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Dynamics of
Microenterprises:

Research Priorities
and Research Plan

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GEMINI

GROWTH and EQUITY through MICROENTERPRISE INVESTMENTS and INSTITUTIONS
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**Dynamics of Microenterprises:
Research Priorities and Research Plan**

by

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The field of microenterprise dynamics is very large, as the discussion in another GEMINI paper on research issues made clear.¹ It is unrealistic to think that all the issues raised in that paper can be effectively addressed in the course of one project. The purpose of this companion paper is to suggest the topics and foci that should be given priority in the work of the GEMINI project, and to outline a research plan for the work of the project. The discussion here assumes that the reader is familiar with the materials in Working Paper No. 12; discussion of various approaches and their justification are presented in that document in more detail and are not repeated here.

The outline of this paper is as follows. Section One reviews the different research issues and survey approaches, highlighting those felt to be of first priority for the GEMINI project. Section Two moves the discussion to the topic of research countries, providing an overview of general principles on this topic. Section Three reports on current candidates for location of research, which can be considered as core countries, while Section Four sets out similar information for non-core countries. Section Five discusses planned activities that cut across individual countries.

SECTION ONE PRIORITY RESEARCH ISSUES AND SURVEY APPROACHES

Of the many research topics discussed in Working Paper No. 12, the following are the ones to which the authors would assign top priority. They are presented here following the same four levels of analysis developed in that paper, along with a specification of the types of surveys needed to address each issue. A summary grid of the different types of studies and surveys is provided in Table 1.

Level 1: Analysis of Individuals

The key issues to be examined, at the first level in GEMINI's Action Research Proposal (ARP) I research, center around an analysis of the individual entrepreneur. The priority research topics will involve path analyses of the entrepreneur focusing particularly on:

- Movement back and forth of an individual between being a worker and being an entrepreneur, and the causes of these changes;
- Changes in the patterns of diversification at the individual level: the number of activities in which the individual is engaged; and

¹ See GEMINI Working Paper No. 12, *Dynamics of Microenterprises: Research Issues and Approaches*, by Carl Leidholm and Donald Mead, January 1991.

- Changes in the character of the principal nonfarm activity in which the individual is engaged, particularly in terms of crucial transitions or junctures.

All three of these types of changes will need to be approached in ways that clarify the differences in development patterns for women and men, looking especially at differential gender-specific constraints and opportunities and how these might be changed.

The principal survey methods to be used in addressing these issues involve bore hole surveys, modified to focus on the evolution in activities of individual entrepreneurs. These surveys of entrepreneurial history may be supplemented by longitudinal (prospective) surveys, which trace the changing activities of individuals over the period of the project.

In view of the key role that gender issues play in this analysis, it is hoped that it will be possible to enlist others outside of the Gemini core group to participate in this activity.

Level 2: Micro Studies

One of the most important research priorities for GEMINI is to develop new insights on the dynamics of the individual microenterprise. Because of the paucity of information on this subject, a key early objective of this activity will be the generation of a solid body of descriptive evidence on the components (birth, net growth, disappearance) of this process. Armed with these data, the primary goal will then be to determine whether or not there are systematic patterns in the evolution of such firms.

GEMINI analysis at this level will center on the disappearance and net growth components of microenterprise dynamics. A study of firm disappearances will seek to identify the key variables, including the attributes of the entrepreneur as well as external constraints that are the prime determinants of firm attrition. A companion study of the net growth of surviving firms will include many of the same variables and use a similar analytical framework. One of the expected outputs of these analyses will be stylized firm profiles, which will portray the firm's likelihood of surviving and growing to various sizes. Another set of studies will examine the factors inducing or constraining the ability of microenterprises to navigate successfully two critical junctures in the evolution of microenterprises: growth spurts and firm transformations.

An array of innovative survey methods will be required to generate the data needed for these analyses. Bore hole interviews — retrospective histories — can generate the basic information needed for the net growth, growth spurts, and firm transformation studies, but will not be able to produce information on the firms that have disappeared. Information on disappeared firms, however, can be obtained from repeat, one-shot census enumerations carried out in countries in which similar censuses have previously been conducted; the nonsurviving firms could then be traced in a follow-up survey to generate the requisite information. Finally, longitudinal surveys of existing firms over a period of time into the future can provide the full array of information needed for all the dynamics studies of the firm.

Level 3: Subsector Studies

The first goal of GEMINI's ARP 1 subsector analysis will be to describe the patterns of change in selected subsectors. The examination will include the degree of vertical integration and specialization in the different channels of the subsector as well as the coordinating mechanisms between different functions in the channel. The role of the distribution system in linking producers in particular channels with expanding sources of demand will be explored. Interactions between subsector change and enterprise-level change will be examined, to determine the extent to which expansion in a particular channel has taken place through:

- Increases in the number of firms of the same size;
- Expansion in the size of firms in the channel; or
- Transformations whereby existing enterprises have modified their production and/or marketing systems.

Building on studies done in individual countries, cross-country analyses will examine the impact on the structure and pattern of growth in selected subsectors of differences in levels and patterns of national development. The examination will seek to determine the extent to which channels in which microenterprises play a significant role are growing, and the factors contributing to differential growth rates between channels. Explanatory variables to be examined in this context include the degree of specialization within the channel; the physical infrastructure; the legal, policy, and regulatory environment; the extent and pattern of growth in the rest of the economy; and the extent of competition in the channel.

Survey approaches to be followed in addressing these issues include three different types of surveys: 1) collecting information at a point in time about the structure of the subsector, including costs and returns as well as the past evolution of the subsector; 2) returning to countries in which subsector studies have been done, to document and seek to understand changes; and 3) monitoring changes in the subsector over time (prospective studies), over the period of the project.

Level 4: Intersectoral Linkages and Macro Analysis

The priority research issue at the fourth level of analysis is the extent to which growth in microenterprises is explainable by growth in markets because of the expansion of income in identifiable primary sectors beyond the subsector.

No primary data collection is anticipated here. The analytical approach will involve an examination of secondary data on patterns of growth in related sectors of the economy; analysis of information on patterns of demand, again using secondary data; and analysis of the response to this demand through alternative supply channels, done in the context of subsector analysis.

Topics of Lower Priority

In addition to these central issues, which we consider to be of first priority for GEMINI's research on the dynamics of microenterprises, there are two other topics that it would be desirable to address if resources permit.

Birth Rates of Firms

This topic is of lower priority than the analysis of patterns of growth and survival of existing firms, although it is a subject not without importance. Compared with the growth studies, however, birth rate analyses have more onerous survey requirements, a much-less-well-developed analytical framework, and less project relevance. Nevertheless, such analyses should be undertaken if funding and other resources permit.

Macro Patterns of Microenterprises

The issue here is the number, size distribution, sectoral breakdown, and location of microenterprises, and the way this enterprise structure is changing over time. The research approach here is primarily through census-type surveys, such as those recently completed in Niger and Lesotho. These surveys can provide a useful overview and background for the other categories of research discussed in this paper. Cross-country analysis permits one to draw conclusions about differences between countries, providing additional insights into overall patterns of growth. Yet in the absence of the more detailed studies focusing on individual firm dynamics and subsectors, there is relatively little to be learned from such comprehensive surveys. It seems most appropriate, then, to view these primarily as providing an overview of the context in which the more detailed analyses will be undertaken.

SECTION TWO RESEARCH COUNTRIES: GENERAL PRINCIPLES

Over the five years of the project, it is anticipated that field research will be undertaken in two categories of countries: countries of concentrated and intensive effort, which we denote as core countries, and other countries (non-core countries).

Looking first at the core countries, several defining characteristics of GEMINI's work in these countries can be presented:

- Most if not all four of the basic survey types (baseline census-type surveys, bore hole or retrospective surveys, subsector surveys, and longitudinal or prospective surveys) will be undertaken in each of these core countries. Although the coverage and extent of each will vary from country to country, it is anticipated that at least some work of each type will be done in each core country.

- **Institution-building will be an important part of project activity in each of these countries. This means that the selection of an appropriate institutional base that will permit longer-term training efforts will play a significant role in the selection of core countries.**
- **There will be important links with microenterprise assistance activities in the country. The links with assistance projects constitute an important part of the field laboratory: in providing information about individual enterprises, testing and acting on the basis of findings, and monitoring the impact of assistance offered.**
- **It is hoped that a large share of the work in these core countries will be funded from USAID Mission buy-ins. On the other hand, there may be particular parts of the research agenda that Missions are not willing to finance, in which case these activities in core countries may need to be supported by GEMINI's core budget.**

With regard to **non-core countries**, much of the work there will also be done at the request of USAID Missions, based on Mission buy-ins. In a few cases, there may be opportunities based on personal contacts or historical relationships in which some limited work may be justified in non-core countries using GEMINI core funds, but these would be the exception rather than the rule.

Not all the survey types listed above will be undertaken in each non-core country; in particular, it is unlikely that much longitudinal data collection will be done in these countries. On the other hand, the argument of synergism (mutual reinforcement in learning among different surveys and studies) still holds; it is still desirable to concentrate surveys and analytical work in as few countries as possible, even for the non-core countries.

In both core and non-core countries, there is important information about firm dynamics buried in the files of assistance organizations. Much of this information is retrospective, documenting changes over the period that a firm has received help; links with these organizations can also provide an effective mechanism for collecting prospective information, following developments of the firm over the project life. In view of GEMINI's close links with assistance organizations, either as members of the consortium or through the SEEP (Small Enterprise Education and Promotion) network, the project has a unique opportunity to draw on this source.

It is anticipated that there may only be four core countries. This means that considerable effort will be required to use the research in non-core countries to provide the diversity needed in seeking to understand the broader picture of microenterprise dynamics in the developing world as a whole.

Summary information on possible countries and associated surveys is presented in Table 2, for core as well as non-core countries. A tentative time schedule for these activities is presented in Table 3.

SECTION THREE

CORE COUNTRIES: SOME PRELIMINARY POSSIBILITIES

As of this writing (July 1990), the authors cannot say with full certainty that any given country will be a core country. In each case, there are outstanding issues remaining to be discussed and negotiated. However, four countries seem to have good prospects of becoming GEMINI core countries. These countries are Kenya, Malawi, Jamaica, and the Dominican Republic. For each of these, we outline the current situation as we understand it with regard to the institutional base for our work in the country, the personnel required, and the timing and duration of GEMINI's work in the country. All of this information is tentative, subject to substantial modification at every level (including even the selection of these as core countries).

Kenya

The institutional base in this country is well defined and potentially strong. The World Education Rural Enterprise Project (WEREP) is affiliated with World Education, a member of the GEMINI consortium. Originally started as a USAID-funded umbrella project whose primary function was the channeling of funds to a number of national nongovernmental organizations (NGOs) and private voluntary organizations (PVOs), this organization has developed a competent and effective national staff and is well placed to provide timely inputs to government as well as to a large number of organizations providing assistance to microenterprises. The organization's recent decision to become active participants rather than simply intermediaries in this process means that they will be directly involved in credit for small producers, through their proposed Juhudi Credit Project.

GEMINI's ARP 1 research activities in Kenya will be built around this credit project. The research activities will be designed to provide a rich understanding of the context in which the project operates, making it possible to both target the assistance and monitor its impact.

All four types of surveys will be undertaken. In the fall of 1990, a one-shot census survey will be conducted in the target area of the project, providing baseline data concerning the structure of enterprises in that location. This will be followed by studies of 2-3 subsectors that are particularly significant in the project area. These surveys will provide the basis for bore hole studies exploring the history and evolution of selected enterprises in these subsectors. The subsector studies as well as the bore hole studies will be organized in such a way as to explore the gender dimensions of microenterprise change. If resources are available, this work can be supplemented by bore hole studies of individuals, exploring their past in terms of the evolution of their involvement in diverse activities. The longitudinal monitoring of developments at a firm and individual level will be done in the context of the ongoing monitoring of the credit project. Aside from these longitudinal monitoring activities, the field surveys for the research work in Kenya should all be completed approximately 12-15 months after their start.

In terms of personnel, the central core must be the staff of WEREP. Since their staff is heavily occupied, the active participation of this staff will require that they be able to hire at least one additional person to work on this set of activities. That newly hired person will presumably participate in this survey work and analysis to some extent; he or she will also be expected to help the current Research

Director (Aleke-Dondo) with some of his current responsibilities, permitting him to play a more active role in the research.

The second key person in this set of activities is the GEMINI Research Associate, Joan Parker. Parker is currently in Lesotho, working with Yacob Fisseha in the design and implementation of the stratified census-type survey there. Based on her experience in Lesotho, she should be in a position to play a key role in the similar survey in Nairobi. With regard to the subsector work, it is hoped that it will be possible to send one or two of the WEREP staff to another country in Africa (Lesotho or Malawi) to participate in and learn the approach there, enabling them — along with Parker and perhaps some involvement from the GEMINI core staff — to undertake the surveys in Kenya. The bore hole studies would be done by Parker herself, while the longitudinal survey would be the responsibility of WEREP, perhaps with some assistance from GEMINI.

In sum this activity would require:

- One new REP staff member (or two people, each working half time) over 12 months, followed by part-time work on the longitudinal follow-up survey and analysis;
- Parker, for 12-15 months in the field, followed by time back in East Lansing for analysis and write-up of results;
- Survey staff, particularly for the sample survey (plus associated survey costs);
- Training time for one or two WEREP staff in subsector methodology (this could overlap with the first item above); and
- Backstopping from the GEMINI core staff.

Malawi

The institutional base in Malawi is less fully developed than that in Kenya, but shows signs of moving towards a good outcome. The READI (Rural Enterprise and Agribusiness Development Institutions) project expired at the end of December 1990. The USAID Mission has indicated that it intends to continue support of the sector, although some changes in institutional structure are called for. There is reason to believe that the modified institutional structure will provide an appropriate home for the types of studies under discussion here. The restructured READI will likely have good working relationships with at least three Malawian assistance organizations (DEMATT, MUSCCO, and INDEFUND). GEMINI should seek closer working relationships with several others (SEDOM, MEDI, the Malawi Mudzi Fund, and so on).

All four of the types of surveys discussed above will probably be undertaken in Malawi. The Mission has expressed an interest in moving forward with a one-shot census survey, providing them with baseline information for monitoring the impact of the Malawi Enterprise Development (MED) Project. For the other types of surveys, the details will need to be elaborated in the context of the READI work program, once that organization has been restructured. The proposal currently under consideration by

the Mission for the revised READI project includes all of these types of surveys, with the suggestion that these be undertaken with the involvement of the GEMINI project.

The personnel to participate in these activities have not been specified. Once again, one must start from the staff of the reformulated READI project; it will be of central importance, particularly for the longer-term contribution of the project, to ensure that there is capable staff made available to work on this set of activities. Also, it may be necessary and feasible to effect some cross-country exchanges, for example, in the subsector studies.

The most immediate personnel contribution from GEMINI is in Research Associate Michael McPherson, who is expected to move to Malawi in the fall of 1990. It is anticipated that he will spend some time this summer in Lesotho observing the census-type survey there. It will probably be necessary for Yacob Fisseha to go to Malawi for a brief visit some time in the fall, to help McPherson with the survey design and training of enumerators. Other longer-term involvement of GEMINI core staff in Malawi may be appropriate, but the nature and extent of this involvement is unclear at this time.

Jamaica

The recently prepared draft research proposal for the Jamaica Microenterprise Development Project, currently under consideration by USAID and the Government of Jamaica, suggests a series of studies that includes all of those enumerated above. The great advantage of Jamaica as a core country is that it will be possible to build on the surveys done in that country in 1978-1979, providing a rich body of information on patterns of change at all levels.

The institutional base for work in Jamaica is still to be determined. This question is under review in the context of the design of the new Jamaica Microenterprise Development Project (JMDP). In the same vein, the timing of the work in Jamaica is unclear; while it awaits the outcome of the approval process for the new JMDP, it may get under way in 1991.

With regard to personnel, the proposal specifies that much of the work will be done by local consultants, supported by approximately eight person-months of external consultants, divided over several different tasks and specializations. In such a situation, it may be appropriate to use GEMINI core funds to support a Research Associate for 12-15 months, to provide some continuity in these diverse activities and to work with the national staff in survey design, implementation, and analysis.

Dominican Republic

Although this country may be the most advanced in terms of movement towards agreement on Mission funding of GEMINI activities, it is not clear that the content of the work to be done there makes it suitable as a core country for ARP 1 research. Those involved in the ADEMI project have expressed an interest in making use of a subsector approach, suggesting the need for such studies there. That project also provides a good base for longitudinal or prospective studies, following the developments in client firms. The rich body of data there on past patterns of change among beneficiaries could usefully be supplemented by both bore hole surveys and a baseline census survey. While there seems to be

considerable interest in these types of studies, it has not yet been decided whether all of these types of surveys will be undertaken there. In this case, then, the classification of the country as a core country is particularly tentative. In view of the uncertainty as to the work to be undertaken in the Dominican Republic, the survey work there might not get under way until 1992.

SECTION FOUR NON-CORE COUNTRIES

The studies to be conducted in non-core countries will parallel many of those undertaken in the core countries. The choice of countries and studies must, of necessity, be strongly influenced by the desires of the USAID Missions and host country governments as well as the capabilities and interests of local scholars. It is also important, however, that some care be exercised to ensure that countries selected also reflect a wide range of underlying socioeconomic conditions.

What kinds of variations in socioeconomic conditions might be important in the selection of countries for studies of microenterprise dynamics? Paramount among them are diversity in levels of per capita income, rates of economic growth, size of population, natural resource endowment, policy environment, region, and sociocultural backgrounds. The core countries identified above reflect a rich degree of diversity, including:

- Reasonable differences in levels of per capita income (two middle income countries — Jamaica and Dominican Republic, and two low income countries — Malawi and Kenya);
- Annual increases in per capita income during the 1980s (Jamaica at 0.4 per cent; Kenya at 3.8 per cent);
- Natural resource endowments (Jamaica well endowed, Malawi not well endowed); and
- Policy environments (Malawi, Kenya with low distortions; Jamaica with moderate to high distortions).

Nevertheless, the regional and sociocultural diversity is somewhat limited, particularly the lack of countries from Asia and French-speaking Africa. This factor should be kept in mind in the selection of non-core countries.

The full array of non-core countries has not yet been determined. Several countries, however, have already been selected and studies there have either been completed or are under way. Included in this category are Niger, Lesotho, and Tanzania. In four other countries — Mali, Thailand, Egypt, and South Africa — discussions concerning possible studies have begun, but no final decisions have yet been made. In reviewing this list of countries, it would seem that Asia and Latin America are underrepresented. Consequently, an additional country from each of these regions might usefully be considered; Indonesia and Honduras are potentially attractive candidates. If they are included, one would

then end up with four countries in English-speaking Africa, three in French-speaking Africa, one in the Near East, two in Asia, and three in Latin America and the Caribbean.

A brief description of the possible studies to be conducted in each of these countries follows. In some instances, the type of study proposed must be considered tentative.

Niger

Two studies in Niger have been completed. A one-shot census survey of micro- and small-scale enterprises (MSEs) was conducted in the Dosso and Maradi Departments during the fall of 1989. Building on the findings of this survey, subsector studies were subsequently carried out of mats, leather, transportation, and metal products. The results of the surveys and studies were reported in GEMINI's Working Paper No. 3, "Prospects for Enhancing the Performance of Micro and Small Scale Nonfarm Enterprises in Niger" (Mead et al., 1990).

Lesotho

Two studies will also be undertaken in this country. In August 1990, a one-shot census survey of MSEs was carried out for the entire country, under the direction of Yacob Fisseha. A unique feature of this activity is the training taking place not just for the host country researchers, but also for Joan Parker and Michael McPherson, both of whom will direct similar surveys in Kenya and Malawi. It is also envisaged that three subsector studies will subsequently be conducted by members of the GEMINI team over a three-week period during the fall of 1990.

Tanzania

The study in Tanzania is focused on the growth of MSEs in the towns of Morogoro and Moshi. A bore hole survey was conducted early in 1990 by Isaac Minde and results are being analyzed. Insights will be provided on graduation rates, growth spurts, constraints (including policy) to growth, as well as growth rates by age and size of firms.

Mali

Discussions about possible activities to be undertaken in Mali are still at an early stage. It is proposed, however, that two types of studies be conducted in that country. The first would be a one-shot census survey of MSEs, possibly with a rural focus, that might be launched early in 1991. Approximately six weeks of a GEMINI researcher might be required. The second type of activity proposed would be two or three subsector studies. Leather along with other agriculturally related subsectors are potential candidates. Three GEMINI researchers for a period of approximately three weeks each would be needed for this activity.

Thailand

Discussions concerning activities in this country are also at a preliminary stage. Among the options being considered are a repeat one-shot census of MSEs in the northeast region and a repeat subsector survey of wood products. One of the great advantages of Thailand as a country choice is that Michigan State University (MSU) in collaboration with Kasetsart University conducted similar surveys during the period 1979-1981. Some of the same local scholars who conducted these earlier studies, along with information from these studies, can be used in the proposed surveys. This activity might commence in 1991.

Egypt

The activity proposed for Egypt is a repeat study of the garment subsector in that country. It is envisaged that Stephen Davies, who conducted a subsector study of the Egyptian garment industry in 1982, would return to that country for one month in 1992 to ascertain how that subsector has evolved over a period of one decade.

South Africa

The proposed activity in South Africa is a one-shot census enumeration of MSEs in several South African townships, to be conducted in 1991. The survey itself would be co-coordinated by the Get Ahead Foundation, but they or the group conducting the survey may need one or two months of technical assistance from a GEMINI researcher.

Indonesia

This country would seem to be an ideal candidate from Asia for dynamic studies of MSEs. An institutional base and database exist, stemming from Development Alternatives, Inc. and MSU's participation in the Central Java Enterprise Development Projects (CJEDP) during the period from 1983 until 1985; this could serve as the foundation upon which to build several dynamic studies. In particular, several repeat subsector studies could be conducted in that area, particularly in shrimp, garments, and furniture subsectors. In addition, bore hole analyses could be undertaken of firms in subsectors that were not covered by the original CJEDP project. Such studies would require four or five months of GEMINI researchers' time, possibly in 1992 or 1993.

Honduras

Honduras is an ideal candidate from Latin America for launching dynamic studies. A rich micro-firm database already exists from the comprehensive rural enterprise surveys that MSU conducted in 1980. In addition, ACCION, CARE, and other agencies have active microenterprise activities under way in that country. Three types of studies might be undertaken. The first would be a one-shot census resurvey in the areas where the earlier surveys were conducted. In addition, bore hole surveys could be

conducted in selected areas not included in the original surveys. Finally, two or three subsector studies might be launched in these areas, building on the results from the earlier work. It is envisaged that five or six months of a GEMINI researcher's time would be required, possibly in 1993 or 1994.

SECTION FIVE OTHER ACTIVITIES

The preceding discussion focuses on the field research activities of the project. This section examines two other categories of activities: cross-country research and dissemination.

Cross-Country Research

Surveys and analyses done in individual countries are very important for the needs of that particular country, but the analysis of research issues in microenterprise development must reach beyond individual countries to look at patterns of change in a more comprehensive way. This search for generalizations is relevant at each of the four levels of analysis presented above.

It is important to recall that resources are required to undertake these cross-country analyses. Much of this work will be done in the United States. However, it would be highly desirable to involve participants from national research institutions in these activities. Since USAID Missions may not be willing to fund this type of participation, it would probably have to be supported from GEMINI core funds.

One important set of cross-country research activities, reaching beyond the domain of ARP 1, concerns the subsector work of the project. In order to take the next major step forward in the subsector approach to microenterprise analysis and promotion, three major initiatives are planned:

- A major conference, summarizing approaches used and lessons learned to date and needed areas of future development in the area, is planned for November, 1990.
- In field work, a concentrated initiative is needed, involving several subsector studies of several weeks each. Each of these would be under the leadership of someone experienced in the field. Each would also have several other people working with him or her: some from the country itself, some from other places in the Third World, some from other assistance organizations. Since even the "experts" in the field have much to learn from each other as well as from further experience in doing these studies, regular exchanges would be planned during the course of the field work to discuss approaches and findings. Some time will be needed to lay the groundwork for this activity before going to the field, and a week or so at the end, probably back in the States, for many of the participants, to summarize what has been learned. One or two of the participants will have the task of developing training materials based on what is learned from the exercise that can be used elsewhere.

The goals of this undertaking are four:

- A significant step up in our own understanding of the approach, of what can be learned from such studies, and so forth;
- Training of a substantially larger number of people in the use of the approach.
- Developing training materials which can be used elsewhere.
- Learning a lot about one country in a way that will serve the assistance agencies, the government, and the USAID Mission and others in the donor community of that country.

This activity should take place as early as possible in FY 1991.

- The second special study called for in the GEMINI contract may focus on subsector analysis. Building on the two initiatives discussed above and making use of both core staff and an outside consultant, this study will make a first attempt at cross-country analysis of the studies completed to that date. It is planned for the second or third year of the project.

Other cross-country research will also be a continuing activity throughout the life of the project. This will provide an important input into the midterm overview paper, to be prepared in year 3 of the project, and the final overview paper, in the last year of the project.

Of the special studies called for in this component of the project's activities, the first, on the gender issue in microenterprise development, has already been completed. As indicated above, the second, to be prepared in the second or third year of the project, may explore issues of growth and dynamics in a subsector context. The third special study, to be completed in the third or fourth year of the project, will examine issues of firm dynamics, reporting on findings to date under that heading. The final special study, to be completed in the final year of the project, may be on the impact of regulations on microenterprise development.

Dissemination

All of the field research outlined in this paper will be undertaken in institutions that are in close and direct cooperation with organizations engaged in providing assistance to microenterprises. The most important and immediate exchange of information and dissemination of results within the country will take place as a by-product of these direct linkages.

Efforts will be made through formal and informal mechanisms to share the approaches proposed as well as results obtained with other interested groups within the country: other assistance organizations, the national government, and the donor community. Sometimes this can be done through existing national coordinating committees; in other cases, it can best be arranged through regular but informal meetings where participants exchange plans and experiences.

The dissemination of research findings in ways that reach beyond the borders of the country in which the research is done presents a more serious challenge. An important part of this process is the one alluded to above, of having individuals from several countries participate in the cross-country research. A second component is through regular publications, distributed widely through the GEMINI network.

Beyond this, the core of the answer lies in conferences at which the results are presented and discussed. Three such conferences are planned: one near the end of the second year of the project, at which the findings of the studies in Southern and Eastern Africa are presented; the second at the end of year 3 of the project, presenting interim findings; and the third at the conclusion of the project. The first conference will probably take place at a suitable location in southern Africa (perhaps in Zimbabwe). It may be appropriate for the third conference to be repeated in various overseas locations, making it possible to reach a wider audience. The final overview paper and conference will provide a comprehensive summary of lessons learned through the project concerning the growth and development of microenterprises.

Table 1
GRID OF STUDIES AND SURVEYS

Surveys

Studies	One-shot census: resurvey + tracer	One-shot census: new	Bore- hole	Dynamic Subsector	Longitu- dinal
Entrepreneur			xx		xx
Firm Births	xx	x			xx
Firm Disappearance	xx	x			xx
Firm Growth	xx	x	xx		xx
Transformations and Spurts			xx		x
Subsector			x	xx	x
Intersectoral Linkages					
Macro	xx	x			

Table 2

GRID OF COUNTRIES AND SURVEYS

Surveys

Countries	One-shot census: resurvey + tracer	One-shot census: new	Bore-hole	Dynamic Subsector	Longitudinal
Kenya		x	x	x	x
Malawi		x	x	x	x
Jamaica	x		x	x	x
Dominican Republic		x	x	x	x
Niger		x		x	
Lesotho		x		x	
Tanzania			x		
Mali		x		x	
Thailand	x			x	
Egypt				x	
South Africa		x			
Indonesia			x	x	
Honduras	x		x	x	

Table 3
LIFE-OF-PROJECT IMPLEMENTATION PLAN

Year

Country	Year 1	Year 2	Year 3	Year 4	Year 5
Kenya				x	
Malawi				x	
Jamaica				x	
Dominican Republic					x
Niger	x				
Lesotho		x			
Tanzania	x				
Mali		x			
Thailand			x		
Egypt			x		
South Africa		x			
Indonesia				x	
Honduras					x

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