 x public/cheap private schools (1,11 points) | 5. Beg/depend on favours (1,99 points) | 5. Have jobs/business(es) (3,75 points) | 5. Have jobs/business(es) (1,67 points) | 5. Be hardworking/underpaid/serve the rich (3,53 points) | 5. Be powerfull/fortunate (3,20 points) | 4/5. Lack medical care/good health (3,80 points) | 5. Have medical care/good health (3,43 points) | 3/4/5/6/7/8. Have medical care/good health (1,00 points) | 5. Lack medical care/good health (2,69 points) |
| | 4/5/6/7/8/9/10. Have food & water - 1 x local food (1,11 points) | | | | | | | | 3/4/5/6/7/8. Have security (1,00 points) | |
| | 4/5/6/7/8/9/10. Have fun/entertainment (1,11 points) | | | | | | | | 3/4/5/6/7/8. Have shelter/housing - 1 x permanent house/apartment (1,00 points) | |
| | 4/5/6/7/8/9/10. Have shelter/housing - 1 x permanent house/apartment (1,11 points) | | | | | | | | 3/4/5/6/7/8. Have transportation - 1 x via motorcycle(s)/car(s) (1,00 points) | |

| | | | | | | | | | |
|--|---|--|--|--|--|--|--|--|--|
| | 4/5/6/7/8/9/10. Lack security (1,11 points) | | | | | | | | |
| | 4/5/6/7/8/9/10. Live in nice settlement/area (1,11 points) | | | | | | | | |

Source: Based on scores from appendix 7.19.

| TABLE 70: WEALTH RANKING TOP 5 - GROUPS | | | | | | | |
|--|---|--|---|--|---|---|--|
| Youth | | | Men | | | Women | |
| Rich | Middle Class | Poor | Rich | Middle Class | Poor | Rich | Poor |
| 1. Have education/knowledge - 4 x private schools - 1x private international schools - 2 x study abroad - 1 x further studies (secondary school, college, university) (5,53 in total score) | 1. Have shelter/housing - 4 x permanent house/apartment (5,44 in total score) | 1. Lack food & water (6,97 in total score) | 1. Be powerful/fortunate (7,67 in total score) | 1. Display amoral behaviour (4,55 in total score) | 1. Lack food & water (8,31 in total score) | 1. Have transportation - 5 x motorcycle(s)/car(s) (6,99 in total score) | 1. Lack food & water (9,30 in total score) |
| 2. Have food & water - 1x 3 meals a day - 4 x balanced diet - 1 x bottled water (5,37 in total score) | 2/3. Have education/knowledge - 3 x public/cheap private schools - 1 x further studies (secondary school, college, university) (4,78 in total score) | 2. Lack education/knowledge (5,59 in total score) | 2. Display amoral behaviour (6,65 in total score) | 2. Be hardworking/underpaid/severe the rich (1,82 in total score) | 2. Lack education/knowledge (4,91 in total score) | 2. Display amoral behaviour (6,39 in total score) | 2. Lack proper clothing (5,93 in total score) |
| 3. Have transportation - 4 x via motorcycle(s)/car(s) | 2/3. Have food & water - 3 x local food (4,78 in total score) | 3. Lack proper clothing (3,45 in total score) | 3/4. Have shelter/housing - 6 x permanent house/apartment (4,61 in total score) | 3/4/5/6. Be emotional/harsh (0,91 in total score) | 3. Lack medical care/good health (4,07 in total score) | 3/4. Have food & water - 3 x balanced diet - 1 x water from taps | 3. Have shelter/housing - 6 x (rented) shelter (5,79 in total score) |

| | | | | | | | |
|---|---|---|--|---|--|---|--|
| - 2 x via airborne transportation vehicles (5,07 in total score) | | | score) | | | (6,5 in total score) | |
| 4. Have shelter/housing: - 2 x permanent house/apartment - 3 x own house/apartment - 1 x housing/apartment abroad (4,45 in total score) | 4. Have clothing - 3 x 2nd hand clothing (3,78 in total score) | 4. Lack medical care/good health (2,89 in total score) | 3/4. Have transportation - 6 x motorcycle(s)/car(s) (4,61 in total score) | 3/4/5/6. Have medical care/good health (0,91 in total score) | 4. Be hardworking/underpaid/se rve the rich (3,53 in total score) | 4. Have shelter/housing - 5 x permanent house/apartment (6,05 in total score) | 4. Lack education/knowledge (4,79 in total score) |
| 5. Have security (3,78 in total score) | 5. Have transportation - 1 x via public transportation vehicles - 2 x via motorcycle(s)/car(s) (3,22 in total score) | 5. Lack job/business (2,87 in total score) | 5. Have food & water - 1 x 3 meals a day - 3 x balanced diet - 2 x eat when you like (4,41 in total score) | 3/4/5/6. Have transportation - 1 x via motorcycle(s)/car(s) (0,91 in total score) 3/4/5/6. Lack money/have debt (0,91 in total score) | 5/6. Have shelter/housing - 4 x (rented) shelter (3,31 in total score) 5/6. Lack proper clothing (3,31 in total score) | 5. Afford luxury in large quantities (4,60 in total score) | 5. Lack shelter/housing (4,51 in total score) |

Source: Based on scores from appendix 7.19.

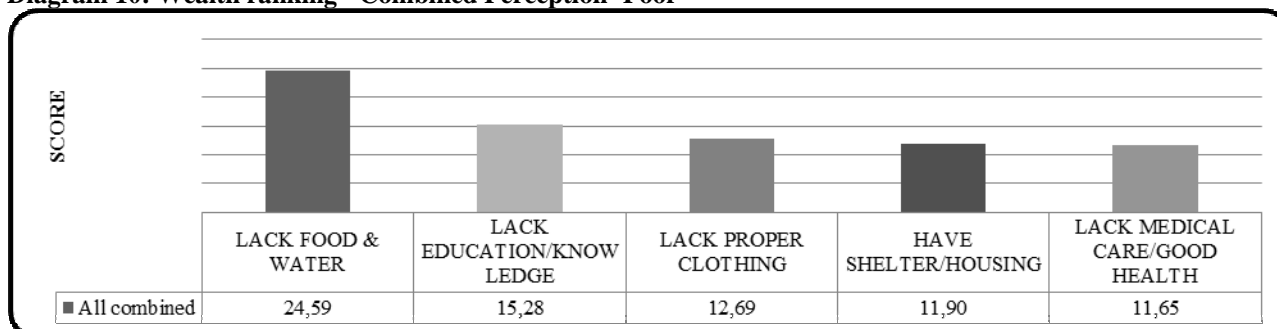
APPENDIX 7.21.WEALTH RANKING DIAGRAMS

POOR

The results presented below are based on the analysis of the wealth ranking which can be found in appendix 7.20.

The five categories outlined below in the combined top-5 WR represent how poor nairobians on average characterise people belonging to the well-being group 'poor'.

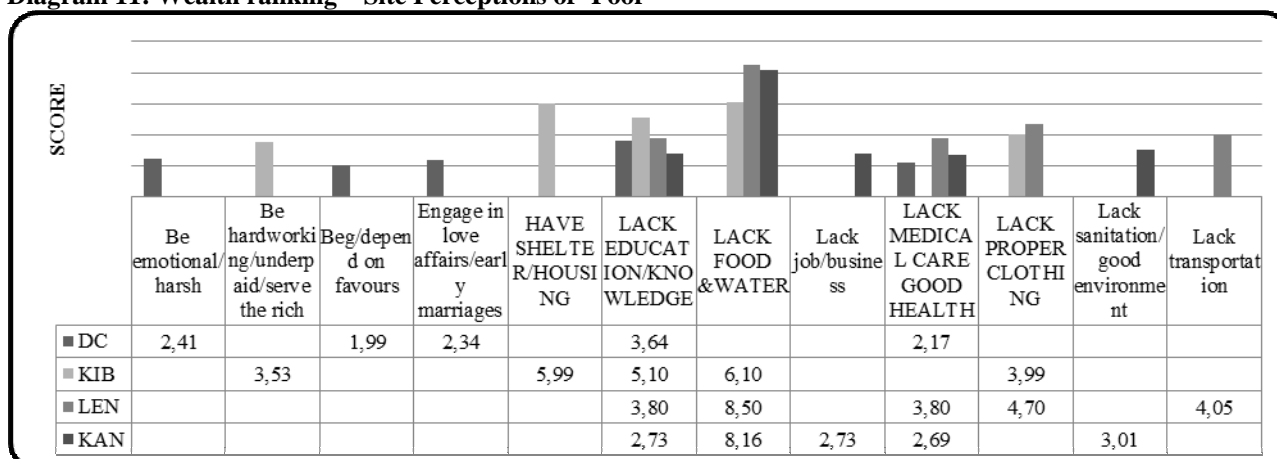
Diagram 10: Wealth ranking - Combined Perception 'Poor'



Source: building on appendix 7.20.

From the top-5 lists of DC, KIB, LEN and KEN 12 categories are identified, five of which figure on the combined top-5 list, thereby leaving the seven site-specific categories written with small letters in diagram 11 below.

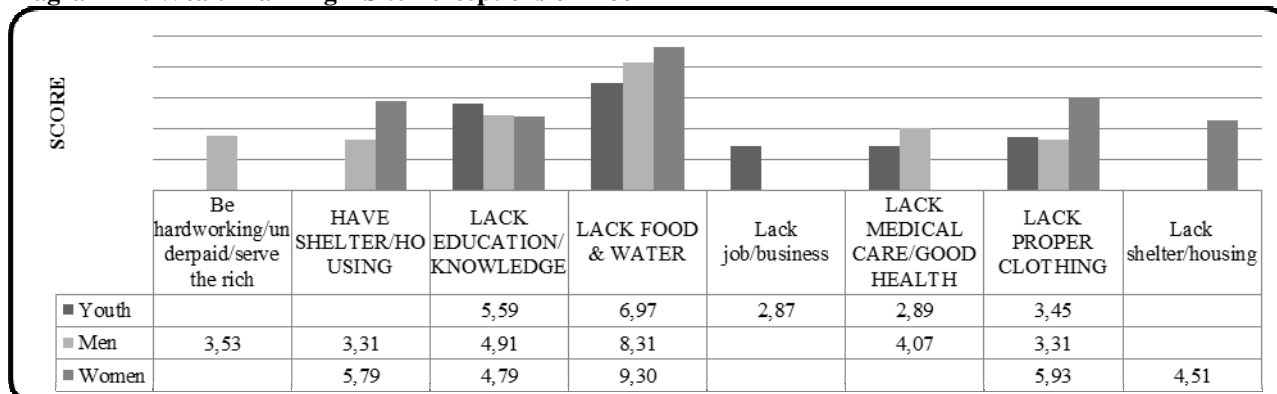
Diagram 11: Wealth ranking – Site Perceptions of 'Poor'



Source: building on appendix 7.20.

From the top-5 lists of youth, men, and women eight categories are identified, five of which figure on the combined top-5 list, thereby leaving the three group specific categories written with small letters in diagram 12 below.

Diagram 12: Wealth ranking – Site Perceptions of 'Poor'

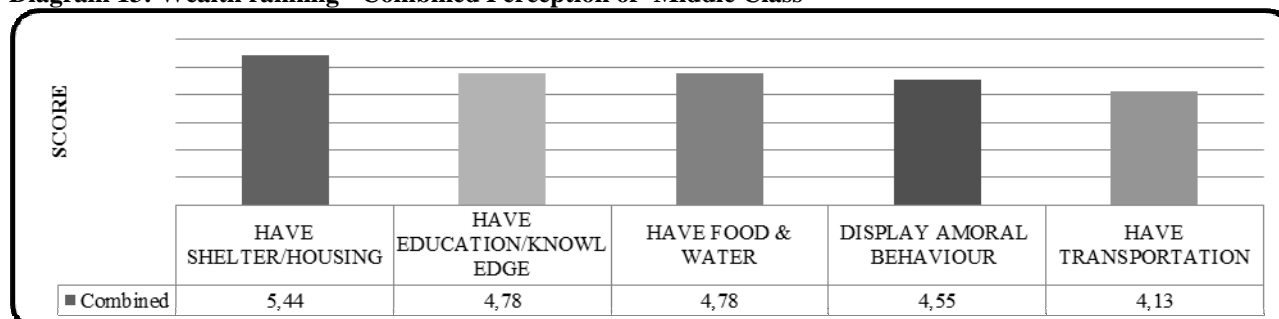


Source: building on appendix 7.20.

MIDDLE CLASS

The five categories outlined in the above combined top-5 WR represent how poor nairobians on average characterise people belonging to the well-being group 'middel class'.

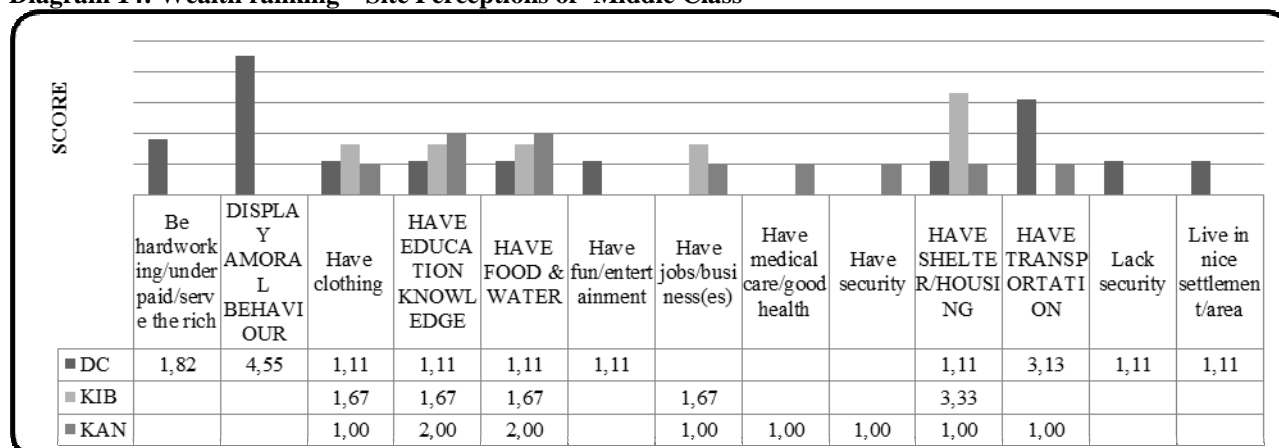
Diagram 13: Wealth ranking - Combined Perception of 'Middle Class'



Source: building on appendix 7.21.

From the top-5 lists of DC, KIB, LEN and KEN 13 categories are identified, five of which figure on the combined top-5 list, thereby leaving the eight site-specific categories written with small letters in diagram 14 below.

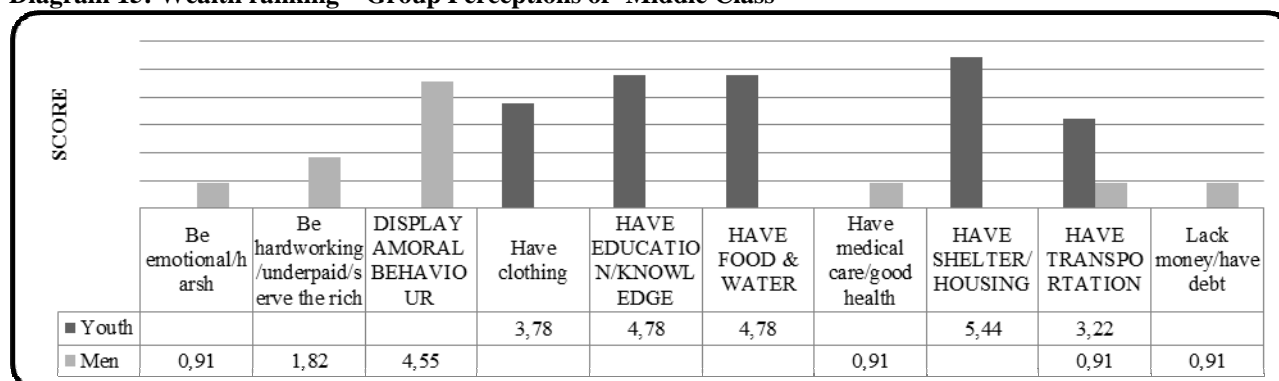
Diagram 14: Wealth ranking – Site Perceptions of 'Middle Class'



Source: building on appendix 7.21.

From the top-5 lists of youth, men, and women 10 categories are identified, five of which figure on the combined top-5 list, thereby leaving the five group specific categories written with small letters in diagram 15 below.

Diagram 15: Wealth ranking – Group Perceptions of 'Middle Class'

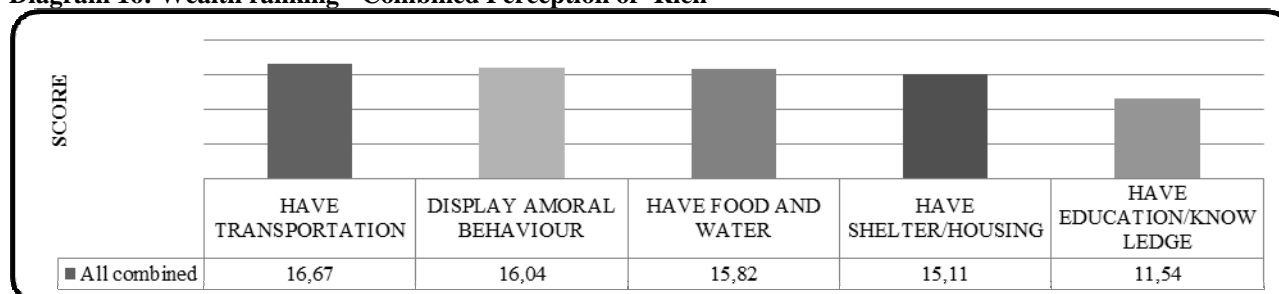


Source: building on appendix 7.21.

RICH

The five categories outlined below in the combined top-5 WR represent how poor nairobians on average characterise people belonging to the well-being group 'rich'.

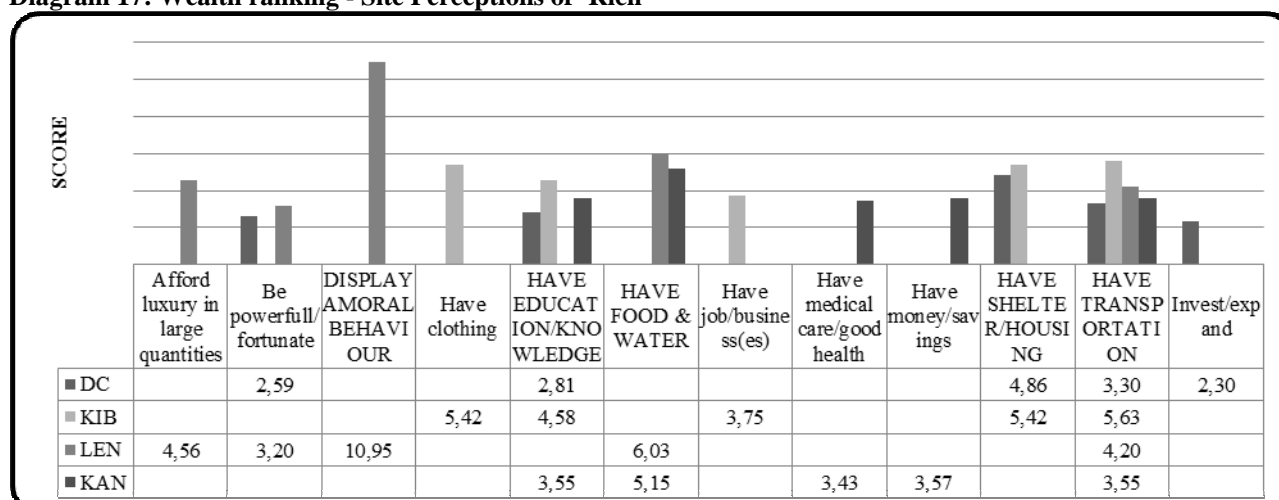
Diagram 16: Wealth ranking - Combined Perception of 'Rich'



Source: building on appendix 7.21.

From the top-5 lists of DC, KIB, LEN and KEN 12 categories are identified, five of which figure on the combined top-5 list, thereby leaving the seven site-specific categories written with small letters in diagram 17 below.

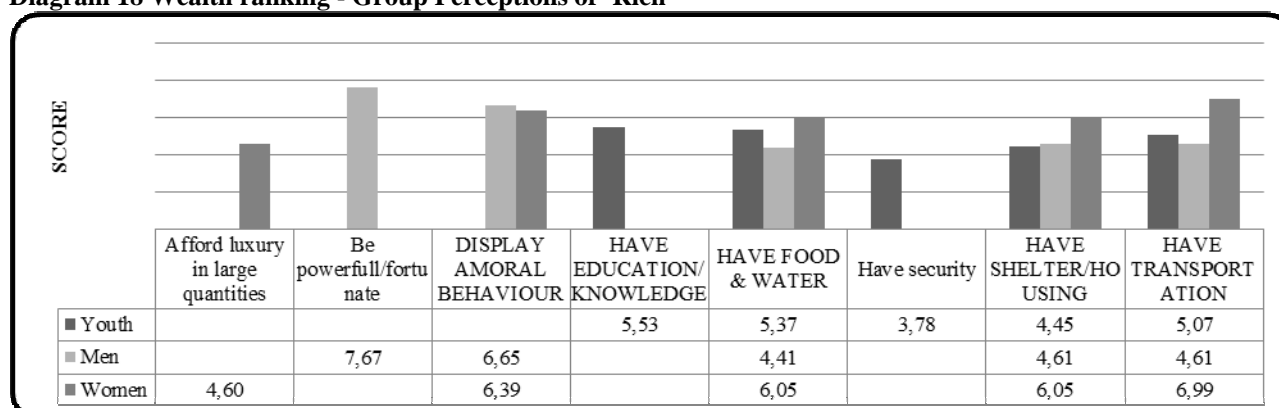
Diagram 17: Wealth ranking - Site Perceptions of 'Rich'



Source: building on appendix 7.21.

From the top-5 lists of youth, men, and women eight categories are identified, five of which figure on the combined top-5 list, thereby leaving the three group specific categories written with small letters in diagram 18 below.

Diagram 18 Wealth ranking - Group Perceptions of 'Rich'



Source: building on appendix 7.21.

APPENDIX 7.22. STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT

| TABLE 71: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – DC YOUTH | | | | |
|---|--|--|---|-----------|
| Group s | Modified Groups | Original Characteristics | Modified Characteristics | Scor e |
| Filthy rich | Rich (10 points/11 characteristics) | Buy airplane | Have transportation: <i>via airborne vehicles</i> | 0,91 |
| | | Buy more assets | Invest/expand | 0,91 |
| | | Engage in international trade | Engage in international activities/business | 0,91 |
| | | Higher security | Have security | 0,91 |
| | | Positions in politics | Be powerfull/fortunate | 0,91 |
| Very rich | | Buy plots and lands (tangible assets) | Invest/expand | 0,91 |
| | | Start investing | Invest/expand | 0,91 |
| Rich | | Good housing | Have shelter/housing: <i>permanent house/apartment</i> | 0,91 |
| | | Good schools (private) | Have education/knowledge: <i>private schools</i> | 0,91 |
| | | Fashionable clothing | Have clothing: <i>fashionable clothing</i> | 0,91 |
| | | Buy cheap car | Have transportation: <i>via motorcycle(s)/car(s)</i> | 0,91 |
| Middle class | Middle class (10 points/3 characteristics) | Education | Have education/knowledge: <i>public/cheap private schools</i> | 3,33 |
| | | Entertainment (radio + TV) | Have fun/entertainment | 3,33 |
| | | Better healthcare | Have medical care/good health | 3,33 |
| Poor | Poor (10 points/3 characteristics) | Clothing | Have clothing: <i>2nd hand clothing</i> | 3,33 |
| | | Shelter | Have shelter/housing: <i>(rented) shelter</i> | 3,33 |
| Very poor | | Food | Have food & water: <i>local food</i> | 3,33 |

Source: partly product of focus group discussion - partly own making

| TABLE 72: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – DC MEN | | | |
|---|---|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (10 points/6 characteristics) | International schools for their children | Have education/knowledge: <i>study abroad</i> | 1,67 |
| | Good investments | Invest/expand | 1,67 |
| | Build big houses and own land | Have shelter/housing: <i>own house/apartment</i> | 1,67 |
| | | Own plot(s)/land | 1,67 |
| | Very good medical coverage | Have medical care/good health | 1,67 |
| Average (10 points/8 characteristics) | Availability of water in tanks | Have food & water: <i>water from tanks</i> | 1,67 |
| | Invest money | Invest/expand | 1,25 |
| | Medical coverage | Have medical care/good health | 1,25 |
| | Private schools | Have education/knowledge: <i>private schools</i> | 1,25 |
| | Mostly public transportation (some can afford second-hand cars) | Have transportation: <i>via public transportation vehicles</i> | 1,25 |
| | | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,25 |
| | Small pieces of land (mostly in rural areas) or none at all | Own plot(s)/land | 1,25 |
| | Access to water (buy 20 litres at a time) | Have food & water: <i>buy water</i> | 1,25 |
| Poor (10 points/8 characteristics) | Bicycles | Have transportation: <i>via bicycle</i> | 1,25 |
| | Food | Have food & water: <i>local food</i> | 1,25 |
| | Clothing | Have clothing: <i>2nd hand clothing</i> | 1,25 |
| | Shelter | Have shelter/housing : <i>(rented) shelter</i> | 1,25 |
| | (Alcohol) | Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 1,25 |
| | Public education | Have education/knowledge: <i>public/cheap private schools</i> | 1,25 |

| | | | |
|--|------------------------------------|-------------------------------|------|
| | No money for transportation – walk | Lack transportation | 1,25 |
| | No medical coverage | Lack medical care/good health | 1,25 |
| | Lack of water | Lack food & water | 1,25 |

Source: partly product of focus group discussion - partly own making

| TABLE 73: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – DC WOMEN | | | |
|---|------------------------------------|---|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/6 characteristics) | Start business | Invest/expand | 2,50 |
| | Enlarge business and employ people | Invest/expand | 2,50 |
| | Save money | Have money/savings | 2,50 |
| | Move to a better house | Have shelter/housing: <i>permanent house/apartment</i> | 2,50 |
| | Go to a better school (private) | Have education/knowledge: <i>private schools</i> | 2,50 |
| | Buying land | Invest/expand | 2,50 |
| Poor (15 points/4 characteristics) | Shelter, food, clothing and water | Have shelter/housing: <i>(rented) shelter</i> | 3,75 |
| | | Have food & water: <i>local food</i> | 3,75 |
| | | Have clothing: <i>2nd hand clothing</i> | 3,75 |
| | Public school | Have education/knowledge: <i>public/cheap private schools</i> | 3,75 |

Source: partly product of focus group discussion - partly own making

| TABLE 74: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – KIB YOUTH | | | |
|--|--|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (10 points/7 characteristics) | Support others to move out of poverty (start charity organisation) | Help others | 1,43 |
| | Improve on business | Invest/expand | 1,43 |
| | Create employment | Help others | 1,43 |
| | Invest in property | Invest/expand | 1,43 |
| | Build better houses | Have shelter/housing: <i>own house/apartment</i> | 1,43 |
| | Buy cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,43 |
| | Send children for further studies | Have education/knowledge: <i>further studies (secondary school, college, university)</i> | 1,43 |
| Middle class (10 points/5 characteristics) | Expand business creating more jobs | Invest/expand | 2,00 |
| | Sponsoring children | Help others | 2,00 |
| | Have skilled training course (eg. Tailoring) | Have education/knowledge: <i>vocational training</i> | 2,00 |
| | Continue education | Have education/knowledge: <i>further studies (secondary school, college, university)</i> | 2,00 |
| | Help own family by paying school-fees | Help others | 2,00 |
| Poor (10 points/5 characteristics) | Buy food | Have food & water: <i>local food</i> | 2,00 |
| | Pay dept | Lack money/have debt | 2,00 |
| | Shelter | Have shelter/housing: <i>(rented) shelter</i> | 2,00 |
| | School-fees | Have education/knowledge: <i>public/cheap private schools</i> | 2,00 |
| | Start business (when basic needs are met) | Invest/expand | 2,00 |

Source: partly product of focus group discussion - partly own making

| TABLE 75: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – KIB MEN | | | |
|--|--------------------------|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/12 characteristics) | Decent food | Have food & water: <i>balanced diet</i> | 1,25 |
| | Decent housing | Have shelter/housing: <i>permanent house/apartment</i> | 1,25 |
| | Decent clothing | Have clothing: <i>2nd hand clothing</i> | 1,25 |
| | Better medical care | Have medical care/good health | 1,25 |

| | | | |
|---------------------------------------|--|--|------|
| | Increased family care | Have (small) family | 1,25 |
| | Invest in business | Invest/expand | 1,25 |
| | Save money | Have money/savings | 1,25 |
| | Better education | Have education/knowledge: <i>private schools</i> | 1,25 |
| | Better means of transport | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,25 |
| | Invest in property | Invest/expand | 1,25 |
| | Improve society (sponsoring people) | Help others | 1,25 |
| | Join adult education | Have education/knowledge: <i>adult education</i> | 1,25 |
| Poor (15 points/3 characteristics) | Feed children | Have food & water: <i>local food</i> | 5,00 |
| | Pay rent | Have shelter/housing: <i>(rented) shelter</i> | 5,00 |
| | Take children to school (if possible) | Lack education/knowledge | 5,00 |

Source: partly product of focus group discussion - partly own making

| TABLE 76: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – KIB WOMEN | | | | |
|--|--|---|--|-------|
| Groups | Modified Groups | Original Characteristics | Modified Characteristics | Score |
| Rich | Rich (15 points/7 characteristics) | Continue helping people | Help others | 2,14 |
| | | Buy a plot and build a good house on the plot | Own plot(s)/land | 2,14 |
| | | | Have shelter/housing: <i>own house/apartment</i> | 2,14 |
| | | Establish businesses and employ people | Invest/expand | 2,14 |
| | | Buy a car | Have transportation: <i>via motorcycle(s)/car(s)</i> | 2,14 |
| | | Make sure children are educated properly | Have education/knowledge: <i>further studies (secondary school, college, university)</i> | 2,14 |
| | | Take children for further studies abroad | Have education/knowledge: <i>study abroad</i> | 2,14 |
| Poor | Poor (15 points/10 characteristics) | Try to look for possibilities to invest in business so that I may employ others | Invest/expand | 1,50 |
| | | Open bank-account | Invest/expand | 1,50 |
| | | Continue supporting family | Help others | 1,50 |
| | | Try to support the less fortunate (like the orphans) | Help others | 1,50 |
| Very poor | | Food | Have food & water: <i>local food</i> | 1,50 |
| | | Rainproof shelter | Have shelter/housing: <i>(rented) shelter</i> | 1,50 |
| | | Clothing | Have clothing: <i>2nd hand clothing</i> | 1,50 |
| | | Education for children | Have education/knowledge: <i>public/cheap private schools</i> | 1,50 |
| | | Pray to ensure that the source of income will be sustained | Be christian | 1,50 |
| | | Try to support the others | Help others | 1,50 |

Source: partly product of focus group discussion - partly own making

| TABLE 77: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – LEN YOUTH | | | |
|--|--------------------------|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/9 characteristics) | School-fees | Have education/knowledge: <i>private schools</i> | 1,67 |
| | Rent | Have shelter/housing: <i>permanent house/apartment</i> | 1,67 |
| | Better food | Have food & water: <i>balanced diet</i> | 1,67 |
| | Clothing | Have clothing: <i>fashionable clothing</i> | 1,67 |
| | Better medical care | Have medical care/good health | 1,67 |

| | | | |
|---------------------------------------|---|---|------|
| | Starting small businesses | Invest/expand | 1,67 |
| | Take care of extended family | Help others | 1,67 |
| | Give money to church | Be christian | 1,67 |
| | Invest in education of sisters and brothers | Help others | 1,67 |
| Poor (15 points/6 characteristics) | Food | Have food & water: <i>local food</i> | 2,50 |
| | Rent | Have shelter/housing: <i>(rented) shelter</i> | 2,50 |
| | Medical care | Have medical care/good health | 2,50 |
| | Water | Have food & water: <i>buy water</i> | 2,50 |
| | Clothes | Have clothing: <i>2nd hand clothing</i> | 2,50 |
| | Paying debt | Lack money/have debt | 2,50 |

Source: partly product of focus group discussion - partly own making

| TABLE 78: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – LEN MEN | | | | |
|--|---|--|--|-------|
| Groups | Original Characteristics | | Modified Characteristics | Score |
| Rich (15 points/9 characteristics) | Clear debt or start small business and use part of profit to clear debt | | Have money/savings | 1,67 |
| | | | Invest/expand | 1,67 |
| | Build good house | | Have shelter/housing: <i>own house/apartment</i> | 1,67 |
| | Take children to school | | Have education/knowledge: <i>private schools</i> | 1,67 |
| | Improve diet and clothing of children | Have food & water: <i>balanced diet</i> | 1,67 | |
| | | Have clothing: <i>fashionable clothing</i> | 1,67 | |
| | Start saving | | Have money/savings | 1,67 |
| | Medical care | | Have medical care/good health | 1,67 |
| | Improve education of children | | Have education/knowledge: <i>private schools</i> | 1,67 |
| Poor (15 points/7 characteristics) | Food | | Have food & water: <i>local food</i> | 2,14 |
| | Clothing | | Have clothing: <i>2nd hand clothing</i> | 2,14 |
| | Rent | | Have shelter/housing: <i>(rented) shelter</i> | 2,14 |
| | If more money left: | Medical care | Have medical care/good health | 2,14 |
| | | Help extended family | Help others | 2,14 |
| | | Transport (fare) | Have transportation: <i>via public transportation vehicles</i> | 2,14 |
| | | Pay debts (making it possible to save) | Lack money/have debt | 2,14 |

Source: partly product of focus group discussion - partly own making

| TABLE 79: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – LEN WOMEN | | | |
|--|---|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/5 characteristics) | Take children to school | Have education/knowledge: <i>private schools</i> | 3,00 |
| | Start business | Invest/expand | 3,00 |
| | Buy land | Own plot(s)/land | 3,00 |
| | Build houses for rental purposes | Invest/expand | 3,00 |
| | Build own house | Have shelter/housing: <i>own house/apartment</i> | 3,00 |
| Poor (15 points/6 characteristics) | Food | Have food & water: <i>local food</i> | 2,50 |
| | Pay rent | Have shelter/housing: (<i>rented</i>) <i>shelter</i> | 2,50 |
| | Buy clothes for children | Have clothing: <i>2nd hand clothing</i> | 2,50 |
| | Buy water | Have food & water: <i>buy water</i> | 2,50 |
| | Buy cooking fuel | Have electricity/fuel | 2,50 |
| | Take children to school (if enough money) | Lack education/knowledge | 2,50 |

Source: partly product of focus group discussion - partly own making

| TABLE 80: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – KAN YOUTH | | | |
|--|---|---|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (10 points/14 characteristics) | Own houses | Have shelter/housing: <i>own house/apartment</i> | 0,71 |
| | Send children to good schools | Have education/knowledge: <i>private schools</i> | 0,71 |
| | Have more than enough food/balanced diet | Have food & water: <i>balanced diet</i> | 0,71 |
| | Have friends | Have friends | 0,71 |
| | Expensive beverages | Afford luxury in large quantities | 0,71 |
| | Medical care | Have medical care/good health | 0,71 |
| | Better security | Have security | 0,71 |
| | Guns | Have security | 0,71 |
| | House help | Have employees | 0,71 |
| | Create employment for the poor | Help others | 0,71 |
| | Nice fashionable clothes (1 st hand clothes) | Have clothing: <i>fashionable clothing</i> | 0,71 |
| | Own big businesses | Have job/business(es) | 0,71 |
| | Pay rent | Have shelter/housing: <i>permanent house/apartment</i> | 0,71 |
| | Mobile phones | Have access to infrastucture (physical & communication) | 0,71 |
| Middle class (10 points/9 characteristics) | TV (entertainment) | Have fun/entertainment | 1,11 |
| | Cattle | Have farm (crops & livestock) | 1,11 |
| | Rent | Have shelter/housing: <i>permanent house/apartment</i> | 1,11 |
| | Education | Have education/knowledge: <i>public/cheap private schools</i> | 1,11 |
| | Food | Have food & water: <i>local food</i> | 1,11 |
| | Good clothes | Have clothing: <i>2nd hand clothing</i> | 1,11 |
| | Medical care | Have medical care/good health | 1,11 |
| | Mobile phones | Have access to infrastucture (physical & communication) | 1,11 |
| | Some have own cars | Have transportation: <i>motorcycle(s)/car(s)</i> | 1,11 |
| Poor (10 points/9 characteristics) | Food | Have food & water: <i>local food</i> | 1,11 |
| | Clothes | Have clothing: <i>2nd hand clothing</i> | 1,11 |
| | Water | Have food & water: <i>buy water</i> | 1,11 |
| | Cheap alcoholic drinks | Afford local products in small quantities | 1,11 |
| | Try to send children to school | Lack education/knowledge | 1,11 |
| | Cheap drugs | Lack medical care/good health | 1,11 |
| | See herbalist when sick | Lack medical care/good health | 1,11 |
| | Pay rent | Have shelter/housing: <i>(rented) shelter</i> | 1,11 |
| | Mobile phones | Have access to infrastucture (physical & communication) | 1,11 |

Source: partly product of focus group discussion - partly own making

| TABLE 81: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – KAN MEN | | | |
|--|---|--|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/13 characteristics) | To stay in big houses which they own themselves | Have shelter/housing: <i>own house/apartment</i> | 1,15 |
| | Have big cars | Have transportation: <i>via motorcycle(s)/car(s)</i> | 1,15 |
| | Education for their children | Have education/knowledge: <i>private schools</i> | 1,15 |
| | Have employees | Have employees | 1,15 |
| | Medical care | Have medical care/good health | 1,15 |
| | Do big business | Have job/business(es) | 1,15 |
| | Better schools | Have education/knowledge: <i>private schools</i> | 1,15 |
| | Balanced diet | Have food & water: <i>balanced diet</i> | 1,15 |
| | Justice and lawyers | Be powerfull/fortunate | 1,15 |
| | Can bribe their way to a good job | Display amoral behaviour | 1,15 |
| | Travel abroad | Have fun/entertainment | 1,15 |
| | Drink good beer | Afford luxury in large quantities | 1,15 |
| | Have good family | Have (small) family | 1,15 |

| | | | |
|---------------------------------------|------------------------------------|--|------|
| Poor (15 points/6 characteristics) | Food | Have food & water: <i>local food</i> | 2,50 |
| | Rent | Have shelter/housing: (<i>rented</i>) <i>shelter</i> | 2,50 |
| | Clothes | Have clothing: <i>2nd hand clothing</i> | 2,50 |
| | School-fees (but with difficulty) | Lack education/knowledge | 2,50 |
| | Medical care (but with difficulty) | Lack medical care/good health | 2,50 |
| | Business (small-scale) | Invest/expand | 2,50 |

Source: partly product of focus group discussion - partly own making

| TABLE 82: STAGES OF PROGRESS TECHNIQUE SCORE ALLOTMENT – KAN WOMEN | | | |
|--|--|---|-------|
| Groups | Original Characteristics | Modified Characteristics | Score |
| Rich (15 points/9 characteristics) | Better education | Have education/knowledge: <i>private schools</i> | 1,67 |
| | Shoes | Have clothing: <i>shoes</i> | 1,67 |
| | Breakfast | Have food & water: <i>3 meals a day</i> | 1,67 |
| | Look for a plot in the countryside to build a good house on (the kind of house one dreams about) | Own plot(s)/land | 1,67 |
| | | Have shelter/housing: <i>own house/apartment</i> | 1,67 |
| | Buy cattle to produce milk | Have farm (crops & livestock) | 1,67 |
| | Improve business | Invest/expand | 1,67 |
| | Move to rural area and become farmers | Have farm (crops & livestock) | 1,67 |
| Poor (15 points/6 characteristics) | Pray and thank God | Be christian | 1,67 |
| | Food | Have food & water: <i>local food</i> | 2,50 |
| | Start/do business | Invest/expand | 2,50 |
| | Pay rent | Have shelter/housing: (<i>rented</i>) <i>shelter</i> | 2,50 |
| | Buy clothes | Have clothing: <i>2nd hand clothing</i> | 2,50 |
| | Take children to school | Have education/knowledge: <i>public/cheap private schools</i> | 2,50 |
| | Pray to God | Be christian | 2,50 |

Source: partly product of focus group discussion - partly own making

APPENDIX 7.23. STAGES OF PROGRESS TECHNIQUE TOP-5 TABLE

| TABLE 83: STAGES OF PROGRESS TOP 5 – ALL COMBINED | | |
|--|--|---|
| All Groups Combined | | |
| Rich | Middle Class | Poor |
| 1. Invest/expand (30,39 points) | 1. Have education/knowledge - 2 x public/cheap private schools - 1 x private schools - 1 x vocational training - 1 x further studies (secondary school, college, university) (9,69 points) | 1. Have food & water - 12 x local food - 3 x buy water (36,20 points) |
| 2. Have education/knowledge - 11 x private schools - 2 x study abroad - 1 x adult education - 2 x further studies (secondary school, college, university) (25,98 points) | 2. Have medical care/good health (5,69 points) | 2. Have shelter/housing - 12 x (rented) shelter (30,09 points) |
| 3. Have shelter/housing - 8 x own house/apartment - 5 x permanent house/apartment (20,48 points) | 3. Have transportation - 1 x via bicycle - 1 x via public transportation vehicles - 2 x via motorcycle(s)/car(s) (4,86 points) | 3. Have clothing - 10 x 2nd hand clothing (12,69 points) |
| 4. Help others (10,30 points) | 4. Have fun/entertainment (4,44 points) | 4. Lack education/knowledge (11,11 points) |
| 5. Have food & water - 1 x 3 meals a day - 5 x balanced diet - 1 x water from tanks (9,78 points) | 5. Help others (4,00 points) | 5. Have education/knowledge - 5 x public/cheap private schools (11,00 points) |

Source: Based on scores from appendix 7.22.

TABLE 84: STAGES OF PROGRESS TOP 5 - SITES

| DC | | | KIB | | | LEN | | KAN | | |
|---|---|---|--|---|---|---|--|---|---|---|
| Rich | Middle Class | Poor | Rich | Middle Class | Poor | Rich | Poor | Rich | Middle Class | Poor |
| 1. Invest/expand (11,89 points) | 1/2. Have education/knowledge - 1 x public/cheap private schools (4,58 points) | 1/2/3. Have clothing - 3 x 2nd hand clothing (8,33 points) | 1. Have education/knowledge - 1 x private schools - 1 x study abroad - 2 x further studies (secondary school, college, university) - 1 x adult education (8,21 points) | 1/2. Have education/knowledge - 1 x further studies (secondary school, college, university) - 1 x vocational training (4,00 points) | 1/2. Have food & water - 3 x local food (8,50 points) | 1. Invest/expand (9,33 points) | 1. Have food & water - 3 x local food - 2 x buy water (12,14 points) | 1. Have education/knowledge - 4 x private schools (4,69 points) | 1/2/3/4/5/6/7/8/9. Have access to infrastructure (physical & communication) (1,11 points) | 1. Have food & water - 3 x local food - 1 x buy water (7,22 points) |
| 2/3. Have education/knowledge - 2 x private schools - 1 x study abroad (5,08 points) | 1/2. Have medical care/good health (4,58 points) | 1/2/3. Have food & water - 3 x local food (8,33 points) | 2. Invest/expand (7,50 points) | 1/2. Help others (4,00 points) | 1/2. Have shelter/housing - 3 x (rented) shelter (8,50 points) | 2. Have education/knowledge - 4 x private schools (8,00 points) | 2/3. Have clothing - 3 x 2nd hand clothing (7,14 points) | 2. Have shelter/housing - 1 x permanent house/apartment - 3 x own house/apartment (4,25 points) | 1/2/3/4/5/6/7/8/9. Have clothing - 1 x 2nd hand clothing (1,11 points) | 2/3. Have clothing - 3 x 2nd hand clothing (6,11 points) |
| 2/3. Have shelter/housing - 2 x permanent house/apartment - 1 x own house/apartment (5,08 points) | 3. Have transportation - 1 x via bicycle- 1 x via public transportation vehicles- 1 x via motorcycle(s)/car(s) | 1/2/3. Have shelter/housing - 3 x (rented) shelter (8,33 points) | 3. Help others (6,25 points) | 3. Invest/expand (2,00 points) | 3/4. Invest/expand (5,00 points) | 3. Have shelter/housing - 1 x permanent house/apartment- 2 x own house/apartment (6,33 points) | 2/3. Have shelter/housing - 3 x (rented) shelter (7,14 points) | 3. Have food & water - 1 x 3 meals a day - 2 x balanced diet (3,53 points) | 1/2/3/4/5/6/7/8/9. Have education/knowledge - 1 x public/cheap private schools (1,11 points) | 2/3. Have shelter/housing - 3 x (rented) shelter (6,11 points) |

| | | | | | | | | | |
|--|--|---|--|---|---|--|---|--|--|
| | (3,75 points) | | | | | | | | |
| 4. Have money/savings (2,50 points) | 4. Have fun/entertainment (3,33 points) | 4. Have education/knowledge - 2 x public/cheap private schools (5,00 points) | 4/5. Have shelter/housing - 1 x permanent house/apartment 2 x own house/apartment (4,82 points) | 3/4. Lack education/knowledge (5,00 points) | 4/5/6/7/8. Have clothing - 2 x fashionable clothing (3,33 points) | 4/5. Have medical care/good health (4,64 points) | 4. Have farm (crops & livestock) (3,33 points) | 1/2/3/4/5/6/7/8 /9. Have farm (crops & livestock) (1,11 points) | 4. Invest/expand and (5,00 points) |
| 5. Have transportation - 1 x via motorcycle(s)/car(s) - 1 x via airborne vehicles (1,82 points) | 5/6/7. Have food & water - 1 x buy water (1,25 points) | 5/6/7/8. Engage in immorality (prostitution & alcohol/drugs/cigarettes) (1,25 points) | 4/5. Have transportation - 3 x via motorcycle(s)/car(s) (4,82 points) | 5. Help others (4,50 points) | 4/5/6/7/8. Have food & water - 2 x balanced diet (3,33 points) | 4/5. Lack money/have debt (4,64 points) | 5. Have clothing - 1 x fashionable clothing (2,38 points) | 1/2/3/4/5/6/7/8 /9. Have food & water - 1 x local food (1,11 points) | 5. Lack medical care/good health (4,72 points) |
| | 5/6/7. Invest/expand (1,25 points) | 5/6/7/8. Lack food & water (1,25 points) | | | 4/5/6/7/8. Have medical care/good health (3,33 points) | | | 1/2/3/4/5/6/7/8 /9. Have fun/entertainment (1,11 points) | |
| | 5/6/7. Own plot(s)/land (1,25 points) | 5/6/7/8. Lack medical care/good health (1,25 points) | | | 4/5/6/7/8. Have money/savings (3,33 points) | | | 1/2/3/4/5/6/7/8 /9. Have medical care/good health (1,11 points) | |
| | | 5/6/7/8. Lack transportation (1,25 points) | | | 4/5/6/7/8. Help others (3,33 points) | | | 1/2/3/4/5/6/7/8 /9. Have shelter/housing - 1 x permanent house/apartment | |

| | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|---|--|
| | | | | | | | | | (1,11 points) | |
| | | | | | | | | | 1/2/3/4/5/6/7/8 /9. Have transportation - 1 x motorcycle(s)/c ar(s) (1,11 points) | |

Source: Based on scores from appendix 7.22.

| TABLE 85: STAGES OF PROGRESS TOP 5 - GROUPS | | | | | | | |
|---|---|--|---|--|--|--|---|
| Youth | | | Men | | | Women | |
| Rich | Middle Class | Poor | Rich | Middle Class | Poor | Rich | Poor |
| 1. Invest/expand (7,25 points) | 1. Have education/knowledge - 2 x public/cheap private schools - 1 x further studies (secondary school, college, university) - 1 x vocational training (8,44 points) | 1. Have food & water - 3 x local food - 4 x buy water (12,56 points) | 1. Have education/knowledge - 5 x private schools - 1 x study abroad - 1 x adult education (9,81 points) | 1. Have transportationx - 1 x via bicycle (3,75 points) | 1/2. Have food & water - 4 x local food (10,89 points) | 1. Invest/expand (17,31 points) | 1. Have food & water - 4 x local food - 1 x buy water (12,75 points) |
| 2. Help others (6,90 points) | 2/3. Have fun/entertainment (4,44 points) | 2. Have shelter/housing - 4 x (rented) shelter (8,94 points) | 2. Invest/expand (5,83 points) | 2/3/4/5/6. Have education/knowledge - 1 x private schools (1,25 points) | 1/2. Have shelter/housing - 4 x (rented) shelter (10,89 points) | 2. Have education/knowledge - 3 x private schools - 1 x study abroad - 1 x further studies (secondary school, college, university) (11,45 points) | 2/3. Have clothing - 4 x 2nd hand clothing (10,25 points) |
| 3. Have shelter/housing - 3 x permanent house/apartment - 2 x own | 3. Have medical care/good health (4,44 points) | 3. Have clothing - 3 x 2nd hand clothing (6,94 points) | 3/4/5. Have food & water - 2 x balanced diet - 1 x local food - 1 x water from tanks | 2/3/4/5/6. Have food & water - 1 x buy water (1,25 points) | 3. Lack education/knowledge (7,50 points) | 3. Have shelter/housing - 3 x own house/apartment - 1 x permanent | 2/3. Have shelter/housing - 4 x (rented) shelter (10,25 points) |

| | | | | | | | |
|--|-----------------------------------|---|--|---|---|---|---|
| <i>house/apartment</i> (5,43 points) | | | (5,74 points) | | | <i>house/apartment</i> (9,31 points) | |
| 4. Have education/knowledge - 3 x <i>private schools</i> - 1 x <i>further studies</i> (<i>secondary school, college, university</i>) (4,72 points) | 4. Help others (4,00 points) | 4. Lack money/have debt (4,50 points) | 3/4/5. Have medical care/good health (5,74 points) | 2/3/4/5/6. Have medical care/good health (1,25 points) | 4. Have clothing - 3 x <i>2nd hand clothing</i> (5,89 points) | 4. Own plot(s)/land (6,81 points) | 4. Have education/knowledge - 3 x <i>public/cheap private schools</i> (7,75 points) |
| 5. Have clothing - 3 x <i>fashionable clothing</i> (3,39 points) | 5. Invest/expand (2,00 points) | 5. Have medical care/good health (2,50 points) | 3/4/5. Have shelter/housing - 1 x <i>permanent house/apartment</i> - 3 x <i>own house/apartment</i> (5,74 points) | 2/3/4/5/6. Invest/expand (1,25 points) 2/3/4/5/6. Own plot(s)/land (1,25 points) | 5. Lack medical care/good health (3,75 points) | 5. Have farm (crops & livestock) (3,33 points) | 5. Invest/expand (5,50 points) |

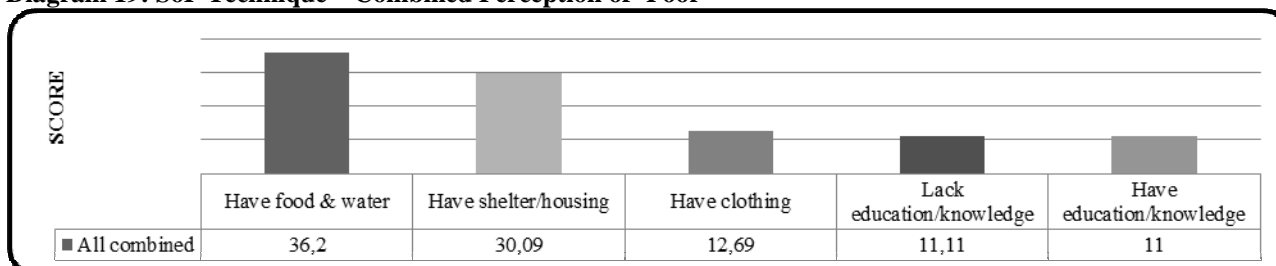
Source: Based on scores from appendix 7.22.

APPENDIX 7.24. STAGES OF PROGRESS WEALTH RANKING DIAGRAMS

POOR

The five categories outlined below in the combined top-5 SoP represent the expenses which poor nairobians on average consider people belonging to the well-being group 'poor' able to incur.

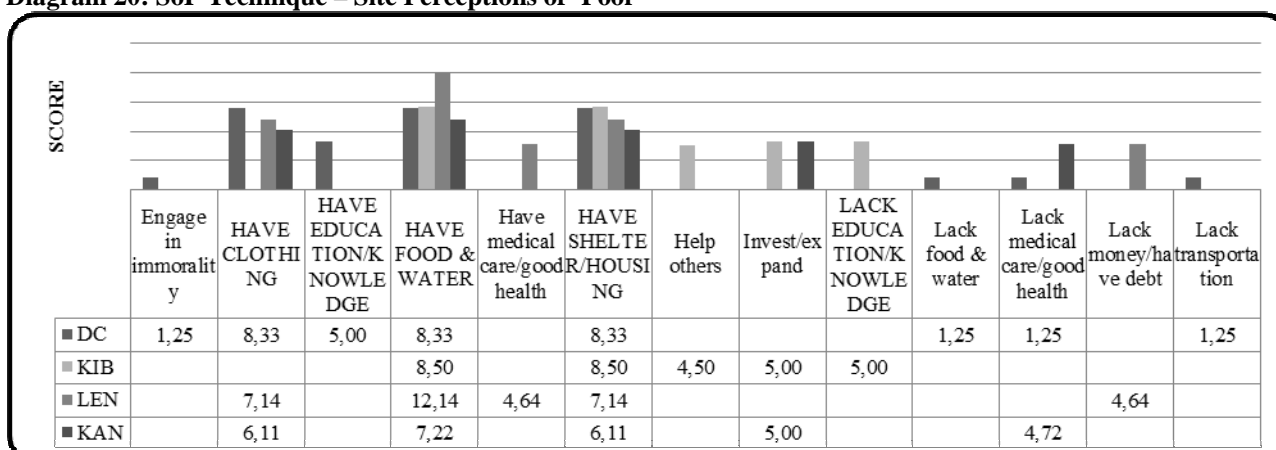
Diagram 19: SoP Technique – Combined Perception of 'Poor'



Source: building on appendix 7.23.

From the top-5 lists of DC, KIB, LEN and KEN 13 categories are identified, five of which figure on the combined top-5 list, thereby leaving the eight site-specific categories written with small letters in diagram 20 below.

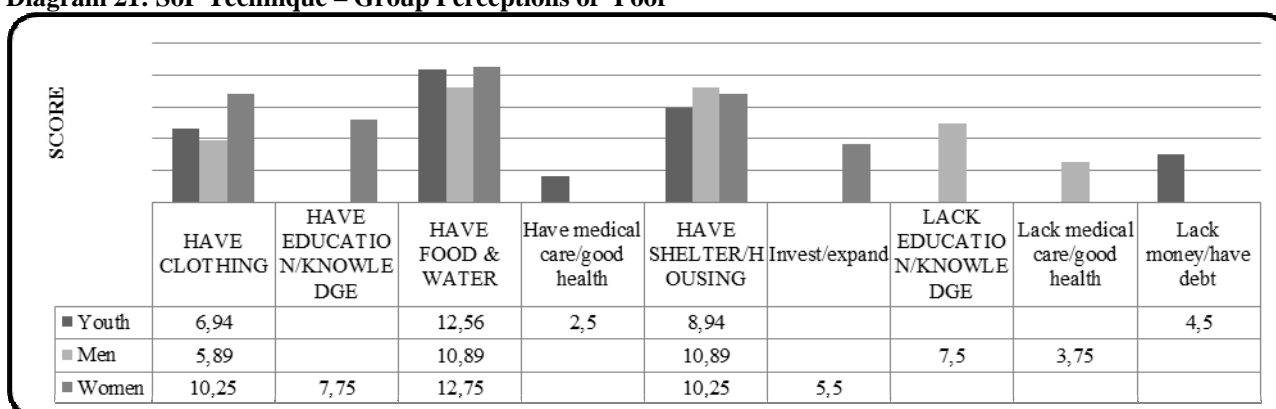
Diagram 20: SoP Technique – Site Perceptions of 'Poor'



Source: building on appendix 7.23.

From the top-5 lists of youth, men, and women nine categories are identified, five of which figure on the combined top-5 list, thereby leaving the four group specific categories written with small letters in diagram 21 below.

Diagram 21: SoP Technique – Group Perceptions of 'Poor'

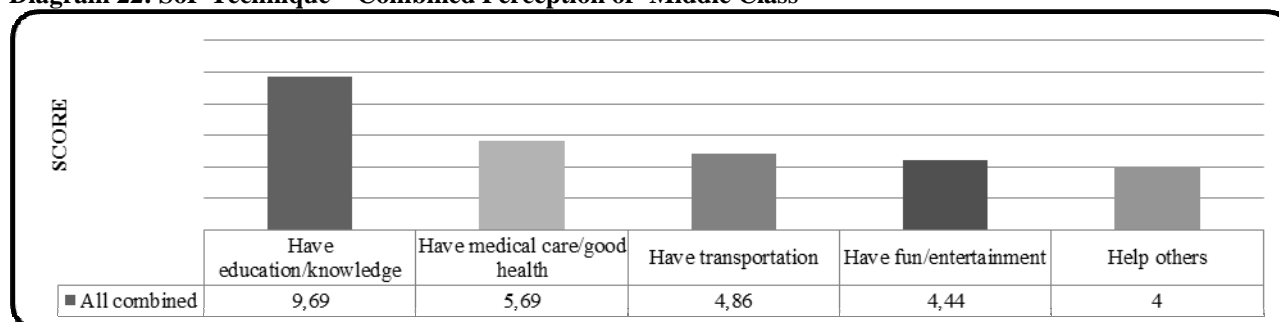


Source: building on appendix 7.23.

MIDDLE CLASS

The five categories outlined below in the combined top-5 SoP represent the expenses which poor nairobians on average consider people belonging to the well-being group 'middle class' able to incur compared to those from the 'poor'.

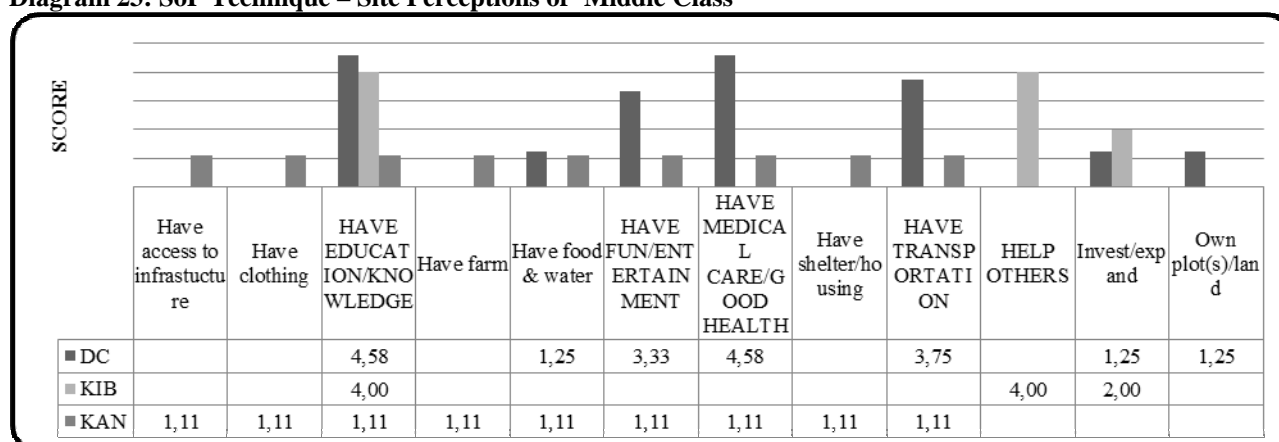
Diagram 22: SoP Technique – Combined Perception of ‘Middle Class’



Source: building on appendix 7.23.

From the top-5 lists of DC, KIB, LEN and KEN 12 categories are identified, five of which figure on the combined top-5 list, thereby leaving the seven site-specific categories written with small letters in diagram 23 below.

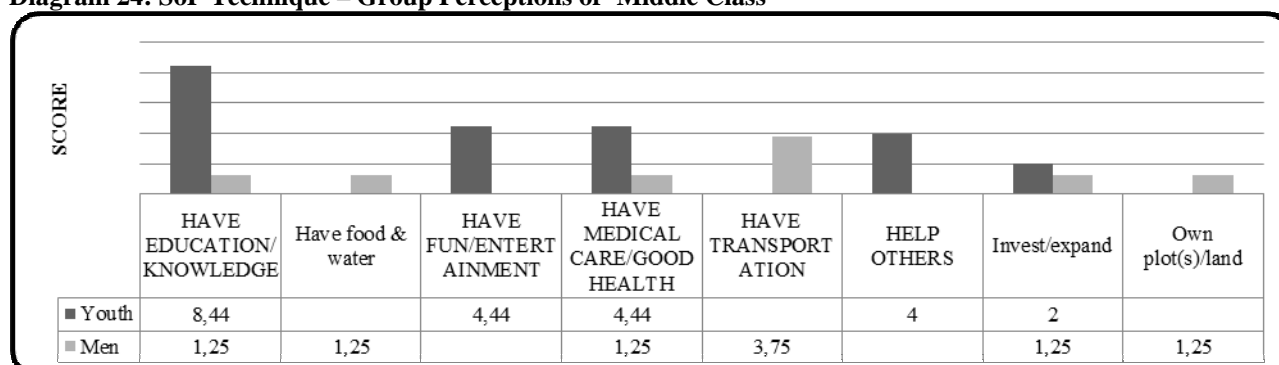
Diagram 23: SoP Technique – Site Perceptions of ‘Middle Class’



Source: building on appendix 7.23.

From the top-5 lists of youth, men, and women eight categories are identified, five of which figure on the combined top-5 list, thereby leaving the three group specific categories written with small letters in diagram 24 below.

Diagram 24: SoP Technique – Group Perceptions of ‘Middle Class’

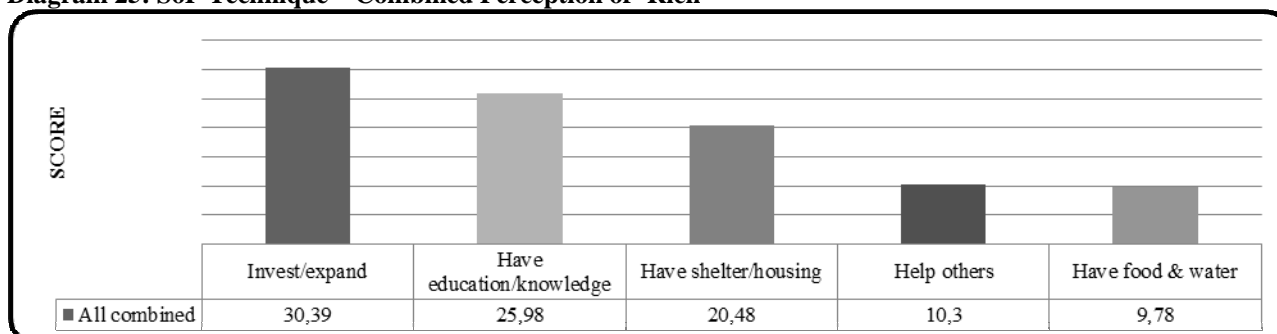


Source: building on appendix 7.23.

RICH

The five categories outlined below in the combined top-5 SoP represent the expenses which poor nairobians on average consider people belonging to the well-being group ‘rich’ able to incur compared to those from the ‘middle class’.

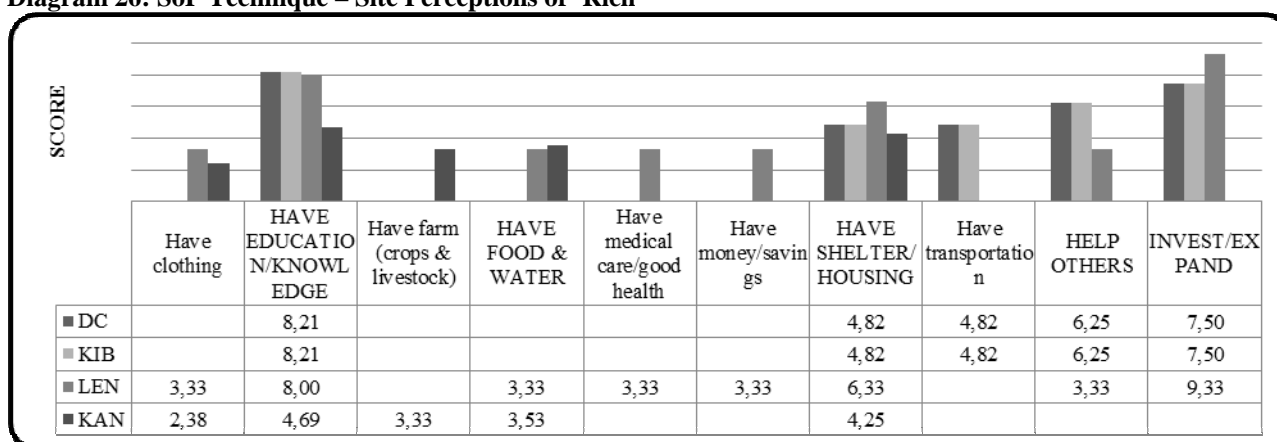
Diagram 25: SoP Technique – Combined Perception of ‘Rich’



Source: building on appendix 7.23.

From the top-5 lists of DC, KIB, LEN and KEN 10 categories are identified, five of which figure on the combined top-5 list, thereby leaving the five site-specific categories written with small letters in diagram 26 below.

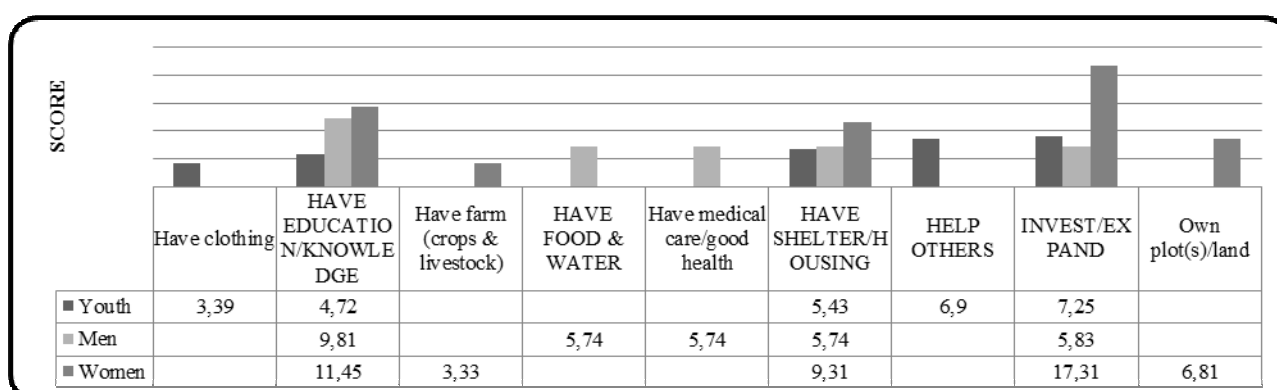
Diagram 26: SoP Technique – Site Perceptions of ‘Rich’



Source: building on appendix 7.23.

From the top-5 lists of youth, men, and women nine categories are identified, five of which figure on the combined top-5 list, thereby leaving the four group specific categories written with small letters in diagram 27 below.

Diagram 27: SoP Technique – Group Perceptions of ‘Rich’



Source: building on appendix 7.23.

APPENDIX 7.25. PROBLEM RANKING

TABLE 86: PROBLEM RANKING SCORE ALLOTMENT – DC MEN

| Original categories | Modified categories | Points |
|--|---|--------|
| 1. Food and water | 1. Lack food & water | 10 |
| 2. Lack of shelter | 2. Lack shelter/housing | 9 |
| 3. Lack of money/employment | 3a. Lack money/have debt | 8 |
| | 3b. Lack job/business | |
| 4. Lack of clothing | 4. Lack proper clothing | 7 |
| 5. Medical coverage | 5. Lack medical care/good health | 6 |
| 6. Security | 6. Lack security | 5 |
| 7. Education | 7. Lack education/knowledge | 4 |
| 8. Transport and communication | 8. Lack access to infrastructure (physical and communication) | 3 |
| 9. Sanitation | 9. Lack sanitation/good environment | 2 |
| 10. Needs from extended (large) family | 10. Have large family/demands from relatives | 1 |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 87: PROBLEM RANKING SCORE ALLOTMENT – DC WOMEN

| Original categories | Modified categories | Points |
|------------------------------------|---|--------|
| 1. Education | 1. Lack education/knowledge | 10 |
| 2. Food and water | 2. Lack food & water | 9 |
| 3. Rent (houses) | 3. Lack shelter/housing | 8 |
| 4. Lack of medical care | 4. Lack medical care/good health | 7 |
| 5. Demands from relatives | 5. Have large family/demands from relatives | 6 |
| 6. Separation/divorce | 6. Be sole provider | 5 |
| 7. Lack of employment | 7. Lack job/business | 4 |
| 8. Fuel (charcoal and electricity) | 8. Lack electricity/fuel | 3 |
| 9. Drug-abuse | 9. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 2 |
| 10. Sanitation | 10. Lack sanitation/good environment | 1 |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 88: PROBLEM RANKING SCORE ALLOTMENT – KIB YOUTH

| Original categories | Modified categories | Score |
|---------------------------------|---|-----------------|
| 1. Lack of employment | 1. Lack job/business | 10 |
| 2. Lack of basic needs | 2a. Lack food & water | 9 |
| | 2b. Lack shelter/housing | |
| | 2c. Lack proper clothing | |
| 3. Bad environment/diseases | 3a. Lack sanitation/good environment | 8 |
| | 3b. Lack medical care/good health | |
| 4. Immorality | 4/5. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | $(7+6)/2 = 6.5$ |
| 5. Drug abuse/drunkenness | 5/4. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | $(6+7)/2 = 6.5$ |
| 6. Insecurity/theft | 6. Engage in crime | 5 |
| 7. Lack of money to school-fees | 7. Lack education/knowledge | 4 |
| 8. Transportation | 8. Lack transportation | 3 |
| 9. Tribalism | 9. Prevalence of tribalism | 2 |
| 10. Corruption | 10. Prevalence of corruption | 1 |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 89: PROBLEM RANKING SCORE ALLOTMENT – KIB MEN

| Original categories | Modified categories | Score |
|---------------------|-----------------------------|-------|
| 1. Unemployment | 1. Lack job/business | 10 |
| 2. Education | 2. Lack education/knowledge | 9 |

| | | |
|--------------------------------|--|-----------------|
| 3. Security | 3. Lack security | 8 |
| 4. Shelter | 4. Lack shelter/housing | 7 |
| 5. Lack of food | 5. Lack food & water | 6 |
| 6. Immorality/diseases | 6a/9. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | $(5+2)/2 = 3.5$ |
| | 6b/10. Lack medical care/good health | $(5+1)/2 = 3$ |
| 7. Sanitation | 7. Lack sanitation/good environment | 4 |
| 8. Infrastructure | 8. Lack access to infrastructure (physical and communication) | 3 |
| 9. Drug abuse | 9/6a. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | $(2+5)/2 = 3.5$ |
| 10. Lack of medical facilities | 10/6b. Lack medical care/good health | $(1+5)/2 = 3$ |

Source: partly product of Problem Ranking exercise - partly own making

| TABLE 90: PROBLEM RANKING SCORE ALLOTMENT – KIB WOMEN | | |
|---|--|-----------------|
| Original categories | Modified categories | Score |
| 1. Lack of shelter | 1. Lack shelter/housing | 10 |
| 2. Lack of food | 2/4. Lack food & water | $(9+7)/2 = 8$ |
| 3. No employment | 3. Lack job/business | 8 |
| 4. Lack of water | 4/2. Lack food & water | $(7+9)/2 = 8$ |
| 5. Lack of proper education for children | 5. Lack education/knowledge | 6 |
| 6. Lack of proper hospitals | 6. Lack medical care/good health | 5 |
| 7. Lack of sanitation | 7. Lack sanitation/good environment | 4 |
| 8. Security | 8/9. Lack security | $(3+2)/2 = 2.5$ |
| 9. Raping problem | 9/8. Lack security | $(2+3)/2 = 2.5$ |
| 10. Immorality/drunkenness | 10. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 1 |

Source: partly product of Problem Ranking exercise - partly own making

| TABLE 91: PROBLEM RANKING SCORE ALLOTMENT – LEN YOUTH | | |
|---|---|---------------|
| Original categories | Modified categories | Score |
| 1. Unemployment | 1. Lack job/business | 10 |
| 2. Access to education | 2. Lack education/knowledge | 9 |
| 3. Lack to food | 3. Lack food & water | 8 |
| 4. Lack of money for rent | 4/6. Lack shelter/housing | $(7+5)/2 = 6$ |
| 5. Lack of money for clothes | 5. Lack proper clothing | 6 |
| 6. Lack of shelter | 6/4. Lack shelter/housing | $(5+7)/2 = 6$ |
| 7. Diseases/mosquitoes | 7. Lack medical care/good health | 4 |
| 8. Sanitation | 8. Lack sanitation/good environment | 3 |
| 9. Unwanted pregnancies | 9. Have large family/demands from relatives | 2 |
| 10. Theft | 10. Engage in crime | 1 |

Source: partly product of Problem Ranking exercise - partly own making

| TABLE 92: PROBLEM RANKING SCORE ALLOTMENT – LEN MEN | | |
|---|-------------------------------------|-------|
| Original categories | Modified categories | Score |
| 1. Unemployment | 1. Lack job/business | 10 |
| 2. Food and water | 2. Lack food & water | 9 |
| 3. Shelter | 3. Lack shelter/housing | 8 |
| 4. Education | 4. Lack education/knowledge | 7 |
| 5. Medical care/diseases | 5. Lack medical care/good health | 6 |
| 6. Sanitation | 6. Lack sanitation/good environment | 5 |
| 7. Clothing | 7. Lack proper clothing | 4 |
| 8. Insecurity | 8. Lack security | 3 |
| 9. Transportation | 9. Lack transportation | 2 |
| 10. Debts | 10. Lack money/have debt | 1 |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 93: PROBLEM RANKING SCORE ALLOTMENT – LEN WOMEN

| Original categories | Modified categories | Score |
|---|-------------------------------------|-----------------|
| 1. Expensive house rent | 1. Lack shelter/housing | 10 |
| 2. Expensive food | 2/3. Lack food & water | $(9+8)/2 = 8.5$ |
| 3. Lack of availability and too expensive water | 3/2. Lack food & water | $(8+9)/2 = 8.5$ |
| 4. Fuel for cooking | 4. Lack electricity/fuel | 7 |
| 5. Expensive clothing | 5. Lack proper clothing | 6 |
| 6. Expensive medical care | 6. Lack medical care/good health | 5 |
| 7. Expensive education | 7. Lack education/knowledge | 4 |
| 8. Security | 8. Lack security | 3 |
| 9. Lack of sanitation | 9. Lack sanitation/good environment | 2 |
| 10. Employment | 10. Lack job/business | 1 |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 94: PROBLEM RANKING SCORE ALLOTMENT – KAN YOUTH

| Original categories | Modified categories | Score |
|--|---|-----------------|
| 1. Unemployment | 1. Lack job/business | 10 |
| 2. Lack of finances for education | 2. Lack education/knowledge | 9 |
| 3. Security/theft | 3. Lack security | 8 |
| 4. Diseases | 4/10. Lack medical care/good health | $(7+1)/2 = 4$ |
| 5. Lack of food | 5/8. Lack food & water | $(6+3)/2 = 4.5$ |
| 6. Rent | 6. Lack shelter/housing | 5 |
| 7. Drug abuse/Drunkenness | 7. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 4 |
| 8. Lack of water | 8/5. Lack food & water | $(3+6)/2 = 4.5$ |
| 9. Lack of guidance in general/counselling | 9. Lack of social security | 2 |
| 10. Lack of locally based hospitals | 10/4. Lack medical care/good health | $(1+7)/2 = 4$ |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 95: PROBLEM RANKING SCORE ALLOTMENT – KAN MEN

| Original categories | Modified categories | Score |
|-------------------------|---|-----------------|
| 1. Unemployment | 1. Lack job/business | 10 |
| 2. Diseases | 2. Lack medical care/good health | 9 |
| 3. Lack of shelter/rent | 3. Lack shelter/housing | 8 |
| 4. Food | 4. Lack food & water | 7 |
| 5. Clothing | 5. Lack proper clothing | 6 |
| 6. Water/sanitation | 6. Lack sanitation/good environment | 5 |
| 7. Education | 7. Lack education/knowledge | 4 |
| 8. Drug abuse | 8. Engage in immorality (prostitution & alcohol/drugs/cigarettes) | 3 |
| 9. Security | 9/10. Lack security | $(2+1)/2 = 1.5$ |
| 10. Immorality/rape | 10/9. Lack security | $(1+2)/2 = 1.5$ |

Source: partly product of Problem Ranking exercise - partly own making

TABLE 96: PROBLEM RANKING SCORE ALLOTMENT – KAN WOMEN

| Original categories | Modified categories | Score |
|---------------------------------------|----------------------------------|-----------------|
| 1. Unemployment | 1. Lack job/business | 10 |
| 2. Lack of money | 2. Lack money/have debt | 9 |
| 3. Lack of food, clothing and shelter | 3a/6. Lack food & water | $(8+5)/2 = 6.5$ |
| | 3b. Lack proper clothing | |
| | 3c. Lack shelter/housing | |
| 4. Lack of medical care | 4. Lack medical care/good health | 7 |
| 5. Lack of security | 5. Lack security | 6 |
| 6. Lack of water | 6/3a Lack food & water | $(5+8)/2 = 6.5$ |

| | | |
|-------------------------|--|---|
| 7. Lack of education | 7. Lack education/knowledge | 4 |
| 8. Lack of sanitation | 8. Lack sanitation/good environment | 3 |
| 9. Bad roads | 9. Lack access to infrastucture (physical and communication) | 2 |
| 10. Lack of electricity | 10. Lack electricity/fuel | 1 |

Source: partly product of Problem Ranking exercise - partly own making

APPENDIX 7.26. PROBLEM RANKING TOP-5 TABLE

| TABLE 97: PROBLEM RANKING TOP 5 - SITES | | | |
|---|--|--|---|
| DC | KIB | LEN | KAN |
| 1. Lack food & water (19 points) | 1. Lack food & water (31 points) | 1. Lack food & water (34 points) | 1. Lack job/business (30 points) |
| 2. Lack shelter/housing (17 points) | 2. Lack job/business (28 points) | 2. Lack shelter/housing (30 points) | 2. Lack food & water (29 points) |
| 3. Lack education/knowledge (14 points) | 3. Lack shelter/housing (26 points) | 3. Lack job/business (21 points) | 3. Lack medical care/good health (24 points) |
| 4. Lack medical care/good health (13 points) | 4. Engage in immorality (prostitution & alcohol/drugs/cigarettes) (20 points) | 4. Lack education/knowledge (20 points) | 4. Lack shelter/housing (21 points) |
| 5. Lack job/business (12 points) | 5/6. Lack education/knowledge (19 points) | 5. Lack proper clothing (16 points) | 5/6. Lack education/knowledge (17 points) |
| | 5/6. Lack medical care/good health (19 points) | | 5/6. Lack security (17 points) |

Source: Based on scores from appendix 7.25.

| TABLE 98: PROBLEM RANKING TOP 5 - GROUPS | | |
|---|---|---|
| Youth | Men | Women |
| 1. Lack job/business (30 points) | 1. Lack job/business (38 points) | 1. Lack food & water (55 points) |
| 2/3. Lack food & water (26 points) | 2/3. Lack shelter/housing (32 points) | 2. Lack shelter/housing (36 points) |
| 2/3. Lack shelter/housing (26 points) | 2/3. Lack food & water (32 points) | 3/4. Lack education/knowledge (24 points) |
| 4. Lack education/knowledge (22 points) | 4. Lack medical care/good health (27 points) | 3/4. Lack medical care/good health (24 points) |
| 5. Lack medical care/good health (20 points) | 5. Lack education/knowledge (24 points) | 5. Lack job/business (23 points) |

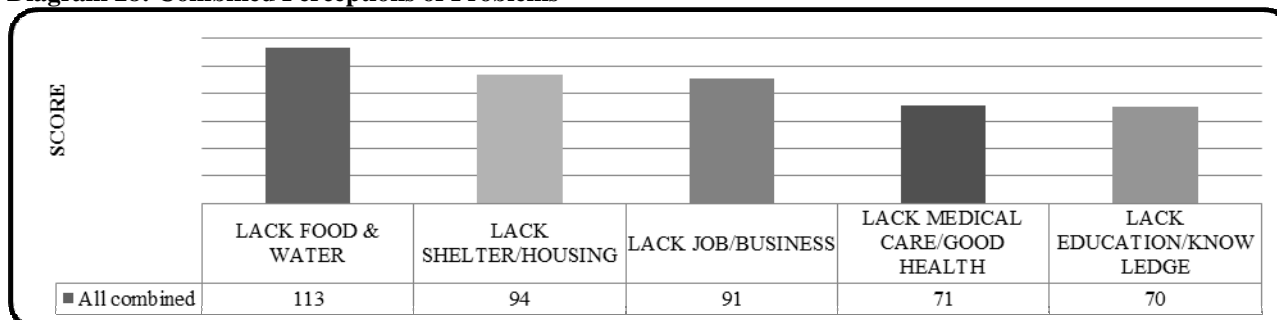
Source: Based on scores from appendix 7.25.

| TABLE 99: PROBLEM RANKING TOP 5 – ALL COMBINED |
|---|
| All Groups Combined |
| 1. Lack food & water (113 points) |
| 2. Lack shelter/housing (94 points) |
| 3. Lack job/business (91 points) |
| 4. Lack medical care/good health (71 points) |
| 5. Lack education/knowledge (70 points) |

Source: Based on scores from appendix 7.25.

The five categories outlined below in the combined top-5 Problem Ranking represent the problems identified by poor nairobians as having the most adverse effect on their lives.

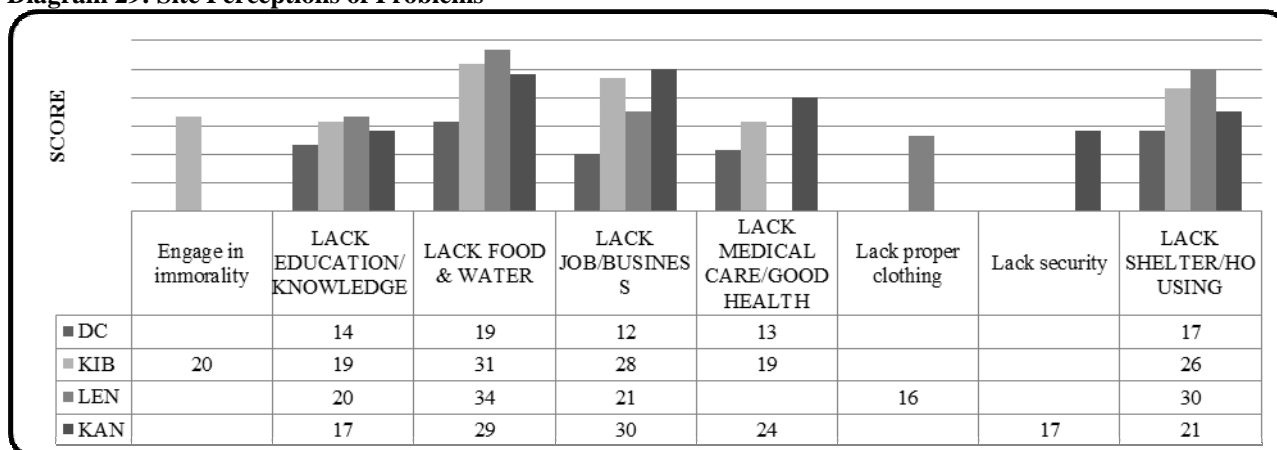
Diagram 28: Combined Perceptions of Problems



Source: Based on table 99

From the top-5 lists of DC, KIB, LEN and KEN eight categories are identified, five of which figure on the combined top-5 list, thereby leaving the three site-specific categories written with small letters in diagram 29 below.

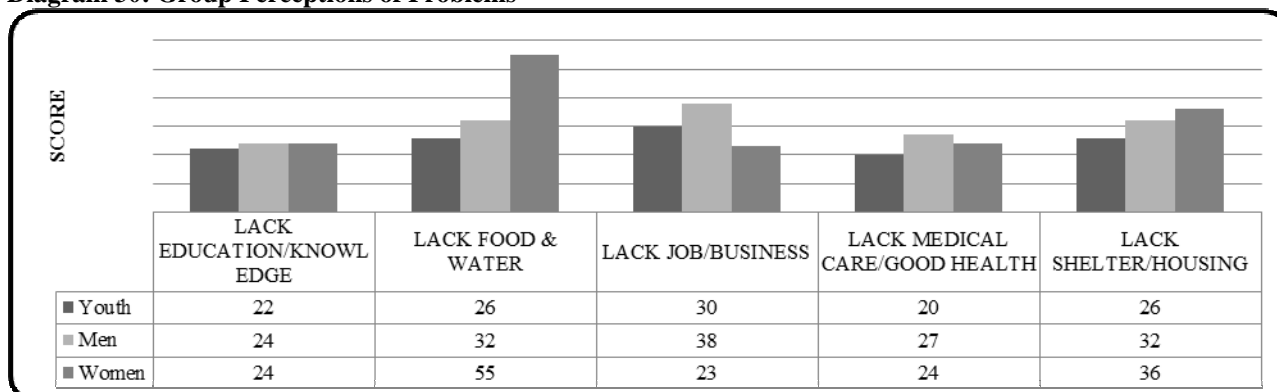
Diagram 29: Site Perceptions of Problems



Source: Based on table 97

From the top-5 lists of youth, men, and women five categories are identified, which are exactly identical with that of the combined top-5.

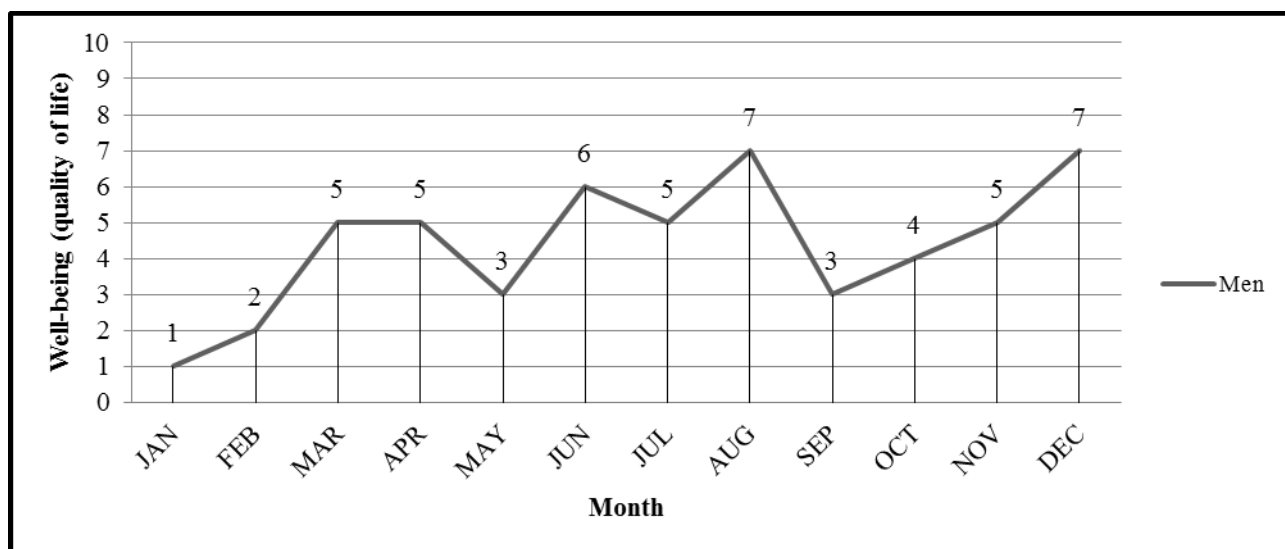
Diagram 30: Group Perceptions of Problems



Source: Based on table 98

APPENDIX 7.27. SEASONAL ANALYSIS GRAPHS

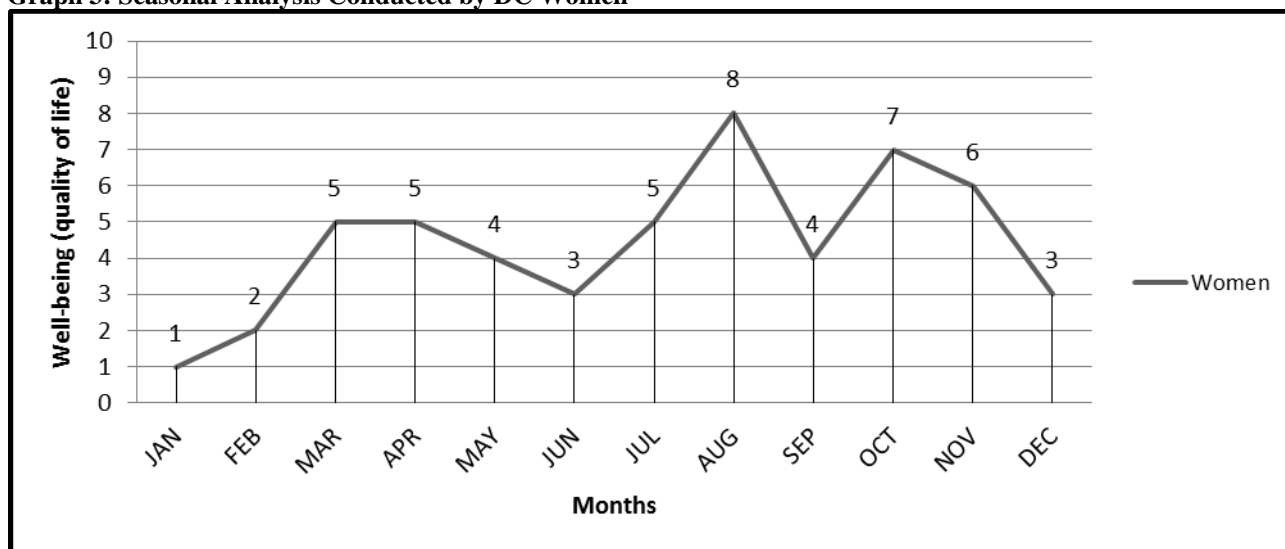
Graph 2: Seasonal Analysis Conducted by DC Men



Graph produced during the focus group discussion

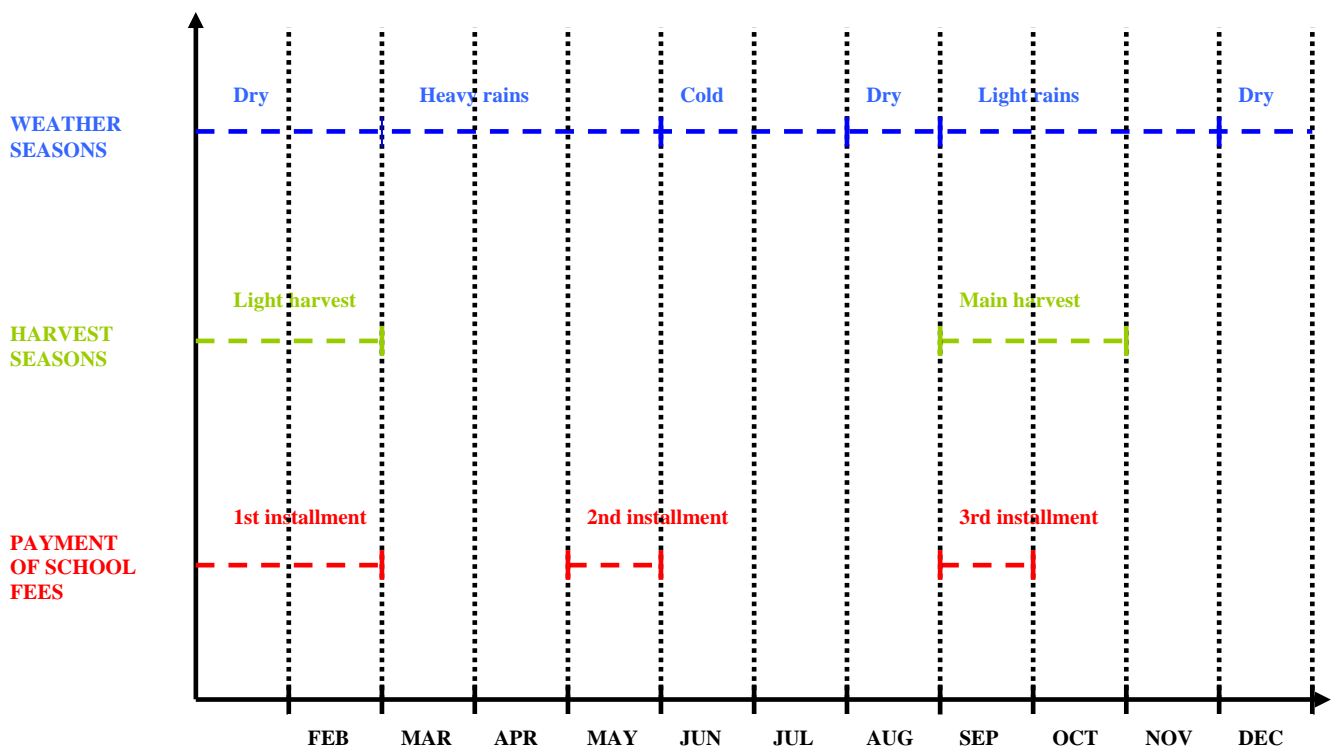
| | |
|----------------|---|
| Ad. January: | School-fees; after Christmas celebration (over-use); drought; lack of vegetables |
| Ad. February: | Have not recovered; school-fees; ploughing for planting; rain starts |
| Ad. March: | Pressure is cooling off; vegetables are coming to the market |
| Ad. April: | No school-fees; vegetables are in market causing prices to drop |
| Ad. May: | School-fees, recovering after Easter holiday, short rains |
| Ad. June: | Harvest time |
| Ad. July: | - |
| Ad. August: | Harvest of most crops, no school-fees, lots of money circulating in the country |
| Ad. September: | School-fees, transport (holidays) |
| Ad. October: | Start recovering from September |
| Ad. November: | No school-fees, positive and looking forwards to December |
| Ad. December: | Christmas, no school-fees, people unite, cash crop bonus, extra income, shops reduce prices |

Graph 3: Seasonal Analysis Conducted by DC Women



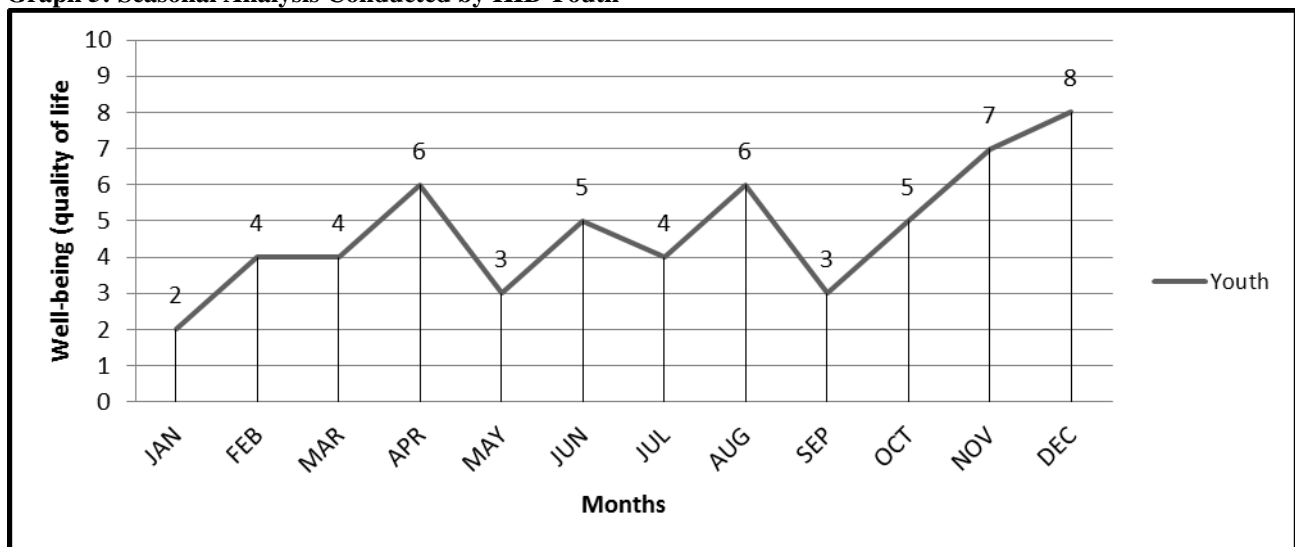
Graph produced during the focus group discussion

Graph 4: Factors influencing well-being



Source: Graphic presentation based on explanations by the group of women from DC

Graph 5: Seasonal Analysis Conducted by KIB Youth

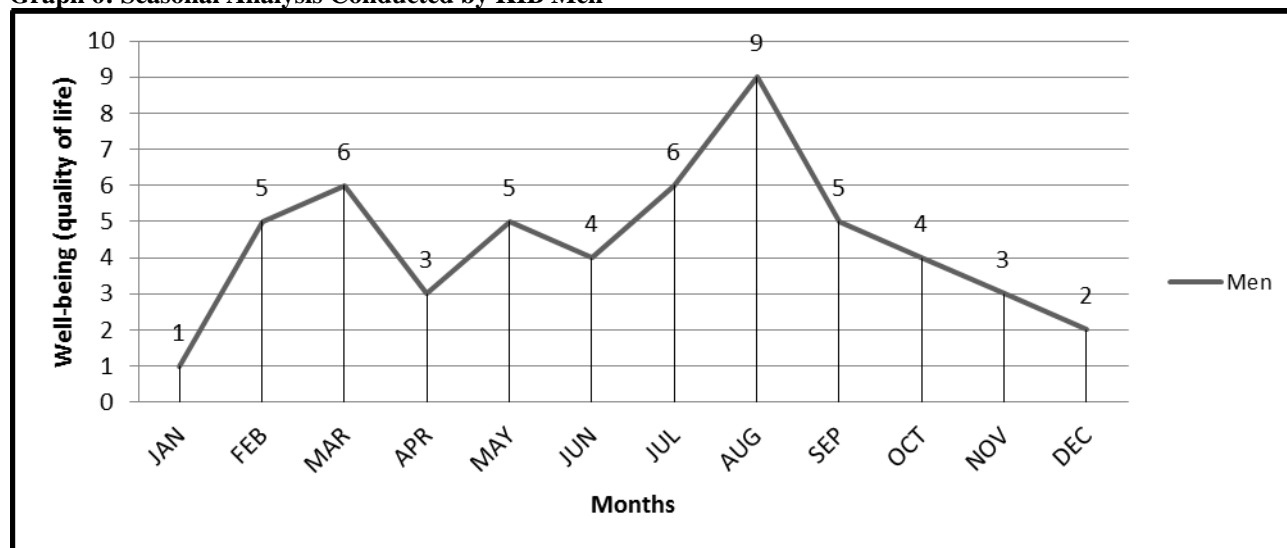


Graph produced during the focus group discussion

| | |
|----------------|--|
| Ad. January: | School-fees, money spent during December |
| Ad. February: | - |
| Ad. March: | - |
| Ad. April: | Many holidays |
| Ad. May: | - |
| Ad. June: | A month in between, do not face so much |
| Ad. July: | Families are home (more expenses) |
| Ad. August: | - |
| Ad. September: | - |
| Ad. October: | - |

Ad. November: -
 Ad. December: Bonus, Christmas, no school-fees

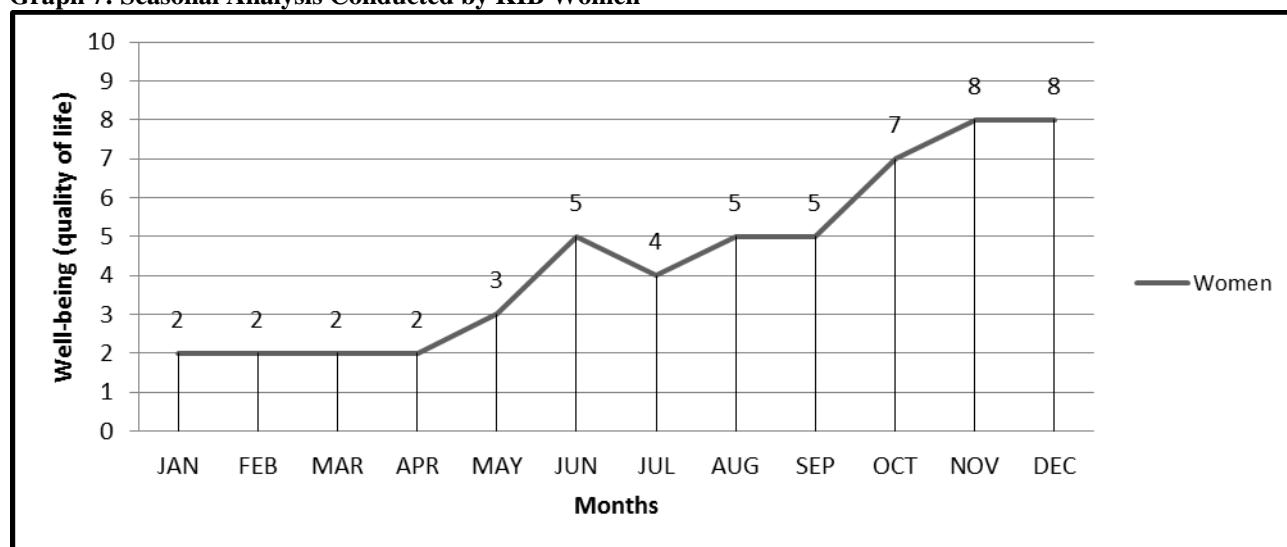
Graph 6: Seasonal Analysis Conducted by KIB Men



Graph produced during the focus group discussion

Ad. January: Without school-fees children cannot progress to the next class
 Ad. February: A bit better than January
 Ad. March: Moving away from the financial strains
 Ad. April: School-fees
 Ad. May: -
 Ad. June: Hoarding and price increases from shop-keepers
 Ad. July: Demand is not so high although we have to provide worm clothes for children
 Ad. August: Harvest so few demands
 Ad. September: -
 Ad. October: Beginning of demands
 Ad. November: Continuation of demands
 Ad. December: Get headache, demands are so high

Graph 7: Seasonal Analysis Conducted by KIB Women

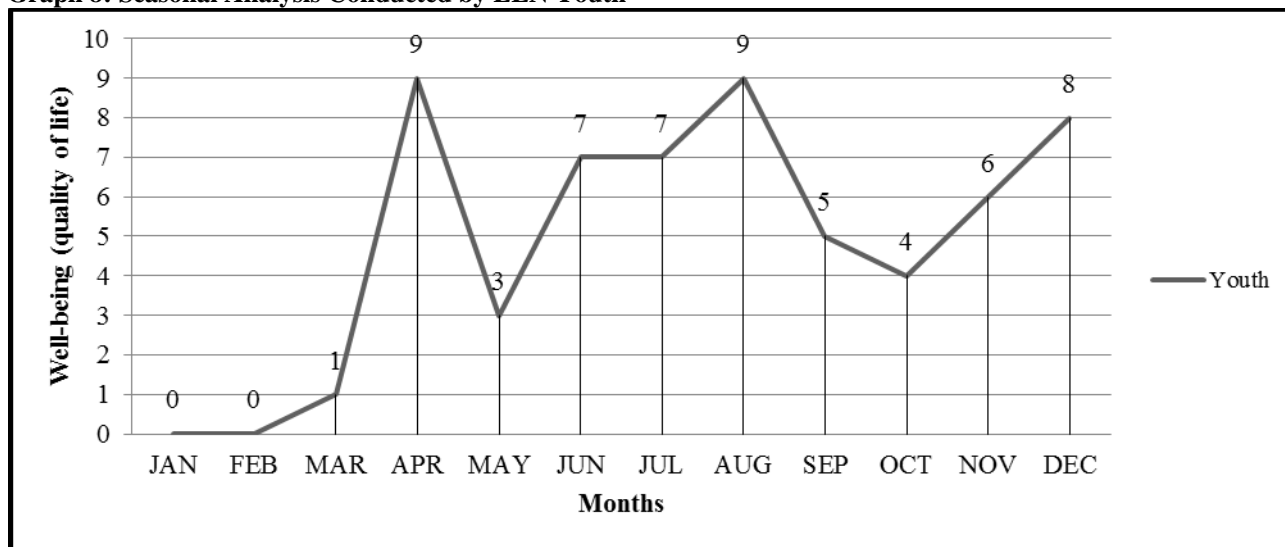


Graph produced during the focus group discussion

Ad. January: Jobless (artisans get less work since people are paying school-fees and have little left), school-fees
 Ad. February: -

Ad. March: -
 Ad. April: Month of hunger
 Ad. May: Paying school-fees
 Ad. June: -
 Ad. July: Prone to diseases due to cold
 Ad. August: Harvest
 Ad. September: Children going back to school again
 Ad. October: -
 Ad. November: -
 Ad. December: Christmas

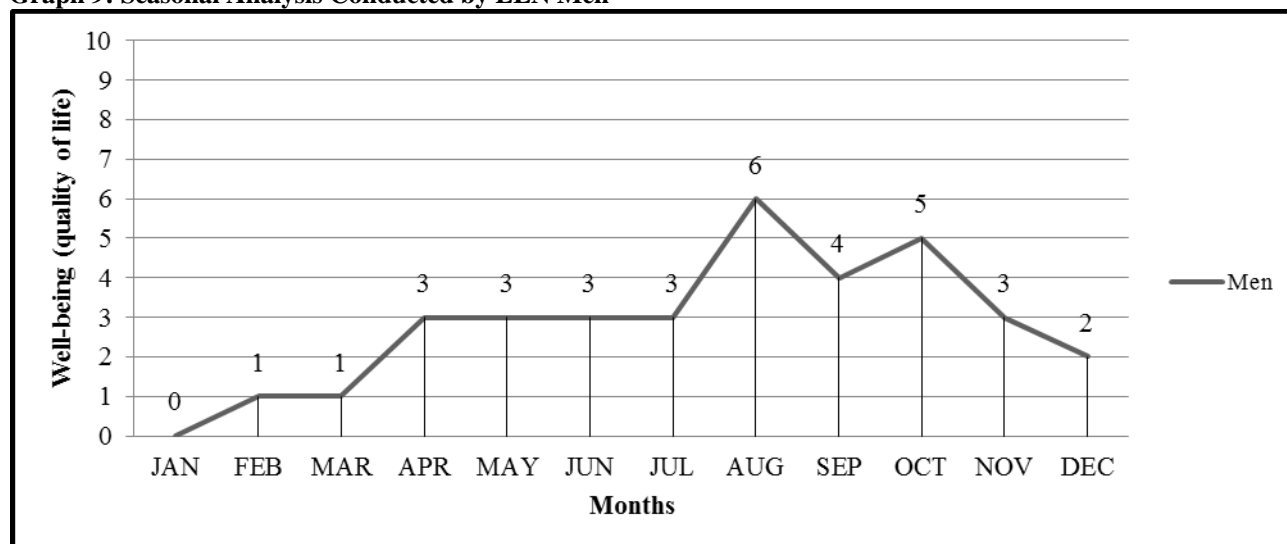
Graph 8: Seasonal Analysis Conducted by LEN Youth



Graph produced during the focus group discussion

Ad. January: Worst month, no food, drought, school-fees
 Ad. February: Same reasons as in January
 Ad. March: Casual jobs can be found (digging ect.)
 Ad. April: Good because one can go to the forest and collect vegetables
 Ad. May: Vegetables are getting fewer and fewer
 Ad. June: It is close to harvesting time
 Ad. July: Start of harvest season
 Ad. August: Harvesting season so plenty of food is available
 Ad. September: There is still food from August
 Ad. October: Dry, survival difficult
 Ad. November: People are preparing for December
 Ad. December: Good month, no school-fees so most of finances are geared towards entertainment and food, people are more generous

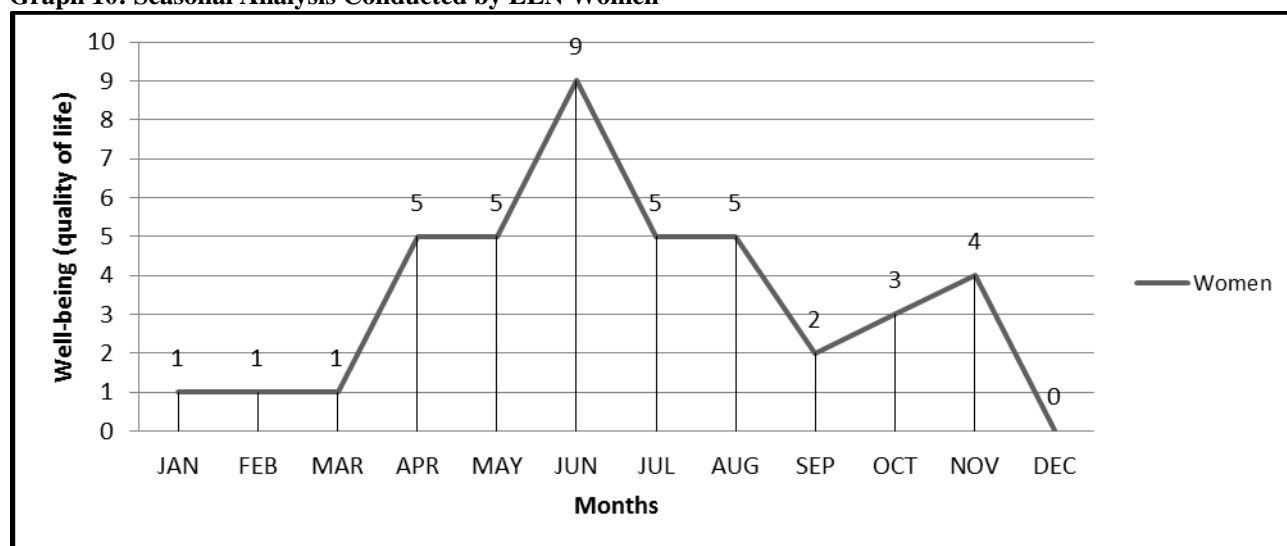
Graph 9: Seasonal Analysis Conducted by LEN Men



Graph produced during the focus group discussion

| | |
|----------------|--|
| Ad. January: | School-fees, debt from December |
| Ad. February: | Recovering a bit from school-fees |
| Ad. March: | Still recovering |
| Ad. April: | Rain, crops are planted and some few vegetables are there lowering prices |
| Ad. May: | School-fees and school shopping (uniforms ect.) |
| Ad. June: | Prices for food are up high and drain budget |
| Ad. July: | Cold but you need to eat well (food is there but you cannot afford), windy |
| Ad. August: | Food is there because of harvest |
| Ad. September: | School-fees and school-shopping |
| Ad. October: | On harvesting (but not in town) |
| Ad. November: | You are budgeting |
| Ad. December: | People are going up-country so they need money for transport, at the same time children need to eat well (even the neighbours are) |

Graph 10: Seasonal Analysis Conducted by LEN Women

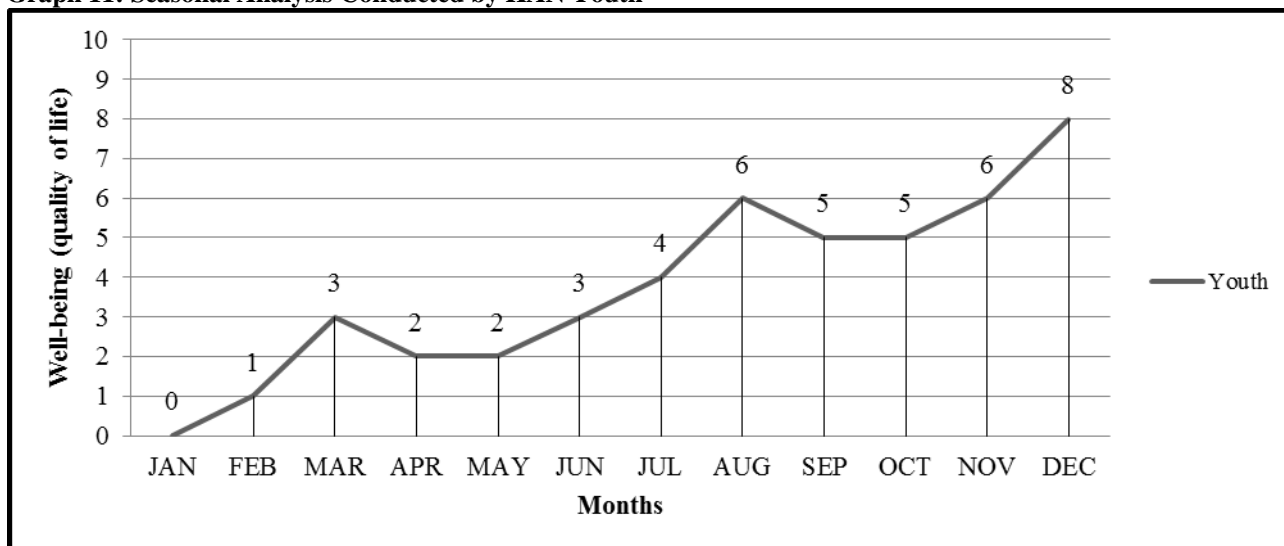


Graph produced during the focus group discussion

| | |
|---------------|-----------------------------------|
| Ad. January: | Difficult, school-fees, dry month |
| Ad. February: | Same as January |
| Ad. March: | Same as January |
| Ad. April: | Difficult, but slightly better |
| Ad. May: | Same as April |
| Ad. June: | Vegetables are plenty |

Ad. July: Many people die from diseases due to cold
 Ad. August: Vegetables are still there but not grain
 Ad. September: Drought, the second rain has not come in yet
 Ad. October: Grain is the but not vegetables
 Ad. November: No school-fees only struggling with food
 Ad. December: People move up-country, food is expensive, difficult to get credit (borrow money)

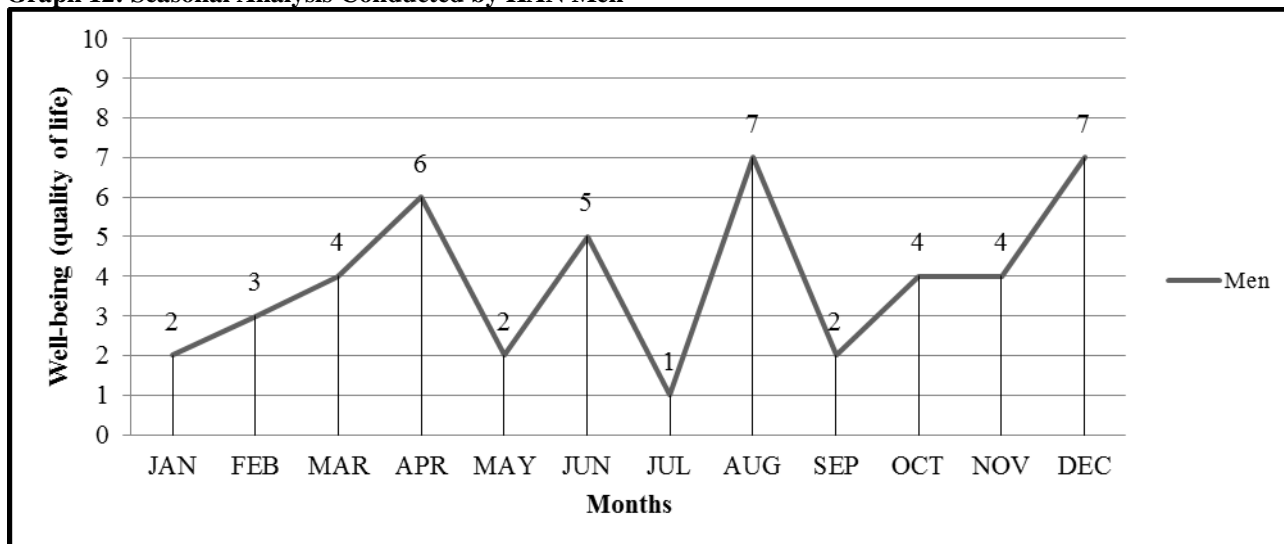
Graph 11: Seasonal Analysis Conducted by KAN Youth



Graph produced during the focus group discussion

Ad. January: Used all resources in December, school-fees (back to school)
 Ad. February: Start to rise from January
 Ad. March: You have at least recovered back by now
 Ad. April: Go to collect school-fees
 Ad. May: Have not yet recovered from the expenses of May
 Ad. June: Starting to recover, no major expenses
 Ad. July: No major expenses
 Ad. August: Harvest
 Ad. September: Not bad since previous month was harvesting month
 Ad. October: No major expenses, save money for December
 Ad. November: No major expenses, save money for December
 Ad. December: Festivities, Christmas, less stress, relaxed, many public holidays

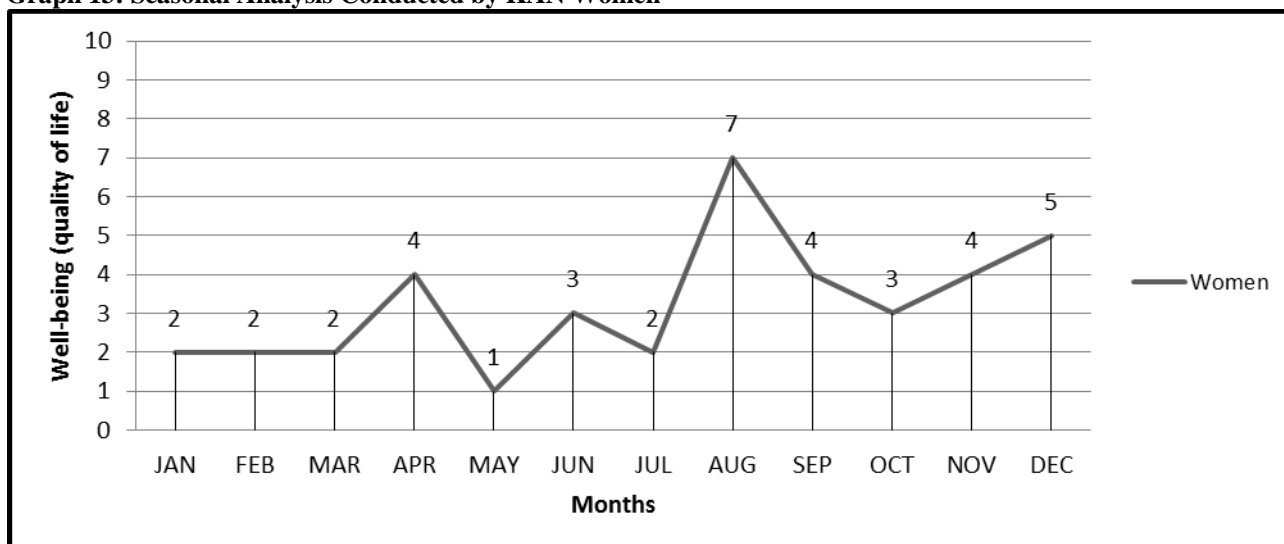
Graph 12: Seasonal Analysis Conducted by KAN Men



Graph produced during the focus group discussion

| | |
|----------------|---|
| Ad. January: | School-fees, rent, drought |
| Ad. February: | The costs from January are getting less and less |
| Ad. March: | Fewer people at home so fewer mouths to feed, no school-fees |
| Ad. April: | Schools are closed, no demand for extra money so no struggle |
| Ad. May: | School-fees |
| Ad. June: | Less costs required here since children are away in school, no fees are required |
| Ad. July: | Very cold, many diseases, business is low |
| Ad. August: | No school-fees, plenty of food |
| Ad. September: | School-fees |
| Ad. October: | Not bad – not good, planting time, buying seeds and fertilizers, work for those who can work in farms |
| Ad. November: | The month to look for money for December expenses |
| Ad. December: | Many holidays/celebrations, people are more generous |

Graph 13: Seasonal Analysis Conducted by KAN Women



Graph produced during the focus group discussion

| | |
|----------------|--|
| Ad. January: | Worst month, dry, school-fees, difficult to get job |
| Ad. February: | Terribly dry, difficult to get job |
| Ad. March: | Terribly dry, difficult to get job |
| Ad. April: | Terribly dry, difficult to get job, no pressure from school-fees, vegetables are available |
| Ad. May: | Difficult to get job, rain and cold |
| Ad. June: | A lot of sickness, lack of food, no jobs |
| Ad. July: | Cold, many diseases such a malaria |
| Ad. August: | Harvest time, have work |
| Ad. September: | Food is there |
| Ad. October: | Food is getting short |
| Ad. November: | Food is not yet in the market |
| Ad. December: | Short harvest (maize, beans and vegetables) |

APPENDIX 7.28. SEASONAL ANALYSIS AVERAGE

| TABLE 100: SEASONAL ANALYSIS - AVERAGE | | | | | |
|--|------|------|------|------|---------|
| Month | DC | KIB | LEN | KAN | Average |
| JAN | 1,00 | 1,67 | 0,33 | 1,33 | 1,08 |
| FEB | 2,00 | 3,67 | 1,00 | 2,00 | 2,17 |
| MAR | 5,00 | 4,00 | 1,00 | 3,00 | 3,25 |
| APR | 5,00 | 3,67 | 5,67 | 4,00 | 4,59 |
| MAY | 3,50 | 3,67 | 3,67 | 1,67 | 3,13 |
| JUN | 4,50 | 4,67 | 6,33 | 3,67 | 4,79 |
| JUL | 5,00 | 4,67 | 5,00 | 2,33 | 4,25 |
| AUG | 7,50 | 6,67 | 6,67 | 6,67 | 6,88 |
| SEP | 3,50 | 4,33 | 3,67 | 3,67 | 3,79 |
| OCT | 5,50 | 5,33 | 4,00 | 4,00 | 4,71 |
| NOV | 5,50 | 6,00 | 4,33 | 4,67 | 5,13 |
| DEC | 5,00 | 6,00 | 3,33 | 6,67 | 5,25 |

Source: Based on graphs produced during the focus group discussion

| TABLE 101: SEASONAL ANALYSIS - AVERAGE | | | | |
|--|-------|------|-------|---------|
| Months | Youth | Men | Women | Average |
| JAN | 0,67 | 1,00 | 1,50 | 1,06 |
| FEB | 1,67 | 2,75 | 1,75 | 2,06 |
| MAR | 2,67 | 4,00 | 2,50 | 3,06 |
| APR | 5,67 | 4,25 | 4,00 | 4,64 |
| MAY | 2,67 | 3,25 | 3,25 | 3,06 |
| JUN | 5,00 | 4,50 | 5,00 | 4,83 |
| JUL | 5,00 | 3,75 | 4,00 | 4,25 |
| AUG | 7,00 | 7,25 | 6,25 | 6,83 |
| SEP | 4,33 | 3,50 | 3,75 | 3,86 |
| OCT | 4,67 | 4,25 | 5,00 | 4,64 |
| NOV | 6,33 | 3,75 | 5,50 | 5,19 |
| DEC | 8,00 | 4,50 | 4,00 | 5,50 |

Source: Based on graphs produced during the focus group discussion

| TABLE 102: SEASONAL ANALYSIS – AVERAGE | | | | | | | | |
|--|------|------|------|------|-------|------|-------|---------|
| | DC | KIB | LEN | KAN | Youth | Men | Women | Average |
| JAN | 1,00 | 1,67 | 0,33 | 1,33 | 0,67 | 1,00 | 1,50 | 1,07 |
| FEB | 2,00 | 3,67 | 1,00 | 2,00 | 1,67 | 2,75 | 1,75 | 2,12 |
| MAR | 5,00 | 4,00 | 1,00 | 3,00 | 2,67 | 4,00 | 2,50 | 3,17 |
| APR | 5,00 | 3,67 | 5,67 | 4,00 | 5,67 | 4,25 | 4,00 | 4,61 |
| MAY | 3,50 | 3,67 | 3,67 | 1,67 | 2,67 | 3,25 | 3,25 | 3,10 |
| JUN | 4,50 | 4,67 | 6,33 | 3,67 | 5,00 | 4,50 | 5,00 | 4,81 |
| JUL | 5,00 | 4,67 | 5,00 | 2,33 | 5,00 | 3,75 | 4,00 | 4,25 |
| AUG | 7,50 | 6,67 | 6,67 | 6,67 | 7,00 | 7,25 | 6,25 | 6,86 |
| SEP | 3,50 | 4,33 | 3,67 | 3,67 | 4,33 | 3,50 | 3,75 | 3,82 |
| OCT | 5,50 | 5,33 | 4,00 | 4,00 | 4,67 | 4,25 | 5,00 | 4,68 |
| NOV | 5,50 | 6,00 | 4,33 | 4,67 | 6,33 | 3,75 | 5,50 | 5,15 |
| DEC | 5,00 | 6,00 | 3,33 | 6,67 | 8,00 | 4,50 | 4,00 | 5,36 |

Source: Based on graphs produced during the focus group discussion

APPENDIX 7.29. PPA DERIVED MULTIDIMENSIONAL POVERTY REDUCING CATEGORIES
TABLE 103:

TABLE 103:

| SELF-ACTUALISATION | | | |
|--------------------|---|---|--|
| 1 | Have fun/entertainment | | |
| ESTEEM NEEDS | | | |
| Recognition | | | |
| 2 | Be hardworking/underpaid/serve the rich | | |
| 3 | Be powerful/fortunate | | |
| Social Status | | | |
| 4 | Live in nice settlement/area | | |
| 5 | Have transportation | <i>Means of transportation:</i> <i>via bicycle</i> <i>via public vehicles</i> <i>via motorcycle(s)/car(s)</i> <i>via airborne vehicles</i> | |
| | Lack transportation | | |
| 6 | Afford luxury in large quantities | | |
| Self-respect | | | |
| 7 | Beg/depend on favours | | |
| SOCIAL NEEDS | | | |
| 8 | Engage in love affairs/early marriages | | |
| SAFETY NEEDS | | | |
| Personal Safety | | | |
| 9 | Have security | | |
| | Lack security | | |
| Health safety | | | |
| 10 | Have medical care/good health | | |
| | Lack medical care/good health | | |
| 11 | Lack sanitation/good environment | | |
| Financial Safety | | | |
| 12 | Have money/savings | | |
| | Lack money/have debt | | |
| 13 | Have job business(es) | | |
| | Lack job/business | | |
| 14 | Have education/knowledge | <i>Type of schools:</i> <i>public/cheap private schools</i> <i>private schools</i> <i>private international schools</i> <i>study abroad</i> | <i>Level of education:</i> <i>primary education</i> <i>further studies (secondary school, college, university)</i> <i>vocational training</i> <i>adult education</i> |
| | Lack education/knowledge | | |
| 15 | Have farm (crops & livestock) | | |
| | Lack farm (crops & livestock) | | |
| 16 | Invest/expand | | |
| 17 | Own plot(s)/land | | |

| Social network | | | | |
|---------------------|--|--|--|--|
| 18 | Help others | | | |
| 19 | Have large family/demands from relatives | | | |
| PHYSIOLOGICAL NEEDS | | | | |
| 20 | Have food & water | Type of water supply: buy water water from taps water from tanks bottled water | Frequency of food: one meal a day three meals a day eat when you like | Type of food: local food balanced diet |
| | Lack food & water | | | |
| 21 | Have shelter/housing | Type of shelter/housing: (rented) shelter permanent house/apartment own house/apartment housing/apartment abroad | | |
| | Lack shelter/housing | | | |
| 22 | Have clothing | Type of clothing: Shoes 2nd hand clothing fashionable clothing clothing bought abroad | | |
| | Lack proper clothing | | | |

| COPING MECHANISMS | |
|----------------------|-------------------------------|
| 23 | Be emotional/harsh |
| 24 | Display amoral behaviour |
| 25 | Engage in immorality |
| 26 | Be christian |
| | Lack Christianity |
| ENABLING ENVIRONMENT | |
| 27 | Have access to infrastructure |

APPENDIX 7.30. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE UN MILLENNIUM DEVELOPMENT GOALS

In 2000, the leaders of the world made the historic commitment to eradicate extreme poverty and improve the health and welfare of the world's poorest people within 15 years. The commitment, adopted at the Millennium Summit in September 2000, was set forth in the United Nations Millennium Declaration. This vision was expressed in eight time-bound goals, known as the Millennium Development Goals (MDG's). (1) Eradicate extreme poverty and hunger; (2) Achieve universal primary education; (3) *Promote gender equality and empower women*; (4) *Reduce child mortality*; (5) *Improve maternal health*; (6) *Combat HIV/AIDS and other diseases*; (7) Ensure environmental sustainability; (8) Global partnership for development. (United nations, 2011)

The three overlapping categories mentioned in the report are: (1) eradicate extreme poverty and hunger: overlapping with category 20 (food & water), category 21 (shelter/housing), & category 22 (clothing); (2) achieve universal primary education: overlapping with category 14 (education/knowledge); (3) ensure environmental sustainability: goal seven of the MDG aims at ensuring environmental sustainability through four separate targets. The third (access to safe drinking water and sanitation) and fourth (improve the lives of at least 100 slum dwellers) of these targets partially overlap with category 11 (sanitation/good environment) whereas the first (reverse the loss of environmental resources) and second (reduce biodiversity loss) target have no equivalents in the 2008 simplified PPA. While the environment is very likely to be influenced by private sector business partnerships, demonstrating such potential effects would be an extremely complex undertaking which is not within the scope of this thesis. Therefore no questions additional questions will be included in the questionnaire on the topic of environmental sustainability.

TABLE 104: ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE UN MDG'S

| | | | |
|-----|--|--------|-----|
| 1. | Gender equality and empowerment of women | | |
| 1a. | <i>Obviously, gender equality can be directly promoted by the management in the private sector through the hiring and task allocation process. However, the promotion of gender equality is also possible on an employee level especially when it comes to equality of education access for children regardless of their sex. Hereby meant that higher disposable income correlates positively with the access to- and quality of schooling of children in general – but especially of the girl-child, whose schooling in case of inadequate resources typically is awarded the least priority in a household. To incorporate the MDG specified focus on gender equality, the construction of questions relating to education/knowledge will thus take a point of departure in whether the current employment has contributed positively towards equality of education opportunities of the boys and girls living in the household of the employees in question.</i> | | |
| 2. | Child mortality | | |
| 2a. | Which vaccination were/are you able to afford for your children?: | Before | Now |
| | A. BCG vaccine | [] | [] |
| | B. Polio vaccines | [] | [] |
| | C. DPT vaccines | [] | [] |
| | D. Measles vaccine | [] | [] |
| | E. All vaccinations | [] | [] |
| 2b. | What were/are you feeding children below five years of age?: | Before | Now |
| | A. Milk other than breast formula | [] | [] |
| | B. Commercial infant food | [] | [] |
| | C. Porridge | [] | [] |
| | D. Fortified Porridge | [] | [] |
| | E. Semi-solids | [] | [] |
| | F. Water | [] | [] |
| | G. Other, please specify: _____ | [] | [] |
| 2c. | How often did/do your children suffer from diarrhea?: | Before | Now |
| | A. Chronically | [] | [] |
| | B. Frequently | [] | [] |
| | C. Rarely | [] | [] |
| | D. Never | [] | [] |
| 3. | Maternal Health | | |

| | | | |
|-----|---|---------------|------------|
| 3a. | Where would you go to have your child delivered?: | <i>Before</i> | <i>Now</i> |
| | A. Hospital | [] | [] |
| | B. Health Centre | [] | [] |
| | C. Dispensary/Clinic | [] | [] |
| | D. Maternity Home | [] | [] |
| | E. At Home | [] | [] |
| | F. Other, please specify: _____ | [] | [] |
| 4. | HIV/AIDS and other diseases | | |
| 4a. | Has your knowledge of avoiding HIV/AIDS infection become: | <i>Before</i> | <i>Now</i> |
| | A. Much better | [] | [] |
| | B. Better | [] | [] |
| | C. About the same | [] | [] |
| 4b. | Do you sleep under a mosquito net? | <i>Before</i> | <i>Now</i> |
| | | [] | [] |

APPENDIX 7.31. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE KENYA PRSP

According to the PRSP (Republic of Kenya, 2004) the key determinants of poverty in Kenya include location (rural/urban); household size; *level of education of head of household*, gender (male versus female headed households); agricultural output (cash crop farmers or subsistence farmers); access to land; and ownership of livestock and of selected durable farm tools. Factors highlighted in participatory poverty studies as affecting household consumption include having low agricultural productivity and poor access to markets; being unemployed or earning low wages; living in areas with poor infrastructure (especially roads), and with limited availability of affordable basic services; living with HIV/AIDS or with a disability; *being a member of a minority or other group that is discriminated against*; and living in an area with a poor and degrading environment. The poor also attribute their poverty to natural calamities, and traditions and cultural beliefs that deny women access to productive assets.

The six categories which are deemed irrelevant for the purpose of this thesis are: (1) household size: overlapping with category 19 (large family/demands from relatives); (2) access to land: overlapping with category 17 (own plot(s)/land); (3) ownership of livestock and of selected durable farm tools: overlapping with category 15 (farm); (4) being unemployed: overlapping with category 13 (job/business(es)); (5) earning low wages: overlapping with category 2 (be hardworking/underpaid/serve the rich); (6) limited availability of affordable basic services: according to KIHBS 2005/06 this includes education (overlapping with category 14), health care (overlapping with category 10), water (overlapping with category 20), & sanitation (overlapping with category 11); (7) living with HIV/AIDS or with a disability: overlapping with category 10 (medical care/good health); (8) living in an area with a poor and degrading environment: overlapping with category 11 (sanitation/good environment)

The eight overlapping categories mentioned in the report are: (1) household size: overlapping with category 19 (large family/demands from relatives); (2) access to land: overlapping with category 17 (own plot(s)/land); (3) ownership of livestock and of selected durable farm tools: overlapping with category 15 (farm); (4) being unemployed: overlapping with category 13 (job/business(es)); (5) earning low wages: overlapping with category 2 (be hardworking/underpaid/serve the rich); (6) limited availability of affordable basic services: according to KIHBS 2005/06 this includes education (overlapping with category 14), health care (overlapping with category 10), water (overlapping with category 20), & sanitation (overlapping with category 11); (7) living with HIV/AIDS or with a disability: overlapping with category 10 (medical care/good health); (8) living in an area with a poor and degrading environment: overlapping with category 11 (sanitation/good environment).

TABLE 105: ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE KENYA PRSP

| | |
|-----|--|
| 5. | Level of education of head of household |
| 5a. | <i>Have you received training/education during your current employment?:</i> |
| | A. Yes [] |
| | B. No [] |
| 6. | Member of minority group that is discriminated against |
| 6a. | <i>Such as women. Partially overlapping with the third MDG (gender equality) - see 1a.</i> |

APPENDIX 7.32. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE KIHBS

According to the KIHBS from 2005/06 the key determinants of poverty in Kenya include:

Household characteristics: population by age and sex, population distribution, age-sex structure, sex ratio, age dependency, household composition, marital status, orphan hood

Education characteristics: school attendance, literacy levels, type of school attended and levels, pre-school education

Health characteristics: morbidity patterns, diagnostics of illnesses, *use of mosquito bed nets*, *health status of young children*, disability

Child nutrition: *nutritional status*, *infant feeding patterns*

Other household income and transfers: *other household income*, *transfers*

Household enterprise access to credit and shocks: household enterprises, *credit*, shocks

Agriculture and livestock: farming activities, agricultural holding and parcel sizes, parcel ownership, cost of land, crop of land, crop farming activities, livestock keeping, livestock numbers

Household social amenities: housing, source of drinking water, sanitation, *source of energy*, garbage disposal

Community Perspectives: distance to the nearest public primary school, distance to the nearest public secondary school, distance to nearest health facility, access to markets, economics and employment activities, distance to nearest telephone facility, distance to nearest post office, road infrastructure, law order and governance, social and basic services, knowledge and prevention of HIV/AIDS and malaria

(Kenya National Bureau of Statistics, 2007a)

The 35 categories which are deemed irrelevant for the purpose of this thesis are: (1-8) population by age and sex/population distribution/age-sex structure/sex ratio/age dependency/ household composition/marital status/orphan hood: constant regardless of employment in the private sector; (9-10) literacy levels/pre-school education: overlapping with category 14 (education/knowledge); (11) morbidity patterns: the partnerships which are subject to analysis in this thesis were all formed after 2005 and consequently are yet to reveal potential long-term effects such as variations in morbidity levels of the employees and their household members compared to the average Kenyan; (12) disability: not influenced by employment in the private sector; (13) household enterprises: an elaboration of 'other household incomes' which is also mentioned in the KIHBS and overlaps with category 13 (job/business) - will not offset a separate question; (14) shocks: the kind of impact which employment in the private sector might have on a households response to shocks is primary of a financial nature and thereby overlaps with category 12 (money/savings/debt); (15-22) farming activities/agricultural holding and parcel sizes/parcel ownership/cost of land/crop of land/crop farming activities/livestock keeping/livestock numbers: an elaboration of 'income generating activities' (category 13). Will not offset a separate question; (23-33) distance to the nearest public primary school/distance to the nearest public secondary school/distance to nearest health facility/access to markets/economics and employment activities/distance to nearest telephone facility/distance to nearest post office/road infrastructure/law order and governance/social and basic services/knowledge and prevention of HIV/AIDS and malaria: Obviously employment in the private sector cannot alter the conditions in an entire community. However, employment might enable a household to relocate to a different community. In such case welfare improvements should be attributed to the area in which the household resides and thus overlaps with category 4 (settlement/area). The listed community perspectives will therefore not offset any separate questions.

The eight overlapping categories mentioned in the report are: (1-2) school attendance/type of school attended and levels: overlapping with category 14 (education/knowledge); (3) diagnostics of illnesses: overlapping with category 10 (medical care/good health); (4) housing: overlapping with category 21 (shelter/housing); (5) source of drinking water: overlapping with category 20 (food & water); (6-7) sanitation/garbage disposal: overlapping with category 11 (sanitation/environment).

TABLE 106: ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE 2005/2006 KIHBS

| | |
|-----|---|
| 7. | Use of mosquito bed nets |
| 7a. | <i>Overlapping with the 6th MDG (combat HIV/Aids and other diseases) – see 4b</i> |
| 8. | Health status of young children/nutritional status/infant feeding patterns |
| 8a. | <i>Overlapping with the 4th MDG (child health) – see 2a, 2b & 2c</i> |
| 9. | Other household income/transfers |

| | | | |
|------|---|---------------|------------|
| 9a. | <i>How has other household income and transfers changed during the period of your current employment?</i> | | |
| | A. Increased | [] | |
| | B. Remained constant | [] | |
| | C. Decreased | [] | |
| | E. No other household income and transfers | [] | |
| 10. | Credit | | |
| 10a. | <i>Has it become easier for you to access credit as a result of your current employment?</i> | | |
| | A. Yes, easier | [] | |
| | B. Same | [] | |
| | C. No, more difficult | [] | |
| 11. | Source of energy | | |
| 11a. | <i>What was/is the main source of cooking fuel in your household?</i> | <i>Before</i> | <i>Now</i> |
| | A. Firewood | [] | [] |
| | B. Grass | [] | [] |
| | C. Paraffin | [] | [] |
| | D. Electricity | [] | [] |
| | E. Gas LPG | [] | [] |
| | F. Charcoal | [] | [] |
| | G. Biomass residue | [] | [] |
| | H. Biogas | [] | [] |
| | I. Other, please specify | [] | [] |
| | <hr/> | | |
| 11b. | <i>What was/is the main source of lighting fuel in your household?</i> | <i>Before</i> | <i>Now</i> |
| | A. Firewood | [] | [] |
| | B. Grass | [] | [] |
| | C. Paraffin | [] | [] |
| | D. Electricity | [] | [] |
| | E. Solar | [] | [] |
| | F. Gas | [] | [] |
| | G. Dry cell (torch) | [] | [] |
| | H. Candles | [] | [] |
| | I. Other, please specify | [] | [] |
| | <hr/> | | |

APPENDIX 7.33. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE 1ST KENYAN PPA

The first Kenyan PPA was carried out in February 1994 (World Bank, 1995), and covered 8 districts (seven of the poorest districts and two low income areas in Nairobi). Its objectives were to (a) understand poverty from the perspective of the poor and those providing services to the poor, and (b) start a process of dialogue between policy makers, district-level service providers and the poor. Through PPA-I collected information using participatory rural appraisal (PRA) tools, it also collected a substantial amount of quantitative data, which was not fully complementary in the conceptual setting of a participatory study.

Characteristics of poverty:

A rich person was described as someone who is well dressed, clean, owns a large farm – more than 20 hectares, has large herds, can send his children to high cost schools, can afford hospital bills, has expensive household utensils and goods, cars, televisions, ect.

An average person is someone with 10-20 hectares of land, a good semi-permanent house, his children go to school, he can meet hospital bills, buy clothes from shops, is clean, and is employed by the private or public sector.

A poor person has very small land – up to two hectares, does not have enough food, is a bit clean, does contracts or odd jobs, has a large family, and has difficulty paying hospital bills and school fees. (7)

The very poor have inadequate food, shelter, and clothing – for these three most basic needs, they usually manage to scrape by but with difficulty. They may go for days with only one meal, some days with no meal. Usually they have no land and no livestock. *They may abandon their children*, may beg, may turn to prostitution and stealing. Sometimes “they move like dogs from place to place” where food can be found and tell long stories while waiting for the food to be served.

The 25 overlapping categories mentioned in the report are: (1) televisions: overlapping with category 1 (fun/entertainment); (2) cars: overlapping with category 5 (transportation); (3) has expensive household utensils and goods: overlapping with category 6 (afford luxury in large quantities); (4) may beg: overlapping with category 7 (beg/depend on favors); (5) can afford hospital bills/has difficulty paying hospital bills: overlapping with category 10 (medical care/good health); (6) is clean/is a bit clean: overlapping with category 11 (sanitation/environment); (7) is employed by the private or public sector/does contracts or odd jobs: overlapping with category 13 (job/business(es)); (8) can send his children to high cost schools/his children go to school/has difficulty paying school fees: overlapping with category 14 (education/knowledge); (9) has large herds/no livestock: overlapping with category 15 (farm (crops & livestock)); (10) owns a large farm – more than 20 hectares/10-20 hectares of land/very small land – up to two hectares/no land: overlapping with category 17 (own plot(s)/land); (11) has a large family: overlapping with category 19 (large family/demands from relatives); (12) does not have enough food/inadequate food/they may go for days with only one meal, some days with no meal/sometimes they move like dogs from place to place where food can be found and tell long stories while waiting for the food to be served: overlapping with category 20 (food & water); (13) a good semi-permanent house/shelter: overlapping with category 21 (shelter/housing); (14) well dressed/buy clothes from shops/inadequate clothing: overlapping with category 22 (clothing); (15) may turn to prostitution and stealing: overlapping with category 25 (engage in immorality).

TABLE 107: ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE 1ST KENYAN PPA

| | | | |
|------|--|---------------|------------|
| 12. | Abandonment of children | | |
| | <i>Were/are all of your non-boarding school children living in your household?</i> | <i>Before</i> | <i>Now</i> |
| | A. Yes | [] | [] |
| | B. No, please specify why: | [] | [] |
| 12a. | | | |

APPENDIX 7.34. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE 2ND KENYAN PPA

The second PPA was carried out in November/December 1996 (Republic of Kenya, 1997) and covered 7 districts. The purpose of PPA-II was: (a) to provide a deeper understanding of poverty from the perspective of the poor and fill the gaps quantitative studies could not readily explain, and (b) enhance capacity of Government staff in the application of participatory methodologies used to study poverty.

Characteristics of poverty:

Rich: (1) steady jobs or income generating opportunities such as business, (2) many material possessions such as land, livestock, houses, commercial plots, (3) easy access to services such as health, schools for children, *credit* ect., (4) behavior which reflects arrogance and ostentation, (5) neatly dressed, healthy, (6) viewed positively in terms of status, (7) *have prospects for improving their conditions to become richer*, (8) have few children (relative to wealth) who continue to higher education.

Poor (average, majority): (1) casual jobs and small-scale businesses; (2) *some material possessions (household items such as a radio, furniture, cooking utensils)*, some may have animals, may or may not have land; (3) limited access to services – medical bills paid with difficulty and usually through credit. Children go to school (primary level), but there are fees problems; (4) behavior is mainly in line with established norms and values; (5) fairly neat in dress; (6) seen as average, normal; (7) *aspire to join the rich by associating with them*; (8) Children drop out of school to seek employment

Very poor: (1) no job security, illicit business such as commercial sex or brewing; (2) usually landless, *with few household items*, no livestock; (3) very poor access, if any, to health, educational and related services. *No access to credit*; (4) stressed behavior associated with begging, loneliness; some laziness, talking to self while walking; others are hard working, humble and religious; (5) very untidy in terms of dress and habitation; (6) viewed negatively; (7) *inability to plan their lives – no hope of improving their conditions*; (8) large family size leads to many children who become squatters in urban areas.

The 25 overlapping categories mentioned in the report are:

Income generating opportunities: (1) steady jobs or income generating opportunities such as business/casual jobs and small-scale businesses/no job security/illicit business such as commercial sex or brewing: overlapping with category 13 (job/business(es)).

Material possessions: (2) many material possessions such as land/commercial plots/may or may not have land/usually landless: overlapping with category 17 (plot(s)/land); (3) livestock/some may have animals/no livestock: overlapping with category 15 (farm (crops & livestock)); (4) houses: overlapping with category 21 (shelter/housing).

Access to services: (5) easy access to services such as health/healthy/medical bills paid with difficulty and usually through credit/very poor access, if any, to health: overlapping with category 10 (medical care/good health); (6) easy access to services such as schools for children/children go to school (primary level) but there are fees problems/very poor access, if any, to educational and related services: overlapping with category 14 (education/knowledge).

Behavior: (7) behavior which reflects arrogance and ostentation/behavior is mainly in line with established norms and values: overlapping with category 24 (display amoral behavior); (8) stressed behavior associated with begging, loneliness; some laziness, talking to self while walking: overlapping with category 7 (beg/depend on favors); (9) hard working, humble and religious: overlapping with category 26 (Christian(ity)).

Dress: (10) neatly dressed/fairly neat in dress/very untidy in terms of dress and habitation: overlapping with category 22 (clothing).

Status: (11) viewed positively in terms of status/seen as average, normal/viewed negatively: overlapping with category 3 (be powerful/fortunate).

Family size: (12) have few children (relative to wealth) who continue to higher education/children drop out of school to seek employment/large family size leads to many children who become squatters in urban areas: overlapping with category 19 (large family/demands from relatives).

TABLE 108: ADDITIONAL QUESTIONNAIRE CATEGORIES IDENTIFIED IN THE 2ND KENYAN PPA

| | | |
|------|--|-----|
| 13. | Household items (radio, furniture, cooking utensils ect.) | |
| 13a. | <i>Has your current employment enabled you to purchase more household items than usual?:</i> | |
| | A. <i>Yes</i> | [] |
| | B. <i>Same</i> | [] |
| | C. <i>No</i> | [] |
| 14. | Access to credit | |
| 14a. | <i>Overlapping with the 2005/2006 KIHBS (see additional questionnaire questions) – see 10a</i> | |
| 15. | Hope of improved conditions | |

| | | |
|------|--|-----|
| 15a. | How do you feel that your ability to plan your life and improve the living conditions of your household has changed as a result of your current employment?: | |
| | A. Increased | [] |
| | B. Same | [] |
| | C. Decreased | [] |

APPENDIX 7.35. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE 4TH KENYAN PPA

The fourth PPA was carried out in 2007 (Republic of Kenya, 2007) and included analysis of the impact of the various policies on the poor, in addition to the traditional poverty diagnostics included in the previous three PPAs. In addition - PPA-IV applied the stages of progress methodology in understanding factors associated with ascent and descent from poverty.

Characteristics of Poverty:

The majority described a poor person as one who is never sure of his next meal (food), one who depends on others for survival, does not have proper shelter (dilapidated housing), cannot even afford second-hand clothes and walks in tattered clothes. A poor person does not own property, such as land, and works on other people's farms to earn some living. Most poor people were said to be always in poor health and cannot afford to educate their children. Additionally, communities in the urban areas identified poverty to mean poor wages and unemployment (or loss of employment).

Causes of Poverty:

In Nairobi the major causes of poverty were unemployment, having many dependants, death of breadwinner, ill health and diseases such as HIV/AIDS, and insecurity which creates an unhealthy environment for business growth. The low-income communities cited other causes of poverty to include bad leadership (some leaders using community development projects and funds for their personal gain), lack of policies geared towards addressing densely populated slums, excessive use of illicit brews and frequent burning of their shelters. Lack of space to carry out business, grabbing of their land, lack of transparency between wife and husband, and laziness/idleness especially by school leavers, were given as key agents of impoverishment.

Major reasons for becoming poor in an urban setting: many dependants needing care, ill health and heavy expenses related to health, death of a major income earner, loss of regular employment in private/public sector.

Major reasons for remaining poor in an urban setting: low paid jobs (including casual jobs), many dependants needing care, ill health and heavy expenses related to health, death of major income earner, drought.

Major reasons for escaping poverty in an urban setting: business progress (rural/community based enterprise), regular employment in private/public sector, crop diversification, help from friends and relatives in country, inherited property, few dependants, livestock commercialization, business progress (small city-based enterprises).

The 11 categories which are deemed irrelevant for the purpose of this thesis are: (1-5) bad leadership (some leaders using community development projects and funds for their personal gain)/lack of policies geared towards addressing densely populated slums/frequent burning of their shelters/lack of space to carry out business/grabbing of their land: relating to the enabling environment and thus outside the realm of the private sector; (6-7) lack of transparency between wife and husband/laziness especially by school leavers: relating to community and cultural practices and thus outside the realm of the private sector; (8) drought: relating to natural and environmental causes and thus outside the realm of the private sector; (9-10) crop diversification/livestock commercialization: relating to land tenure and land use systems which had only been relevant if farming were the main source of livelihood for the respondents; (11) death of breadwinner: outside the scope of influence of the private sector.

The 11 overlapping categories mentioned in the report are: (1-5) bad leadership (some leaders using community development projects and funds for their personal gain)/lack of policies geared towards addressing densely populated slums/frequent burning of their shelters/lack of space to carry out business/grabbing of their land: relating to the enabling environment and thus outside the realm of the private sector; (6-7) lack of transparency between wife and husband/laziness especially by school leavers: relating to community and cultural practices and thus outside the realm of the private sector; (8) drought: relating to natural and environmental causes and thus outside the realm of the private sector; (9-10) crop diversification/livestock commercialization: relating to land tenure and land use systems which had only been relevant if farming were the main source of livelihood for the respondents; (11) death of breadwinner: outside the scope of influence of the private sector.

APPENDIX 7.36. ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE KENYA VISION 2030

The Kenya Vision 2030 is based on three ‘pillars’ namely; the economic pillar which aims at providing prosperity of all Kenyans through an economic development programme aimed at achieving an average Gross Domestic Product (GDP) growth rate of 10 % per annum over the next 25 years; the social pillar which seeks to build a just and cohesive society with social equity in a clean and secure environment; and the political pillar which aims at realizing a democratic political system founded on issue-based politics that respects the rule of law, and protects the rights and freedoms of every individual in the Kenyan society. While these three pillars represent a development blueprint on macro level, some of the targeted areas also hold relevance at micro level in the assessment of the poverty reducing effect of Danish-Kenyan partnerships - especially when it comes to the social pillar which aims at transformation through implementation of Science, Technology and Innovation in seven social sectors, namely:

(1) Education and Training; (2) Health; (3) Water and Sanitation; (4) Environment; (5) Housing and Urbanization; (6) *Gender, Youth and Vulnerable Groups*; (7) Equity and Poverty Elimination

The 11 overlapping categories mentioned in the report are: (1) education and training: overlapping with category 14 (education/knowledge); (2) health: overlapping with category 10 (medical care/good health); (3) water and sanitation: overlapping with category 11 (sanitation/environment); (4) housing and urbanization: overlapping with category 21 (shelter/housing); (5) equity and poverty elimination: cuts across all the economic and social initiatives proposed by vision 2030 which, except for the six areas above, only are relevant at macro level.

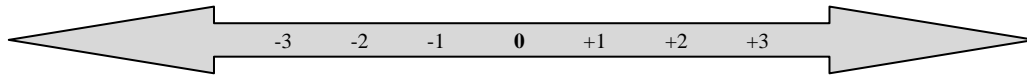
TABLE 109: ADDITIONAL QUESTIONNAIRE CATEGORIES DERIVED FROM THE KENYA VISION 2030

| | |
|------|---|
| 16. | Gender, youth and vulnerable groups |
| 16a. | <i>Overlapping with the third MDG (gender equality) as well as the Kenya PRSP (being member of minority group that is discriminated against) – see 1a & 6a.</i> |
| 16b. | <i>Overlapping with the fourth MDG (child health) as well as the KIHBS (health status of young children/nutritional status/infant feeding patterns) - see 2a, 2b, 2c & 8a</i> |

APPENDIX 7.37. EMPLOYEE QUESTIONNAIRE

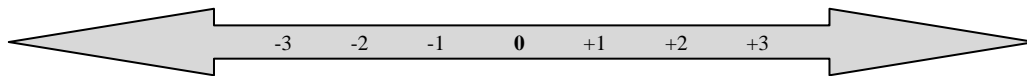
I. SELF ACTUALISATION

1: How much entertainment are you and your household members enjoying now compared to before your current employment?

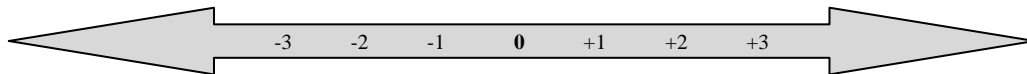


II. ESTEEM NEEDS

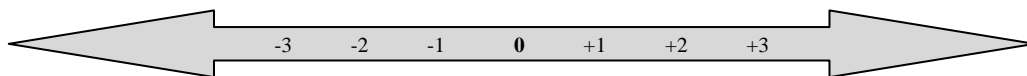
2: How much physical labor does your employment entail now compared to before your current employment?



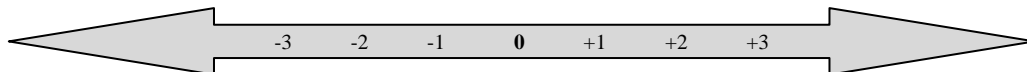
3: How dignified is your employment now compared to before your current employment?



4: How much authority do you have to participate in decision-making in your local community now compared to before your current employment?



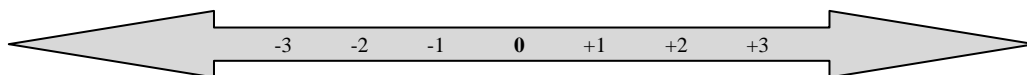
5: How is the standard of settlement/area which you and household live in now compared to before your current employment?



6: Which kind of settlement/area did/do you live in?

| | Before current employment | Now |
|---------------------------------|---------------------------|-----|
| A. Informal settlement (slum) | [] | [] |
| B. Middle class settlement area | [] | [] |
| C. Upper middle class estate | [] | [] |
| D. High end upper class estate | [] | [] |

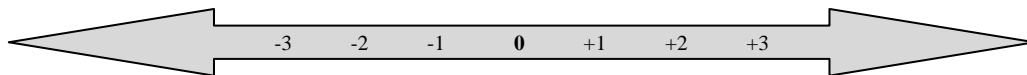
7: How is the standard of transportation means which you most frequently use now compared to before your current employment?



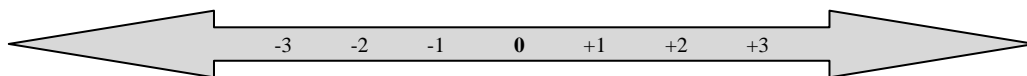
8: Which means of transportation did/do you most frequently use?

| | Before current employment | Now |
|-----------------------|---------------------------|-----|
| A. Walk | [] | [] |
| B. Bicycle | [] | [] |
| C. Public vehicles | [] | [] |
| D. Old car/motorcycle | [] | [] |
| E. New car/motorcycle | [] | [] |
| F. Taxi/car hire | [] | [] |

9: How much luxury can you afford now compared to before your current employment?

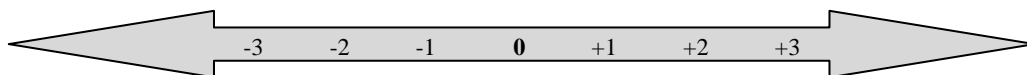


10: How self-supporting are you and your household members now compared to before your current employment?



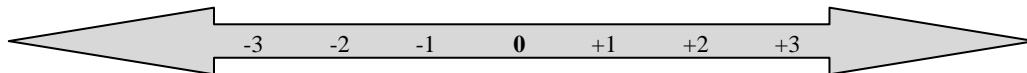
III. SOCIAL NEEDS

11: How much love, comfort and guidance do you provide to your household members now compared to before your current employment?



IV. PERSONAL SAFETY

12: How much security is in place to protect your household now compared to before your current employment?

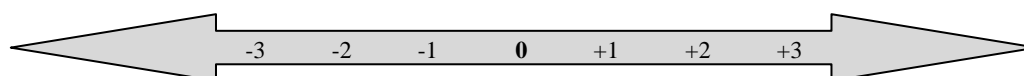


13: Which security measures are in place in the area/estate in which you live?

| | Before current employment | Now |
|--|---------------------------|-----|
| A. Neighborhood watch | [] | [] |
| B. Night guard(s) | [] | [] |
| C. 24 hours security | [] | [] |
| D. Guard dogs | [] | [] |
| E. Electric fences | [] | [] |
| F. House security (gates & iron bars covering windows and doors) | [] | [] |

V. HEALTH SAFETY

14: How is the quality of medical care which is accessible to you and your household members now compared to before your current employment?



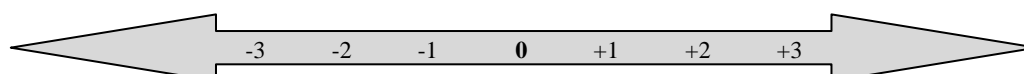
15: Which kind of health care did/do you have?

| | Before current employment | Now |
|--|---------------------------|-----|
| A. No coverage of any type | [] | [] |
| B. Public health insurance (NHIF) | [] | [] |
| C. 'Bronze' private health insurance (from 25.000- 30.000 Ksh.) | [] | [] |
| D. 'Silver' private health insurance (from 35.000 - 40.000 Ksh.) | [] | [] |
| E. 'Gold' private health insurance (around 50.000 Ksh.) | [] | [] |

16: Which type of health practitioner did/do you consult in case of illness?

| | Before current employment | Now |
|---------------------------|---------------------------|-----|
| A. Referral Hospital | [] | [] |
| B. Provincial Hospital | [] | [] |
| C. Public Dispensary | [] | [] |
| D. Private Clinic | [] | [] |
| E. Private hospital | [] | [] |
| F. Traditional Healer | [] | [] |
| G. Missionary Hosp./Disp. | [] | [] |
| H. Pharmacy/chemist | [] | [] |
| I. Kiosk | [] | [] |
| J. Faith Healer | [] | [] |
| K. Herbalist | [] | [] |

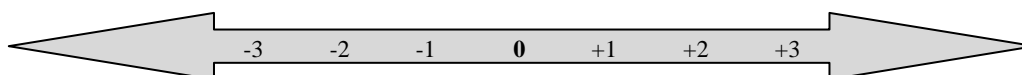
17: How often did/do children in your household suffer from diarrhea compared to before your current employment?



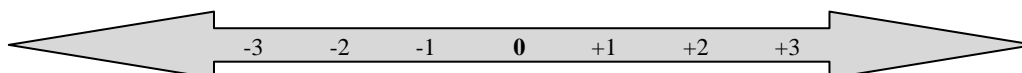
18: If you were expecting a child where would you go/take your wife to have the child delivered?

| | Before current employment | Now |
|----------------------|---------------------------|-----|
| A. Public hospital | [] | [] |
| B. Private hospital | [] | [] |
| C. Health Centre | [] | [] |
| D. Dispensary/Clinic | [] | [] |
| E. Maternity Home | [] | [] |
| F. At Home | [] | [] |

19: How extensive is your knowledge of HIV/Aids and other diseases now compared to before your current employment?



20: How is the standard of sanitation which is in place for you and your household members now compared to before your current employment?



21: Where did/do you and the members of your household most often go to the toilet?

| | Before current employment | Now |
|-----------------|---------------------------|-----|
| A. Flush toilet | [] | [] |
| B. VIP latrine | [] | [] |
| C. Pit latrine | [] | [] |
| D. Bucket | [] | [] |

22: Where did/does you and your household drain its sewage?

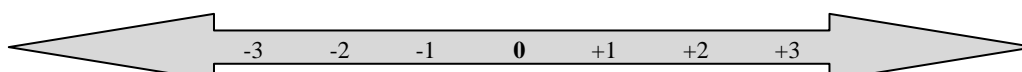
| | Before current employment | Now |
|---|---------------------------|-----|
| A. Local authority drainage systems | [] | [] |
| B. Own drainage system extracted by exhausting tractors | [] | [] |
| C. Draining pitch (flowing or stagnant) | [] | [] |
| D. Permanent pit | [] | [] |
| E. Disposed into river/pond/fishpond/lake pool | [] | [] |
| F. Disposed in backyard/garden or hole without permanent lining | [] | [] |

23: How did/does you and your household dispose of its garbage?

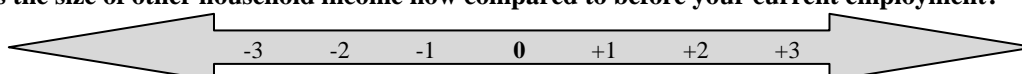
| | Before current employment | Now |
|---------------------------------|---------------------------|-----|
| A. Collected by local authority | [] | [] |
| B. Collected by private firm | [] | [] |
| C. Garbage pit | [] | [] |
| D. Burning | [] | [] |
| E. Public Garbage heap | [] | [] |
| F. Neighborhood community group | [] | [] |

VI. FINANCIAL SAFETY

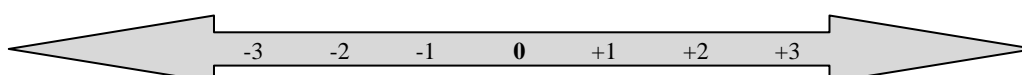
24: How is the size of your salary now compared to before your current employment?



25: How is the size of other household income now compared to before your current employment?



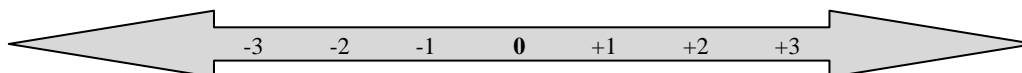
26: How is the size of any potential transfers from friends and relatives now compared to before your current employment?



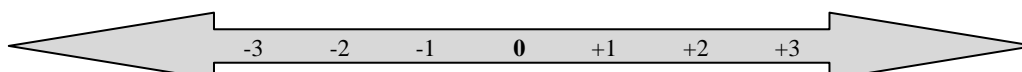
27: How many jobs did/do you have in total now compared to before your current employment?

| | Before current employment | Now |
|-------|---------------------------|-----|
| A. 0 | [] | [] |
| B. 1 | [] | [] |
| C. 2 | [] | [] |
| D. 2+ | [] | [] |

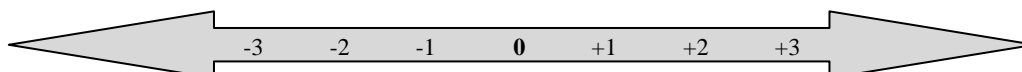
28: How is the size of any possible savings now compared to before your current employment?



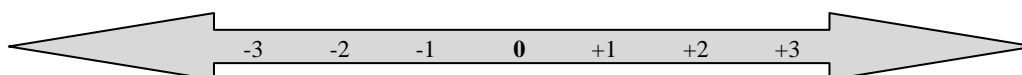
29: How accessible is credit to you now compared to before your current employment?



30: How much do you spend on education for you and your household members now compared to before your current employment?



31: How much training/education are you receiving now compared to before your current employment?



32: Did you have school aged children before your current employment?

| | |
|--|-----|
| A. Girls | [] |
| B. Boys | [] |
| C. No children (if no children, please go directly to question 35) | [] |

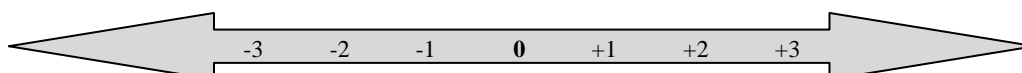
33: How many of these school aged children were/are in school?

| | Before current employment | | Now | |
|----------|---------------------------|-------|------|-------|
| | Boys | Girls | Boys | Girls |
| A. All | [] | [] | [] | [] |
| B. Most | [] | [] | [] | [] |
| C. Half | [] | [] | [] | [] |
| D. A few | [] | [] | [] | [] |
| E. None | [] | [] | [] | [] |

34: Which type of school were/are you able to afford for your children?

| | Before current employment | Now |
|----------------------|---------------------------|-----|
| A. Government | [] | [] |
| B. Low cost private | [] | [] |
| C. High cost private | [] | [] |
| D. Community | [] | [] |

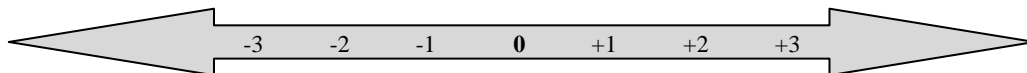
35: How much do you invest/expand now compared to before your current employment?



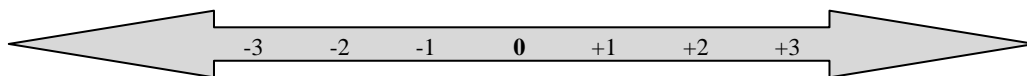
36: Did/do you own land?

| | Before current employment | Now |
|--------------------------|---------------------------|-----|
| A. 0.1 – 0.5 acres land | [] | [] |
| B. 0.5 – 1.0 acres land | [] | [] |
| C. 1.0 – 2.0 acres land | [] | [] |
| D. 2-0 – 5.0 acres land | [] | [] |
| E. 5.0 – 10.0 acres land | [] | [] |
| F. No ownership of land | [] | [] |

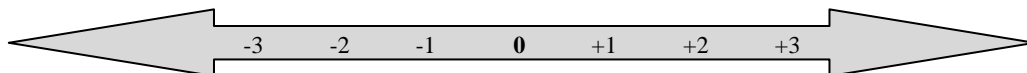
37: How much do you spend on household items now compared to before your current employment?



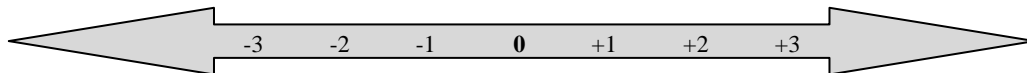
38: How much help do you extend to others now compared to before your current employment?



39: How extensive is your knowledge of family planning now compared to before your current employment?



40: How extensive are the financial demands from relatives now compared to before your current employment?

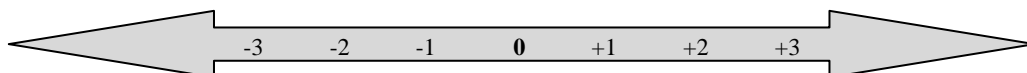


41: Where did/do all of your non-boarding school children in the age 0-18 years live?

| | Before current employment | Now |
|--------------------|---------------------------|-----|
| A. Your household | [] | [] |
| B. Other household | [] | [] |

VII. PHYSIOLOGICAL NEEDS

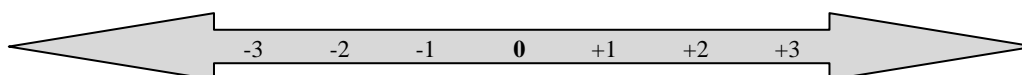
42: How balanced is your diet and that of your household members now compared to before your current employment?



43: How many meals did/do you and your household members usually eat in a day?

| | Before current employment | Now |
|--------|---------------------------|-----|
| A. 0-1 | [] | [] |
| B. 2 | [] | [] |
| C. 3 | [] | [] |
| D. 3+ | [] | [] |

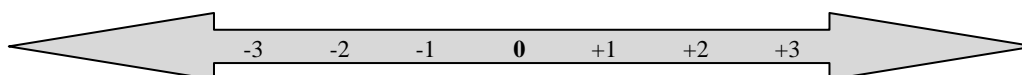
44: How accessible is clean drinking water to you and your household members now compared to before your current employment?



45: What is the main source of drinking water for you and your household?

| | Before current employment | Now |
|--------------------------------|---------------------------|-----|
| A. Piped into dwelling | [] | [] |
| B. Piped into plot/yard | [] | [] |
| C. Public tap | [] | [] |
| D. Borehole with pump | [] | [] |
| E. Protected dug well/spring | [] | [] |
| F. Unprotected dug well/spring | [] | [] |
| G. Rain water collection | [] | [] |
| H. River/ponds streams | [] | [] |
| I. Tankers-truck vendor | [] | [] |
| J. Bottled water | [] | [] |

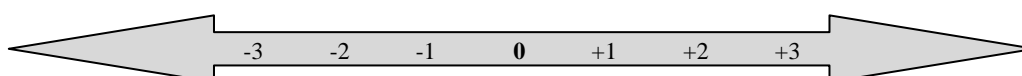
46: How affordable is cooking & lighting fuel to you and your household now compared to before your current employment?



47: What was/is the source of cooking/lighting fuel in your household?

| | Before current employment | Now |
|---------------------|---------------------------|-----|
| A. Firewood | [] | [] |
| B. Grass | [] | [] |
| C. Paraffin | [] | [] |
| D. Electricity | [] | [] |
| E. Gas | [] | [] |
| F. Solar | [] | [] |
| G. Charcoal | [] | [] |
| H. Biomass residue | [] | [] |
| I. Biogas | [] | [] |
| J. Dry cell (torch) | [] | [] |
| K. Candles | [] | [] |

48: How is the standard of housing which you and your household members live in now compared to before your current employment?



49: Which type of shelter/housing did/do you live in?

| | Before current employment | | Now | |
|-------------------------------|---------------------------|-----|--------|-----|
| | Rented | Own | Rented | Own |
| A. House/bungalow | [] | [] | [] | [] |
| B. Flat | [] | [] | [] | [] |
| C. Apartment | [] | [] | [] | [] |
| D. Maisonette | [] | [] | [] | [] |
| E. Swahili | [] | [] | [] | [] |
| F. Shanty | [] | [] | [] | [] |
| G. Manyatta traditional house | [] | [] | [] | [] |

50: What was/is the main wall material of your main shelter/housing?

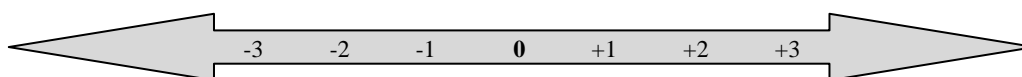
| | Before current employment | Now |
|----------------|---------------------------|-----|
| A. Stone | [] | [] |
| B. Brick/Block | [] | [] |

| | | |
|--------------------------|-----|-----|
| C. Mud/Wood | [] | [] |
| D. Mud/Cement | [] | [] |
| E. Wood Only | [] | [] |
| F. Corrugated Iron Sheet | [] | [] |
| G. Grass/Straw | [] | [] |
| H. Tin | [] | [] |

51: What was/is the main roofing material of your main shelter/housing?

| | Before current employment | Now |
|---------------------------|---------------------------|-----|
| A. Corrugated Iron sheets | [] | [] |
| B. Tiles | [] | [] |
| C. Concrete | [] | [] |
| D. Asbethoes Sheets | [] | [] |
| E. Grass | [] | [] |
| F. Makuti | [] | [] |
| G. Tin | [] | [] |

52: How is the standard of clothing which you and your household members wear now compared to before your current employment?

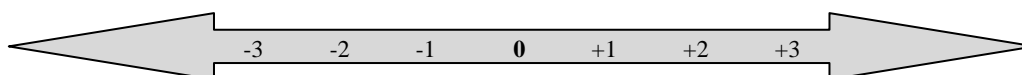


53: What kind of clothing were/are you most often wearing?

| | Before current employment | Now |
|---|---------------------------|-----|
| A. 2nd hand clothing | [] | [] |
| B. Clothing bought in clothing stores | [] | [] |
| C. Clothing bought from designer stores | [] | [] |
| D. Clothing bought abroad | [] | [] |

VIII. COPING MECHANISM

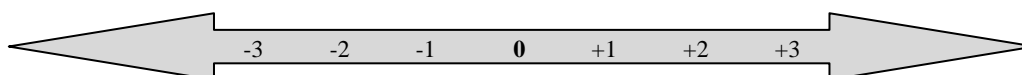
54: How is your general mood now compared to before your current employment?



55: Which of these feelings were/are you regularly experiencing?

| | Before current employment | Now |
|------------------|---------------------------|-----|
| A. Stress | [] | [] |
| B. Fear | [] | [] |
| C. Insecurity | [] | [] |
| D. Dependency | [] | [] |
| E. Depression | [] | [] |
| F. Anxiety | [] | [] |
| G. Intranquility | [] | [] |
| H. Shame | [] | [] |
| I. Hopelessness | [] | [] |
| J. Isolation | [] | [] |
| K. Powerlessness | [] | [] |

56: How is your behavior towards others now compared to before your current employment?



57: Have you or any of your household members previously been involved in immorality (cigarettes/alcohol/drugs/prostitution)?

| | |
|--|-----|
| A. Yes | [] |
| B. No (if no, please go directly to question 59) | [] |

58: If yes to the above, which kind of immorality have you or members of your household then been involved in?

| | Before current employment | Now |
|-----------------------|---------------------------|-----|
| A. Cigarettes/alcohol | [] | [] |
| B. Drugs | [] | [] |
| C. Prostitution | [] | [] |

59: How often do you worship/pray to God now compared to before your current employment?

-3 -2 -1 0 +1 +2 +3

60: How is your hope of improved living conditions for you and your household now compared to before your current employment?

-3 -2 -1 0 +1 +2 +3

Thank you very much for taking the time to fill in this questionnaire!

APPENDIX 7.38. EMPLOYEE QUESTIONNAIRE ANSWERS

| COMPANY B EMPLOYEE QUESTIONNAIRE ANSWERS | RES 1 (Permane nt) | RES 2 (Permane nt) | RES 3 (Permane nt) | RES 4 (Permane nt) | RES 5 (Permane nt) | RES 6 (Permane nt) | RES 7 (Permane nt) | AVERA GE | TOTA L SCOR E |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------|------------------------|
| 1: How much entertainment are you and your household members enjoying? | 2 | 2 | 1 | 3 | -1 | 1 | 1 | 1,29 | 1,19 |
| 2: How much physical labor does your employment entail? | 2 | -2 | -2 | 2 | -1 | 0 | 2 | 0,14 | |
| 3: How dignified is your employment? | 2 | 1 | 0 | 3 | 2 | 0 | 1 | 1,29 | |
| 4: How much authority do you have to participate in decision-making in your local community? | 3 | 2 | 1 | 2 | 3 | 1 | 2 | 2,00 | |
| 5: How is the standard of settlement/area which you and your household members live in? | 2 | 1 | 0 | 2 | -1 | 0 | 2 | 0,86 | |
| 6: Which kind of settlement/area did/do you live in? | | | | | | | | | |
| A before: Informal settlement (slum) | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 | |
| A now: Informal settlement (slum) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| B before: Middle class settlement area | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,86 | |
| B now: Middle class settlement area | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0,86 | |
| C before: Upper middle class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| C now: Upper middle class estate | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 | |
| D before: High end upper class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D now: High end upper class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 7: How is the standard of transportation means which you most frequently use? | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0,29 | |
| 8: Which means of transportation did/do you most frequently use? | | | | | | | | | |
| A before: Walk | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0,29 | |
| A now: Walk | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 | |
| B before: Bicycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| B now: Bicycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| C before: Public vehicles | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,86 | |
| C now: Public vehicles | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 | |
| D before: Old car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D now: Old car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| E before: New car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| E now: New car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| F before: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| F now: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 9: How much luxury can you afford? | 1 | 2 | 0 | 2 | 0 | 1 | 1 | 1,00 | |

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|---|---|---|---|---|---|---|---|------|
| 10: How self-supporting are you and your household members? | 2 | 2 | 0 | 2 | 1 | 0 | 2 | 1,29 |
| 11: How much love, comfort and guidance do you provide to your household members? | 3 | 2 | 1 | 3 | 1 | 2 | 1 | 1,86 |
| 12: How much security is in place to protect you household? | 2 | 2 | 0 | 2 | 3 | 2 | 2 | 1,86 |
| 13: Which security measures are in place in the area/estate in which you live? | | | | | | | | |
| A before: Neighborhood watch | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,29 |
| A now: Neighborhood watch | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| B before: Night guard(s) | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,29 |
| B now: Night guard(s) | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0,29 |
| C before: 24 hours security | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| C now: 24 hours security | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0,71 |
| D before: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: House security | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0,29 |
| F now: House security | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0,57 |
| 14: How is the quality of medical care which is accesible to you and your household members? | 0 | 1 | 0 | 3 | 0 | 1 | 2 | 1,00 |
| 15: Which kind of health care did/do you have? | | | | | | | | |
| A before: No coverage of any type | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0,29 |
| A now: No coverage of any type | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: Public health insurance (NHIF) | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0,71 |
| B now: Public health insurance (NHIF) | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| C before: 'Bronze' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 'Bronze' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 16: Which type of health practitioner did/do you consult in case of illness? | | | | | | | | |
| A before: Referral hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| A now: Referral hospital | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| B before: Provincial hospital | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| B now: Provincial Hospital | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| C before: Public dispensary | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0,86 |
| C now: Public dispensary | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0,57 |

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|---|---|---|---|---|---|---|---|------|
| D before: Private clinics | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0,29 |
| D now: Private clinics | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0,43 |
| E before: Private hospital | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| E now: Private hospital | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,29 |
| F before: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: Missionary Hosp./Disp. | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| G now: Missionary Hosp./Disp. | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| H before: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0,29 |
| H now: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0,29 |
| I before: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K now: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 17: How often did/do children in your household suffer from diarrhea | - | - | 0 | - | - | 1 | 2 | 1,00 |
| 18: If you were expecting a child where would you go/take your wife to have the child delivered? | | | | | | | | |
| A before: Public hospital | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0,86 |
| A now: Public hospital | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0,57 |
| B before: Private hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: Private hospital | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0,43 |
| C before: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Maternity home | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| E now: Maternity home | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| F before: At home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: At home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 19: How extensive is your knowledge of HIV/Aids and other diseases? | 2 | 0 | 1 | 3 | 1 | 2 | 2 | 1,57 |
| 20: How is the standard of sanitation which is in place for you and your household members? | 0 | 2 | 1 | 3 | 0 | 2 | 2 | 1,43 |
| 21: Where did/do you and the members of your household most often go to the toilet? | | | | | | | | |
| A before: Flush toilet | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0,43 |
| A now: Flush toilet | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0,71 |

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|--|---|---|---|---|---|---|---|------|
| B before: VIP latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: VIP latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: Pit latrine | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0,57 |
| C now: Pit latrine | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0,29 |
| D before: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 22: Wheres did/do you and your household drain its sewage? | | | | | | | | |
| A before: Local authority drainage systems | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 0,57 |
| A now: Local authority drainage systems | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 0,57 |
| B before: Own drainage system | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0,43 |
| B now: Own drainage system | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0,43 |
| C before: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Permanent pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Permanent pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 23: How did/does you and your household dispose of its garbage? | | | | | | | | |
| A before: Collected by local authority | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0,43 |
| A now: Collected by local authority | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0,29 |
| B before: Collected by private firm | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0,43 |
| B now: Collected by private firm | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0,57 |
| C before: Garbage pit | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0,29 |
| C now: Garbage pit | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0,29 |
| D before: Burning | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| D now: Burning | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| E before: Public garbage heap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Public garbage heap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Neighborhood community group | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Neighborhood community group | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 24: How is the size of your salary? | 1 | 1 | 0 | 0 | 3 | 0 | 1 | 0,86 |
| 25: How many jobs did/do you have in total? | | | | | | | | |
| A before: 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0,29 |
| A now: 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0,43 |

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| B now: 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,86 |
| C before: 2 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0,29 |
| C now: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 |
| D before: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 26: How is the size of any possible savings? | 1 | 2 | -1 | 1 | 1 | 1 | 2 | 1,00 |
| 27: How accessible is credit to you? | 3 | 2 | 0 | 1 | 1 | 2 | 2 | 1,57 |
| 28: How much do you spend on education for you and your household members? | 2 | 1 | 2 | 0 | -1 | 1 | 3 | 1,14 |
| 29: How much training/education are you receiving? | 2 | 0 | 0 | 2 | 1 | 1 | 1 | 1,00 |
| 30: Did you have school aged children before your current employment? | | | | | | | | |
| A: Girls | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B: Boys | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0,29 |
| C: No children | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0,71 |
| 31: How many of these school aged children were/are in school? | | | | | | | | |
| A before: all boys | - | - | 1 | - | - | 1 | - | 1,00 |
| A before: all girls | - | - | 0 | - | - | 0 | - | 0,00 |
| A now: all boys | - | - | 1 | - | - | 1 | - | 1,00 |
| A now: all girls | - | - | 0 | - | - | 0 | - | 0,00 |
| B before: most boys | - | - | 0 | - | - | 0 | - | 0,00 |
| B before: most girls | - | - | 0 | - | - | 0 | - | 0,00 |
| B now: most boys | - | - | 0 | - | - | 0 | - | 0,00 |
| B now: most girls | - | - | 0 | - | - | 0 | - | 0,00 |
| C before: half boys | - | - | 0 | - | - | 0 | - | 0,00 |
| C before: half girls | - | - | 0 | - | - | 0 | - | 0,00 |
| C now: half boys | - | - | 0 | - | - | 0 | - | 0,00 |
| C now: half girls | - | - | 0 | - | - | 0 | - | 0,00 |
| D before: a few boys | - | - | 0 | - | - | 0 | - | 0,00 |
| D before: a few girls | - | - | 0 | - | - | 0 | - | 0,00 |
| D now: a few boys | - | - | 0 | - | - | 0 | - | 0,00 |
| D now: a few girls | - | - | 0 | - | - | 0 | - | 0,00 |
| E before: no boys | - | - | 0 | - | - | 0 | - | 0,00 |
| E before: no girls | - | - | 0 | - | - | 0 | - | 0,00 |
| E now: no boys | - | - | 0 | - | - | 0 | - | 0,00 |
| E now: no girls | - | - | 0 | - | - | 0 | - | 0,00 |
| 32: Which type of school were/are you able to afford for your children? | | | | | | | | |
| A before: government | - | - | 0 | - | - | 1 | - | 0,50 |
| A now: government | - | - | 1 | - | - | 1 | - | 1,00 |

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| B before: low cost private | - | - | 1 | - | - | 0 | - | 0,50 |
| B now: low cost private | - | - | 1 | - | - | 0 | - | 0,50 |
| C before: high cost private | - | - | 0 | - | - | 0 | - | 0,00 |
| C now: high cost private | - | - | 0 | - | - | 0 | - | 0,00 |
| D before: community | - | - | 0 | - | - | 0 | - | 0,00 |
| D now: community | - | - | 0 | - | - | 0 | - | 0,00 |
| 33: How much do you invest/expand? | 2 | 2 | 0 | 1 | 0 | 0 | 2 | 1,00 |
| 34: Did/do you own land? | | | | | | | | |
| A before: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,14 |
| A now: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,14 |
| B before: 0.5-1.0 acres land | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,29 |
| B now: 0.5-1.0 acres land | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,29 |
| C before: 1.0-2.0 acres land | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| C now: 1.0-2.0 acres land | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| D before: 2.0-5.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 2.0-5.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: No ownership of land | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0,43 |
| F now: No ownership of land | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0,43 |
| 35: How much do you spend on household items? | 2 | 2 | 1 | 2 | 2 | 1 | 2 | 1,71 |
| 36: How much help do you extend to others? | 2 | 3 | 0 | 1 | 1 | 0 | 1 | 1,14 |
| 37: How extensive is your knowledge of family planning | 0 | 0 | 0 | 2 | 2 | 2 | 1 | 1,00 |
| 38: How extensive are the financial demands from relatives? | 1 | 2 | 1 | 1 | 3 | 0 | 3 | 1,57 |
| 39: Where did/do all of your non-boarding school children in the age 0-18 years live? | | | | | | | | |
| A before: your household | - | - | 1 | - | - | 1 | 1 | 1,00 |
| A now: your household | - | - | 1 | - | - | 1 | 1 | 1,00 |
| B before: other household | - | - | 0 | - | - | 0 | 0 | 0,00 |
| B now: other household | - | - | 0 | - | - | 0 | 0 | 0,00 |
| 40: How balanced is your diet and that of your household members? | 0 | 3 | 0 | 2 | 0 | 1 | 2 | 1,14 |
| 41: How many meals did/do you and your household members usually eat in a day? | | | | | | | | |
| A before: 0-1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,14 |
| A now: 0-1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| B now: 2 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0,29 |

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| C before: 3 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0,71 |
| C now: 3 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 0,57 |
| D before: 3+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 3+ | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,14 |
| 42: How accessible is clean drinking water to you and your household members? | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 0,43 |
| 43: What is the main source of drinking water? | | | | | | | | |
| A before: piped into dwelling | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0,57 |
| A now: piped into dwelling | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0,57 |
| B before: piped into plot/yard | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0,43 |
| B now: piped into plot/yard | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0,43 |
| C before: public tab | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: public tab | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: borehole with pump | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: borehole with pump | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 |
| G now: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 |
| H before: river/ponds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: river/ponds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: tanker-truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: tanker-truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 44: How affordable is cooking & lighting fuel to you and your household? | 2 | 1 | 0 | 2 | 1 | 0 | 2 | 1,14 |
| 45: What was/is the source of cooking/lighting fuel in your household? | | | | | | | | |
| A before: firewood | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0,29 |
| A now: firewood | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0,29 |
| B before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: paraffin | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0,71 |
| C now: paraffin | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0,57 |
| D before: electricity | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,29 |
| D now: electricity | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0,43 |
| E before: gas | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0,71 |

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| E now: gas | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,86 |
| F before: solar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: solar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: charcoal | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| G now: charcoal | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: candles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K now: candles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 46: How is the standard of housing which you and your household members live in? | 1 | 1 | 0 | 2 | -1 | 0 | 2 | 0,71 |
| 47: Which type of shelter/housing did/do you live in? | | | | | | | | |
| A before: rented house/bungalow | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,14 |
| A before: own house/bungalow | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0,57 |
| A now: rented house/bungalow | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0,29 |
| A now: own house/bungalow | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,29 |
| B before: rented flat | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,14 |
| B before: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: rented flat | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0,43 |
| B now: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: rented apartment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: own apartment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: rented apartment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: own apartment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: rented maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: own maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: rented maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: own maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: rented shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

| | | | | | | | | |
|--|---|---|---|---|---|---|---|------|
| F before: own shanty | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,14 |
| F now: rented shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: own shanty | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,14 |
| G before: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 48: What was/is the main wall material of your mail shelter/housing? | | | | | | | | |
| A before: stone | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0,43 |
| A now: stone | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 0,57 |
| B before: brick/block | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0,29 |
| B now: brick/block | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0,29 |
| C before: mud/wood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: mud/wood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: mud/cement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: mud/cement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 |
| E now: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 |
| F before: corrugated iron sheet | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,14 |
| F now: corrugated iron sheet | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,14 |
| G before: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 49: What was/is the main roofing material of your main shelter/housing? | | | | | | | | |
| A before: corrugated iron sheets | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0,86 |
| A now: corrugated iron sheets | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0,86 |
| B before: tiles | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,14 |
| B now: tiles | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,14 |
| C before: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: asbesthoses sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: asbesthoses sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

| | | | | | | | | |
|---|---|---|---|---|----|---|---|------|
| G before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 50: How is the standard of clothing which you and your household members wear? | 1 | 2 | 0 | 2 | 1 | 1 | 2 | 1,29 |
| 51: What kind of clothing were/are you most often wearing? | | | | | | | | |
| A before: 2nd hand clothing | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0,86 |
| A now: 2nd hand clothing | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0,71 |
| B before: clothing bought in clothing stores | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,29 |
| B now: clothing bought in clothing stores | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,71 |
| C before: clothing bought from designer stores | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| C now: clothing bought from designer stores | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| D before: clothing bought abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: clothing bought abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 52: How is your general mood? | 2 | 1 | 1 | 0 | -1 | 1 | 2 | 0,86 |
| 53: Which of these feelings were/are you regularly experiencing? | | | | | | | | |
| A before: stress | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,71 |
| A now: stress | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0,43 |
| B before: fear | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0,29 |
| B now: fear | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0,29 |
| C before: insecurity | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0,57 |
| C now: insecurity | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,14 |
| D before: dependency | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0,29 |
| D now: dependency | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: depression | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,14 |
| E now: depression | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: anxiety | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| F now: anxiety | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| G before: intranquility | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| G now: intranquility | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: shame | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: shame | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: hopelessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: hopelessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: isolation | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,14 |
| J now: isolation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: powerlessness | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,14 |
| K now: powerlessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

| 54: How is your behaviour towards others? | | | | 3 | 1 | 1 | 0 | 2 | 1 | 2 | 1,43 | | | | | |
|--|--|--|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------|---------------------------|-----------|------------------------|
| 55: Have any of your household members previously been involved in immorality? | | | | | | | | | | | | | | | | |
| A before: yes | | | | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0,43 | | | | | |
| B now: no | | | | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 0,57 | | | | | |
| 56: If yes, which kind of immorality have you then been involved in? | | | | | | | | | | | | | | | | |
| A before: cigarettes/alcohol | | | | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0,43 | | | | | |
| A now: cigarettes/alcohol | | | | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0,43 | | | | | |
| B before: drugs | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | | | | | |
| B now: drugs | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | | | | | |
| C before: prostitution | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | | | | | |
| C now: prostitution | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | | | | | |
| 57: How often do you worship/pray to God? | | | | 0 | 0 | 0 | 3 | -2 | 2 | 1 | 0,57 | | | | | |
| 58: How is your hope of improved living conditions for you and your household? | | | | 2 | 2 | 1 | 2 | 1 | 1 | 2 | 1,57 | | | | | |
| COMPANY D EMPLOYEE QUESTIONNAIRE ANSWERS | | | | RES 1 (Perma nent) | RES 2 (Perma nent) | RES 3 (Perma nent) | RES 4 (Perma nent) | RES 5 (Perma nent) | RES 6 (Perma nent) | RES 7 (Perma nent) | RES 8 (Perma nent) | RES 9 (Perma nent) | RES 10 (Perma nent) | RES 11 (Perma nent) | TOT AL | TOT AL SCO RE |
| 1: How much entertainment are you and your household members enjoying? | | | | 3 | 2 | 1 | 1 | 1 | 1 | 1 | -2 | 2 | 2 | 2 | 1,27 | 0,95 |
| 2: How much physical labor does your employment entail? | | | | -2 | 0 | -2 | 0 | -1 | 1 | -1 | 0 | 0 | 0 | 0 | -0,45 | |
| 3: How dignified is your employment? | | | | 3 | 1 | 3 | 2 | 2 | 1 | 2 | 0 | 1 | 2 | 3 | 1,82 | |
| 4: How much authority do you have to participate in decision-making in your local community? | | | | 3 | 0 | 0 | 1 | 0 | 0 | 2 | -1 | 0 | 0 | 3 | 0,73 | |
| 5: How is the standard of settlement/area which you and your household members live in? | | | | 2 | 0 | 3 | 1 | 0 | 0 | 0 | -2 | 0 | 0 | 0 | 0,36 | |
| 6: Which kind of settlement/area did/do you live in? | | | | | | | | | | | | | | | | |
| A before: Informal settlement (slum) | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| A now: Informal settlement (slum) | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| B before: Middle class settlement area | | | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0,91 | |
| B now: Middle class settlement area | | | | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,91 | |
| C before: Upper middle class estate | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,09 | |
| C now: Upper middle class estate | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 | |
| D before: High end upper class estate | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D now: High end upper class estate | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 7: How is the standard of transportation means which you | | | | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,18 | |

| | | | | | | | | | | | | |
|--|---|---|---|---|----|---|---|----|---|---|---|------|
| most frequently use? | | | | | | | | | | | | |
| 8: Which means of transportation did/do you most frequently use? | | | | | | | | | | | | |
| A before: Walk | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| A now: Walk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: Bicycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: Bicycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: Public vehicles | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,91 |
| C now: Public vehicles | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| D before: Old car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Old car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: New car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: New car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 9: How much luxury can you afford? | 2 | 0 | 3 | 1 | 2 | 0 | 1 | -1 | 2 | 2 | 1 | 1,18 |
| 10: How self-supporting are you and your household members? | 2 | 0 | 2 | 2 | 1 | 1 | 1 | -1 | 2 | 3 | 2 | 1,36 |
| 11: How much love, comfort and guidance do you provide to your household members? | 1 | 1 | 2 | 2 | -2 | 0 | 2 | 1 | 0 | 2 | 0 | 0,82 |
| 12: How much security is in place to protect you household? | 0 | 0 | 3 | 0 | -1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,18 |
| 13: Which security measures are in place in the area/estate in which you live? | | | | | | | | | | | | |
| A before: Neighborhood watch | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,27 |
| A now: Neighborhood watch | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,27 |
| B before: Night guard(s) | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0,27 |
| B now: Night guard(s) | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0,45 |
| C before: 24 hours security | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0,27 |
| C now: 24 hours security | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0,18 |
| D before: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| D now: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| E before: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

| | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|------|
| E now: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: House security | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,64 |
| F now: House security | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,55 |
| 14: How is the quality of medical care which is accesible to you and your household members? | 1 | 1 | 3 | 2 | 1 | 3 | 1 | 0 | 2 | 2 | 2 | 1,64 |
| 15: Which kind of health care did/do you have? | | | | | | | | | | | | |
| A before: No coverage of any type | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0,64 |
| A now: No coverage of any type | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: Public health insurance (NHIF) | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0,36 |
| B now: Public health insurance (NHIF) | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| C before: 'Bronze' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 'Bronze' private health insurance | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0,73 |
| D before: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0,18 |
| E before: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 16: Which type of health practitioner did/do you consult in case of illness? | | | | | | | | | | | | |
| A before: Referral hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,09 |
| A now: Referral hospital | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| B before: Provincial hospital | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| B now: Provincial Hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: Public dispensary | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,18 |
| C now: Public dispensary | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Private clinics | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0,55 |
| D now: Private clinics | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0,73 |
| E before: Private hospital | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0,27 |
| E now: Private hospital | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0,45 |
| F before: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,09 |
| F now: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,09 |
| G before: Missionary Hosp./Disp. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |

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|---|---|---|---|---|---|---|---|----|---|---|---|------|
| G now: Missionary Hosp./Disp. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| H before: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| H now: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| I before: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K now: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 17: How often did/do children in your household suffer from diarrhea | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| 18: If you were expecting a child where would you go/take your wife to have the child delivered? | | | | | | | | | | | | |
| A before: Public hospital | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0,45 |
| A now: Public hospital | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,27 |
| B before: Private hospital | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0,45 |
| B now: Private hospital | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,64 |
| C before: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Maternity home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Maternity home | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| F before: At home | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| F now: At home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 19: How extensive is your knowledge of HIV/Aids and other diseases? | 3 | 0 | 0 | 2 | 0 | 3 | 0 | 0 | 2 | 0 | 1 | 1,00 |
| 20: How is the standard of sanitation which is in place for you and your household members? | 3 | 0 | 1 | 1 | 0 | 0 | 0 | -1 | 0 | 0 | 1 | 0,45 |
| 21: Where did/do you and the members of your household most often go to the toilet? | | | | | | | | | | | | |
| A before: Flush toilet | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| A now: Flush toilet | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |

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| B before: VIP latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: VIP latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: Pit latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Pit latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 22: Wheres did/do you and your household drain its sewage? | | | | | | | | | | | | |
| A before: Local authority drainage systems | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,82 |
| A now: Local authority drainage systems | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,73 |
| B before: Own drainage system | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,18 |
| B now: Own drainage system | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,18 |
| C before: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Permanent pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Permanent pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 23: How did/does you and your household dispose of its garbage? | | | | | | | | | | | | |
| A before: Collected by local authority | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0,45 |
| A now: Collected by local authority | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0,36 |
| B before: Collected by private firm | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0,36 |
| B now: Collected by private firm | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0,45 |
| C before: Garbage pit | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,18 |
| C now: Garbage pit | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,18 |
| D before: Burning | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| D now: Burning | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| E before: Public garbage heap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

| | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|----|---|---|---|------|
| E now: Public garbage heap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Neighborhood community group | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Neighborhood community group | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 24: How is the size of your salary? | 1 | 1 | 3 | 1 | 2 | 2 | 2 | -1 | 1 | 3 | 2 | 1,55 |
| 25: How many jobs did/do you have in total? | | | | | | | | | | | | |
| A before: 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,18 |
| A now: 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0,82 |
| B now: 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| C before: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 26: How is the size of any possible savings? | 1 | 1 | 2 | 1 | 0 | 1 | 1 | -1 | 0 | 2 | 2 | 0,91 |
| 27: How accessible is credit to you? | 2 | 1 | 3 | 0 | 1 | 3 | 2 | -2 | 1 | 2 | 2 | 1,36 |
| 28: How much do you spend on education for you and your household members? | 1 | 2 | 3 | 0 | 2 | 2 | 1 | -3 | 1 | 1 | 2 | 1,09 |
| 29: How much training/education are you receiving? | 2 | 1 | 3 | 2 | 0 | 0 | 1 | -2 | 0 | 0 | 1 | 0,73 |
| 30: Did you have school aged children before your current employment? | | | | | | | | | | | | |
| A: Girls | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| B: Boys | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| C: No children | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,91 |
| 31: How many of these school aged children were/are in school? | | | | | | | | | | | | |
| A before: all boys | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| A before: all girls | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| A now: all boys | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| A now: all girls | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| B before: most boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| B before: most girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| B now: most boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |

| | | | | | | | | | | | | |
|--|---|---|---|---|---|---|---|----|---|---|---|------|
| B now: most girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| C before: half boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| C before: half girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| C now: half boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| C now: half girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| D before: a few boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| D before: a few girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| D now: a few boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| D now: a few girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| E before: no boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| E before: no girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| E now: no boys | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| E now: no girls | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| 32: Which type of school were/are you able to afford for your children? | | | | | | | | | | | | |
| A before: government | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| A now: government | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| B before: low cost private | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| B now: low cost private | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| C before: high cost private | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| C now: high cost private | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| D before: community | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| D now: community | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| 33: How much do you invest/expand? | 1 | 0 | 0 | 1 | 1 | 1 | 1 | -3 | 2 | 1 | 2 | 0,64 |
| 34: Did/do you own land? | | | | | | | | | | | | |
| A before: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| A now: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: 0.5-1.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: 0.5-1.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: 1.0-2.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0 | 0,00 |

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| C now: 1.0-2.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: 2.0-5.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,09 |
| D now: 2.0-5.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| E now: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,09 |
| F before: No ownership of land | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,91 |
| F now: No ownership of land | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0,82 |
| 35: How much do you spend on household items? | 3 | 1 | 1 | 1 | 2 | 3 | 1 | 2 | 1 | 2 | 1 | 1,64 |
| 36: How much help do you extend to others? | 2 | 1 | 2 | 1 | 3 | 2 | 0 | -1 | 1 | 2 | 1 | 1,27 |
| 37: How extensive is your knowledge of family planning | 2 | 0 | 0 | 2 | 0 | 1 | 0 | 2 | 1 | 0 | 0 | 0,73 |
| 38: How extensive are the financial demands from relatives? | 3 | 0 | 2 | 1 | 2 | 2 | 2 | 2 | 0 | 1 | 1 | 1,45 |
| 39: Where did/do all of your non-boarding school children in the age 0-18 years live? | | | | | | | | | | | | |
| A before: your household | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| A now: your household | - | 1 | - | - | - | - | - | - | - | - | - | 1,00 |
| B before: other household | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| B now: other household | - | 0 | - | - | - | - | - | - | - | - | - | 0,00 |
| 40: How balanced is your diet and that of your household members? | 3 | 1 | 2 | 1 | 0 | 1 | 1 | 0 | 2 | 1 | 0 | 1,09 |
| 41: How many meals did/do you and your household members usually eat in a day? | | | | | | | | | | | | |
| A before: 0-1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| A now: 0-1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: 3 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,73 |
| C now: 3 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0,73 |
| D before: 3+ | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0,36 |
| D now: 3+ | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0,27 |
| 42: How accessible is clean drinking water to you and your household members? | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0,36 |
| 43: What is the main source of drinking water? | | | | | | | | | | | | |

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|---|----------|----------|----------|----------|----------|----------|----------|----------|-----------|----------|-----------|-------------|
| A before: piped into dwelling | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0,73 |
| A now: piped into dwelling | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0,64 |
| B before: piped into plot/yard | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,27 |
| B now: piped into plot/yard | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,27 |
| C before: public tab | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: public tab | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: borehole with pump | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: borehole with pump | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: river/ponds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: river/ponds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: tanker-truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: tanker-truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,09 |
| J now: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,09 |
| 44: How affordable is cooking & lighting fuel to you and your household? | 3 | 0 | 3 | 1 | 0 | 0 | 1 | 0 | -2 | 0 | -1 | 0,45 |
| 45: What was/is the source of cooking/lighting fuel in your household? | | | | | | | | | | | | |
| A before: firewood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| A now: firewood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: paraffin | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,27 |
| C now: paraffin | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,27 |
| D before: electricity | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,91 |

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| D now: electricity | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,82 |
| E before: gas | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0,64 |
| E now: gas | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,82 |
| F before: solar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: solar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: charcoal | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| G now: charcoal | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| H before: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: candles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K now: candles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 46: How is the standard of housing which you and your household members live in? | 2 | 0 | 2 | 0 | 0 | 0 | 0 | -2 | 2 | 2 | 0 | 0,55 |
| 47: Which type of shelter/housing did/do you live in? | | | | | | | | | | | | |
| A before: rented house/bungalow | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,18 |
| A before: own house/bungalow | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0,36 |
| A now: rented house/bungalow | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| A now: own house/bungalow | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0,27 |
| B before: rented flat | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,45 |
| B before: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: rented flat | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,27 |
| B now: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: rented apartment | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| C before: own apartment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: rented apartment | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| C now: own apartment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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| D before: rented maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: own maisonette | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| D now: rented maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: own maisonette | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| E before: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: rented shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: own shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: rented shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: own shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 48: What was/is the main wall material of your mail shelter/housing? | | | | | | | | | | | | |
| A before: stone | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0,64 |
| A now: stone | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0,73 |
| B before: brick/block | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0,36 |
| B now: brick/block | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0,27 |
| C before: mud/wood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: mud/wood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: mud/cement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: mud/cement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: corrugated iron sheet | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: corrugated iron sheet | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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| G before: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 49: What was/is the main roofing material of your main shelter/housing? | | | | | | | | | | | | |
| A before: corrugated iron sheets | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,45 |
| A now: corrugated iron sheets | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0,45 |
| B before: tiles | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0,45 |
| B now: tiles | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0,45 |
| C before: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,09 |
| C now: concrete | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,18 |
| D before: asbesthoses sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: asbesthoses sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 50: How is the standard of clothing which you and your household members wear? | 2 | 0 | 3 | 1 | 0 | 2 | 0 | 0 | 2 | 1 | 0 | 1,00 |
| 51: What kind of clothing were/are you most often wearing? | | | | | | | | | | | | |
| A before: 2nd hand clothing | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0,73 |
| A now: 2nd hand clothing | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0,64 |
| B before: clothing bought in clothing stores | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,73 |
| B now: clothing bought in clothing stores | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,91 |
| C before: clothing bought from designer stores | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,18 |
| C now: clothing bought from designer stores | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,18 |
| D before: clothing bought abroad | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,18 |
| D now: clothing bought abroad | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |

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| 52: How is your general mood? | 2 | -1 | 3 | 2 | -1 | 1 | 1 | -2 | 0 | 2 | 1 | 0,73 |
| 53: Which of these feelings were/are you regularly experiencing? | | | | | | | | | | | | |
| A before: stress | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0,36 |
| A now: stress | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,73 |
| B before: fear | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,27 |
| B now: fear | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,09 |
| C before: insecurity | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,64 |
| C now: insecurity | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0,27 |
| D before: dependency | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0,45 |
| D now: dependency | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0,27 |
| E before: depression | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: depression | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,18 |
| F before: anxiety | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,18 |
| F now: anxiety | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| G before: intranquility | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,18 |
| G now: intranquility | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,18 |
| H before: shame | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| H now: shame | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: hopelessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: hopelessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: isolation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: isolation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,09 |
| K before: powerlessness | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,18 |
| K now: powerlessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 54: How is your behaviour towards others? | 2 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,55 |
| 55: Have any of your household members previously been involved in immorality? | | | | | | | | | | | | |
| A before: yes | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0,36 |
| B now: no | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0,64 |
| 56: If yes, which kind of immorality have you then been involved in? | | | | | | | | | | | | |

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|---|---|----|---|---|---|---|---|----|---|---|---|------|--|
| A before: cigarettes/alcohol | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0,36 | |
| A now: cigarettes/alcohol | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0,36 | |
| B before: drugs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| B now: drugs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| C before: prostitution | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| C now: prostitution | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 57: How often do you worship/pray to God? | 2 | -1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,18 | |
| 58: How is your hope of improved living conditions for you and your household? | 3 | -1 | 3 | 2 | 1 | 3 | 2 | -1 | 2 | 3 | 1 | 1,64 | |

| COMPANY C EMPLOYEE QUESTIONNAIRE ANSWERS | RES 1 (Permanent) | RES 2 (Permanent) (Permanent) | RES 3 (Permanent) | RES 4 (Permanent) | RES 5 (Permanent) | RES 6 (Casual) | RES 7 (Casual) | RES 8 (Casual) | RES 9 (Casual) | TOTAL | TOTAL SCORE |
|---|----------------------|-------------------------------------|----------------------|----------------------|----------------------|-------------------|-------------------|-------------------|-------------------|-------|-------------|
| 1: How much entertainment are you and your household members enjoying? | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 2 | 0,89 | 0,93 |
| 2: How much physical labor does your employment entail? | -1 | -3 | -1 | 1 | -3 | -1 | -2 | 0 | -2 | -1,33 | |
| 3: How dignified is your employment? | 1 | 2 | 3 | 2 | 2 | 1 | 3 | 3 | 3 | 2,22 | |
| 4: How much authority do you have to participate in decision-making in your local community? | 1 | 2 | 3 | 1 | 3 | 1 | 3 | 3 | 2 | 2,11 | |
| 5: How is the standard of settlement/area which you and your household members live in? | 1 | 0 | 1 | 2 | 0 | -1 | 2 | 2 | 2 | 1,00 | |
| 6: Which kind of settlement/area did/do you live in? | | | | | | | | | | | |
| A before: Informal settlement (slum) | 1 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0,78 | |
| A now: Informal settlement (slum) | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0,56 | |
| B before: Middle class settlement area | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,22 | |
| B now: Middle class settlement area | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0,44 | |
| C before: Upper middle class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| C now: Upper middle class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D before: High end upper class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D now: High end upper class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 7: How is the standard of transportation means which you most frequently use? | 0 | 3 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1,00 | |

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|--|---|---|----|---|----|---|---|---|---|------|
| 8: Which means of transportation did/do you most frequently use? | | | | | | | | | | |
| A before: Walk | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,67 |
| A now: Walk | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0,44 |
| B before: Bicycle | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,22 |
| B now: Bicycle | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| C before: Public vehicles | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,22 |
| C now: Public vehicles | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,78 |
| D before: Old car/motorcycle | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| D now: Old car/motorcycle | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| E before: New car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: New car/motorcycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 9: How much luxury can you afford? | 0 | 2 | 0 | 2 | -1 | 1 | 2 | 2 | 1 | 1,00 |
| 10: How self-supporting are you and your household members? | 0 | 3 | 3 | 2 | 3 | 0 | 3 | 1 | 1 | 1,78 |
| 11: How much love, comfort and guidance do you provide to your household members? | 1 | 2 | -1 | 2 | -2 | 1 | 2 | 1 | 0 | 0,67 |
| 12: How much security is in place to protect you household? | 1 | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,44 |
| 13: Which security measures are in place in the area/estate in which you live? | | | | | | | | | | |
| A before: Neighborhood watch | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 0,67 |
| A now: Neighborhood watch | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,22 |
| B before: Night guard(s) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: Night guard(s) | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| C before: 24 hours security | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 24 hours security | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Electric fences | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| F before: House security | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,33 |

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|---|---|---|---|---|---|---|---|---|---|------|
| F now: House security | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0,67 |
| 14: How is the quality of medical care which is accesible to you and your household members? | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0,33 |
| 15: Which kind of health care did/do you have? | | | | | | | | | | |
| A before: No coverage of any type | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0,67 |
| A now: No coverage of any type | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: Public health insurance (NHIF) | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,33 |
| B now: Public health insurance (NHIF) | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| C before: 'Bronze' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 'Bronze' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 16: Which type of health practitioner did/do you consult in case of illness? | | | | | | | | | | |
| A before: Referral hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| A now: Referral hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: Provincial hospital | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| B now: Provincial Hospital | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| C before: Public dispensary | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0,78 |
| C now: Public dispensary | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0,67 |
| D before: Private clinics | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,22 |
| D now: Private clinics | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0,44 |
| E before: Private hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Private hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,11 |
| F before: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: Missionary Hosp./Disp. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: Missionary Hosp./Disp. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |

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|---|---|---|---|---|---|----|---|----|---|------|
| H now: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| I before: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| I now: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| J before: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| J now: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| K now: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| 17: How often did/do children in your household suffer from diarrhea | 1 | 0 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0,25 |
| 18: If you were expecting a child where would you go/take your wife to have the child delivered? | | | | | | | | | | |
| A before: Public hospital | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0,67 |
| A now: Public hospital | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0,56 |
| B before: Private hospital | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| B now: Private hospital | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| C before: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| C now: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| D before: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| D now: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: Maternity home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| E now: Maternity home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,11 |
| F before: At home | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0,22 |
| F now: At home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 19: How extensive is your knowledge of HIV/Aids and other diseases? | 1 | 0 | 2 | 1 | 0 | -1 | 2 | 3 | 2 | 1,11 |
| 20: How is the standard of sanitation which is in place for you and your household members? | 1 | 0 | 0 | 1 | 0 | -1 | 0 | -1 | 1 | 0,11 |
| 21: Where did/do you and the members of your household most often go to the toilet? | | | | | | | | | | |
| A before: Flush toilet | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| A now: Flush toilet | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0,33 |
| B before: VIP latrine | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0,22 |
| B now: VIP latrine | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| C before: Pit latrine | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0,78 |

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|--|---|---|---|---|---|---|---|---|---|------|
| C now: Pit latrine | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0,44 |
| D before: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 22: Wheres did/do you and your household drain its sewage? | | | | | | | | | | |
| A before: Local authority drainage systems | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| A now: Local authority drainage systems | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0,33 |
| B before: Own drainage system | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,22 |
| B now: Own drainage system | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0,33 |
| C before: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Permanent pit | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0,44 |
| D now: Permanent pit | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,22 |
| E before: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,22 |
| F now: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| 23: How did/does you and your household dispose of its garbage? | | | | | | | | | | |
| A before: Collected by local authority | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| A now: Collected by local authority | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| B before: Collected by private firm | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| B now: Collected by private firm | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0,56 |
| C before: Garbage pit | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0,44 |
| C now: Garbage pit | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,22 |
| D before: Burning | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| D now: Burning | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| E before: Public garbage heap | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,22 |
| E now: Public garbage heap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Neighborhood community group | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| F now: Neighborhood community group | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| 24: How is the size of your salary? | 0 | 0 | 1 | 1 | 0 | 0 | 2 | 1 | 0 | 0,56 |

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| 25: How many jobs did/do you have in total? | | | | | | | | | | | |
| A before: 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0,44 | |
| A now: 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| B before: 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0,44 | |
| B now: 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0,78 | |
| C before: 2 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 | |
| C now: 2 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,22 | |
| D before: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D now: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 26: How is the size of any possible savings? | 1 | 3 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0,78 | |
| 27: How accessible is credit to you? | -1 | 0 | 0 | 1 | 0 | -1 | 1 | 0 | 0 | 0,00 | |
| 28: How much do you spend on education for you and your household members? | 0 | -2 | 2 | 0 | 3 | 1 | 2 | 0 | 2 | 0,89 | |
| 29: How much training/education are you receiving? | 1 | 2 | 3 | -1 | 3 | 1 | 2 | 2 | 2 | 1,67 | |
| 30: Did you have school aged children before your current employment? | | | | | | | | | | | |
| A: Girls | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,33 | |
| B: Boys | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0,44 | |
| C: No children | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0,44 | |
| 31: How many of these school aged children were/are in school? | | | | | | | | | | | |
| A before: all boys | 1 | 1 | 1 | 1 | 1 | - | - | - | - | 1,00 | |
| A before: all girls | 1 | 0 | 0 | 0 | 1 | - | - | - | - | 0,40 | |
| A now: all boys | 1 | 1 | 1 | 1 | 1 | - | - | - | - | 1,00 | |
| A now: all girls | 1 | 0 | 0 | 0 | 1 | - | - | - | - | 0,40 | |
| B before: most boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |
| B before: most girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |
| B now: most boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |
| B now: most girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |
| C before: half boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |
| C before: half girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |
| C now: half boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 | |

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|--|---|---|---|---|---|----|---|---|---|------|
| C now: half girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| D before: a few boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| D before: a few girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| D now: a few boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| D now: a few girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| E before: no boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| E before: no girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| E now: no boys | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| E now: no girls | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| 32: Which type of school were/are you able to afford for your children? | | | | | | | | | | |
| A before: government | 0 | 0 | 1 | 1 | 1 | - | - | - | - | 0,60 |
| A now: government | 0 | 0 | 0 | 0 | 1 | - | - | - | - | 0,20 |
| B before: low cost private | 1 | 0 | 0 | 0 | 0 | - | - | - | - | 0,20 |
| B now: low cost private | 1 | 0 | 1 | 1 | 0 | - | - | - | - | 0,60 |
| C before: high cost private | 0 | 1 | 0 | 0 | 0 | - | - | - | - | 0,20 |
| C now: high cost private | 0 | 1 | 0 | 0 | 0 | - | - | - | - | 0,20 |
| D before: community | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| D now: community | 0 | 0 | 0 | 0 | 0 | - | - | - | - | 0,00 |
| 33: How much do you invest/expand? | 0 | 0 | 0 | 1 | 0 | -1 | 1 | 2 | 0 | 0,33 |
| 34: Did/do you own land? | | | | | | | | | | |
| A before: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,22 |
| A now: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,22 |
| B before: 0.5-1.0 acres land | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| B now: 0.5-1.0 acres land | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| C before: 1.0-2.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 1.0-2.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: 2.0-5.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 2.0-5.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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|--|---|---|---|---|----|----|---|---|---|------|
| F before: No ownership of land | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0,67 |
| F now: No ownership of land | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0,67 |
| 35: How much do you spend on household items? | 1 | 0 | 2 | 1 | 3 | 1 | 3 | 1 | 1 | 1,44 |
| 36: How much help do you extend to others? | 1 | 2 | 3 | 1 | -3 | 1 | 1 | 1 | 1 | 0,89 |
| 37: How extensive is your knowledge of family planning | 1 | 0 | 0 | 1 | 3 | 1 | 1 | 2 | 1 | 1,11 |
| 38: How extensive are the financial demands from relatives? | 0 | 2 | 2 | 2 | -2 | 0 | 3 | 1 | 2 | 1,11 |
| 39: Where did/do all of your non-boarding school children in the age 0-18 years live? | | | | | | | | | | |
| A before: your household | 1 | 1 | 1 | 1 | 1 | - | - | - | 1 | 1,00 |
| A now: your household | 1 | 1 | 1 | 1 | 1 | - | - | - | 1 | 1,00 |
| B before: other household | 0 | 0 | 0 | 0 | 0 | - | - | - | 0 | 0,00 |
| B now: other household | 0 | 0 | 0 | 0 | 0 | - | - | - | 0 | 0,00 |
| 40: How balanced is your diet and that of your household members? | 1 | 0 | 0 | 1 | -2 | 1 | 1 | 2 | 1 | 0,56 |
| 41: How many meals did/do you and your household members usually eat in a day? | | | | | | | | | | |
| A before: 0-1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0,44 |
| A now: 0-1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| B before: 2 | 0 | 0 | 0 | 1 | 2 | 1 | 0 | 0 | 0 | 0,44 |
| B now: 2 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0,33 |
| C before: 3 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| C now: 3 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0,44 |
| D before: 3+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 3+ | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| 42: How accessible is clean drinking water to you and your household members? | 1 | 0 | 0 | 0 | 0 | -1 | 1 | 0 | 1 | 0,22 |
| 43: What is the main source of drinking water? | | | | | | | | | | |
| A before: piped into dwelling | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0,33 |
| A now: piped into dwelling | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| B before: piped into plot/yard | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| B now: piped into plot/yard | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| C before: public tab | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,22 |
| C now: public tab | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0,33 |

| | | | | | | | | | | |
|---|----------|----------|----------|----------|----------|-----------|----------|-----------|----------|-------------|
| D before: borehole with pump | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0,44 |
| D now: borehole with pump | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0,33 |
| E before: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| G now: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| H before: river/ponds streams | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| H now: river/ponds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: tanker-truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: tanker-truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,11 |
| J before: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 44: How affordable is cooking & lighting fuel to you and your household? | <i>1</i> | <i>0</i> | <i>0</i> | <i>1</i> | <i>0</i> | <i>-1</i> | <i>1</i> | <i>-3</i> | <i>1</i> | <i>0,00</i> |
| 45: What was/is the source of cooking/lighting fuel in your household? | | | | | | | | | | |
| A before: firewood | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 0,44 |
| A now: firewood | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: grass | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| B now: grass | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| C before: paraffin | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0,33 |
| C now: paraffin | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,67 |
| D before: electricity | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| D now: electricity | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0,33 |
| E before: gas | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| E now: gas | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| F before: solar | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| F now: solar | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| G before: charcoal | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| G now: charcoal | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0,56 |

| | | | | | | | | | | |
|---|---|---|---|---|---|----|---|---|---|------|
| H before: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H now: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I now: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J now: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: candles | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| K now: candles | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,11 |
| 46: How is the standard of housing which you and your household members live in? | 0 | 0 | 1 | 1 | 0 | -1 | 1 | 1 | 1 | 0,44 |
| 47: Which type of shelter/housing did/do you live in? | | | | | | | | | | |
| A before: rented house/bungalow | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| A before: own house/bungalow | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,22 |
| A now: rented house/bungalow | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0,33 |
| A now: own house/bungalow | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| B before: rented flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: rented flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: rented appartement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: own appartement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: rented appartement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| C now: own appartement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: rented maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: own maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: rented maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: own maisonette | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

| | | | | | | | | | | |
|--|---|---|---|---|---|---|---|---|---|------|
| E now: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: rented shanty | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0,44 |
| F before: own shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0,11 |
| F now: rented shanty | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0,44 |
| F now: own shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: own manyatta traditional house | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| G now: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 48: What was/is the main wall material of your mail shelter/housing? | | | | | | | | | | |
| A before: stone | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| A now: stone | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| B before: brick/block | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: brick/block | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0,22 |
| C before: mud/wood | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0,33 |
| C now: mud/wood | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| D before: mud/cement | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,22 |
| D now: mud/cement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: corrugated iron sheet | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,22 |
| F now: corrugated iron sheet | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0,33 |
| G before: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| H before: tin | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| H now: tin | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,11 |
| 49: What was/is the main roofing material of your main shelter/housing? | | | | | | | | | | |
| A before: corrugated iron sheets | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,89 |
| A now: corrugated iron sheets | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,89 |
| B before: tiles | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |

| | | | | | | | | | | |
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| B now: tiles | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| C before: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: asbesthoses sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: asbesthoses sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 50: How is the standard of clothing which you and your household members wear? | 0 | 0 | 0 | 1 | -1 | 1 | 2 | 2 | 1 | 0,67 |
| 51: What kind of clothing were/are you most often wearing? | | | | | | | | | | |
| A before: 2nd hand clothing | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,89 |
| A now: 2nd hand clothing | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0,78 |
| B before: clothing bought in clothing stores | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| B now: clothing bought in clothing stores | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0,56 |
| C before: clothing bought from designer stores | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: clothing bought from designer stores | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: clothing bought abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: clothing bought abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 52: How is your general mood? | 0 | 3 | 0 | 1 | 1 | 0 | 3 | 1 | 1 | 1,11 |
| 53: Which of these feeligns were/are you regularly experiencing? | | | | | | | | | | |
| A before: stress | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,89 |
| A now: stress | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0,22 |
| B before: fear | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0,33 |
| B now: fear | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: insecurity | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0,33 |
| C now: insecurity | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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| D before: dependency | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0,56 |
| D now: dependency | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| E before: depression | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0,33 |
| E now: depression | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,22 |
| F before: anxiety | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0,33 |
| F now: anxiety | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| G before: intranquility | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0,44 |
| G now: intranquility | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| H before: shame | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0,33 |
| H now: shame | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: hopelessness | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0,56 |
| I now: hopelessness | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| J before: isolation | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0,33 |
| J now: isolation | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,11 |
| K before: powerlessness | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0,67 |
| K now: powerlessness | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,22 |
| 54: How is your behaviour towards others? | 1 | 0 | 0 | 1 | 3 | 1 | 3 | 3 | 1 | 1,44 |
| 55: Have any of your household members previously been involved in immorality? | | | | | | | | | | |
| A before: yes | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,22 |
| B now: no | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0,78 |
| 56: If yes, which kind of immorality have you then been involved in? | | | | | | | | | | |
| A before: cigarettes/alcohol | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,22 |
| A now: cigarettes/alcohol | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,11 |
| B before: drugs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B now: drugs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: prostitution | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: prostitution | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 57: How often do you worship/pray to God? | -1 | 0 | 0 | 2 | 3 | -1 | 3 | 0 | 1 | 0,78 |
| 58: How is your hope of improved living conditions for you and your household? | 1 | 2 | 1 | 2 | 2 | 1 | 3 | 3 | 1 | 1,78 |

| COMPANY A EMPLOYEE QUESTIONAIRE ANSWERS | RES 1 (Per man ent) | RES 2 (Per man ent) | RES 3 (Per man ent) | RES 4 (Per man ent) | RES 5 (Per man ent) | RES 6 (Per man ent) | RES 7 (Per man ent) | RES 8 (Per man ent) | RES 9 (Per man ent) | RES 10 (Per man ent) | RES 11 (Per man ent) | RES 12 (Per man ent) | RES 13 (Per man ent) | RES 14 (Per man ent) | RES 15 (Per man ent) | RES 16 (Per man ent) | RES 17 (Per man ent) | RES 18 (Per man ent) | RES 18 (Per man ent) | RES 19 (Per man ent) | RES 20 (Per man ent) | RES 21 (Per man ent) | RES 22 (Per man ent) | T O T A L | T O T A L S C O R E |
|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-----------------------|--|
| 1: How much entertainment are you and your household members enjoying? | 0 | 0 | 2 | 1 | 2 | 1 | 2 | 2 | 3 | 1 | 1 | 1 | -2 | 2 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | -1 | 1 | 0,96 | 1,14 |
| 2: How much physical labor does your employment entail? | -1 | -3 | 0 | -1 | -1 | 0 | -2 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | -1 | -1 | 0 | 1 | 0 | 1 | -0,22 | |
| 3: How dignified is your employment? | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 3 | 3 | 2 | 2 | 2 | -1 | 2 | 2 | 2 | 1 | 1 | 1 | 1 | 2 | 0 | 1 | 1,61 | |
| 4: How much authority do you have to participate in decision- | 1 | 2 | 2 | 2 | 1 | 2 | 3 | 3 | 2 | 3 | 2 | 0 | 0 | 1 | 1 | 0 | 0 | 2 | 2 | 2 | 2 | 0 | 2 | 1,52 | |

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| making in your local commun- ity? | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5: How is the standard of settle- ment/area which you and your househol- d member- s live in? | 2 | 1 | 2 | 1 | 3 | 2 | 2 | 1 | 3 | 0 | 1 | 0 | -1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 2 | 0 | 1 | 1,0 0 | |
| 6: Which kind of settle- ment/area did/do you live in? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Informal settle- ment (slum) | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0,3 9 | |
| A now: Informal settle- ment (slum) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0,0 9 | |
| B before: Middle class settle- ment area | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0,6 1 | |
| B now: Middle class settle- ment area | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0,8 3 | |
| C before: | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 | |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|----|---|---|----|---|---|---|---|---|---|---|---|------|
| Upper middle class estate | | | | | | | | | | | | | | | | | | | | | | | | | 4 |
| C now: Upper middle class estate | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| D before: High end upper class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: High end upper class estate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 7: How is the standard of transportation means which you most frequently use? | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 0 | 0 | -1 | 3 | 1 | -2 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0,39 |
| 8: Which means of transportation did/do you most frequently use? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Walk | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0,35 |
| A now: Walk | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0,22 |
| B before: Bicycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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|--|---|----|---|---|---|---|---|---|---|---|---|---|----|---|---|----|---|---|---|---|---|----|---|----------|----------|
| B now: Bicycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| C before: Public vehicles | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 0,7 8 | |
| C now: Public vehicles | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0,8 3 | |
| D before: Old car/motor cycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 9 | |
| D now: Old car/motor cycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 9 | |
| E before: New car/motor cycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| E now: New car/motor cycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| F before: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| F now: Taxi/car hire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| 9: How much luxury can you afford? | 1 | -3 | 2 | 1 | 0 | 0 | 1 | 1 | 3 | 2 | 1 | 1 | 0 | 1 | 0 | -2 | 1 | 1 | 1 | 0 | 2 | -1 | 1 | 0,6 1 | |
| 10: How self- supporti ng are you and your househol d member s? | 0 | 1 | 2 | 1 | 1 | 0 | 1 | 2 | 3 | 3 | 2 | 2 | -1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 3 | -1 | 1 | 1,0 9 | |

| | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|----|---|---|---|---|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|------|
| 11: How much love, comfort and guidance do you provide to your household member s? | 2 | -1 | 2 | 0 | 1 | 3 | 1 | 2 | 0 | 2 | 0 | 1 | 0 | 3 | 1 | 3 | 0 | 2 | 1 | 1 | 2 | 0 | 1 | 1,17 |
| 12: How much security is in place to protect you household? | 1 | -3 | 2 | 1 | 1 | 3 | 1 | 3 | 3 | 0 | 1 | 0 | -1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0,70 |
| 13: Which security measures are in place in the area/estate in which you live? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Neighborhood watch | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0,39 |
| A now: Neighborhood watch | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0,48 |
| B before: Night guard(s) | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,35 |
| B now: | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0,5 |

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| Night guard(s) | | | | | | | | | | | | | | | | | | | | | | | | 2 | |
| C before: 24 hours security | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,13 | |
| C now: 24 hours security | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,26 | |
| D before: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| D now: Guard dogs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 | |
| E before: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| E now: Electric fences | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 | |
| F before: House security | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,57 | |
| F now: House security | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0,74 | |
| 14: How is the quality of medical care which is accesible to you and your household members? | 0 | 1 | 2 | 2 | 0 | 1 | 2 | 1 | 3 | -2 | 2 | 2 | -2 | 2 | -1 | 0 | 0 | 1 | 1 | 1 | 2 | 0 | 1 | 0,83 | |
| 15: Which kind of health care | | | | | | | | | | | | | | | | | | | | | | | | | |

| did/do you have? | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----------|
| A before: No coverage of any type | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0,6 1 |
| A now: No coverage of any type | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| B before: Public health insurance (NHIF) | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,3 9 |
| B now: Public health insurance (NHIF) | 1 | 1 | 1 | 10 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,3 9 |
| C before: 'Bronze' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 |
| C now: 'Bronze' private health insurance | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,1 7 |
| D before: 'Silver' private health insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 |
| D now: 'Silver' private health insurance | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 9 |
| E before: 'Gold' | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |

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| private health insurance | | | | | | | | | | | | | | | | | | | | | | | | | |
| E before: 'Gold' private health insurance | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,13 |
| 16: Which type of health practitioner did/do you consult in case of illness? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Referral hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,09 |
| A now: Referral hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| B before: Provincial hospital | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,13 |
| B now: Provincial Hospital | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| C before: Public dispensary | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0,39 |
| C now: Public dispensary | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0,35 |
| D before: Private clinics | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,17 |
| D now: | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0,3 |

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| Private clinics | | | | | | | | | | | | | | | | | | | | | | | | 0 | |
| E before: Private hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,2 2 | |
| E now: Private hospital | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0,4 3 | |
| F before: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| F now: Traditional healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| G before: Missionary Hosp./Disp. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,0 4 | |
| G now: Missionary Hosp./Disp. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0,0 9 | |
| H before: Pharmacy/chemist | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 9 | |
| H now: Pharmacy/chemist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 | |
| I before: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| I now: Kiosk | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| J before: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| J now: Faith healer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| K before: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| K now: Herbalist | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |

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| 17: How often did/do children in your household suffer from diarrhea | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | 0 | -1 | 0 | - | 0 | 1 | 0 | - | 0 | - | 0,0 0 |
| 18: If you were expecting a child where would you go/take your wife to have the child delivered? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Public hospital | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,6 1 |
| A now: Public hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,1 7 |
| B before: Private hospital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,2 6 |
| B now: Private hospital | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0,6 1 |
| C before: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| C now: Health Centre | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D before: Dispensary/clinic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D now: | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 |

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| Dispensary/clinic | | | | | | | | | | | | | | | | | | | | | | | | 0 | |
| E before: Maternity home | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,13 | |
| E now: Maternity home | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0,22 | |
| F before: At home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| F now: At home | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 19: How extensive is your knowledge of HIV/Aids and other diseases? | 2 | 2 | 2 | 0 | 1 | 3 | 1 | 3 | 3 | 2 | 3 | 0 | 2 | 0 | 3 | 3 | 2 | 2 | 2 | 1 | 3 | 0 | 2 | 1,83 | |
| 20: How is the standard of sanitation which is in place for you and your household members? | 1 | 1 | 2 | 1 | 2 | 2 | 2 | 2 | 3 | 1 | 2 | 0 | -1 | 0 | 1 | 2 | 0 | 1 | 1 | 1 | 3 | 0 | 1 | 1,22 | |
| 21: Where did/do you and the members of your household most often go | | | | | | | | | | | | | | | | | | | | | | | | | |

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| to the toilet? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Flush toilet | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0,70 |
| A now: Flush toilet | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0,87 |
| B before: VIP latrine | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| B now: VIP latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C before: Pit latrine | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0,26 |
| C now: Pit latrine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0,13 |
| D before: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: Bucket | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 22: Wheres did/do you and your household drain its sewage? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Local authority drainage systems | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0,87 |
| A now: Local authority drainage systems | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0,91 |
| B before: Own | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |

| drainage system | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| B now: Own drainage system | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| C before: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: Draining pitch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: Permanent pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| D now: Permanent pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| E before: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: Disposed into river/pond/fishpond/lake pool | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Disposed in backyard/garden or hole without permanent lining | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: Disposed in backyard | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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| /garden or hole without permanent lining | | | | | | | | | | | | | | | | | | | | | | | | | |
| 23: How did/does you and your household dispose of its garbage ? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: Collected by local authority | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,26 | |
| A now: Collected by local authority | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,22 | |
| B before: Collected by private firm | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0,35 | |
| B now: Collected by private firm | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 0,57 | |
| C before: Garbage pit | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,13 | |
| C now: Garbage pit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,04 | |
| D before: Burning | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 | |
| D now: Burning | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 | |
| E before: Public | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 | |

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| garbage heap | | | | | | | | | | | | | | | | | | | | | | | | | |
| E now: Public garbage heap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: Neighborhood community group | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,17 |
| F now: Neighborhood community group | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,13 |
| 24: How is the size of your salary? | 2 | 2 | 2 | 2 | 1 | 1 | 1 | 3 | 3 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | -2 | 1 | 1 | 1,30 |
| 25: How many jobs did/do you have in total? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0,43 |
| A now: 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| B before: 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0,57 |
| B now: 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1,00 |
| C before: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D before: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: 2+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 26: How is the | 1 | -1 | 2 | 2 | 1 | 1 | 1 | 1 | 3 | 1 | 1 | 2 | 2 | 1 | -1 | 0 | 0 | 0 | 1 | 0 | 2 | -2 | 1 | 1 | 0,83 |

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| size of any possible savings? | | | | | | | | | | | | | | | | | | | | | | | | | |
| 27: How accessible is credit to you? | 1 | 2 | 2 | 1 | 1 | 2 | 1 | 3 | 3 | 3 | 1 | 1 | 0 | 3 | 0 | 0 | 2 | 0 | 1 | 1 | 0 | -2 | 1 | 1,17 | |
| 28: How much do you spend on education for you and your household members? | 0 | 3 | 2 | -1 | 3 | 3 | 1 | 1 | -3 | 3 | 1 | 1 | 3 | 2 | 2 | 0 | 2 | 2 | 2 | 1 | 1 | 0 | 2 | 1,35 | |
| 29: How much training/education are you receiving? | 1 | 3 | 2 | 2 | 1 | 1 | 1 | 0 | 3 | 2 | 1 | 1 | 2 | 0 | 2 | 0 | 1 | 1 | 2 | 1 | 2 | 0 | 2 | 1,35 | |
| 30: Did you have school aged children before your current employment? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A: Girls | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,09 | |
| B: Boys | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,17 | |
| C: No children | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,78 | |
| 31: How | | | | | | | | | | | | | | | | | | | | | | | | | |

| many of these school aged children were/are in school? | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----------|--|
| A before: all boys | - | - | - | - | - | 0 | 1 | - | - | - | - | - | 1 | - | - | - | - | - | 0 | 1 | - | 1 | - | 0,6 7 | |
| A before: all girls | - | - | - | - | - | 1 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 1 | - | 0,3 3 | |
| A now: all boys | - | - | - | - | - | 0 | 1 | - | - | - | - | - | 1 | - | - | - | - | - | 0 | 1 | - | 1 | - | 0,6 7 | |
| A now: all girls | - | - | - | - | - | 1 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 1 | - | 0,3 3 | |
| B before: most boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| B before: most girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| B now: most boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| B now: most girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| C before: half boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| C before: half girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| C now: half boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| C now: half girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| D before: a few boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| D before: a few girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |
| D now: a few boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 | |

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| D now: a few girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| E before: no boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| E before: no girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| E now: no boys | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| E now: no girls | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| 32: Which type of school were/are you able to afford for your children ? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: governm ent | - | - | - | - | - | 1 | 1 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 1 | - | 1 | - | 0,6 7 |
| A now: governm ent | - | - | - | - | - | 0 | 1 | - | - | - | - | - | 1 | - | - | - | - | - | 0 | 1 | - | 1 | - | 0,6 7 |
| B before: low cost private | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 1 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,1 7 |
| B now: low cost private | - | - | - | - | - | 1 | 0 | - | - | - | - | - | 1 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,3 3 |
| C before: high cost private | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| C now: high cost private | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| D before: communi ty | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |
| D now: communi ty | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | - | - | - | - | - | 0 | 0 | - | 0 | - | 0,0 0 |

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| 33: How much do you invest/expand? | 1 | 1 | 2 | 1 | 1 | 0 | 2 | 1 | 2 | 1 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 1 | 2 | 0 | 1 | 0 | 2 | 1,00 |
| 34: Did/do you own land? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| A now: 0.1-0.5 acres land | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| B before: 0.5-1.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,04 |
| B now: 0.5-1.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0,09 |
| C before: 1.0-2.0 acres land | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| C now: 1.0-2.0 acres land | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,13 |
| D before: 2.0-5.0 acres land | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| D now: 2.0-5.0 acres land | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| E before: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|----|---|---|---|---|---|----|---|---|----|---|----------|
| E now: 5.0-10.0 acres land | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 |
| F before: No ownershi p of land | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0,7 4 |
| F now: No ownershi p of land | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0,6 1 |
| 35: How much do you spend on househol d items? | 0 | 3 | 2 | 1 | 2 | 3 | 2 | 2 | 3 | 3 | 1 | 1 | 2 | 0 | 2 | 1 | 2 | 2 | 1 | 1 | 2 | 0 | 1 | 1,6 1 |
| 36: How much help do you extend to others? | 1 | 2 | 2 | 1 | 3 | 3 | 1 | 2 | 3 | 1 | 2 | 1 | -1 | 1 | 0 | 2 | 0 | 2 | 2 | 1 | 1 | -2 | 2 | 1,3 0 |
| 37: How extensive is your knowled ge of family planning | 0 | 2 | 2 | 1 | 0 | 0 | 3 | 3 | 3 | 2 | 2 | 0 | 1 | 0 | 3 | 2 | 0 | 2 | 1 | 2 | 3 | 0 | 1 | 1,4 3 |
| 38. How extensive are the financial demands from relatives ? | 0 | 3 | 3 | 2 | 2 | 0 | 3 | 2 | 3 | 1 | 3 | 0 | 0 | 1 | 3 | 0 | 3 | 2 | -2 | 3 | 3 | 2 | 2 | 1,7 0 |
| 39: Where did/do all of your | | | | | | | | | | | | | | | | | | | | | | | | |

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| non-boarding school children in the age 0-18 years live? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: your household | - | - | - | - | - | 1 | 1 | - | - | - | - | - | 1 | 1 | 1 | 1 | - | 1 | 0 | 1 | - | 1 | - | 0,90 | |
| A now: your household | - | - | - | - | - | 1 | 1 | - | - | - | - | - | 1 | 1 | 1 | 1 | - | 1 | 0 | 1 | - | 1 | - | 0,90 | |
| B before: other household | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | - | 0 | - | 0,00 | |
| B now: other household | - | - | - | - | - | 0 | 0 | - | - | - | - | - | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | - | 0 | - | 0,00 | |
| 40: How balanced is your diet and that of your household members? | 0 | 1 | 3 | 3 | 1 | 0 | 2 | 2 | 3 | 1 | 2 | 1 | -1 | 1 | 1 | 3 | 0 | 2 | 1 | 1 | 2 | 0 | 1 | 1,30 | |
| 41: How many meals did/do you and your household members usually eat in a | | | | | | | | | | | | | | | | | | | | | | | | | |

| day? | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----------|
| A before: 0-1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| A now: 0-1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| B before: 2 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0,4 3 |
| B now: 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 |
| C before: 3 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0,5 7 |
| C now: 3 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0,9 1 |
| D before: 3+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D now: 3+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 |
| 42: How accessible is clean drinking water to you and your household members? | 0 | 3 | 3 | 0 | 0 | 0 | 1 | 0 | 3 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 2 | 0 | 1 | 0,8 7 |
| 43: What is the main source of drinking water? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: piped into dwelling | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0,5 7 |
| A now: piped into dwelling | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0,5 7 |
| B before: piped | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,1 3 |

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| into plot/yard | | | | | | | | | | | | | | | | | | | | | | | | | |
| B now: piped into plot/yard | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,13 |
| C before: public tab | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,26 |
| C now: public tab | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,22 |
| D before: borehole with pump | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: borehole with pump | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E before: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| E now: protected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: unprotected dug well/spring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: rain water collection | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |

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| G now: rain water collectio n | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| H before: river/pon ds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,0 4 | |
| H now: river/pon ds streams | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| I before: tanker- truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| I now: tanker- truck vendor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| J before: bottled water | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| J now: bottled water | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 9 | |
| 44: How affordabl e is cooking & lighing fuel to you and your househol d? | 0 | -2 | 3 | 1 | 0 | 1 | 1 | 2 | 2 | 2 | 1 | 0 | 0 | 0 | 3 | 1 | 0 | 0 | 1 | 1 | 2 | 0 | 1 | 0,8 7 | |
| 45: What was/is the source of cooking/l ighting | | | | | | | | | | | | | | | | | | | | | | | | | |

| fuel in your househol d? | | | | | | | | | | | | | | | | | | | | | | | | | |
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| A before: firewood | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0,1 7 | |
| A now: firewood | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,0 9 | |
| B before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| B now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| C before: paraffin | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,6 5 | |
| C now: paraffin | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0,4 3 | |
| D before: electricit y | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,5 2 | |
| D now: electricit y | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0,7 0 | |
| E before: gas | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,4 3 | |
| E now: gas | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0,7 4 | |
| F before: solar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| F now: solar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| G before: charcoal | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,2 2 | |
| G now: charcoal | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0,1 7 | |
| H before: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| H now: biomass residue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| I before: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| I now: biogas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |

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| J before: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| J now: dry cell (torch) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| K before: candles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| K now: candles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| 46: How is the standard of housing which you and your househol d member s live in? | 1 | 1 | 3 | 1 | 1 | 2 | 1 | 2 | 3 | 2 | 1 | 0 | -1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 2 | 0 | 1 | | 0,9 6 |
| 47: Which type of shelter/h ousing did/do you live in? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: rented house/bu ngalow | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | | 0,2 2 |
| A before: own house/bu ngalow | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 4 |
| A now: rented house/bu ngalow | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 9 |
| A now: own house/bu | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 9 |

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| ngalow | | | | | | | | | | | | | | | | | | | | | | | | | |
| B before: rented flat | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0,3 9 |
| B before: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| B now: rented flat | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,4 8 |
| B now: own flat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| C before: rented appartme nt | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,3 0 |
| C before: own appartme nt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| C now: rented appartme nt | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0,3 0 |
| C now: own appartme nt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D before: rented maisonett e | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D before: own maisonett e | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D now: rented maisonett e | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| D now: own maisonett e | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| E before: | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|------|--|
| rented swahili | | | | | | | | | | | | | | | | | | | | | | | | 0 | | |
| E before: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| E now: rented swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| E now: own swahili | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| F before: rented shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,09 | |
| F before: own shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| F now: rented shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| F now: own shanty | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| G before: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| G before: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| G now: rented manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| G now: own manyatta traditional house | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 | |
| 48: What | | | | | | | | | | | | | | | | | | | | | | | | | | |

| was/is the main wall material of your mail shelter/h ousing? | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----------|----------|
| A before: stone | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,3 9 |
| A now: stone | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0,5 2 | |
| B before: brick/blo ck | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,3 9 | |
| B now: brick/blo ck | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0,4 8 | |
| C before: mud/woo d | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0,0 9 | |
| C now: mud/woo d | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| D before: mud/cem ent | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0,0 4 | |
| D now: mud/cem ent | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| E before: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| E now: wood only | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| F before: corrugate d iron sheet | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0,0 9 | |
| F now: corrugate d iron sheet | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |

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| G before: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| G now: grass/straw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| H before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| H now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| 49: What was/is the main roofing material of your main shelter/h ousing? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: corrugated iron sheets | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | | 0,7 4 |
| A now: corrugated iron sheets | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | | 0,5 7 |
| B before: tiles | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | | 0,1 7 |
| B now: tiles | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | | 0,3 5 |
| C before: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 4 |
| C now: concrete | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 4 |
| D before: asbestos sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 4 |
| D now: asbestos sheets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 4 |
| E before: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0,0 0 |

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| E now: grass | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F before: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| F now: makuti | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G before: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| G now: tin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 50: How is the standard of clothing which you and your household members wear? | 1 | 2 | 2 | 1 | 2 | 0 | 1 | 1 | 2 | 3 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 2 | 0 | 1 | | 0,96 |
| 51: What kind of clothing were/are you most often wearing ? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: 2nd hand clothing | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | | 0,78 |
| A now: 2nd hand clothing | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | | 0,57 |
| B before: clothing bought in clothing stores | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | | 0,30 |
| B now: clothing bought in | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | | 0,70 |

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| clothing stores | | | | | | | | | | | | | | | | | | | | | | | | | |
| C before: clothing bought from designer stores | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| C now: clothing bought from designer stores | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,13 |
| D before: clothing bought abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| D now: clothing bought abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| 52: How is your general mood? | 1 | 1 | 2 | 2 | 0 | 0 | 2 | 2 | 3 | 2 | 0 | 1 | -1 | 1 | 1 | 3 | 1 | 0 | 1 | 1 | 2 | 0 | 1 | 1 | 1,13 |
| 53: Which of these feelings were/are you regularly experiencing? | | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: stress | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0,70 |
| A now: stress | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0,39 |
| B before: fear | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0,35 |
| B now: fear | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |

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| C before: insecurity | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0,70 |
| C now: insecurity | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0,35 |
| D before: dependency | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 0,57 |
| D now: dependency | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| E before: depression | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0,26 |
| E now: depression | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,04 |
| F before: anxiety | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 0,35 |
| F now: anxiety | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0,22 |
| G before: intranquility | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0,26 |
| G now: intranquility | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,09 |
| H before: shame | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0,43 |
| H now: shame | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| I before: hopelessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0,30 |
| I now: hopelessness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| J before: isolation | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0,26 |
| J now: isolation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,00 |
| K before: powerlessness | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0,30 |

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| ness | | | | | | | | | | | | | | | | | | | | | | | | |
| K now: powerles ness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 |
| 54: How is your behaviour towards others? | 1 | 2 | 2 | 1 | 1 | 3 | 1 | 2 | 0 | 1 | 0 | 1 | 0 | 2 | 2 | 2 | 1 | 2 | 1 | 1 | 3 | 0 | 1 | 1,3 0 |
| 55: Have any of your household members previously been involved in immorality? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: yes | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,3 9 |
| B now: no | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0,6 1 |
| 56: If yes, which kind of immorality have you then been involved in? | | | | | | | | | | | | | | | | | | | | | | | | |
| A before: cigarettes /alcohol | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,3 0 |
| A now: cigarettes /alcohol | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0,3 5 |
| B before: drugs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 4 |

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| B now: drugs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| C before: prostitut ion | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| C now: prostitut ion | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0,0 0 | |
| 57: How often do you worship/ pray to God? | 1 | 3 | 0 | 0 | -1 | 2 | 1 | -1 | 0 | 3 | -1 | 0 | 0 | 0 | 0 | 3 | 0 | 2 | 2 | 1 | 2 | 0 | 2 | | 0,8 3 | |
| 58: How is your hope of improve d living conditio ns for you and your househol d? | 1 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 1 | 2 | 1 | 2 | -1 | 2 | | 1,9 6 | |

APPENDIX 7.39. B2B SUPPORT PHASES



Source: um.dk

APPENDIX 7.40. MANAGEMENT QUESTIONNAIRES ANSWERS

| MANAGEMENT QUESTIONNAIRES: SUCSESFUL PARTNERSHIPS | COMPANY A-KE / COMPANY A-DK | COMPANY B-KE / COMPANY B-DK | | COMPANY C-KE / COMPANY C-KE | | COMPANY D-KE / COMPANY D-DK | |
|--|-----------------------------------|-----------------------------|-----------------------------|--|------------------------------------|--------------------------------------|--------------------------------------|
| | SALIM ALIBHAI, COMPANY A-KE | LUCY KARUNGA, COMPANY B-KE | JENS ANNEBERG, COMPANY B-DK | ANDREW SOLOMON, COMPANY C-KE | MICHAEL BORCH MADSEN, COMPANY C-DK | JOHNNY KJELSGAARD, COMPANY D-KE | BRADLEY, COMPANY D-DK |
| 1: Indicate overall activity of the partnership | | | | | | | |
| A: Extraction of raw materials | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Manufacturing/Production | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| C: Installations | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Service (including after sales services) | 0 | 0 | 0 | 1 | 1 | 1 | 1 |
| E: Sales and Marketing | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| F: Procurement/purchasing | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| G: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2: When was the partnership formed? | | | | | | | |
| Year | 2003 | 2005 | 2005 | 2006 | 2006 | 2004 | 2004 |
| Month | June (pilot application approved) | Spring | Spring | September | September | December (application was submitted) | December (application was submitted) |
| 3: Specify the lines of business in the partnership/share of turnover (%): | | | | | | | |
| 1. | Decorative paints / 74% | Cheece | Cheece | Sniffer dog explosives / 50% | Training of dog handlers | Sim toolkit menu / 80% | Information services / 80% |
| 2. | Automotive paint / 15% | Youghurt | Youghurt | Sniffer dog narcotics / 50% (the turnover of the dog unit constitutes appr. 1 percent of total turnover of Company C-KE) | Advanced equipment for security | Stand alone content / 10 % | Content delivery / 15% |

| | | | | | | | |
|--|--|--|-----------------------|--------------------------------------|--|--|------------------------------|
| 3. | Industrial paints / 10% | Cream | Cream | NA | Bomb and drugdogs | Java applications / 10 % | Platform development / 2,5% |
| 4. | Sundry product & Inc. / 1% | NA | NA | NA | NA | Local content aggregation / 10% | Graphical development / 2,5% |
| 4: Indicate size,turnover,and geographical orientation ofyour company | | | | | | | |
| Number of employees in DK/KE | 180 | 11 employees from the dairy section of Company B-KE. 84 employees in total | 1 | 6 employees in dog unit + management | 5-6 employees in quiet periods + 4 owners. In periods with contracts 50-100 employees stationed around the world | 13 (Company D-KE) | DK 4 / KE 13 |
| Number of employees globally | 550 (Kenya, Uganda, Burundi, Rwanda, Tanzania) | 0 | 0 | 0 | Stationed employees in Kenya, Libanon, Kosovo, Afghanistan, Asa Badjan, Cambodia, Laos, Sudan, Angola | 12 part-time content coordinators/agents | 40 |
| Turnover in DK/KE | EUR 11,584,832 | NA | EUR 134,228 - 268,456 | EUR 2,386 | EUR 268,456 - 402,685 | Outsourcing centre so no direct turnover (but Company D-DK has earned 11 mio netto on the Kenyan department) | EUR 270,313 - 386,161 |
| Turnover globally | EUR 34,754,497 | NA | 0 | 0 | 0 | 0 | EUR 1,544,644 - 2,316,966 |
| Number of subsidiaries/production units/offices in DK/KE | 4 (1 production unit; 3 depots (Kisumu, Mombabsa & Nakuru)) | 1 | 1 | 2 | 1 office, many projects | 1 | 1 |
| Number of subsidiaries/production units/offices globally | 6 (1 factory in Uganda; 1 depot in Rwanda; 1 factory & 3 depots in Tanzania) | NA | 0 | 0 | Projects in Kenya, Libanon, Kosovo, Afghanistan, Asa Badjan, Cambodia, Laos, Sudan, Angola | 0 | 5 (including Kenya) |
| 5: Is there, in additionto the Danida B2B support, any involvement of Danish development assistance programmes or international institutions in the partnership? | | | | | | | |
| A: IFU | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Mixed credit sceme: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| | | | | | | | |
|--|-----------------------------|---|---|---|---|---|----------------------------------|
| C: Other Danish programmes | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Foreign International Finance Institutions | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Others, please specify | 0 | 0 | 0 (for upcoming butter project some type of international business partner might become relevant) | 0 | 0 | 0 | 0 |
| 6: Which motives underlie your company's involvement in the partnership? | | | | | | | |
| A: Market access | 0 | 0 | 0 | 0 | 3 (we wanted to gain market share in Africa, but South Africa always managed to offer a cheaper price. By setting up in Kenya we would be able to lower our costs and thus prices, thereby becoming competitive on price) | 0 | 0 (already had Zain as customer) |
| B: Access to raw materials/natural resources | 0 | 0 | 0 | 3 | 0 | 0 | 0 |
| C: Proximity to suppliers | 0 | 0 | 0 | 0 | 0 | 0 | 3 (local musicians ect.) |
| D: Proximity to customers | 0 | 0 | 0 | 1 | 3 | 3 | 3 |
| E: Access to expertise and know-how | 3 | 3 | 0 | 3 | 0 | 3 | 0 |
| F: Access to labour cost advantages | 0 | 0 | 0 | 0 | 3 | 0 | 3 |
| G: Access to government support from the Danish government | 3 | 3 | 3 | 3 | 2 | 1 | 3 |
| H: Access to subsidies/government support/tax incentives | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| I: CSR | 3 | 0 | 2 | 2 | 1 | 1 | 2 |
| J: Access to training | 3 | 0 | 0 | 3 | 0 | 2 | 0 |
| K: Access to upgrading of machinery/equipment | 3 | 3 | 0 | 1 | 0 | 1 | 0 |
| L: Access to finances/management bonuses | 0 | 3 | 0 | 0 | 0 | 1 | 0 |
| M: Other motives, please specify: | 3 (Environmental awareness) | 0 | 3 | 0 | 0 | 0 | 0 |

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|---|--------|---------------------------------|--|----|--------------------------------------|-------------|---|
| 7: If your company gathered information on market and industry opportunities prior to entering into the partnership which areas were then in focus? | | | | | | | |
| A: Political | 0 | 0 | 1 (already knew about all points from time as Danida consultant, but many years ago now) | 0 | 1 (stable political situation) | 1 | 1 |
| B: Economic | 0 | 0 | 1 (see above) | 0 | 2 (international banks) | 1 | 1 |
| C: Resources | 0 | 3 | 1 (see above) | 3 | 0 | 2 | 2 |
| D: Socio-cultural | 0 | 3 | 1 (see above) | 1 | 0 | 1 | 1 |
| E: Technological | 0 | 3 | 1 (see above) | 2 | 1 (internet) | 3 | 3 |
| F: Environmental | 0 | 3 | 1 (see above) | 2 | 0 | 0 | 0 |
| G: Legal | 0 | 0 | 1 (see above) | 1 | 0 | 2 | 2 |
| H: Market | 3 | 3 | 1 (see above) | 3 | 3 (which country to enter in Africa) | 3 | 3 |
| I: Competition | 3 | 3 | 1 (see above) | 3 | 0 | 1 | 1 |
| J: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 8: How did you purchase information about the market and industry opportunities? | | | | | | | |
| A: Purchased information through consultants, market intelligence reports ect. | 1 | 0 | 0 | 1 | 0 | 1 | 1 |
| B: Own research | 0 | 1 | 1 | 1 | 1 | 0 | 0 |
| 9: If you purchased information how much money was then approximately spent? | | | | | | | |
| Amount | 800000 | 0 | 0 | NA | 0 | 120.000 DDK | 0 |
| 10: If you did your own research, how many hours were then approximately used? | | | | | | | |
| Number of hours | 0 | 1 month full-time over 6 months | Can't remember - many years ago | 20 | 1 week | 0 | ? |
| 11: How do you view your company's role in the partnership? | | | | | | | |

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|---|---|---|---|---|--|---|---|
| A: Equal business partner | 0 | 1 | 1 | 0 | 1 | 0 | 1 |
| B: Superior business partner (giving more than receiving) | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| C: Inferior business partner (receiving more than giving) | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| D: Consultant | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| E: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 12: How would you describe the performance of your partner | | | | | | | |
| A: Performs pro-actively | 1 | 1 | 1 | 1 | 1 (at first our Kenyan partner was very proactive, but when they discovered that the B2B program was not just something you could dive into for more money, then the interest dropped, but not so much that is was not acceptable. Because I was located in the office we managed. If they don't have someone breathing down their neck then they don't act.) | 1 | 0 |
| B: Performs exactly as agreed | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| C: Performs only when kept under pressure | 0 | 0 | 0 | 0 | 1 (later) | 0 | 0 |
| D: Performs less than agreed | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 13: How would you describe the efficiency of your partner? | | | | | | | |
| A: Tasks are carried out ahead of schedule | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| B: Tasks are carried out according to schedule | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| C: Tasks are carried out behind schedule or not at all | 0 | 0 | 1 | 0 | 1 | 0 | 1 |
| 14: How have differences in negotiation and communication pace between the Danish and Kenyan partner been dealt with? | | | | | | | |

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|---|---|--|---------------------------------------|---|---|--------------------------------|--|
| A: Our partner adjusted to our pace in negotiation and communication | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| B: We adjusted to our partners pace of negotiation and communication | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Neither of us adjusted our pace in negotiation and communication | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: We both tried to adjust to each others' pace in negotiation and communication | 0 | 0 | 0 | 1 | 1 (accounting was major cause of differences) | 0 | 0 |
| E: No differences in negotiation and communication pace | 1 | 1 | 1 | 0 | 0 | 1 | 1 |
| 15: In which areas would your company find it appropriate to extend help to employees in Kenya? | | | | | | | |
| A: Family functions (e.g. Funeral, wedding) | 1(funeral) | 0 | 1 | 1 | 1 | 1 (in small degree) | 1 (dependant on the staff and situation) |
| B: Sickness of employees and their immediate family members | 1 | 0 | 1 | 1 | 1 | 1 (only employees) | 1 (in-out patient insured) |
| C: School fees for children of employees | 0 | 1 (in form of a loan) | 0 | 0 | 1 (few cases) | 0 | 0 |
| D: None, apart from salary | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Other, please specify: | 1 (Loan scheme, pension scheme, lunch program, travelling allowance when employees go on leave, bonus scheme) | 1 (christmas-party with ruffle, pension scheme, lunch) | 1 (seminars abroad) | 1 | 1 (loan scheme > small part of salary, company also deposited money, christmas packages with food and presents, food at work which they prepare themselves. | 1 (salaried loan through bank) | 1 (loan scheme) |
| 16: Indicate market orientation of production from the Kenya unit | | | | | | | |
| A: Production targeted at the local market | 1 | 1 | 1 | 1 | 1 | 0 | 1 |
| B: Production targeted at regional markets | 0 | 1 (Eritrea, Kigali, Uganda, Tanzania) | 1 (Eritrea, Uganda, Tanzania, Rwanda) | 0 | 0 | 0 | 0 |

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| C: Production earmarked for export to Denmark | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| D: Other, please specify: | 0 | 0 | 0 | 1 (bonusses, savings and credit society) | 0 | 0 | 1 |
| 17: Of the total inputs, how much is imported and from which geographical area (%) in each of the following categories? | | | | | | | |
| A: Production equipment/spare parts | 100% from DK, Italy, Germany, England | 75% from Germany, South Africa, Denmark | 67% from Denmark, Germany, Holland, South Africa | 0 | 0 | 0 | 0 |
| B: Raw materials | 70% from DK, Italy, Germany, England, USA, Canada (calcium carbonate) | 60% from Denmark | 10% from Denmark (ingredients like "osteløber" | 70% from DK / Dogs, food for dogs | 0 | 0 | 0 |
| C: Semi-manufactured inputs | 2% from Holland, South Africa (protective coating, automotive) | 0% | 50% from Asia (sugar) | 0 | 0 | 0 | 0 |
| D: Management services | 0 | 0% | 33% from Denmark (Jens) | 0 | 0 | 100% from Sweden (expad) (1 of 14 employees) | 100% from Sweden (expad) (1 of 14 employees) |
| E: Other, please specify: | 0 | 0% | 0 | 0 | 15-20% from DK and US (computers ect. from KE, dog food from KE, dogs from both DK & KE, exray from the US) | 0 | 20-30% from Malawi, Ghana, Nigeria, Congo, Congo DCR, Zambia, Gabon, Sierra Leone, Chad, Tanzania, Ugandam Madagascar (artist materials (music), media houses (newsrooms), sports, entertainment, local flight info) |
| 18: Indicate the extent of Danish involvement/ownership of the business unit in Kenya | | | | | | | |

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|---|---|--------------------------|---|---|---|---|---|
| A: 100% ownership | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| B: Equity joint venture with partner that holds majority shares | 0 | 0 | 0 | 0 | 1 (51% Rader/ 49% Company C-DK > now Company C-KE has 100 % on account of Company C-DKs bankruptcy) | 1 (90% Company D-DK DK/10 % GAIA) | 0 |
| C: Equity joint venture with partner that holds minority shares | 0 | 0 | 0 | 1 (51% Rader/ 49% Company C-DK > now Company C-KE has 100 % on account of Company C-DKs bankruptcy) | 0 | 0 | 1 (90% Company D-DK DK/10 % GAIA) |
| D: No equity involvement | 0 | 0 | 1 (consultancy fee > bent rules (John Neel) | 0 | 0 | 0 | 0 |
| E: Other, please specify: | 1 (license agreement > license taker of Company A-DK > Royalties) | 0 | 0 | 0 | 0 | 0 | 0 |
| 19: Who has been the main driving force in the initiation of the partnership? | | | | | | | |
| A: Danish partner | 0 | 0 | 0 | 1 | 1 | 0 | 1 |
| B: Kenyan partner | 1 | 1 | 1 | 1 | 0 | 1 | 0 |
| C: Both | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| 20: Who has been the main driving force in the daily activities of the partnership? | | | | | | | |
| A: Danish partner | 0 | 0 | 0 | 1 | 1 | 1 | 1 |
| B: Kenyan partner | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| C: Both | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| 21: How many hours has your company on vaerage invested in the partnership on a monthly basis since the inception of the partnership? | | | | | | | |
| Approximately number of hours pr. month | 180 people full-time | 1/3 of working hours x 2 | 1/3 af fuldtidsarbejde for Jens | 9 full-time employees + 1 hour a month from Solomon | 2 full-time expads in Kenya during the entire duration of the partnership + seminars in activities relating to safety for 3,5 years | 13 full-time employees in Kenya + 4 full-time employees abroad + 4 part-time employees abroad | 3 people from Company D-DK working full-time + 10-15 employees in Kenya working full-time |

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| 22: How has the unit in Kenya been established? | | | | | | | |
| A: Green-field establishment | 0 | 0 | 0 | 0 | 1 | 1 | 1 |
| B: Partnership with major upgrading | 1 | 1 | 1 | 1 | 0 | 0 | 0 |
| C: Partnership with minor upgrading | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Partnership without upgrading | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 23: How was machinery/equipment sourced for the local production unit? | | | | | | | |
| A: Green-field establishment | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| B: New technology sourced abroad | 1 | 1 | 1 | 0 | 0 | 1 (+ in Kenya) | 1 (servers from DK, laptops from DK/KE (50/50)) |
| C: Used technology sourced abroad | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Used technology sources abroad | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 | 0 | 1 (dogs partly from DK/KE (50/50)) | 0 | 0 |
| 24: How has the Danish partner contributed to the upgrading of the local production unit? | | | | | | | |
| A: Supplied equipment | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| B: Commissioned equipment | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Installed the equipment and provided start-up support | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| D: Provided licenses | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| E: Assigned full time expatriate managers at production unit | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| F: Assigned expatriate managers at production unit | 0 | 0 | 0 | 1 | 1 | 1 | 1 |
| G: Offered training of technicians with the parent company/partner in Denmark | 1 | 1 | 1 | 1 | 1 | 1 | 0 |
| H: Offered training of managers in Denmark | 1 | 1 | 1 | 1 | 0 | 0 | 0 |

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|---|---|------------------------------------|---|---|---|---|---|
| I: No upgrading | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| J: Other, please specify | 0 | 0 | 0 | 0 | 1 (built the offices/buildings, training of dog trainers, still on the board of Rader (kransekagefigur) | 1 | 0 |
| 25: What kind of standards does the Danish partner set for the unit? | | | | | | | |
| A: No special standards set | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Setting company specific quality standards | 1 | 1 | 1 | 0 | 1 | 1 | 0 |
| C: Requiring/recommending certification according to the ISO 9000 series | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Setting company specific environmental standards | 1 | 1 (had already) | 1 | 1 | 0 | 0 | 0 |
| E: Requiring/recommending certification according to ISO 14001 or EMAS | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| F: Setting company specific standards for work conditions and human rights (e.g. ILO standards) | 1 | 0 | 0 | 1 | 1 | 1 | 0 |
| G: Requiring/recommending international standards for work conditions and human rights (e.g. ILO standards) | 1 | 1 (already there) | 1 | 0 | 0 | 0 | 0 |
| H: Other, please specify: | 1 (Aids awareness, protective clothing/equipment) | 1 (HACCP - critical control point) | 1 | 1 | 1 (code of conduct, health & safety) | 0 | 0 |
| 26: What do you consider to be positive impacts that the operations of the partnership have on Kenya? | | | | | | | |
| A: Development of human resources and expertise | 3 | 3 | 2 | 3 | 3 | 2 | 1 |
| B: Upgrading of management systems and procedures, standards, and/or recipes | 3 | 3 | 3 | 2 | 1 | 1 | 2 |
| C: Upgrading of technology | 3 | 3 | 3 | 3 | 0 | 3 | 2 |
| D: Introduction to modern business culture | 3 | 3 | 0 | 2 | 0 | 1 | 2 |

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| E: Improvement of the commercial performance | 3 | 3 | 3 | 2 | 0 | 0 | 3 |
| F: Upgrading of skills through training programmes | 3 | 3 | 3 | 3 | 3 | 2 | 3 |
| G: Other, please specify: | 0 | 0 | 3 | 0 | 0 | 3 | 0 |
| 27: How would you describe the unit's collaboration with local firms (other than the local partner)? | | | | | | | |
| Short term market based relations with local firms as suppliers and subcontractors of input for further manufacturing/service provision | Installation of machinery; builders | Building, inventory | Equipment (cooling equipment), inventory in steel | NR | It, cars | NR | NR |
| Long term partnership relations with local firms as suppliers and subcontractors of input for further manufacturing/service provision | Water; calcium carbonate; tins; spare parts | Milk cooperative, Promaco (input for manufacturing), Tetrapac (packaging cryvac) | Milkcooperative, Promaco | Dogfood | NR | Media houses (Standard, Nation ect. > revenue share (supply news)) | Local artists (mucisians), news houses |
| Short term market based realtions with local firms as major customers | Private customers | Schools, caterers | NR | Nation Media Group | Police, military, the harbour in Mombasa, conferencecentres, cruiseships, hotels, sugarplantations (fence) | NR | NR |
| Long term partnership relations with local firms as major customers | Dealer network; docorators; big companies; indistrial cistomers | Hotels, supermarkets, Nairobi airport | Hotels, catering, airlines, supermarkets | Hotels, airlines | Kenya Airways, Nairobi conferencecentre | Zain (sms services and content) | Zain |
| Short term market based relations with local firms as sales/marketing agencies/distributors | NR | NR | NR | NR | NR | NR (added sales thorough Company D-KE > outsourced contract through Company D-DK) | NR |
| Long term partnership relations with local firms as sales/marketing agencies/distributors | NR | NR | NR | NR | NR | NR | NR |
| 28: Indicate importance and total valye of local procurement (e.g. raw materials, goods or services) | | | | | | | |
| A: Percentage of total input per year last financial year | 30% | 40% | 90% | 30% | NA | 20% | 70-80% |

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| B: Value of local procurement per year last financial year | 3 million USD | 24 million KSH | 50-60 mio KES | 600.000 KSH (veterinarys, dogfood ect.) | NA | 15.000 DDK (salary of Swedish manager) | Depends on how popular the service is (royalties) |
| 29: What kind of support is the Danish partner providing to local firms respectively (a) suppliers, (b) customers, or sales/marketing/distributor? | | | | | | | |
| A1: Technical assistance (TA) regarding process for suppliers | 0 | 1 | 1 | 0 | 0 | 1 | 0 |
| A2: Technical assistance (TA) regarding process for customers | 0 | 0 | 1 | 0 | 1 | 1 | 1 (technical support for Zain on how to develop, run & maintain a wapp-site) |
| A3: Technical assistance (TA) regarding process for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 (all sales and marketing is done on behalf of Zain) |
| B1: TA on environmental aspects of production for suppliers | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| B2: TA on environmental aspects of production for customers | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| B3: TA on environmental aspects of production for sale/mark.dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| C1: TA regarding product for suppliers | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| C2: TA regarding product for customers | 1 | 0 | 1 | 0 | 1 | 1 | 1 (technical support for Zain on how to develop, run & maintain a wapp-site) |
| C3: TA regarding product for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D1: Transfer of recipes /blueprints for suppliers | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| D2: Transfer of recipes /blueprints for customers | 0 | 0 | 0 | 0 | 1 | 0 | 0 |

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| D3: Transfer of recipes /blueprints for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| E1:Management advise for suppliers | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| E2:Management advise for customers | 0 | 0 | 0 | 0 | 0 | 0 | 1 (advise for management in Zain on billing & reporting) |
| E3:Management advise for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| F1: Advise on environmental management issues for suppliers | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| F2: Advise on environmental management issues for customers | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| F3: Advise on environmental management issues for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| G1: Advise regarding corporate governance for suppliers | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| G2: Advise regarding corporate governance for customers | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| G3: Advise regarding corporate governance for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| H1: Supply of machinery and/or equipment for suppliers | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| H2: Supply of machinery and/or equipment for customers | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| H3: Supply of machinery and/or equipment for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| I1: Supply of environmental machinery and/or equipment for suppliers | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| I2: Supply of environmental machinery and/or equipment for customers | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

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| I3: Supply of environmental machinery and/or equipment for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| J1: Training programmes/activities for suppliers | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| J2: Training programmes/activities for customers | 1 | 0 | 0 | 0 | 1 (training programs for police/military) | 1 | 1 |
| J3: Training programmes/activities for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| K1: Market access/marketing assistance for suppliers | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| K2: Market access/marketing assistance for customers | 1 | 0 | 0 | 0 | 0 | 1 | 1 |
| K3: Market access/marketing assistance for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| L1: Input supply for suppliers | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| L2: Input supply for customers | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| L3: Input supply for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| M1: Financial/credit support for suppliers | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| M2: Financial/credit support for customers | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| M3: Financial/credit support for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| N1: Product design ect. for suppliers | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| N2: Product design ect. for customers | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| N3: Product design ect. for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| O1: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| O2: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| O3: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 30: If you have collaboration with local firms regarding transfer of machinery/equipment and/or knowledge, what are then the | | | | | | | |

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| main motives? | | | | | | | |
| A: Develop a broader local supply base | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| B: Upgrade quality of product and services | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| C: Build a positive image in host country | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| D: Pressures from international co-investors | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Demands from financial institutions/co-investors | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| F: Incentives or requirements by development assistance (e.g. the Danida PS programmes) | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| G: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| 31: Have you encouraged local suppliers, customers, sales/mark./dist. To implement specific systems or standards? | | | | | | | |
| A: Quality Management Systems (ISO 9002, TQM, QS 9000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Environmental Management System (ISO 14001) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Industry Standard(s) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Own company specific standard(s) | 1 | 0 | 1 | 0 | 1 (Kenya Airways got our standards) | 0 | 0 |
| E: No standards | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| F: Other type of system, please specify: | 0 | 1 (HRCCP) | 1 (simpl control of milk) | 0 | 0 | 0 | 0 |

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| 32: Additional information | <p>Has brought alot of awareness in environmental issues, health & safety, upgrading of skills. Factory was established in 1959 by Danish partner who sold out in 1991. Later they became a partner. Have recieved financing from B2B program two times since the factory burnt down the 24th of September 2006. The last bit of money from the second round of support from the B2B program was paid out in november 2009 and the partnership is still ongoing.</p> | <p>External factors such as the post-election issues and world recession have influenced the performance of the partnership.</p> <p>With the help of Danida a HIV/Aids campaign has successfully been carried through with posters, buscampaign, books on Aids, t-shirts ect.</p> <p>Company B-KE has a clinic for employees, health security, and pension scheme after 6 months.</p> <p>The employees are all literate since they have education at minimum high school level.</p> | <p>Local presence was a critical factor for success. I involved myself in every small detail and kept pushing for higher standards (like with the printor which had been bouhgt with Danida funds. When it broke nothing happened and people started going out of the house for copying. I had to push to have it repaired).</p> | <p>Government refused to give permit for explosives for training purposes (not in the law - except for mining purposes only). One alternative: pseudo scent - which is not the same thing and does not give the same results (have now gotten real explosives through other sources). Nobody else is working with sniffer dogs in Kenya, so we have a niche in the market.</p> | <p>Local presence was main reason for succes. Two reasons for this 1) being there to breathe down the neck of the local partner (not bad compared to other companies in Africa - but a different culture). If I felt strongly about something then I held my ground and got what I wanted. Humour not so different from out own. 2) to assit in securing contracts (participated in many meetings without saying a single word and yet being told afterwards that the contract had been landed on account of my presence in the room).</p> <p>Good relationship with embassy. Played well together with local partner on a social level.</p> <p>Terrill is originally from the Seychells. Solomon from Mombasa, but educated in India.</p> <p>Most of our business took place after working hours in pubs. It was like it was only possible to make a deal after having consumed alcohol together.</p> <p>Company C-DK went bankrupt due to the Muhammed drawings. It became very difficult operating in the arabic countires - not because our</p> | <p>Controlled very much by Danish partner - GAIA almost sleeping partner. In the end of June 07 we received the last bit of financing from the B2B program. No local partner has gained from the partnership, but 25 good jobs have been created (half of which for women). Alternatively the department would have been set up in Spain.</p> <p>At first it was unclear whether the 5-year rule only applied to the Danish partner or both - but when it comes to IT it only applies to the Danish partner.</p> | |
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| | | | | | clients felt very strongly about the drawings themselves, but they feared our presence since it made us a potential terror target. | | |
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| MANAGEMENT QUESTIONNAIRES: UNSUCCESSFUL PARTNERSHIPS | COMPANY E-KE1 > COMPANY E-KE2 /COMPANY E-DK | | | COMPANY F-KE / COMPANY F-DK | COMPANY G-KE /COMPANY G-DK | |
|--|---|---------------------------------|-------------------------------------|---|--|------------------------------------|
| | | | | | | |
| | SANDIP DATTA, COMPANY E-KE1 | DIPEN RAJANI, COMPANY E-KE2 | JAKOB T. MOURIDSEN, COMPANY E-DK | BHUPENDRA SHAH, COMPANY F-KE | HARRY HORN, COMPANY G-KE | KENT LARSEN, COMPANY G-DK |
| 1: Indicate overall activity of the partnership | | | | | | |
| A: Extraction of raw materials | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Manufacturing/Production | 0 | 0 | 1 | 1 | 1 (of wind power, clean renewable energy) | 0 |
| C: Installations | 1 | 1 | 0 | 0 | 0 | 0 |
| D: Service (including after sales services) | 1 | 1 | 1 | 0 | 0 | 0 |
| E: Sales and Marketing | 1 | 1 | 0 | 0 | 0 | 0 |
| F: Procurement/purchasing | 0 | 0 | 0 | 0 | 0 | 0 |
| G: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 1 (energy generation) |
| 2: When was the partnership formed? | | | | | | |
| Year | 2004 | 2007 | 2002 | 2005 | 2003 | 2002 |
| Month | Oktober | Februar | - | November | December | - |
| 3: Specify the lines of business in the partnership/share of turnover (%): | | | | | | |
| 1. | Black/white ultrasound / 10% | Ultrasound equipment / 100 % | Ultrasound | Quality system / Not possible to estimate turnover. Partnership ensured a more generic knowledge and improved overall efficiency, which in turn improved the financial performance of all Company F-KE's existing products. | Selling windenergy | - |
| 2. | Portable colour dobbler ultrasound / 40 | NA | Gynaecology | Production control system / See above | NR | - |
| 3. | Midrange colour dobler / 20% | NA | Urology/? | Automation of milk procurement (not completed) / See above | NR | - |

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| 4. | High end colour dobbler / 30% | NA | - | Affluent disposal (of water) / See above | NR | - |
| 4: Indicate size,turnover,and geographical orientation of your company | | | | | | |
| Number of employees in DK/KE | 3 (COMPANY E-DK) 350 (Company E-KE1) | 3-4 people working on selling different products, among which is the product line from Company E-DK. 35 Company E-KE2 employees in total | 230 | 700+ | 1 manager, 0 employees (+ one man who occasionally goes and does chip change) | 2 |
| Number of employees globally | 500 | 0 | 130 + egne datterselskaber | 0 | 0 | 0 |
| Turnover in DK/KE | 100.000 euro (COMPANY E-DK) 25 million USD (Company E-KE1) | 1,7 million euro | 20 mio DKK | 2,2 billion KSH | 0 | 2 mio DKK |
| Turnover globally | 35 million USD | 0 | 500 mio DKK | 0 | 0 | 0 |
| Number of subsidiaries/production units/offices in DK/KE | 1 (HQ) | 1 | 1 | 1 | 1 (one man office/residence) | 1 |
| Number of subsidiaries/production units/offices globally | 6 | 0 | 8 + 50 forhandlere | 0 | 0 | - |
| 5: Is there, in addition to the Danida B2B support, any involvement of Danish development assistance programmes or international institutions in the partnership? | | | | | | |
| A: IFU | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Mixed credit scheme: | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Other Danish programmes | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Foreign International Finance Institutions | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Others, please specify | 0 | 0 | 0 | 0 | 1 (CDE (european union) €10-20.000) | 0 |
| 6: Which motives underlie your company's involvement in the partnership? | | | | | | |
| A: Market access | 0 | 0 | 3 | 0 | 0 | 1 |
| B: Access to raw materials/natural resources | 0 | 0 | 0 | 0 | 0 | 0 |

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| C: Proximity to suppliers | 2 | 3 | 0 | 0 | 0 | 1 |
| D: Proximity to customers | 3 | 0 | 0 | 0 | 0 | 1 |
| E: Access to expertise and know-how | 2 | 1 | 0 | 2 | 3 | 2 |
| F: Access to labour cost advantages | 0 | 0 | 0 | 0 | 0 | 0 |
| G: Access to government support from the Danish government | 0 | 0 | 0 | 2 | 3 (I had met Kent before who then found out about the B2B program. I had already paid Kent for masts and expenses to come to Kenya) | 3 |
| H: Access to subsidies/government support/tax incentives | 2 | 0 | 0 | 0 | 1 (the Kenyan government might give 10 years tax holiday, but then they want you to give lower prices, so it doesn't really help > I have not been pushing for this) | 3 |
| I: CSR | 2 | 0 | 0 | 0 | 0 | 0 |
| J: Access to training | 3 | 1 | 0 | 2 | 2 (a lot of the work was done by Kent directly, so there really wasn't a lot of technology transfer) | 1 |
| K: Access to upgrading of machinery/equipment | 2 | 0 | 0 | 0 | 2 | 0 |
| L: Access to finances/mangement bonuses | 0 | 0 | 0 | 0 | 0 | 1 |
| M: Other motives, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 7: If your company gathered information on market and industry opportunities prior to entering into the partnership which areas were then in focus? | | | | | | |
| A: Political | 0 | 0 | 0 | 0 | 3 | 0 |
| B: Economic | 0 | 0 | 0 | 0 | 3 | 0 |
| C: Resources | 0 | 0 | 0 | 0 | 3 (grid-study, infrastructure, natural resources) | 2 |
| D: Socio-cultural | 0 | 0 | 0 | 0 | 0 | 1 |
| E: Technological | 0 | 0 | 0 | 0 | 3 | 3 |
| F: Environmental | 0 | 0 | 0 | 0 | 3 | 3 |
| G: Legal | 0 | 0 | 0 | 0 | 3 | 0 |

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| H: Market | 0 | 0 | 0 | 0 | 3 | 0 |
| I: Competition | 0 | 0 | 0 | 0 | 3 | 0 |
| J: Other, please specify: | 0 | 0 | 3 (partner-profile > embassy via DI help) | 3 (credentials of Danish partner) | 0 | 0 |
| 8: How did you purchase information about the market and industry opportunities? | | | | | | |
| A: Purchased information through consultants, market intelligence reports ect. | 0 | 0 | 0 | 0 | 1 | 0 |
| B: Own research | 0 | 0 | 0 | 1 | 0 | 1 |
| 9: If you purchased information how much money was then approximately spent? | | | | | | |
| Amount | 0 | 0 | 0 | 0 | 250000 | 0 |
| 10: If you did your own research, how many hours were then approximately used? | | | | | | |
| Number of hours | 0 | 0 | 0 | 10 | 10 days | 80 |
| 11: How do you view your company's role in the partnership? | | | | | | |
| A: Equal business partner | 1 | 0 | 1 (Company E-KE1) | 1 (equal but with different core competencies) | 1 | 0 |
| B: Superior business partner (giving more than receiving) | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Inferior business partner (receiving more than giving) | 0 | 1 | 1 (Company E-KE2) | 0 | 0 | 0 |
| D: Consultant | 0 | 0 | 0 | 0 | 0 | 1 |
| E: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 12: How would you describe the performance of your partner | | | | | | |
| A: Performs pro-actively | 0 | 0 | 1 (Company E-KE1) | 1 | 1 | 1 |
| B: Performs exactly as agreed | 1 | 0 | 0 | 0 | 0 | 0 |
| C: Performs only when kept under pressure | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Performs less than agreed | 0 | 1 | 1 (Company E-KE2) (reactiv) | 0 | 0 | 0 |
| 13: How would you describe the efficiency of your partner? | | | | | | |
| A: Tasks are carried out ahead | 0 | 0 | 1 (Company E-KE1) | 0 | 1 | 0 |

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| of schedule | | | | | | |
| B: Tasks are carried out according to schedule | 1 | 1 (business wise OK; Danida wise behind schedule) | 0 | 1 | 0 | 1 |
| C: Tasks are carried out behind schedule or not at all | 0 | 1 | 1 (Company E-KE2) | 0 | 0 | 0 |
| 14: How have differences in negotiation and communication pace between the Danish and Kenyan partner been dealt with? | | | | | | |
| A: Our partner adjusted to our pace in negotiation and communication | 0 | 0 | 0 | 0 | 0 | 0 |
| B: We adjusted to our partners pace of negotiation and communication | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Neither of us adjusted our pace in negotiation and communication | 0 | 0 | 0 | 0 | 0 | 0 |
| D: We both tried to adjust to each others' pace in negotiation and communication | 1 | 0 | 0 | 0 | 0 | 1 |
| E: No differences in negotiation and communication pace | 0 | 1 | 1 (Company E-KE1) (primarily email/IT problems) | 1 (not much need for adjustment at all. Very conducive cooperative staff and we got along just fine) | 1 | 0 |
| 15: In which areas would your company find it appropriate to extend help to employees in Kenya? | | | | | | |
| A: Family functions (e.g. Funeral, wedding) | 0 | 1 | 1 | 1 (union agreement on funerals) | 0 | 0 |
| B: Sickness of employees and their immediate family members | 1 | 1 | 1 | 1 clinic in plant for employees (not their families). Management staff has insurance | 0 | 0 |
| C: School fees for children of employees | 0 | 0 | 1 | 0 | 0 | 0 |
| D: None, apart from salary | 0 | 0 | 1 | 0 | 0 | 1 |
| E: Other, please specify: | 1 (milage on cars, gurantor on cars) | 1 (loans, education/training) | 1 | 1 (loan scheme in case of emergency) | 0 (no employees) | 0 |

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| 16: Indicate market orientation of production form the Kenya unit | | | | | | |
| A: Production targeted at the local market | 1 | 1 | 0 | 1 | 1 | 1 |
| B: Production targeted at regional markets | 0 | 0 | 1 (Uganda, Tanzania, Kenya) | 1 | 0 | 0 |
| C: Production earmarked for export to Denmark | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 17: Of the total inputs, how much is imported and from which geographical area (%) in each of the following categories? | | | | | | |
| A: Production equipment/spare parts | 0 | 0 | 0 | 100% from Western Europe | 100% from DK, Germnay, Spain, India - have not bought yet) | 20% / Kenya |
| B: Raw materials | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Semi-manufactured inputs | 0 | 100% from DK | 0 | 0 | (cement, electrical items) | 80% / Asia |
| D: Management servives | 0 | 0 | 0 | 1% from India | 0 | 0 |
| E: Other, please specify: | 100% from DK (ultrasound equipment which is sold in Kenya) | 0 | 100% from DK (finished products) | 0 | 0 | 0 |
| 18: Indicate the extent of Danish involvement/ownership of the business unit in Kenya | | | | | | |
| A: 100% ownership | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Equity joint venture with partner that holds majority shares | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Equity joint venture with partner that holds minority shares | 0 | 0 | 0 | 0 | 0 | 0 |
| D: No equity involvement | 1 (Company E-KE1 is customer for COMPANY E-DK) | 1 | 1 | 1 (consultancy fee (follow-up support provided but if assistance entailed travels to Kenya, then a separate agreement would have to be made) | 1 (previously paid consultancy fee to Danish partner) | 1 |

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| E: Other, please specify: | 0 | 0 | 0 | 0 | 1 (now starting up new company: IPS 51% / Company G-KE 30% / ENW 19%) | 0 |
| 19: Who has been the main driving force in the initiation of the partnership? | | | | | | |
| A: Danish partner | 1 | 1 | 1 | 0 | 0 | 0 |
| B: Kenyan partner | 0 | 0 | 0 | 0 | 1 | 0 |
| C: Both | 0 | 0 | 0 | 1 (Danish partner approached Kenyan partner offering services > Kenyan partner contacted B2B) | 0 | 1 |
| 20: Who has been the main driving force in the daily activities of the partnership? | | | | | | |
| A: Danish partner | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Kenyan partner | 1 | 0 | 0 | 0 | 0 | 1 |
| C: Both | 0 | 1 | 1 | 1 | 1 | 0 |
| 21: How many hours has your company on vaerage invested in the partnership on a monthly basis since the inception of the partnership? | | | | | | |
| Approximately number of hours pr. month | 2,5 full-time employees | 15-20 hours distributed on 3-4 salespeople + management | 20% of 1 fulltime employee (first Bettina, then Sofie) | Difficult to say | 1 week a month | 20 |
| 22: How has the unit in Kenya been established? | | | | | | |
| A: Green-field establishment | 0 | 0 | 0 | 0 | 1 | 1 |
| B: Partnership with major upgrading | 1 | 0 | 0 | 1 | 0 | 0 |
| C: Partnership with minor upgrading | 0 | 1 | 1 (Company E-KE1) | 0 | 0 | 0 |
| D: Partnership without upgrading | 0 | 0 | 1 (Company E-KE2) | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 23: How was machinery/equipment sourced for the local production unit? | | | | | | |
| A: Green-field establishment | 0 | 0 | 0 | 0 | 0 | 0 |
| B: New technology sourced | 0 | 0 | 0 | 1 | 1 | 1 |

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| abroad | | | | | | |
| C: Used technology sourced abroad | 0 | 0 | 0 | 0 | 0 | 0 |
| D: Used technology sources abroad | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 24: How has the Danish partner contributed to the upgrading of the local production unit? | | | | | | |
| A: Supplied equipment | 0 | 1 | 0 | 1 | 0 | 0 |
| B: Commisioned equipment | 0 | 0 | 0 | 1 | 0 | 0 |
| C: Installed the equipment and provided start-up support | 0 | 0 | 1 | 0 | 0 | 0 |
| D: Provided licenses | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Assigned full time expatriate managers at production unit | 0 | 0 | 0 | 0 | 0 | 0 |
| F: Assigned expatriate managers at production unit | 0 | 0 | 0 | 1 | 0 | 0 |
| G: Offered training of technicians with the parent company/partner in Denmark | 1 | 1 | 1 | 1 | 0 | 0 |
| H: Offered training of managers in Denmark | 1 | 0 | 1 (Sandip) | 0 | 0 | 0 |
| I: No upgrading | 0 | 0 | 0 | 0 | 1 (wind measurement stage, identifying areas with good wind, analysing data) | 0 |
| J: Other, please specify | 1 (training of end-users) | 0 | 1 (klinisk personale 2-3 gange, læger) | 0 | 0 | 0 |
| 25: What kind of standards does the Danish partner set for the unit? | | | | | | |
| A: No special standards set | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Setting company specific quality standards | 0 | 0 | 0 | 1 (partly in HACCP) | 0 | 1 |
| C: Requiring/recommending certification according to the ISO 9000 series | 1 (the products were ISO 9000 certified) | 0 | 0 | 0 | 0 | 0 |
| D: Setting company specific environmental standards | 0 | 0 | 0 | 1 | 0 | 0 |
| E: Requiring/recommending certification according to ISO | 0 | 0 | 0 | 0 | 0 | 0 |

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| 14001 or EMAS | | | | | | |
| F: Setting company specific standards for work conditions and human rights (e.g. ILO standards) | 0 | 0 | 0 | 1 (partly in HACCP) | 0 | 0 |
| G: Requiring/recommending international standards for work conditions and human rights (e.g. ILO standards) | 0 | 0 | 0 | 0 | 0 | 0 |
| H: Other, please specify: | 0 | 0 | 0 | 1 (HACCP) | 0 | 0 |
| 26: What do you consider to be positive impacts that the operations of the partnership have on Kenya? | | | | | | |
| A: Development of human resources and expertise | 2 | 0 | 0 | 2 | 0 | 0 |
| B: Upgrading of management systems and procedures, standards, and/or recipes | 0 | 0 | 0 | 3 | 0 | 0 |
| C: Upgrading of technology | 0 | 0 | 2 | 0 | 0 | 1 |
| D: Introduction to modern business culture | 2 | 0 | 2 | 2 | 0 | 0 |
| E: Improvement of the commercial performance | 0 | 0 | 2 | 2 | 0 | 1 |
| F: Upgrading of skills through training programmes | 3 | 0 | 2 | 3 | 0 | 1 |
| G: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 27: How would you describe the unit's collaboration with local firms (other than the local partner)? | | | | | | |
| Short term market based relations with local firms as suppliers and subcontractors of input for further manufacturing/service provision | NR | NR | NR | NR | Engineering company, construction | NR |
| Long term partnership relations with local firms as suppliers and subcontractors of input for further manufacturing/service | COMPANY E-DK | NR | NR | Milk producers, Tetra pack (Tetrapack supplied from Nairobi office, but imported from other countries) | NR | NR |

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| provision | | | | | | |
| Short term market based relations with local firms as major customers | Small clinics and individual doctors | NR | NR | NR | NR | NR |
| Long term partnership relations with local firms as major customers | NR | Hospitals, private clinic | NR | Supermarkets, wholesalers | Kenya Power & Lighting Company | NR |
| Short term market based relations with local firms as sales/marketing agencies/distributors | NR | NR | NR | NR | NR | NR |
| Long term partnership relations with local firms as sales/marketing agencies/distributors | NR | NR | NR | 1000 distributors in Nairobi alone | NR | NR |
| 28: Indicate importance and total value of local procurement (e.g. raw materials, goods or services) | | | | | | |
| A: Percentage of total input per year last financial year | 0% | 0% | NR | 7-8% | 0% | ? |
| B: Value of local procurement per year last financial year | 0 | 0 | NR | 150 million KSH | 0 | ? |
| 29: What kind of support is the Danish partner providing to local firms respectively (a) suppliers, (b) customers, or sales/marketing/distributor? | | | | | | |
| A1: Technical assistance (TA) regarding process for suppliers | 0 | 0 | 0 | 0 | 0 | 1 |
| A2: Technical assistance (TA) regarding process for customers | 0 | 0 | 0 | 0 | 0 | 1 |
| A3: Technical assistance (TA) regarding process for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| B1: TA on environmental aspects of production for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| B2: TA on environmental aspects of production for | 0 | 0 | 0 | 0 | 0 | 0 |

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| customers | | | | | | |
| B3: TA on environmental aspects of production for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| C1: TA regarding product for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| C2: TA regarding product for customers | 0 | 0 | 1 | 0 | 0 | 0 |
| C3: TA regarding product for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| D1: Transfer of recipes /blueprints for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| D2: Transfer of recipes /blueprints for customers | 0 | 0 | 1 (technical services) | 0 | 0 | 0 |
| D3: Transfer of recipes /blueprints for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| E1:Management advise for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| E2:Management advise for customers | 0 | 0 | 0 | 0 | 0 | 0 |
| E3:Management advise for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| F1: Advise on environmental management issues for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| F2: Advise on environmental management issues for customers | 0 | 0 | 0 | 0 | 0 | 0 |
| F3: Advise on environmental management issues for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| G1: Advise regarding corporate governance for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| G2: Advise regarding corporate governance for customers | 0 | 0 | 0 | 0 | 0 | 0 |
| G3: Advise regarding corporate governance for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| H1: Supply of machinery and/or equipment for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| H2: Supply of machinery and/or equipment for customers | 0 | 0 | 0 | 0 | 0 | 0 |

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| H3: Supply of machinery and/or equipment for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| I1: Supply of environmental machinery and/or equipment for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| I2: Supply of environmental machinery and/or equipment for customers | 0 | 0 | 0 | 0 | 0 | 0 |
| I3: Supply of environmental machinery and/or equipment for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| J1: Training programmes/activities for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| J2: Training programmes/activities for customers | 0 | 0 | 1 | 0 | 0 | 0 |
| J3: Training programmes/activities for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| K1: Market access/marketing assistance for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| K2: Market access/marketing assistance for customers | 0 | 0 | 1 | 0 | 0 | 0 |
| K3: Market access/marketing assistance for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| L1: Input supply for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| L2: Input supply for customers | 0 | 0 | 0 | 0 | 0 | 0 |
| L3: Input supply for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| M1: Financial/credit support for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| M2: Financial/credit support for customers | 0 | 0 | 1 | 0 | 0 | 0 |
| M3: Financial/credit support for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |
| N1: Product design ect. for suppliers | 0 | 0 | 0 | 0 | 0 | 0 |
| N2: Product design ect. for customers | 0 | 0 | 0 | 0 | 0 | 0 |
| N3: Product design ect. for sale/mark./dist. | 0 | 0 | 0 | 0 | 0 | 0 |

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|--|---|---|---|---|---|---|
| O1: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| O2: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| O3: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 30: If you have collaboration with local firms regarding transfer of machinery/equipment and/or knowledge, what are then the main motives? | | | | | | |
| A: Develop a broader local supply base | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Upgrade quality of product and services | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Build a positive image in host country | 0 | 0 | 0 | 0 | 0 | 1 |
| D: Pressures from international co-investors | 0 | 0 | 0 | 0 | 0 | 0 |
| E: Demands from financial institutions/co-investors | 0 | 0 | 0 | 0 | 0 | 0 |
| F: Incentives or requirements by development assistance (e.g. the Danida PS programmes) | 0 | 0 | 0 | 0 | 0 | 1 |
| G: Other, please specify: | 0 | 0 | 0 | 0 | 0 | 0 |
| 31: Have you encouraged local suppliers, customers, sales/mark./dist. To implement specific systems or standards? | | | | | | |
| A: Quality Management Systems (ISO 9002, TQM, QS 9000) | 0 | 0 | 0 | 0 | 0 | 0 |
| B: Environmental Management System (ISO 14001) | 0 | 0 | 0 | 0 | 0 | 0 |
| C: Industry Standard(s) | 0 | 0 | 0 | 0 | 0 | 1 |
| D: Own company specific standard(s) | 0 | 0 | 0 | 0 | 0 | 0 |
| E: No standards | 0 | 0 | 0 | 0 | 0 | 0 |
| F: Other type of system, please specify: | 0 | 0 | 0 | | 0 | 0 |

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| 32: Additional information | <p>In August 2007 the cooperation ended between Company E-KE2 and Company E-DK.</p> <p>In October 2006 Company E-KE1 informed Company E-DK that they had been granted the distributorship of the entire product program from GE medical and that they wanted to pull out of their contract with Company E-DK.</p> <p>In 2005 a new Danish-Kenyan partnership was started up with a division of Company E-KE1 called Pharma Specialties as the local partner. The idea was to sell clamp-cuts. Mr. Satish is in charge of Pharma specialties.</p> <p>Company E-DK only had ultrasound (1 product line) whereas GE Medical has a much broader range of products. Management had to decide which way to go and since it was not possible to work with both simultaneously we ended up choosing GE. The decision had nothing to do with Company E-DK. We had a good working relationship. After we had terminating the partnership Company E-DK new local partner called Company E-KE2.</p> | <p>The money we had been promised for training was gone. The money was used somewhere else – not very ethical.</p> <p>Doctors were designated to go to Kenya, but they never came. Company E-DK say the money is gone. We ask whereto? – They say “gone”.</p> <p>Only product training. Customer training was not there. A lot of money was allocated but I don’t know where the money went.</p> <p>Credit scheme yes, but the rates are higher than what you can get in the normal banks, so nobody would want to take advantage of it.</p> <p>E-learning is not relevant for Kenya. It is implemented in Kenya it would be nice to know about it.</p> <p>Company E-KE2 is the most active in the country in terms of training, so when we heard of Danida financing we thought we would be able to do a lot of training with Danida’s help. The reality was like an anti-climax.</p> | <p>Jacob Kjeldsen from DI has agreed to phone interview with me (20883914)</p> <p>Company E-DK was previously involved in the Danida supported ”iværksætterprogram” in Ghana and was rather successful there. We experienced a large degree of flexibility from Danida because we operate in the field of health. Transfer of knowledge is incredibly important within our business area.</p> <p>We are specialised in producing equipment for complex examinations with urological and surgical ultrasound. In Africa they are not yet using ultrasound in the same way as we do in Denmark. They are using ultrasound in more conventional areas such as scanning of pregnant women.</p> <p>If our local partner does not manage to expand the usersurface (brugerflade), then they will not succeed in getting out to the real customers. Achieving success with Company E-DK in any African country will be a long-term project.</p> <p>One of the reasons why we failed in Kenya, is that our local partner expected results overnight, which is simply not possible with such a complex product. It takes time to disseminate knowledge about our products. It is difficult to get African hospitals to invest in so advanced ultrasound equipment.</p> <p>Our main competitors are: Siemens; Company E-KE1; Toshoba; Hitachi; and a number of</p> | <p>In early 2009 Company F-KE Dairies entered into merger with Brookside. As a result all operations going forwards will be under Brookside Dairy. In terms of operations Company F-KE does not exist any more. Best practices from both companies will be put into practice.</p> <p>The cooperation with Danish partner has not been terminated officially. In practice however no activities are taking place. Perhaps/perhaps will there be need for Danish partner. It depends on whether the part of the Company F-KE Dairy production which has been established with the help of the Danish partner will be deemed better than the equivalent in Brookside Dairy. Last visit from Danish partner was in 2008. Were in contact again in 2009. Since merger no effective communication with Danish partner.</p> <p>If there had been no merger, the partnership would have continued. We were looking towards introducing new products, like setting up a cheese processing plant, or processes within existing products, for which we would have needed the competencies of our partner.</p> <p>We finished project phase in mid 2008.</p> | <p>The idea was to build a windmill area in Ngong, but unfortunately, Kengen, a Belgian state power producing company managed to put up 6 turbines on the north side of Ngong Hills before we did, which still leaves room on the southside of Ngong Hills though.</p> <p>To be able to make the windmill park on the south side of Ngong Hills become a reality I have in the beginning of 2009 allied myself with the company Engineering Burton Wulenberg, a electricity utility company which wants carbon emission reduction, as well as the company Industrial Promotion Services, from the very influential Aga Khan Group. Together we have started a new company by the name of Osiwo Power, which is Maasai for wind – we thought it would be nice to choose a Maasai name since Ngong Hills originally was Maasai land. Ownership in the newly established company is IPS 51% / Company G-KE 30 % / ENW 19 %.</p> <p>Kent Larsen was partly a partner and partly a consultant. He newer had ownership in the project and was paid a consultancy fee. I still work with Kent. In 2009 he was hired by ERW as a consultant – but through our combined company Osiwo Power.</p> | NA |
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| | | | <p>other chinese producers which cannot do what we can, but have run over Africa with products which are of considerable lower quality but much cheaper than those of Company E-DK. And for basic need / standard examinations these cheap products will do the trick. So if our local partner does not manage to get through with our specific competitive advantages, then we we can forget about the whole thing, because then the only parameter will be price!</p> <p>Personal ressources was the reason behind greater success in Ghana. It is of the outmost importance that the local partner is genuanily interested in the business and not just getting Danida money straight in their pockets.</p> <p>The B2B model was a good model, but we found our local partner to be taking advantage of the situation by writing large bills for photocopying + Cd's ect.</p> <p>When you run out of Danida money, then the whole thing falls a bit apart (knækker filmen lidt).</p> <p>Although were were considerably more successfull in Ghana we are still dissapointed by our local partner in Ghana, because they know much too little about the products. The manager can hardly make a demonstration of our products.</p> <p>Company E-KE1 was a good company which showed commitment and Sandip understood our niche and limitations. – That you have to give</p> | | <p>Wind energy is not my core business. My main business is agriculture in Nakuru. Production of Sisal</p> <p>I got an offer from the mixed credit scheme to finance up to 25 megawatt (a soft loan with no interest). IFU was also a possibility but they had different requirements. Apart from the B2B program we newer got help because we were waiting for ERW.</p> <p>The feasibility study, which we originally did, needs to be updated since we now want to put up 2x60 meter masts (not 30 meter masts as in feasibility study).</p> <p>It is important to secure land before moving forwards. Kenya Forrest Services is now tendering 4 zones of Ngong Hills for expression of interest (including south of Ngong Hills and sounth of sounth of Ngong Hills). Because of previous feasibility study and everything we have already been given 10 hectares which will help us getting more land. We need a total 300 hectares</p> <p>When we originally started up this project we thought we would be the first windmill plant in Kenya. Kenya is very dependant on hydro power. Due to drought it is necessary to look for alternative energy</p> | |
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| | | | <p>him credit for! And had we still had Company E-KE1 as our local partner, then we had surely still been active in Kenya. It is close to impossible to find find a good local partner in a country like Kenya, but with Company E-KE1 we had actually succeeded doing just that!</p> <p>It was a total no go with Company E-KE2. Dipens attitude was that is was fine with Danida money, but otherwise it was up hill the entire time with him. I have met him a few times and he is the who either genuanely does not understand or does not want to undertsand. Dipen has from time to time send mails on tenders which were completely uninteresting since we were not able to meet the technical specifications or because it was obvious from the technical specifications that the tender was aimed at a certain company – such as GE.</p> <p>We require from all our partners around the world that they must purchase demo-equipment from us, since it is impossible to sell our products from a brochure.</p> <p>E-learning: Company E-DK wanted to use some of the money for e-learning, which would have been usefull in the whole of East Africa. Potential customers would have been able to use learning by going online and getting a demonstration of the products. Even though we were granted quite alot of money from Danida for e-learning, the project never actually became a reality.</p> | | <p>sources, which gives us a chance.</p> | |
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| | | | <p>Company E-KE2 had no investment willingness. Recently we informed Company E-KE2 that if they were not willing to invest in demo-equipment which would cost them around €25.000 then we would consider the collaboration between Company E-DK and Company E-KE2 as discontinued. They have not been willing, or perhaps able, to do this. And it is our opinion that no matter how much Danida money there is available, the cooperation should not continue if the attitude of local partner is bad.</p> <p>We have considered finding a new partner, but it has gotten more difficult to do business in Africa. Usually they start with ultrasound and then come more advanced equipment later on. However, if the right partner came to us, then we would not rule out anything. Actually Sandip from Company E-KE1 has made it very obvious that if we gave him an offer to start up in India where he is planning to go back in a few years, then they would seize it.</p> <p>E-learning module was meant as a supplement to increase learning. It could both have been used as a demonstration of the equipment; as a pre-stage for seminars with specialists; as well as an evaluation tool.</p> <p>We are not interested in sending money in the direction of our local partner if they will not buy the demonstration equipment. We finally said stop to Dipen about six months ago, but he didn't seem to</p> | | | |
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| | | | <p>understand in the beginning. Last mail was sent in March.</p> <p>Insanely important to find the right partner from day one. Don't start anything up if you have a partner which you know deep down si not the right one. Even if there is supportmoney, then it is not worth it since it costs alot of time and moeney. There has to be investmentwillingness from both partners side. Benchmarking with partners. Take the consequence and assess whether it will ever work out.</p> <p>We have also tried in Mozambique and have now started up in South Africa. South Africa requires Black Empowerment. Before our contact in South Africa was not black, so it was not possible for up to start up then. Now our local partner just happens to be black so we have started up with our products there and everything is running smoothly.</p> | | | |
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| MANAGEMENT QUESTIONAIRES: UNSUCCESSFUL PARTNERSHIPS | COMPANY L-KE /COMPANY L-DK | | COMPANY M-KE / COMPANY M-DK1 > COMPANY M-DK2 |
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| | <i>MUMO KIVUITU, COMPANY L-KE</i> | <i>PAUL SCHMIDT, COMPANY L-DK</i> | <i>NIZAR HEMRAJ, COMPANY M-KE</i> |
| 1: Indicate overall activity of the partnership | | | |
| A: Extraction of raw materials | 0 | 0 | 0 |
| B: Manufacturing/Production | 0 | 0 | 1 |
| C: Installations | 0 | 0 | 0 |
| D: Service (including after sales services) | 1 | 1 | 0 |
| E: Sales and Marketing | 0 | 0 | 1 |
| F: Procurement/purchasing | 0 | 0 | 0 |
| G: Other, please specify: | 0 | 0 | 0 |
| 2: When was the partnership formed? | | | |
| Year | 2007 | 2007 | 2006 |
| Month | November | November | Oktober (pilot application submitted) |
| 3: Specify the lines of business in the partnership/share of turnover (%): | | | |
| 1. | Training (occupational health & safety) / 70% | CSR consultancy | 60 liters ballot boxes / no turnover yet |
| 2. | Consultancy (first you offer training, then once you are "in" then you say ok, you need help in these and these areas) / 30% | Mapping, consultancy and problem solving of work related conditions | 43 liters bllot boxes / no turnover yet |
| 3. | NA | NA | NA |
| 4. | NA | NA | NA |
| 4: Indicate size,turnover,and geographical orientation of your company | | | |
| Number of employees in DK/KE | Company L-KE: 14; The CSR Company: 3 | 90 | 110 |
| Number of employees globally | 0 | 3 (Kina) | 0 |
| Turnover in DK/KE | Company L-KE: 140 million KSH | 55 mio DKK | No turnover on ballotboxes yet, but turnover for Company M-KE' other activities amounts to 517 million KSH |
| Turnover globally | 0 | 1-2 mio | 0 |
| Number of subsidiaries/production units/offices in DK/KE | Company L-KE: 1; CSR Company: 1 | 4 | 1 |
| Number of subsidiaries/production units/offices globally | 0 | 1 (Kina) | 0 |

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| 5: Is there, in addition to the Danida B2B support, any involvement of Danish development assistance programmes or international institutions in the partnership? | | | |
| A: IFU | 0 | 0 | 0 |
| B: Mixed credit scheme: | 0 | 0 | 0 |
| C: Other Danish programmes | 0 | 0 | 0 |
| D: Foreign International Finance Institutions | 0 | 0 | 0 |
| E: Others, please specify | 0 | 0 | 0 |
| 6: Which motives underlie your company's involvement in the partnership? | | | |
| A: Market access | 0 | 3 (as I told the board then, there could potentially be a market for us in Kenya - it is worth looking into) | 3 |
| B: Access to raw materials/natural resources | 0 | 0 | 0 |
| C: Proximity to suppliers | 0 | 0 | 1 |
| D: Proximity to customers | 0 | 0 | 3 |
| E: Access to expertise and know-how | 3 | 0 | 2 |
| F: Access to labour cost advantages | 0 | 0 | 1 |
| G: Access to government support from the Danish government | 0 | 0 | 2 |
| H: Access to subsidies/government support/tax incentives | 0 | 0 | 0 |
| I: CSR | 3 | 0 | 2 |
| J: Access to training | 3 | 0 | 1 |
| K: Access to upgrading of machinery/equipment | 0 | 0 | 2 |
| L: Access to finances/management bonuses | 0 | 0 | 1 |
| M: Other motives, please specify: | 0 | 3 (the second argument I used to convince the board was the great motivation the partnership would constitute to our employees - it would give them the possibility to work internationally and potentially become stationed in a country like Kenya at get a real experience) | 3 (first mover advantage - only company in region making ballot boxes) |

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| 7: If your company gathered information on market and industry opportunities prior to entering into the partnership which areas were then in focus? | | | |
| A: Political | 0 | 0 | 0 |
| B: Economic | 0 | 0 | 0 |
| C: Resources | 0 | 0 | 0 |
| D: Socio-cultural | 0 | 0 | 0 |
| E: Technological | 0 | 0 | 0 |
| F: Environmental | 0 | 0 | 0 |
| G: Legal | 0 | 0 | 0 |
| H: Market | 1 (had already done research on market prospects - did business plan together) | 3 (which manufacturing companies are found in Kenya? What are they producing and does it create a need for consultancy?) | 0 |
| I: Competition | 0 | 3 | 0 |
| J: Other, please specify: | 0 | 0 | 0 (counted on experience of Company M-DK1 who had been supporting to many countries) |
| 8: How did you purchase information about the market and industry opportunities? | | | |
| A: Purchased information through consultants, market intelligence reports ect. | 0 | 0 | 0 |
| B: Own research | 0 | 1 (in cooperation with the embassy) | 0 |
| 9: If you purchased information how much money was then approximately spent? | | | |
| Amount | 0 | 0 | 0 |
| 10: If you did your own research, how many hours were then approximately used? | | | |
| Number of hours | 0 | 2 weeks in total | 0 |
| 11: How do you view your company's role in the partnership? | | | |
| A: Equal business partner | 1 | 1 | 1 |
| B: Superior business partner (giving more than receiving) | 0 | 0 | 0 |
| C: Inferior business partner (receiving more than giving) | 0 | 0 | 0 |

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| D: Consultant | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 |
| 12: How would you describe the performance of your partner | | | |
| A: Performs pro-actively | 1 | 0 | 0 |
| B: Performs exactly as agreed | 0 | 0 | 0 |
| C: Performs only when kept under pressure | 0 | 0 | 1 |
| D: Performs less than agreed | 0 | 1 | 0 |
| 13: How would you describe the efficiency of your partner? | | | |
| A: Tasks are carried out ahead of schedule | 0 | 0 | 0 |
| B: Tasks are carried out according to schedule | 1 | 0 | 0 |
| C: Tasks are carried out behind schedule or not at all | 1 | 1 | 1 (staff was constantly changed every 3 month - hard to keep track) |
| 14: How have differences in negotiation and communication pace between the Danish and Kenyan partner been dealt with? | | | |
| A: Our partner adjusted to our pace in negotiation and communication | 0 | 0 | 0 |
| B: We adjusted to our partners pace of negotiation and communication | 0 | 0 | 0 |
| C: Neither of us adjusted our pace in negotiation and communication | 0 | 0 | 0 |
| D: We both tried to adjust to each others' pace in negotiation and communication | 1 (we both tried to understand eachother and where we were coming from) | 0 | 0 |
| E: No differences in negotiation and communication pace | 0 | 1 | 1 (didn't see or feel any real difference. Only in terms of upgrading the facilities. Both understood each other) |
| 15: In which areas would your company find it appropriate to extend help to employees in Kenya? | | | |
| A: Family functions (e.g. Funeral, wedding) | 0 | 0 | 1 |
| B: Sickness of employees and their immediate family members | 1 | 0 | 1 |

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| C: School fees for children of employees | 0 | 0 | (1) some |
| D: None, apart from salary | 0 | 0 | 0 |
| E: Other, please specify: | 1 | 1 | 1 (CSR in general (kitchen, canteen, showers & toilet facilities), prayer houses, christmas bonuses, loans for school fees, upgrade rural houses, conservation of Banda's, conservation of the Karuna forest, talent show for the youth of Viwandani slums in Industrial Area and for the children's welfare in Watamu) |
| 16: Indicate market orientation of production from the Kenya unit | | | |
| A: Production targeted at the local market | 1 | 1 | 0 |
| B: Production targeted at regional markets | 0 | 0 (despite much talk about considering East Africa as one united market, we had to accept that we only had activities in the Kenyan market) | 1 (COMESA markets mainly - but not ballot boxes) |
| C: Production earmarked for export to Denmark | 0 | 0 | 0 |
| D: Other, please specify: | 0 | 0 | 0 |
| 17: Of the total inputs, how much is imported and from which geographical area (%) in each of the following categories? | | | |
| A: Production equipment/spare parts | 0 | 0 | 100% from DK Taiwan, India, |
| B: Raw materials | 0 | 0 | 0 |
| C: Semi-manufactured inputs | 0 | 0 | 100% from South Arabia, Korea, Thailand, far east |
| D: Management services | 0 | 0 | 0 |
| E: Other, please specify: | 100% from DK (training material) | 20% from DK (instruments and measurement equipment) | 0 |
| 18: Indicate the extent of Danish involvement/ownership of the business unit in Kenya | | | |
| A: 100% ownership | 0 | 0 | 0 |
| B: Equity joint venture with partner that holds majority shares | 1 (the CSR Company: 40%/GrowthAfrica Consulting 20%/Company L-DK 40%) | 0 | 0 |
| C: Equity joint venture with partner that holds minority shares | 0 | 1 (Company L-KE 45%/Company L-DK 55% - later also share for GrowthAfrica Consulting) | 0 |

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| D: No equity involvement | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 1 (Company M-KE sold to DSC who sold on to end customers) |
| 19: Who has been the main driving force in the initiation of the partnership? | | | |
| A: Danish partner | 1 | 1 | 0 |
| B: Kenyan partner | 0 | 0 | 0 |
| C: Both | 0 | 0 | 1 (Invited by Danida B2B to hear about program > requested Danish partner. Danish partner also looked for partner) |
| 20: Who has been the main driving force in the daily activities of the partnership? | | | |
| A: Danish partner | 1 | 1 | 0 |
| B: Kenyan partner | 0 | 0 | 1 |
| C: Both | 0 | 0 | 0 |
| 21: How many hours has your company on average invested in the partnership on a monthly basis since the inception of the partnership? | | | |
| Approximately number of hours pr. month | 4 days a month from management + 3 full time employees | 4-5 full days a month | 4 employees spending 50% of their time working on the project |
| 22: How has the unit in Kenya been established? | | | |
| A: Green-field establishment | 1 | 1 | 0 |
| B: Partnership with major upgrading | 0 | 0 | 0 |
| C: Partnership with minor upgrading | 0 | 0 | 1 |
| D: Partnership without upgrading | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 |
| 23: How was machinery/equipment sourced for the local production unit? | | | |
| A: Green-field establishment | 0 | 0 | 0 |
| B: New technology sourced abroad | 1 | 1 | 1 |
| C: Used technology sourced abroad | 0 | 0 | 0 |
| D: Used technology sources abroad | 0 | 0 | 0 |
| E: Other, please specify: | 0 | 0 | 0 |

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| 24: How has the Danish partner contributed to the upgrading of the local production unit? | | | |
| A: Supplied equipment | 1 | 1 | 1 (mould) |
| B: Commisioned equipment | 0 | 0 | 0 |
| C: Installed the equipment and provided start-up support | 1 | 1 | 0 |
| D: Provided licenses | 0 | 0 | 0 |
| E: Assigned full time expatriate managers at production unit | 0 | 0 | 0 |
| F: Assigned expatriate managers at production unit | 0 | 1 | 0 |
| G: Offered training of technicians with the parent company/partner in Denmark | 1 | 1 | 0 |
| H: Offered training of managers in Denmark | 1 | 1 | 0 (managers went but not for training) |
| I: No upgrading | 0 | 0 | 0 |
| J: Other, please specify | 0 | 0 | 0 |
| 25: What kind of standards does the Danish partner set for the unit? | | | |
| A: No special standards set | 0 | 0 | 0 |
| B: Setting company specific quality standards | 0 | 0 | 1 |
| C: Requiring/recommending certification according to the ISO 9000 series | 0 | 0 | 0 |
| D: Setting company specific environmental standards | 0 | 0 | 1 |
| E: Requiring/recommending certification according to ISO 14001 or EMAS | 0 | 0 | 0 |
| F: Setting comany specific standards for work conditions and human rights (e.g. ILO standards) | 0 | 0 | 1 |
| G: Requiring/recommending international standards for work conditions and human rights (e.g. ILO standards) | 0 | 0 | 0 |
| H: Other, please specify: | 0 | 1 (World Bank standards on sustainable production) | 1 (ISO 2008) |

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| 26: What do you consider to be positive impacts that the operations of the partnership have on Kenya? | | | |
| A: Development of human resources and expertise | 2 | 3 | 0 |
| B: Upgrading of management systems and procedures, standards, and/or recipes | 0 | 1 | 0 |
| C: Upgrading of technology | 1 | 1 | 0 |
| D: Introduction to modern business culture | 0 | 2 | 0 |
| E: Improvement of the commercial performance | 0 | 0 | 0 |
| F: Upgrading of skills through training programmes | 2 | 3 | 0 |
| G: Other, please specify: | 0 | 0 | 0 |
| 27: How would you describe the unit's collaboration with local firms (other than the local partner)? | | | |
| Short term market based relations with local firms as suppliers and subcontractors of input for further manufacturing/service provision | - | 0 | Computer dealers |
| Long term partnership relations with local firms as suppliers and subcontractors of input for further manufacturing/service provision | NR | 0 | Packaging, stationary, labels, power costs, printing (inc), transport |
| Short term market based relations with local firms as major customers | MNC's, local manufacturing companies, service companies, government organisations | 0 | NA |
| Long term partnership relations with local firms as major customers | NR | 1 (companies with Danish relations, IFU, pension funds, investment funds and other international companies which would like being audited by an impartial party. Pure Kenyan companies) | COMPANY M-DK1 |
| Short term market based relations with local firms as sales/marketing agencies/distributors | NR | 0 | NA |
| Long term partnership relations with local firms as sales/marketing agencies/distributors | NR | 0 | NA |
| 28: Indicate importance and total value of local procurement (e.g. raw materials, goods or services) | | | |

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| A: Percentage of total input per year last financial year | 0% | 0% | 30-40% (power) |
| B: Value of local procurement per year last financial year | 0 | - | NA |
| 29: What kind of support is the Danish partner providing to local firms respectively (a) suppliers, (b) customers, or sales/marketing/distributor? | | | |
| A1: Technical assistance (TA) regarding process for suppliers | 0 | - | 0 |
| A2: Technical assistance (TA) regarding process for customers | 1 | - | 0 |
| A3: Technical assistance (TA) regarding process for sale/mark./dist. | 0 | - | 0 |
| B1: TA on environmental aspects of production for suppliers | 0 | - | 0 |
| B2: TA on environmental aspects of production for customers | 1 | - | 0 |
| B3: TA on environmental aspects of production for sale/mark.dist. | 0 | - | 0 |
| C1: TA regarding product for suppliers | 0 | - | 0 |
| C2: TA regarding product for customers | 1 | - | 0 |
| C3: TA regarding product for sale/mark./dist. | 0 | - | 0 |
| D1: Transfer of recipes /blueprints for suppliers | 0 | - | 0 |
| D2: Transfer of recipes /blueprints for customers | 0 | - | 0 |
| D3: Transfer of recipes /blueprints for sale/mark./dist. | 0 | - | 0 |
| E1:Management advise for suppliers | 0 | - | 0 |
| E2:Management advise for customers | 1 | - | 0 |
| E3:Management advise for sale/mark./dist. | 0 | - | 0 |
| F1: Advise on environmental management issues for suppliers | 0 | - | 0 |
| F2: Advise on environmental management issues for customers | 1 | - | 0 |

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| F3: Advise on environmental management issues for sale/mark./dist. | 0 | - | 0 |
| G1: Advise regarding corporate governance for suppliers | 0 | - | 0 |
| G2: Advise regarding corporate governance for customers | 0 | - | 0 |
| G3: Advise regarding corporate governance for sale/mark./dist. | 0 | - | 0 |
| H1: Supply of machinery and/or equipment for suppliers | 0 | - | 0 |
| H2: Supply of machinery and/or equipment for customers | 0 | - | 0 |
| H3: Supply of machinery and/or equipment for sale/mark./dist. | 0 | - | 0 |
| I1: Supply of environmental machinery and/or equipment for suppliers | 0 | - | 0 |
| I2: Supply of environmental machinery and/or equipment for customers | 0 | - | 0 |
| I3: Supply of environmental machinery and/or equipment for sale/mark./dist. | 0 | - | 0 |
| J1: Training programmes/activities for suppliers | 0 | - | 0 |
| J2: Training programmes/activities for customers | 1 | - | 0 |
| J3: Training programmes/activities for sale/mark./dist. | 0 | - | 0 |
| K1: Market access/marketing assistance for suppliers | 0 | - | 0 |
| K2: Market access/marketing assistance for customers | 0 | - | 0 |
| K3: Market access/marketing assistance for sale/mark./dist. | 0 | - | 0 |
| L1: Input supply for suppliers | 0 | - | 0 |
| L2: Input supply for customers | 0 | - | 0 |
| L3: Input supply for sale/mark./dist. | 0 | - | 0 |
| M1: Financial/credit support for suppliers | 0 | - | 0 |
| M2: Financial/credit support for customers | 0 | - | 0 |
| M3: Financial/credit support for | 0 | - | 0 |

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| sale/mark./dist. | | | |
| N1: Product design ect. for suppliers | 0 | - | 0 |
| N2: Product design ect. for customers | 0 | - | 0 |
| N3: Product design ect. for sale/mark./dist. | 0 | - | 0 |
| O1: Other, please specify: | 0 | - | 0 |
| O2: Other, please specify: | 0 | - | 0 |
| O3: Other, please specify: | 0 | - | 0 |
| 30: If you have collaboration with local firms regarding transfer of machinery/equipment and/or knowledge, what are then the main motives? | | | |
| A: Develop a broader local supply base | 0 | - | 0 |
| B: Upgrade quality of product and services | 0 | - | 0 |
| C: Build a positive image in host country | 0 | - | 0 |
| D: Pressures from international co-investors | 0 | - | 0 |
| E: Demands from financial institutions/co-investors | 0 | - | 0 |
| F: Incentives or requirements by development assistance (e.g. the Danida PS programmes) | 0 | - | 0 |
| G: Other, please specify: | 1 (to help local partner, not the customer) | - | 0 |
| 31: Have you encouraged local suppliers, customers, sales/mark./dist. To implement specific systems or standards? | | | |
| A: Quality Management Systems (ISO 9002, TQM, QS 9000) | 0 | - | 0 |
| B: Environmental Management System (ISO 14001) | 1 | - | 0 |
| C: Industry Standard(s) | 0 | - | 0 |
| D: Own company specific standard(s) | 0 | - | 0 |
| E: No standards | 0 | - | 0 |
| F: Other type of system, please specify: | 1 (SA 8000) | - | 0 |

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| <p>32: Additional information</p> | <p>Mumo: Things were slow. We needed licenses, which were hard to get. The Danish embassy left much to desire (in terms of reimbursements). Company L-DK had expectations of returns. These expectations should have been specified from the beginning. Their attitude was bad last year. They seemed tired of this dysfunctional company out in the middle of Africa, which was not making profits. The partnership would have terminated even sooner if not for Johnny Kjelsgaard. I would agree with Johnny in saying that the Danish partner was a sissy. The embassy was not professional.</p> <p>Boniface: Core Consulting deals with occupational health & safety and environment. This requires a lot of certification from the government, which really takes time. Our Danish partner got impatient. To be a trainer you need to be certified from the Directorate of Occupational Safety and Health Services. Core Consulting started up in February 2008 but did not obtain this certification until June 2009. After certification you still need approval, which we applied for in July from the Directorate of Industrial Training and have still not gotten. The government requires all companies to pay a levy for training purposes (small amount pr. staff). If companies train their employees on occupational health and safety they will get reimbursements of up to 75% of the levy, which they have paid to the government. So the government wants to ensure that not everyone is able to train. The Directorate of Industrial Training came to our offices in October and did an inspection. Everything was ok, but they wanted proof of commercial training, which had not been done since companies always choose training from approved trainers in order to be sure to get their levy's reimbursed. Core Consulting managed to get around this issue and in November proof of commercial training was presented to the directorate. Now, however, the directorate are requiring that the lease of Core Consulting is executed. So we took our lease to the Ministry of Lands for it to be executed (stamped duty) which costs 4% of annual rent. However, despite Core Consulting only having a relatively small office it is on a shared lease with many other companies and includes one wing of the ground floor, one wing of the 1st floor and the entire 4th and 5th floor, the ministry is demanding that we pay four percent of the annual rent of the entire lease and not just the offices which we use. Four percent of the entire lease would constitute a lot of money and since none of the other companies sharing the lease are in need of an executed lease, the entire cost would have to be covered by Core Consulting, which is not possible. So the only way out is to get a place of our own. This news came in December. In January the Danish partner said enough and pulled out. However, even with the approval I do not think Company L-DK would have been interested in continuing the partnership. Another tricky part is auditing. According to law, any workplace with more than 20 employees needs to undertake a health and safety assessment once a year. To conduct this assessment you need a master degree plus 6 years of</p> | <p>The former partner, El Kanah, is now ambassador in Washington.</p> <p>We were present in Vietnam for a few years and in this way establish some good relations with IFU and Danida. At a certain time we were told that Danida would cut back on development assistance in Vietnam and move the support to Africa instead. It was sort of in the cards that it could be in our interest to start up something in Africa. The Danish embassy in Nairobi identified Company L-KE and established contact to Johnny Kjelsgaard who ended out as a sort of advisor for us. Since Company L-DK did not wish to station a manager in Kenya, it was optimal to be able to draw on Johnny who was living in Nairobi and had in-depth understanding about Kenyan culture. Therefore we ended up sharing an office with GrowthAfrica Consulting. One of the directors in Company L-KE was El Kanah who had strong standings in the political society of Kenya and had many connections to influential people in the Kenyan elite. We therefore thought - wow we really have something good going on here. El Kanah and Mumo therefore came to Denmark and we managed to work out a project description and secure funds from Danida.</p> <p>From the onset we hired Joan, Kimani and Obanda who each had very different strengths. Their jobs consisted in identifying and mapping (auditing) work conditions. Generally speaking one could say that Core Consulting were to operate under CSR. That is to assess whether production could be carried out in a sustainable manner and make plans for improvements. Our customers were thought to be companies with Danish relations. And since Danida in relation to their support programme has certain standards which companies must live up to, the thought was that the embassy would generate customers for us. Furthermore, we expected to get customers such as IFU, pensionfunds,</p> | <p>Consulting - for what? Here at Company M-KE we are specialists in making plastics - Company M-DK1 were specialists in marketing. What can they teach us? We are the ones to teach them!</p> <p>After project phase had been completed Company M-DK1 sold company and the people who worked on the election business all left the company to join other companies. Company M-KE was supposed to produce the ballot boxes and Company M-DK1 was supposed to do marketing. Without the marketing there is nothing Company M-KE can do because they don't have the resources to do marketing themselves. We are now in the process of making an MOU with Company M-DK2 and working on tender for Kenyan referendum. Had spent a lot of time and energy on CSR. 25% of expenses for machinery was covered by Danida, but 75 was paid by Company M-DK1. Now dispute over the mould - mould is being held hostage by COMPANY M-DK1. Embassy is involved.</p> |
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| | <p>experience in occupational health and safety. Since this master program is quite new, this means that no one is qualified to carry out the job. 99% of the current auditors are previous employees with the directorate (with no masters, but good contacts). Anyone from the private sector will have a hard time. Despite this, Obanda (other Core Consulting employee) is halfway through his masters and Core Consulting is trying to move forwards as a Kenyan company. However, getting an office of our own (which is necessary for authorisation) will cost a lot of money and there is no way to know whether when the authorisation is granted and we start making money. Without doubt the situation could be quickly resolved by bribing the directorate, however, since we have not been willing to support corruption things have been uphill for us.</p> <p>I would say that the Danish partners' reluctance and non-commitment was the main reason for lack of success. GrowthAfrica was meant as a consultant but became more like a partner. One of the managing directors is now ambassador in France, so he is not in Kenya, and is not active in any activities. He has not said that he is pulling out though.</p> | <p>investment funds, and other international companies which wanted to become audited by an impartial company, as well as pure Kenyan companies with a wish to raise themselves to an international level.</p> <p>We sent our three employees on a three week trainingseminar in Denmark and in the following two years they were continously supported by consultants from Company L-DK who trained the Kenyan employees through assignments which we accepted in Kenya without payment in order to be able to conduct the training and improve their competencies.</p> <p>If I am to assess the course of events critically, then I must say that when we were sitting in front of El Kanah and the three Kenyan employees then they were super dedicated but as soon as we walked out the door, then 'Africa' took over. Things which should have taken one hour could take days. To solve the problem of a daily leader, we involved Johnny more and more. Another obstacle was that El Kanah and Mumo had thought that they could draw on Company L-KE's funds, but this turned out not to be the case and instead had to spend their own money. As a consequence it was increasingly Company L-DK who paid all expenses. After Johnny things started to pick up, but things were still very slow. In addition came the post election violence ultimo 2007 which affected business throughout Kenya, thus reducing our customerbase. At this time we were, besides Denmark already active in Vietnam, China and Kenya and the board started to raise questions as to how many paying projects the partnerships in Kenya actually resulted in – which was zero! After three months the board again asked about the number of paying projects and since the answer remained zero there was three options: (1) continue as if nothing had happened which would be very difficult to</p> | |
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| | | <p>persuade the board to do; (2) close down; (3) hand over the entire business to our Kenyan partner for DKK 1. We choose the third option. Subsequently Core Consulting has had a few paying projects where Company L-DK has functioned as a consultant for Core Consulting – as a sort of subsupplier. It is our hope that Core Consulting can experience success in the future so that the funds from Danida have not been wasted. We hope that the company can find their own customers and use Company L-DK as a consultant against for instance against 10% of payment. The latest IFU project turned out very well (Ethiopia – mill weels). Sometimes the companies demand to have Company L-DK as a contact and in those cases it is Core Consulting which is out sub-supplier.</p> <p>I recently met the new ambassador in Kenya and briefly explained about our project in Kenya. We agreed that even though the partnership has closed down we stil consider it a success if the three employees can establish a business or a career on the basis of the competencies they have acquired through the partnership.</p> <p>El Kanah kept saying that the market for us was not Kenya but East Africa. But in spite of all the market analysis we had made (lists with houndreds of companies), we have to conclude that our Kenyan companies were not good enough at getting out there and selling the product. In reality we never had projects beyond Kenya's borders. After Kimani has gained ownership in the project things seem to be working better. The lacking saleswork was very dissapointing.</p> <p>A further aspect which we had to take into consideration was the security risk it would pose to station our people in Kenya – in reality we probably would not have initiated the cooperation if we had known about the post election violence, since it eliminated one</p> | |
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| | | of the major motivations - being the possibility to station our people in Kenya and get a life-time experience. | |
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SUCCESSFUL PARTNERSHIPS

1: COMPANY A-KE – COMPANY A-KE

Danish partner: Company A-DK

Since the beginning of 1977 Company A-DK has been supplying innovative solutions within technology and product development. During the latest years they have been at the forefront of the area of mass production of high technological paint and man-made fibres. The business includes decorative paints; performance coatings and specialty chemicals. Company A-DK is the worlds largest supplier of paint.

In 2006 Company A-DK employed a permanent staff of 1200 people, and had a turnover of EUR 57,718,121 (*DKK 430,000,000*), with the corresponding figures for 2005 and 2004 of EUR 57,583,893 (*DKK 429,000,000*), and EUR 53,422,819 (*DKK 398,000,000*), respectively. Company A-DK's profit before tax amounted to EUR 11,543,624 (*DKK 86,000,000*) in 2006; EUR 2,550,336 (*DKK 19,000,000*) in 2005, and EUR 4,026,846 (*DKK 30,000,000*) in 2004. (Company A-DK, 2011; Company A-DK, 2003a, p. 7)

Kenyan partner: Company A-KE

Company A-KE was established in Kenya since 1959 as a subsidiary of Company A-DK. In 1980's Company A-DK became part of Company A-DK Coatings, which then decided to divest their interest in East Africa in 1991. Company A-DK signed a long term Technical and Trademark Agreement with the new local owners of Company A-KE to provide it with technical support. The product portfolio of SPEAL includes Automotive refinishes, Decorative & Architectural products, General Purpose Industrial coatings as well as High Performance Coatings of Ameron.

In 2009 Company A-KE employed a permanent staff of 160 people, and had a turnover of EUR 11,929,530 (*KES 1,250,000,000*), with the corresponding figures for 2008 and 2007 of EUR 10,975,168 (*KES 1,150,000,000*), and EUR (*KES 1,044,000,000*), respectively. Company A-DK's profit before tax amounted to EUR 1,312,544 (*KES 137,531,000*) in 2009; EUR 1,231,843 (*KES 129,075,000*) in 2008, and EUR 1,191,025 (*KES 124,798,000*) in 2007. (Company A-DK, 2003a, p. 7; Company A-KE, 2011)

2: COMPANY B-DK - COMPANY B-KE

Danish partner: Company B-DK ApS.

Company B-DK was started in 1985 by Jens Anneberg as a limited liability company offering consultancy to the dairy industry - particularly in developing countries in Africa, the Middle East and the Far East. The assistance carried out since 1985 has been in the following areas:

- Technical: Establishment of new dairies, upgrading, expansion and rehabilitation of existing dairies. Planning of milk collection and establishment of milk collection centres. Start up of factories, new product lines, product development, training of staff, quality control, ISO 9000 and HACCP.
- Marketing: Distribution and export of dairy products. Product development market research. Introduction of new products on the market.
- Administration and finance: Establishment of Management Information Systems. Preparation of feasibility studies and financial analyses.
- Strategic Planning: Working out Business and Strategy Plans

Company B-DK is a one-man company but employs specialists on an ad hoc basis for specific projects when required. Financial figures are unavailable. (Company B-KE & Company B-DK, 2005a, pp. 8-9)

Kenyan partner: Company B-KE

Company B-KE is a small family owned enterprise located 15 km from the city center that specializes in the production of dairy products. Formally established in June 1985, the farm comprises of a zero grazing unit with a substantial herd of cows and a fodder growing area as well as areas for household vegetables and other farm produce. Having started by producing two litres of cream every day for Hotel Intercontinental, Lucy Karuga, the Managing Director of Company B-KE has built her operation into a formal, commercial-level dairy. The farm currently produces about 12 flavors of yogurt, and is now launching their latest range of full fat fruity yogurts to compliment the current low fat range. They also produce two types of cream (whipping and double) and several types of cheese. In addition the farm has diversified into the production and processing of ready to cook vegetables, fresh fruits and juices. (Company B-KE)

In 2004 Company B-KE employed a 45 full time staff, 12 of which in the dairy sector, and had a turnover of EUR 533,652 (*KSH 55,917,128*), with the corresponding figures for 2003 and 2002 of EUR 454,217 (*KSH 47,593,800*), and EUR 447,150 (*KSH 46,853,271*), respectively. Company B-KEs net profit amounted to EUR 49,466 (*KSH 5,183,138*) in 2004; EUR 28,080 (*KSH 2,942,321*) in 2003, and EUR 42,997 (*KSH 4,505,305*) in 2002. (Company B-KE, Company B-DK ApS, 2005a, pp. 4-5,8)

3: COMPANY C-DKAPS. – COMPANY C-KE

Danish partner: Company C-DKaps.

Company C-DK was established in 1999 and deals with mine clearance; EOD/IEDD clearance^x; training of dogs for detection of mines, bombs and drugs; sales of advanced security equipment; and security work. Clients include companies, authorities and organizations in Denmark as well as a number of countries around the world e.g. Lebanon, Kosovo, Afghanistan, Azerbaijan, Cambodia, Laos, Sudan, and Angola.(Madsen 2010)

In 2004 Company C-DK employed a permanent staff of 6 and a number of casual workers which varied from 4-100 depending on ongoing contracts, and had a turnover of EUR 891,784 (*DKK 6.643.792*)(*Norad: EUR 1,512,752 (DKK 11.270.000)*), with the corresponding figures for 2003 and 2002 of EUR 1,069,106 (*DKK 7.964.840*) (*Norad: EUR 4,192,618 (DKK 31.235.000)*), and EUR 945,474 (*DKK 7.043.784*) (*Norad: EUR 971,409 (DKK 7.237.000)*), respectively. Company C-DKs profit before tax amounted to EUR -416,157 (*DKK -3.100.369*) (*Norad: EUR 327,651 (DKK 2.441.000)*) in 2004; EUR -3,398 (*DKK -25.318*) (*Norad: EUR 509,396 (DKK 3.795.000)*) in 2003, and EUR 146,817 (*DKK 1.093.785*) (*Norad: EUR 83,893 (DKK 625.000)*) in 2002. (Company C-DK, Company C-KE, 2006c, pp. 10-11; Company C-DK Ltd., Company C-KE, 2007e, pp. 9-10)

Kenyan partner: Company C-KE

Company C-KE was established in 1998 and deals with security alarms, security guards & dog patrols. Clients include private residences, commercial companies (hotels, airlines, harbors, conference centers ect.), and governmental institutions (police, military ect.) in Kenya.(Madsen 2010; Solomon 2010)

In 2005 Company C-KE employed a permanent staff of 350, and had a turnover of EUR 648,966 (*KES 68.000.000*), with the corresponding figures for 2004 and 2003 of EUR 448,550 (*KES 47.000.000*), and EUR 429,463 (*KES 45.000.000*), respectively. Company C-KEs profit before tax amounted to EUR 63,942 (*KES 6.700.000*) in 2005; EUR 42,946 (*KES 4.500.000*) in 2004, and EUR 17,179 (*KES 1.800.000*) in 2003. ((Company C-DK, Company C-KE, 2006c, pp. 10-11; Company C-DK Ltd., Company C-KE, 2007e, pp. 9-10)

UNSUCCESSFUL PARTNERSHIPS

1: E-DK. – E-KE1.

Danish partner: Company E-DK.

The origins of Company E-DK can be traced back to 1976 when Company J-DK formed a medical division focusing on ultrasound. Today the company is known as Company E-DK and is a wholly owned subsidiary of Analogic Corporation, a U.S. company that specializes in precision signal acquisition and medical imaging. Company E-DK is devoted to developing, manufacturing and marketing medical solutions for urological and surgical ultrasound as well as serving supplementary ultrasound segments in selected markets. It is a worldwide organization with major offices/subsidiaries in the United States, Germany, Benelux, Italy, Norway, Sweden, the United Kingdoms, and Thailand. An active network of approximately 60 distributors is covering the rest of the world.

E-DK's employs a staff of 360 worldwide, of which app. 220 are located in Denmark, and for the financial year 2003 had a net turnover of EUR 55,393,423 (*DKK 412,681,000*), with the corresponding figures for 2002 and 2001 being EUR 65,169,128 (*DKK 485,510,000*) and EUR 53,931,141 (*DKK 401,787,000*) respectively. Company E-DK net profit amounted to EUR 4,094,899 (*DKK 30,507,000*) in 2003, EUR 2,828,054 (*DKK 21,069,000*) in 2002, and EUR 2,782,685 (*DKK 20,731,000*) in 2001. (Neel, J. (Danida PSD Programme Office Kenya), 2005, pp.1-2; DI International Business Development, 2004, pp. 1,7-8; Neel, J. (Danida PSD Programme Office Kenya), 2005, pp. 2-3, Mouridsen, 2010)

First Kenyan partner: Company E-KE1

Company E-KE1 has been importers, distributors and marketers of pharmaceuticals in East Africa for more than 40 years. When entering into the partnership with Company E-DK in 2005, Company E-KE1 represented 22 well-known and reputable manufacturers from all over the world, manufacturing a wide range of pharmaceutical products, surgical consumables, laboratory diagnostic equipment and consumables, and medical and surgical equipment and consumables. Apart from Kenya, Company E-KE1 also represents a number of international manufacturers in Uganda, Tanzania, Rwanda and Nigeria.

Company E-KE1 Group of companies employs approximately 350 people in East Africa, of which approximately 150 people are based at the head office in Nairobi. Company E-KE1 had a turnover of EUR 7,365,636 (USD 9,537,000) in 2003, up from EUR 6,441,939 (USD 8,341,000) in 2002 and EUR 5,766,157 (USD 7,466,000) in 2001. Net profit constituted EUR 81,866 (USD 106,000) in 2001; EUR 53,290 (USD 69,000) in 2002; and EUR 169,911 (USD 220,000) in 2003. (Neel, J. (Danida PSD Programme Office Kenya), 2005, p. 1; DI International Business Development, 2004, pp. 1,8-10)

Second Kenyan partner: Company E-KE2

Company E-KE2 deals with selling ultrasound equipment. The company employs 35 people in total of which 3-4 people are working part-time on selling the Company E-DK products. Turnover last accounting year constituted approximately EUR 1,7 million (KES 178,129,395). (Nielsen, B.E. (Company E-DK.), 2007b, pp. 1, Rajani, 2010,)

2: COMPANY F-KE – COMPANY F-DK

Danish partner: Company F-DK

Company F-DK was established by the two brothers Preben and Ole Mogren Christiansen in 2000. As sons of a dairy manager and both with a long career within the Pacific – Alfa Laval – Tetra Pak and APV, they decided to use their experience and know-how to establish their own company. The purpose and idea behind the company was to work for and offer the dairy and food industry in Scandinavia as well as abroad, exact the kind of co-operation which they ask for, it could be as:

- supplier of equipment and machines
- Project development and management
- Consultative advisory service^{xi}

(Mogren, P. & Shah, B., 2004, p. 2; Mogren, P. & Shah, B., 2005a, p. 2)

Kenyan partner: Company F-KE

Company F-KE has been in the dairy industry since 1996. This is a family owned private enterprise with other interests in the textile industry. In 1996 the family started a small dairy plant of 16,000 litres per day capacity as a dairy division of the textile industry. The dairy was rapidly expanded and was incorporated into a separate entity in 2001.

In 2009 Company F-KE employed more than 700 people and had a turnover of 2,2 billion KSH.^{xii} (Mogren, P. & Shah, B., 2004, p. 2; Mogren, P. & Shah, B., 2005a, p. 2)

3: COMPANY G-KE. – COMPANY G-DK.

Danish partner: Company G-DK.

The mother company of Company G-DK, Mollen, was established in 1992 with the purpose of offering consultancy assistance within software development for decentralized power/heating plants to utilize the Danish natural gas to be burned in gas engines driving generators to produce electricity to the Danish national grid lines. In 1996 the company invested in a wind power project and became an independent power producer. In 2001 the daughter company Company G-DK was established and Kent Larsen is the sole owner of both companies. The main purpose of Company G-DK is to assist clients in developing wind projects worldwide. The customers are primarily companies that wish to establish themselves as owners or developers of wind energy projects. Company G-DK has solely been involved with international projects.

In 2001 the one-man company Company G-DK had a turnover of EUR 97,315 (DKK 725,000), with the corresponding figures for 2000 and 1999 of EUR 103,222 (DKK 769,000), and EUR 101,611 (DKK 757,000), respectively. Company G-DK's net profit amounted to EUR 76,779 (DKK 572,000) in 2001; EUR 88,859 (DKK 662,000) in 2000, and EUR 86,040 (DKK 641,000) in 1999. (Larsen, K., & Horn, H., 2003f, p. 2; Larsen, K., & Horn, H., 2003a, pp. 4-5; Larsen, K., & Horn, H., 2003b, pp. 14-15)

Kenyan partner: Company G-KE.

Mr Harry Horn and his father established Company G-KE in the year 2000. The two directors have been involved in the management of another local company, which has been in the production of sisal for over 60 years in Kenya.

MMSE is the main financiers and guarantors of Company G-KE's business ventures. The need to diversify MMSE's operations arose from two main factors in the late 90's and early 2000, which were:

- Constant interruption of power supply at their sisal farm thereby causing great production losses and sometimes damage to raw material and equipment, and
- The expense related to utilisation of power from the national grid.

As a result Harry Horn sought to establish alternative sources of energy (electricity) as a means to a permanent solution to their problem. As the estate is located within the Rift Valley province, which enjoys high wind speeds in most parts of the year, the idea of wind energy became attractive.

In 2001 the one-man company Company G-KE, with affiliations of another local company with 2400 employees, had a turnover of EUR 1,790,002 (*KSH 187,560,000*), with the corresponding figures for 2000 and 1999 of EUR 1,867,086 (*KSH 195,637,000*), and EUR 2,001,670 (*KSH 209,739,000*), respectively. Company G-KE's net profit amounted to EUR 40,102 (*KSH 4,202,000*) in 2001; EUR 53,979 (*KSH 5,656,000*) in 2000, and EUR 1,546 (*KSH 162,000*) in 1999. (Larsen, K., & Horn, H., 2003f, p. 2; Larsen, K., & Horn, H., 2003a, pp. 4-5; Larsen, K., & Horn, H., 2003b, pp. 14-15)

SEMI-SUCCESSFUL PARTNERSHIPS

1: COMPANY L-DK– COMPANY L-KE

Danish partner: Company L-DK

Company L-DK was formed in 1980 to provide advice on Occupational Health & Services for companies in Aarhus County. As the OHS area was liberalized the company merged with four other equivalent OHS advisory companies in 2002 to form the current organization. 2002 also marked the start of Company L-DK's international experience, which today has been extended to a.o. Ghana, South Africa, Ukraine, Vietnam and China. Work in the latter two has seen Company L-DK from joint ventures to extend their services here as well. The organization is geographically divided into regions each with its regional director. Competence-wise the organization is divided into 3 main areas: Occupational Health & Safety; Environment; and Social Accountability.

In 2007 Company L-DK employed a permanent staff of 100, and had a turnover of EUR 7,818,265 (*DKK 58,246,075*), with the corresponding figures for 2006 and 2005 of EUR 8,321,819 (*DKK 61,997,553*), and EUR 8,042,416 (*DKK 59,916,000*), respectively. Company C-KEs profit before tax amounted to EUR 48,816 (*DKK 363,681*) in 2007; EUR 83,084 (*DKK 618,972*) in 2006, and EUR 82,148 (*DKK -612,000*) in 2005. (Company L-DK & Company L-KE, 2008a, pp. 10-11; Company L-DK & Company L-KE, 2007, pp. 7-8)

Kenyan partner: Company L-KE

Company L-KE Trust was established in 2000 to promote volunteering, philanthropy and the use of local resources to improve people's lives and support sustainable community development. Company L-KE has since its establishment worked on copious initiatives with donors, NGOs and corporations. Since 2004 the focus on Kenyan corporations' social engagement and their assumption of societal engagement and their assumption of societal responsibilities has been on the increase, and in 2006 the Danish embassy requested Company L-KE to partner with Company L-DK to establish a partnership that could extend tangible services to Kenyan companies, primarily in the field of occupational health and safety. Later that year work on establishing a corporation for this purpose commenced, and in early 2007 Company L-KE was established for this purpose exclusively.

Company L-KE had two staff-members (12 in the Trust) in 2007 when the partnership was formed. As the company was formed for the purpose of holding its stake in the local joint venture with Company L-DK, it had at the time of entering into the partnership not yet accrued any operating financial results. (Company L-DK & Company L-KE, 2007, pp. 6-7; Company L-DK & Company L-KE, 2008a, pp. 8-9)

2: COMPANY D-DK. – COMPANY D-KE

Danish partner: Company D-DK

Company D-DK was founded in 1998 as a global wireless media company and as a part of the Egmont Group. Company D-DK has its principal office in Copenhagen, and furthermore has subsidiaries in Spain, Singapore, and in Kenya. The company provides mobile portals, concepts, and content to leading mobile operators and media companies globally. Rather than just selling to its customers, Company D-DK endeavors to build up strong partnerships with them, emphasizing its fast delivery to the market, high quality contents, and "shared revenue" business model, whereby customers avoid up-front investments. (Company D-DK & Company D-KE, 2004a, p. 4)

In 2004 Company D-DK employed a permanent staff of 12, and for the 2004 financial year had a turnover of EUR 805,369 (DKK 6,000,000) with the corresponding figures for 2003 and 2004 of EUR 523,490 (DKK 3,900,000) and EUR 348,993 (DKK 2,600,000) respectively. Company D-DK's profit amounted to EUR 40,269 (DKK 300,000) in 2004, and EUR 53,691 (DKK 400,000) in 2003, whereas the 2002 result was negative with EUR -67,114 (DKK -500,000) as a consequence of winding up of activities in Asia, management buy-out and restructuring of the company. (Company D-DK & Company D-KE, 2005, p. 3)

Kenyan partner: Company D-KE Ltd.

Company D-KE is a company established in Kenya, essentially comprising of 3 local entrepreneurs with huge experience within the information and communication technology (ICT) industry in Kenya and East Africa. Company D-KE's directors initially identified the opportunity for mobile phone content – such as ring tones, logos, SMS jokes and news – through interaction with Kenya's leading mobile phone operator, Safaricom. In May 2003 a consulting company was engaged to identify a potential partner for a project with Safaricom, and a dialogue with Company D-DK was subsequently initiated, leading to the current partnership. As the company was formed for the purpose of establishing a joint venture with Company D-DK, it had at the time of entering into the partnership not yet carried out any other business activities, and consequently not accrued any operating financial results. (Company D-DK & Company D-KE, 2004, p. 7; Company D-DK & Company D-KE, 2004b, p. 2)

3: COMPANY M-DK1 / COMPANY M-DK2 - COMPANY M-KE

First Danish partner: Company M-DK1

Company M-DK1 was founded in 1981 and has from the beginning been specialized in servicing remote sites, difficult regions, developing countries, and new democracies with products within four different segments: 1) food supplies and catering services ; 2) PX duty free shops; 3) electoral supplies of equipment and materials; and 4) hotel management. Within the segment of electoral supplies products include ballot boxes, ink, voting screens ect. Primary customers are the UN, NGO's, international organisations and National Election units.

In 2005/06 Company M-DK1 employed 400 full time staff, and had a turnover of EUR 55,811,275 (*DKK 415,794,000*), with the corresponding figures for 2004/05 and 2003/04 of EUR 73,710,067 (*DKK 549,140,000*), and EUR 105,890,336 (*DKK 788,883,000*), respectively. Company M-DK1's net profit amounted to EUR 12,240,537 (*DKK 91,192,000*) in 2005/06; EUR 426,040 (*DKK 3,174,000*) in 2004/05, and EUR 5,012,483 (*DKK 37,343,000*) in 2003/04. (Hemraj, N. (Company M-KE) & Kristensen, P. (Company M-DK1), 2006, pp. 8-9; Hemraj, N. (Company M-KE) & Elstrup, J. (Company M-DK1), 2008, pp. 8-9; Company M-DK1, 2010)

Second Danish partner: Company M-DK2

Company M-DK2 was founded in 2007 and specializes in the delivery of election materials and related services to Africa, Eastern Europe, Asia and the Middle East. For over 15 years Company M-DK2 have worked closely together with United Nations, NATO, governmental and non-governmental organizations, peace keeping forces and private contractors. This valuable experience enables Company M-DK2 to fulfill their obligations towards their client during times of civil and political unrest and under the most difficult logistical conditions. It has not (Company M-DK1, 2010).

Kenyan partner: Company M-KE

Company M-KE was established in 1994 and specializes in manufacturing of plastic furniture and household articles e.g. garden chairs and tables for Kenya and other COMESA countries. Primary customers include the UN, NGO's, international organisations, National Election units and Coca Cola.

In 2006 Company M-KE employed 81 full time staff, and had a turnover of EUR 2,892,847 (*KSH 303,118,292*), with the corresponding figures for 2005 and 2004 of EUR 2,266,450 (*KSH 237,483,148*), and EUR 2,021,080 (*KSH 211,772,781*), respectively. Company M-KE's profit before tax amounted to EUR 360,546 (*KSH 37,778,672*) in 2006; EUR 232,764 (*KSH 24,389,451*) in 2005, and EUR 228,595 (*KSH 23,952,661*) in 2004. (Hemraj, N. (Company M-KE) & Kristensen, P. (Company M-DK1), 2006, pp. 8-9; Hemraj, N. (Company M-KE) & Elstrup, J. (Company M-DK1), 2008, pp. 8-9)

APPENDIX 7.42. SCORES ON SELECTED MANAGEMENT QUESTIONNAIRE QUESTIONS

TABLE 110: SCORES ON MANAGEMENT QUESTIONNAIRE QUESTION NUMBER 6

| 6: Which motives underlie your company's involvement in the partnership? | | | | |
|---|-------------------------|---------------------------|-----------------------|-----------------------------------|
| | Successful comp. | Unsuccessful comp. | Point increase | % Increase (3 point scale) |
| A: Market access | 0,43 | 0,67 | -0,24 | -7,94 |
| B: Access to raw materials/natural resources | 0,43 | 0,00 | 0,43 | 14,29 |
| C: Proximity to suppliers | 0,43 | 1,00 | -0,57 | -19,05 |
| D: Proximity to customers | 1,43 | 0,67 | 0,76 | 25,40 |
| E: Access to expertise and know-how | 1,71 | 1,67 | 0,05 | 1,59 |
| F: Access to labour cost advantages | 0,86 | 0,00 | 0,86 | 28,57 |
| G: Access to government support form the Danish government | 2,57 | 1,33 | 1,24 | 41,27 |
| H: Access to subsidies/government support/tax incentives | 0,00 | 1,00 | -1,00 | -33,33 |
| I: CSR | 1,57 | 0,33 | 1,24 | 41,27 |
| J: Access to training | 1,14 | 1,50 | -0,36 | -11,90 |
| K: Access to upgrading of machinery/equipment | 1,14 | 0,67 | 0,48 | 15,87 |
| L: Access to finances/mangemnt bonuses | 0,57 | 0,17 | 0,40 | 13,49 |

TABLE 111: SCORES ON MANAGEMENT QUESTIONNAIRE QUESTION NUMBER 7

| 7: If your company gathered information on market and industry opportunities prior to entering into the partnership which areas where then in focus? | | | | |
|---|-------------------------|---------------------------|-----------------------|-----------------------------------|
| | Successful comp. | Unsuccessful comp. | Point increase | % increase (3 point scale) |
| A: Political | 0,67 | 0,50 | 0,17 | 5,56 |
| B: Economic | 0,83 | 0,50 | 0,33 | 11,11 |
| C: Resources | 1,83 | 0,83 | 1,00 | 33,33 |
| D: Socio-cultural | 1,17 | 0,17 | 1,00 | 33,33 |
| E: Technological | 2,17 | 1,00 | 1,17 | 38,89 |
| F: Environmental | 1,00 | 1,00 | 0,00 | 0,00 |
| G: Legal | 1,00 | 0,50 | 0,50 | 16,67 |
| H: Market | 2,67 | 0,50 | 2,17 | 72,22 |
| I: Competition | 1,50 | 0,50 | 1,00 | 33,33 |

TABLE 112: SCORES ON MANAGEMENT QUESTIONNAIRE QUESTION NUMBER 24

| 24: How has the Danish partner contributed to the upgrading of the local production unit? | | | |
|--|---------------------------------------|---|-------------------|
| | Score of Successful comp. in % | Score of unsuccessful comp. in % | % increase |
| A: Supplied equipment | 1,00 | 0,33 | 0,67 |
| B: Commisioned equipment | 0,00 | 0,17 | -0,17 |
| C: Installed the equipment and provided start-up support | 1,00 | 0,17 | 0,83 |
| D: Provided licenses | 0,14 | 0,00 | 0,14 |

| | | | |
|---|-------------|-------------|-------------|
| E: Assigned full time expatriate managers at production unit | 0,86 | 0,00 | 0,86 |
| F: Assigned expatriate managers at production unit | 0,57 | 0,17 | 0,40 |
| G: Offered training of technicians with the parent company/partner in Denmark | 0,86 | 0,67 | 0,19 |
| H: Offered training of managers in Denmark | 0,57 | 0,33 | 0,24 |
| I: No upgrading | 0,00 | 0,17 | -0,17 |

TABLE 113: SCORES ON MANAGEMENT QUESTIONNAIRE QUESTION NUMBER 25

| 25: What kind of standards does the Danish partner set for the unit? | | | |
|--|---------------------------------------|---|-------------------|
| | Score of Successful comp. in % | Score of unsuccessful comp. in % | % Increase |
| A: No special standards set | 0,00 | 0,00 | 0,00 |
| B: Setting company specific quality standards | 0,67 | 0,33 | 0,33 |
| C: Requiring/recommending certification according to the ISO 9000 series | 0,00 | 0,17 | -0,17 |
| D: Setting company specific environmental standards | 0,50 | 0,17 | 0,33 |
| E: Requiring/recommending certification according to ISO 14001 or EMAS | 0,00 | 0,00 | 0,00 |
| F: Setting company specific standards for work conditions and human rights (e.g. ILO standards) | 0,83 | 0,17 | 0,66 |

ⁱ Dagoretti Corner Youth only had time to conduct exercises 1-3

ⁱⁱ The main facilitators and organisers of the discussion groups were: Peter Ogolla, Headmaster of Dagoretti Primary School (Dagoretti Corner); Simon Onyango, Reverend of Kibera Baptist Church and Headmaster of Kibera Baptist School (Kibera); Anne Awuor, Chairlady of Livelink Social Development Group (Lenena); Bernard Mogaka Nyamasege, Treasurer of Good Hope Kabiria Self Help Group (Kangemi).

ⁱⁱⁱ Many of these investments in horticulture, floriculture and hotels were not captured in the IPC data, however. The actual concentration of FDI in the Nairobi and Mombasa areas is thus likely to be less pronounced than is indicated by the data. The impact of these foreign investments in terms of employment is also likely to be more evenly spread across the country, given the labor-intensive nature of agri-business and tourism.

^{iv} Due to demands on confidentiality demands from the B2B programme office in Nairobi, the actual list has been omitted from the report. Only main conclusions are presented.

^v Questionnaire answers from Peter Ogolla, Headmaster of Dagoretti Primary School at Dagoretti Corner, 09.10.2008, see appendix 7.13.

^{vi} Questionnaire answers from Simon Onyango, Reverend in Kibera, 15.10.2008, see appendix 7.13.

^{vii} Questionnaire answers from Anne Awuor, Chairlady of Livelink Social Development Group, 16.10.2008, see appendix 7.13.

^{viii} Questionnaire answers from Bernard Mogaka Nyamasege, treasurer of Good Hope Kabiria Self Help Group in Kangemi, 24.10.2008, see appendix 7.13.

^{ix} All numbers in the appendix have been culculated based on roex from 11.01.2011

^x Explosive ordinance disposal (EOD) or improvised explosive device (IED)

^{xi} It has not been possible to procure any information on financial results.

^{xii} It has not been possible to procure additional information on financial results.