

**THE INFORMAL BUSINESS SECTOR; A SURVIVAL STRATEGY  
FOR FEMALE URBAN DWELLERS IN GABORONE, BOTSWANA.**

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**BY**

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**JUNE 2012**

**APPROVAL PAGE**

This supervised research essay has been and is approved as meeting the required standards of scholarship for partial fulfilment of the requirements for the degree of Masters of Education.

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## **STATEMENT OF ORIGINALITY**

The author at the University of Botswana between January and June 2012 compiled the work contained in this supervised Research Essay. It is the original work except where due reference is made and neither has been nor will be submitted for the award for any other University.

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**Author's signature**

**Date**

## **DEDICATION**

**This work is dedicated to my beloved little sister Kelly with the hope that it will instil in her a desire to realize her potential.**

**To my children;Anthea, Anthony and Leslie and their cousins,Mpho, Abi, Ofi, Tumi, Joy, Retha and Katleho with the hope that they will strive to acquire education as the most invaluable heritage and key to a better future.**

**To my loving husband Victor Batsalelwang whose love, encouragement and support saw me through my studies at the University of Botswana.**

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## **Abstract**

This study has sought to find out why women are dominant in the informal sector and to establish the kind of support they get. The study is meant to suggest a paradigm shift in the formulation of strategies meant to alleviate poverty. The study established that generally women engage in the informal income generating activities with no other choice for livelihoods given their traditional role of caring and child rearing. In addition the study established that due to one size fits all kind of support systems, women in the informal business sector experience tripartite inequalities and remain marginalized.

The study has used the structure and agency theory, to shed light on how women show their agency in the informal business sector despite their marginalization. Although, they are conscious of the structures in place that limit women to penetrate the formal sector(which is male dominated), the informal business sector women show resilience in the informal business sector by enduring the barriers and persisting in business in order to provide for their families. While some of these women manage to provide for livelihoods only, others are already successful and advancing into entrepreneurship. To other women, the informal business sector is used as a platform to be autonomous and to break-away from male dominance.

Given that statistics show that women are in the largest population of the unemployed, poor, and the informal business sector; the study therefore

**suggest that the sector be looked at as comprising of heterogeneous needs and as such inclusive plans be in place to cater for all the operators. Furthermore, women in the informal business sector should not only be looked as necessity entrepreneurs but as potential business women who deserve assistance.**

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## CHAPTER 1

### 1.0 Introduction

Since the 1980's, World leaders have come up with a series of different development paradigms aimed at rapid economic growth. Through these paradigms of development, it was assumed that the riches will trickle down to the poor, later closing the gap between the North and the South block. Contrary to the goals of these paradigms, disparities between the Global South (GS) and the Global North (GN) have escalated; the gap between the two blocks has widened leading to many in the GS to live in abject poverty. Synder, (2000) argues that there is need for the governing bodies to appreciate that their capitalist paradigms of development have failed, leaving the masses in deep poverty, and as such new models of development which are unique with a bottom-up approach should be sought and put in place.

As leaders engage in a frantic search for new development strategies, the masses also decided to find ways to cushion their poverty situation which is why Africa's large population is reported to be finding their livelihoods in varied income generating activities in the informal sector (Ninsin, 1991). Literature shows that the informal sector if harnessed and supported can boost economies and create employment for many (Portes, Castells & Benton, 1989). Botswana government has recently recognised the informal business sector as a potential avenue for job creation and a tool for poverty alleviation. Literature has also revealed that despite the fact that more than half of the world's poor populations in the poorest categories are women, their initiatives to extract themselves from hunger are still ignored (Dankelman, 2003).

This chapter outlines the research problem of the study. Firstly the background of the study is given, followed by the theoretical framework and the purpose of the study. Subsequently, the

statement of the problem, definition of terms, limitations and the delimitations of the study are outlined.

### **1.1 Background to the Study**

According to Leys (1996) and Preston (1996) in the 1950s and 1960s, it was assumed that with the right mix of economic policies and resources poor traditional economies could be transformed into dynamic modern economies. By the 1960s, however, the optimism about the prospects for the economic growth in developing countries began to give way to concerns about persistent wide spread unemployment (Menyah, 2009). Reflecting this concern, the ILO mounted a series of large multi-disciplinary missions to various developing countries. In the 1970s Hart in the ILO Ghana mission, coined the word “informal sector” referring to small scale and unregistered economic activities in urban Ghana. According to the ILO (1972) it was realized that the informal sector was not only persistent but was expanding to include profitable and efficient enterprises. However, some observers thought of the informal sector as a marginal or peripheral mode linking it to the capitalist development (Tokman, 1992) while others argued that it would disappear once Kenya and Ghana achieved sufficient levels of economic growth or modern industrial development.

The Informal sector has nevertheless flourished. According to Schneider (2000); Johnson, Kaufman and Shleifer (1997); Synder (2000); Mudzvidzwa (2005) the informal sector is a worldwide phenomenon employing about 500 million people of which the majority are women. The afore-mentioned studies also reveal that the informal sector exists in the Global North (developed countries) as well as in the Global South (developing countries) to serve different purposes in different regions. While in the GN many engage in the informal sector by choice for varied reasons such as the desire for self-employment, to escape heavy

regulations of the formal sector, in the GS it has become a popular livelihood strategy for many especially in Sub-Saharan Africa since the past two decades (ILO, 1998).

In New York, Portes et al (1989) advance that the existence of the informal business sector is evidenced by sweat-shops while Schneider (2000) , observe that in the former Soviet Union and Central Eastern Europe, the informal sector is not merely a clandestine and sidewalk activity but rather, many transactions of this sector are conducted within large state and privately owned firms. This is contrary to the Latin Americas where the informal sector comprises the self-employed and thrives on the individual struggles which tend to make it less integrated in the region. Furthermore, Portes et al (1989) state that the informal sector increased in the industrialized countries during the economic recession and re-organization of the 1970s and 1980s and continues to exist today internationally.

According to Synder (2000), the informal sector which constitutes women in majority is reported to be the fastest growing job creation sector in Africa, accounting to about 40% of Africa's Gross Domestic Product (GDP). Statistics show that the informal sector constitutes about 78% of the non-agricultural employment, 61% of urban employment and 93% of the newly created jobs are in the informal economy/sector (Chen, 2004). Within the Southern African region the informal economy is reported to have risen and the economy continues to grow as employment opportunities dwindle in the formal sector in the past two decades (Richardson, Howarth, & Finnegan, 2004).

Similarly in Botswana the studies show that the informal sector exists along the formal sector and it has recently been recognized as having a potential to serve as a job avenue to many who could not be absorbed by the formal sector as unemployment rates escalate (Acquah & Mosimanegape, 2007) and Narayana, Sekwati & Kaino,(2002).

### *1.1.1 Development of the Informal Sector in Botswana*

Schimidt (1992) observes that migration of African women (mostly of independent means) to urban centres dates back to before the beginning of the twentieth century. These women were mostly prostitutes and informal business operators. According to Schimidt, the 1930s witnessed a specific form of migration as women made a deliberate attempt to break away from the bonds of rural patriarchal authorities. He argues that women saw prospects in earning independent income, whether as prostitutes, domestic service workers or informal business workers. The main reason was because women were excluded from formal work.

Traditionally, dating back to the protectorate era (before independence), formal employment was a preserve for men in Botswana and other developing countries. The situation continued after independence, very few women were in the formal sector in the 1970s. In most of the African countries, Botswana included, women were traditionally considered appendages of men, basically they came to the cities to take care and support the working husbands. In Zimbabwe for example, Chitsike (2000) in Mudzvidzwa (2005) has observed that cultural interpretations of women's entrepreneurship suggest that making large sums of money was a dirty pursuit for women. In this context, women's low social status can be perceived as a consequence of culturally defined exclusion from economic participation.

Prior to the emergence of diamonds and other mining industry, the Botswana economic structure was dominated by agriculture particularly cattle rearing. The structure of the economy has since changed, with dependence on diamond mining. This has seen an increase in rural urban migration, where most of the job seeking youth migrate to urban areas with hope for better life. Due to rapid rural-urban migration in Botswana, pressure on urban services and facilities has become a serious problem especially in Gaborone and job opportunities have become too few for large numbers of urban dwellers (African Development Bank (AFDB), 2009). As a result, in need of cash income for livelihoods,

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many urban dwellers found informal generating activities of all kinds as the answer to their need. According to the informal sector survey done in 2000, 22 000 people were counted to be in the informal sector in Botswana and 55% of them were women. In 2006, the Botswana Central Statistics office recorded 77 400 working in the informal sector of which 51% were self- employed, 22% were paid employees and 16% were unpaid family workers. Women made 61% of the total informal sector labour force and 60% were self -employed (CSO 2008a).

Furthermore, statistics show that women made 63% of all unemployed bringing the total urban unemployment to 20% (CSO 2008b). When broadly defined, unemployment of girls aged between 15-29 years, in urban areas was 48% and 31% narrowly defined as compared to males at 40% and 24% respectively. Statistics also reported that generally unemployment was high among those with low levels of education than those with skills such as administrative, managerial and professional. Those with junior certificate as the highest educational level achieved were over-represented. About 85% of urban unemployed lacked skills and special training of which 88% were females (calculations based on 2008b report).

Due to its long record of sound micro economic management and good governance, the country has earned itself a class of a Middle Income Country (MIC) (AFBD, 2009). However, Botswana faces challenges of translating its impressive success into poverty and inequality reduction. Its unemployment rate of about 20% is contrary to its MIC status, an opinion held by the World Bank. Another observation is that unemployment in Botswana is in part due to the fact that, although the country's economy is largely dependent on diamond mining and exporting, the mining industry only account for not more than 5% of the country's workforce. Moreover, the distribution of wealth is unequal and gendered (AFBD, 2009). Despite its strong and sustainable economic growth mainly because of the diamond mining, only a few enjoy the cash benefits of the mining resources. Based on the 1996

Central Statistics Office report about 40% of the poorest population receive only 12% of the total income, the middle 40% had 29% and the richest 20% had 59%. The distribution of productive assets is also skewed in favour of the better off. This is an important factor in causing and perpetuating poverty. The 2009-2013 Country strategy paper show that poverty is at 21% and unemployment among the job seeking youth is at 18% which is relatively high for a Middle Income Country (AFBD, 2009).

In view of limitations resulting from heavy reliance on diamonds as an economic engine, the government has embarked on strategies to diversify the economy as well as job creation. The informal sector has since attracted attention as a possibility for creation of jobs and poverty alleviation hence the marathon the government has engaged on in support for the informal business sector. In 2006 Local Enterprise Authority (LEA) was set up to spear-head the development and growth of small medium and micro enterprises with hope for income and job creation (BIDPA, 2011). Despite this commendable move by the government, strategies and programmes that are put in place continue to be gender insensitive. The sustainability of those who fend for livelihoods (mainly women given their dominance in the sector due to feminization of poverty) sustenance and economic growth through informal income generating activities remains questionable if not supported.

### *1.1.2 Gender and the informal sector*

Empirical evidence shows that both male and female are found in the informal sector globally. The informal employment is generally a large source of women employment than for men in the developing countries (Chen & Carr, 2002). Men and women tend to be involved in different activities or types of employment even within the same trades for example, in many countries male entrepreneurs tend to have large scale operations and they



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deal with non-food items while female entrepreneurs tend to have smaller scale operations and deal mostly with food items (Sethuraman, 1998; Chen, 2004).

Edgcomb & Armington (2002) argues that women are more likely to work in the informal sector than men as a result of their household responsibility particularly their child care responsibility. Some scholars who take a more positive view of the informal business sector argue that, it is more suited for allowing women to combine household work with paid work since most informal income generating activities can be undertaken from the home (Dignard and Havet, 1995). Moreover, the authors argue that, since the informal sector is compatible with household work, public policy should help women by improving opportunities in the informal business sector.

According Edgcomb & Armington (2002) women's traditional role of caring has a potential to affect their decisions to participate in the labour market. They assert that the presence of toddlers and infants decreases the likelihood that a woman will participate in the formal sector and increases the odds that women will participate in the informal sector employment, whereas men always find the freedom to participate where they wish as long as granted.

Other scholars have voiced concerns about women being marginalized in this sector (Sethuraman, 1998) adding that within the informal sector the position of women and men is distinctive to the disadvantage of women. Mudzvidzwa,(2005) is also of the same opinion that the informal business sector though contributing to women's livelihoods, can also breeds multiple inequalities. While the argument of having a choice may be true, it is only relevant for other parts of the world especially the Global North than the Global South. Osrin (1992) and Synder,(2000) noted that the informal sector is the largest source of cash income for African urban women. The afore-mentioned authors also noted a gender –based division of labour within the informal sector. Ninety-five percent of women workers in India are in the

informal sector, in Mozambique more than 90% of women workers are in the informal sector. According to the AFD (2009); women represents 48% of the Kenya's entrepreneurship in the small and medium enterprises sector, in Benin, Chad, Kenya and Mali women's participation in the informal sector accounts for over 50% of GDP.

Generally women in Africa are concentrated in the lowest paid-jobs in the formal sector and the least profitable service jobs of the informal sector. Osirim (1992) observed that in Sub Saharan Africa women dominate the informal sector and the majority are engaged in trade, marketing, food vending, dress making, and cross border trade. Women also engage in home based industries and activities on and off the streets. However, Osirim (1992) and Synder, (2000) argue that women's micro enterprises are not only livelihood activities that are small, inefficient and unprofitable because some grow and contributed to capital accumulation.

Several reasons have been advanced for women's dominance in the informal sector. Many observers argue that women are less able than men to compete in labour capital and product markets because they have relatively low education levels and skills, they are less likely to have market know-how and to own property (Sethuraman, 1998; Chen, 2004). Other observers argue that women's reproductive role and mobility are constraint and they discourage women's education and training (Chen & Carr, 2002). The present study will attempt to find out the reasons for women's dominance in the informal business sector in Botswana. Urbanization and globalization have also been observed to be reasons for the informal sector expansion. According to Chen, many of those who migrate to cities for better job opportunities find work in the informal sector rather than the formal sector. There is also evidence that suggest that global integration and competition by big scale entrepreneurs put pressure on home based workers and street vendors forcing many to eke a living in the informal sector.

In conclusion, though the informal sector has recently gained recognition, informality, female predominance and poverty has continued to characterize it. However not much research has been done to scrutinize and unpack the relationship between informality, women and poverty.

### 1.3 Theoretical Framework

This study adopts Structure and Agency as a theoretical framework and several other theories are combined to produce a sound understanding of the social challenges facing women venturing into small businesses. Issues such as patriarchy, public/private spheres are worth consideration in this study given that the society is patriarchal and policies are formulated, articulated in policy documents, and disseminated mainly by a community of men (Mudzvidzwa, 2005).

#### 1.3.1 *Structure and Agency*

This study is about women struggling in the informal business sector. Given that the study focuses on women, there is need for a gendered analysis in order for it to be fully relevant. Feminists have argued that despite the crucial role women play in their societies, communities and families; their realities have continued to be invisible in public discourse where policies and decisions are made (Harding 1986; Stamp 1995). Potash (1989) cited in Ndunda (2001) posits that it is crucial to ask questions that portray the 'reality' of women's lives as social actors who use systems to achieve their means to reveal their resourcefulness while recognizing systemic limitations. It is against this background that this study adopts structure and agency as a theoretical framework as it embraces a feminist stand point in exploring the informal business sector as urban women's livelihood strategy. Feminist research aims at exposing the structures and conditions that contribute to the present situation. According to Jaggar (1983) a feminist stand point in simple terms, exposes the inequalities that are found in the society in terms of race, gender, age, ethnicity and class,

while it also advocates for a social change. In this study, individual women pursue a variety of informal income generating activities in order to provide for their livelihoods that in turn shape the diverse survival strategies they adopt. Long (2001) in Mudzvidzwa (2005), argues that research on informal sector and livelihoods demands that connections be made between the different social actors at societal level. Mudzvidzwa (2005) proposes that in a study on livelihoods it is imperative to adopt an analytic framework that sees social practices and livelihoods as a dialectical interplay between structure and agency in order to produce a sound understanding of social problems. Informed by Long (2001) in Mudzvidzwa (2005), this study adopts a framework that links social practice to human agency as well as structural constraints. Despite the existing restricting structures and constraints that hinder women to penetrate the formal sector, women in this study show their agency by engaging in different activities to provide for their families. It is important to document what actors do, in this case women in the informal sector in varied activities that they engage in, their daily practices, challenges and survival strategies. It is also important to consider how challenges affect women entrepreneurs' livelihoods. The study interest is in how these women participate in shaping their daily lives, by adopting the livelihood strategies they have adopted in their current situation of lack of employment in the formal sector and the need for income cash.

According to Long (2001) in Mudzvidzwa (2005), because social life is heterogeneous comprising of a diversity of social forms, there is need to focus on how differences are produced, reproduced, consolidated and transformed. In this particular study, it is assumed that policies aimed at supporting the informal sector are formulated with a gender neutral eye, producing multiple inequalities for women as well as reproducing and transforming the existing inequalities into other complexities. In this milieu of economic difficulty women do not sit back as passive recipients but they show their agency by participating in informal

**income generating activities which in turn transform into other inequalities. On the same note Potash (1989) in Ndunda (2001) posits:**

**In so far as women and men have been shown to participate differently in the economic, social, political and religious life of their societies, we cannot continue to describe institutions as if they are gender neutral when they are not. Rather an understanding of social process requires new conceptualizations that use gender as integral theme of analysis, not a marginal category. By focusing on participatory patterns and the diverse interests and strategies of women and men we obtain a more realistic picture (p.189).**

**It is against this background that this study gives voice to the women's stories about the conditions that led them to engage in the informal business sector. In an urban context where poverty may not be easily seen, women who came into urban areas with the hope of better lives are often pushed by harsh circumstances due to existing bureaucratic structures to eke their living through the informal sector. For example, due to the patriarchal nature of governing bodies which do not enforce strict measures on fathers to actively be involved in the caring role of their children, often women are burdened with responsibility of child rearing and care for other family members. Another factor is that such women in the informal sector have been found to be mostly of low levels of education and are unskilled. Structures are such that the unskilled and those with low levels of education find it difficult to find employment in the formal sector.**

**It is important to explore the complexities of this sector in relation to women given that they dominate the sector and the fact that poverty bears a woman's face. Women's agency refers to the ability of women to critically examine their situations and to adopt strategies that will address their needs. In Bozzoli (1991), agency is described as consciousness. The structure**

and agency framework basically questions whether the oppressed are aware of their oppression, the structures that oppress them, if they are that conscious of their oppression and their struggles, are the oppressed able to articulate their agency... It is important to establish and acknowledge that these women are aware of their predicament, and they struggle for their identities. Bozzoli (1991) contends that:

... structures at the macro level influence us, it is important for us to understand these structures and the agency we wage against these structures for example the banks and other governing structures (p.1)

Since societies are patriarchal, the dominant group which is at policy formulation level is made up by a community of males as such it is the interest of the male that is served and viewed as the norm hence the continued lack of recognition of women's income generating activities. Thus, structures in place are a result of male view, e.g. in the formulation of policies and programs women find themselves marginalized, and in most cases, gender blind policies are common yet are detrimental to women's well-being. An observation made by Bozzoli,(1991) is that although the oppressed may be able to articulate refined ideologies their status make it impossible sometimes to change the situation, but the facts of alienation and oppression have meant that ordinary person has infrequently been drawn into a vision of herself as capable of exerting power beyond a certain limited sphere. Bozzoli, (1991:2) further argues that consciousness has been formed within, and against structures, rather than above and around them."

Stamp (1995) argues that a text on African women's agency must ask new questions, ones that aim to elicit what women are doing as active agents of resistance and change in the maelstrom of contemporary African affairs. Ahlberg-Maina (1991); Potash (1989) in Ndunda (2001) both concur with Stamp (1995) that African women should not be viewed as passive

in their struggles as it has been in the contemporary literature rather, they should be viewed as “ social actors who formulate strategies aimed at influencing or shaping the social system.

In this study, structure and agency is linked with the concept of livelihood. According to Long (2001) cited in Mudzvidzwa (2005), livelihood refers to practices that individuals and groups strive to make a living, meet their consumption necessities and cope with uncertainties. The approach is based on the belief that people require a range of assets to achieve positive livelihood outcomes. In this study the structure and agency framework attempts to acquire a clear and realistic understanding of people’s strengths (assets or capital endowments) and how they try to convert these into positive livelihood outcomes. The women’s agency is emphasized through the risks they endure as they operate their unregistered and unregulated businesses.

In this approach, the urban female dwellers are not looked at as passive group at the mercy of the powers of wider social processes but as active agents, responding to social and economic change as they can, no matter how constraining their circumstances might be (Mulugeta, 2008). Despite the crucial role played by these women in their society their realities have continued to be invisible in public discourses covering all aspects of development in the society specifically their informal income generating activities. The realities of women in the informal business sector are shaped by the complex interactions of the social, economic, political and cultural and historical contexts of the society. An observation by Pheko (2005), often the formulation of economic and trade policies are made in isolation of the social policy yet they are intertwined, this is linked to formulation of gender neutral policies.

The state of women as belonging to the domestic, unpaid and unrecognized job is linked to the patriarchal nature of the society. It is therefore imperative to briefly discuss the women’s position in development as theorized by other feminist strands. The discussion below

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provides some analysis of the situation of women as theorized by two strands of feminism; **Radical feminism and Marxist Social feminism.**

### **1.3.2 *Radical feminist theory***

Feminist theories slightly differ in locating the origins of inequalities between men and women; however radical feminist theorists trace it to the historical events of industrialization which dates back to the 1780-1841. Radical feminist theories observe that gender issues are tied to patriarchal hegemony of which ultimately suppresses women in both public and private sphere (Haralamboos & Holborn 2007).

According to Firestone and Brown (1970) in Haralamboos & Holborn (2007), society must be changed at its core to dissolve patriarchy. In addition, the radical feminists contend that the oppression of women spans the world and therefore women and men should be freed from rigid roles that society has imposed upon them. Haralamboos & Holborn (2007) further state, "Women are exploited when they undertake free labour for men by carrying out childcare and housework, and because they are denied access to positions of power" (p.592). Radical feminists describe the society as patriarchal, ruled and dominated by males. Their perspective is that men are the ruling class while women are in the subject class. Due to the position men hold in the society (control and decision making) they determine the jobs suitable for men and those suitable for women. Radical feminists explain that family is the key institution that provides the breeding ground for women's oppression in society, therefore only radical change can offer the possibility of their liberation from male oppression (Lindsey, 2005). This study argues that due to the position ascribed to women by the society, their risen entrepreneurial spirit which is reflected by their resilience is regarded as their traditional responsibility of concerns for livelihoods; hence the common trend of lack of statistical reference for women's informal income generating activities. Hoogenson and



Solheim (2006) contend that it is due to patriarchal ideology that the leadership and business positions are considered male world. This they claim is evidenced by traditional words such as businessmen, chairman etc, since words like businesswomen are newly coined words.

### 1.3.3 *Marxist and Socialist Feminism*

According to Marxist and Socialist feminists, capitalism is the principal source of women's oppression. According to Lindsey (2005), these feminists state that patriarchy has a materialistic, economic and historical base as capitalism is founded on division of labour; division between labour in the public work place and labour in the family.

Furthermore men are placed in the primary labour market where there are fairly well paying jobs, job security, favourable working conditions and promotion opportunities. There are also opportunities for professional, managerial and highly skilled manual workers. Women, on the other hand, are under secondary labour conditions where there are lowly paid jobs, less job security, inferior working conditions and fewer opportunities for promotions. In the secondary labour sector the personnel is predominantly unskilled or semi -skilled (Haralamboos & Holborn, 2007). Marxist feminists have called for the establishment of a communist society which emphasizes working to eliminate or at least minimize the consequences of social class stratification by extending the benefits of the welfare state of all women (Mitchel & Oakely, 1986 in Haralamboos and Holborn, 2007). On the other hand Socialist feminists assert that education and employment are the two major ingredients that will empower women to economic independence, thus eliminating their dependence on men. Literature (Sethuraman, 1998; Synder, 2000 and Chen, 2004) show that the informal sector is characterized with women of low levels of education, lack of skills which is why they cluster on businesses which are of indigenous nature such as preparing and selling food, and domestic work. This study would like to find out if this is the case in Botswana. Although

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the informal sector is a form of livelihood strategy to women, it breeds multiple inequalities due to its characteristics of low paying, intensive labour, lack of social security hence the relevance of Marxist and socialist feminism.

Having discussed some of the analysis of women's marginal position in development as theorized by feminist strands, this study will be grounded on a combination of theoretical framework as informing to the study as discussed below.

### ***1.3.4 Private and Public Sphere Dichotomy.***

According to McDowell and Pringle (1992) this distinction between the private and the public spheres, which were developed with the industrial capitalism in Western societies ended up with women's exclusion from the "rights" of citizenship and therefore constructed them as less than full individuals. She explained that women were perceived to be irrational and lacking in reasoning. They have thus been confined to their special responsibilities; cooking, child rearing. Consequently, the intuitive and caring roles assigned women were the basis on which women were excluded from formal work and politics. The assumption was that a woman's place was in the home. Mc Dowell and Pringle further state that the whole idea was that men would govern the society and women within it. Several authors observe that the private sphere restrict women and has led to the universal exploration of women subordination.

Haralamboos and Holborn (2007), observe that the private and public sphere dichotomy explains the position of women and men in all realms of society today, revealing their subordinate position which disadvantages women at all levels (including trade) in society.

Feminists critique the existing liberal political and economic theory that separates the public and private and that makes distinctions between the public "economic world of market" and

the private “non-economic” sphere of the home. Furthermore, Jaggar (1983) attests that the private/public distinction is value laden and has been used to rationalize the exploitation of women. In addition women’s labour is crucial in enhancing social, economic and political development of any state in the public sphere (Ndunda, 2001).

Other critiques question the universality of such a dichotomy, arguing that Western notions cannot be used on African contexts because women in Africa though may be not heard in the private sphere but they participate in different activities in their communities just like men. Moreover, she argues that women’s voices are silenced due to the privileged position of men gained through contemporary socio-economic processes.

This analytic framework is relevant in this study in that the public sector which is associated with men include activities and institutions such as politics and economy. Generally trade or entrepreneurship has been considered a male-world hence the gender neutral policies that govern trade regulations as well as the formal sector which is male dominated. Literature show that policies that govern the formal sector and formal sector entrepreneurship are dominated with public activities which are hierarchical in structures that construct women as inferior and dependent on men pushing them to inferior position in the society (Hoogensen and Solheim, 2006).

#### 1.4 Statement of the problem

Given the feminization of poverty globally and the huge responsibility of caring that women have in Botswana, recently an increasing number of women have been migrating to urban areas with the hope of getting employment and the need for cash income for livelihoods provisions. Due to the harsh realities of urban life, the women resort to informal income generating activities. According to (Ntseane, 2004), about 75% of women who migrate to

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urban areas end up engaging in the informal business sector for livelihoods purposes, because they fail to get employment in the formal employment sector.

Although the government of Botswana claims to support the informal business sector as potential job creation avenue and poverty alleviation, it appears there is very little data on the kind of support that female informal entrepreneurs operating along the streets are getting. On the basis of the above, it is crucial that the informal business sector be explored further in account of its gender dynamics so as to come up with gender specific policies and programmes which could help improve lives as well as reduce poverty.

### **1.5 Purpose of the Study**

The purpose of this study was to find out why the informal business sector is dominated by women and establish the kind of support these women get from government or any other source.

#### **1.5.1 Objectives**

The study addresses the following specific objectives:

- 1. Find out why the informal business sector is dominated by women**
- 2. Establish the kind of support these women get from government or any other organization.**

#### **1.5.2 Research questions**

- 1. Why do women dominate the informal business sector?**
- 2 What kind of support do women in the informal business sector get from government and other organizations?**

### **1.6 Significance of the study**

The researcher has not come across studies that investigate the reasons for the dominance of women in the informal business sector and the kind of support they get from the government and any other organizations. The study will raise advocacy for women at the lower end of business ladder in the informal business sector. The study will also add to the scanty literature on gender and the informal business sector in Botswana.

### **1.7 Limitations**

The information from the interviews was obtained from only twelve women in Gaborone. The researcher interviewed women who operate very small businesses selling items such as cigarettes, snacks and fast food (fresh chips and sausages). Therefore the findings of this study cannot be generalized to other women operating similar informal businesses.

### **1.8 Delimitations**

The study was delimited to women in small businesses activities around the University of Botswana in Gaborone. The location was chosen after an observation of what the women sell and those with no permanent structures for selling. Participation in this study is delimited to women who sell food and snacks in Gaborone.

### **1.9 Definition of terms**

The following definition is provided in order to understand its usage in this study.

Informal business sector refers to small businesses which are normally operated by owners selling items such as snacks, fast food, cell phone air tickets, cigarettes, and sometimes even farm produce. Such businesses generally are not registered with the tax office and operate without licences. Mostly this sector is operated in the open on un-gazetted areas.

### 1.10 Sequence of chapters

Chapter 1 comprises the background of the study. It highlights the theoretical framework and the main purpose of the study. The chapter also highlights the statement of the problem and the research significance.

Chapter 2 presents the literature review. It examines previous research work on gender and sustainable development and the informal income generating activities as a livelihood strategy for women in Gaborone. The chapter starts with background of the concept of sustainable development and describing the informal sector as it pertains to women. In the process, gaps in the work of other researchers are identified.

Chapter 3 outlines the research paradigm and methodology adopted for this study. The population of the study and sampling procedures along with instrument are described.

Chapter 4 presents the findings of the study and discussion thereof.

Chapter 5 outlines the summary, conclusions and recommendations based on the findings.

### 1.11 Summary

The background of this study has been presented including the theoretical framework. From the study background it is clear that although the Botswana is a middle income economy unemployment and poverty rates are persistently high. Like elsewhere in the world, women are found in the poorest categories, are the most unemployed and are predominant in the informal business sector. It has been observed that the gender division of labour of the private and public dichotomy which traditionally ascribe child rearing and caring roles to women perpetuates the women's marginalization. The women's agency continues to be

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perceived as emanating from their concerns as mothers, not as economic and political agents which men are in the public sphere. Women's failure to continue with their education as a result of pregnancy acts as a barrier to them to access the formal world which is male dominated.

## CHAPTER 2

### LITERATURE REVIEW

#### 2.0 Introduction.

The purpose of this chapter is to review evidence from other studies at global, regional and local level on women and their involvement in the informal sector, the reason women dominate the informal business sector and the support they are given by government. Due to the fact that there is limited study on women and the informal sector in Botswana, this study draws from the vast literature pertaining to women and the informal sector in other countries and the related existing in Botswana. This study should be viewed as contributing to the debate on gender, informal sector and sustainable development which is limited in Botswana. The review of literature will follow after a brief synopsis of the key concepts; gender and the informal sector.

#### 2.1 Gender

According to Lindsey (2005) gender refers to “those social, cultural, and psychological traits linked to males and females through particular social contexts” (p.4). Gender is a social construct according to which the expectations and responsibilities of men and women are not always biologically determined (Synder and Taddesse, 1995). Gender determines what men and women should and should not do. Gender roles determine who does what work both in the private (domestic) and public sphere. While females are said to belong to the private sphere, men are said to belong to the public sphere. Varshney (2011), observed that because of women’s reproductive role which comprises child bearing/rearing responsibilities and domestic tasks undertaken by women, such are used for maintenance and reproduction of labour force. In addition to biological reproduction, the reproductive role of women in Africa



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for example includes; fetching water/ firewood providing for (livelihoods) material and emotional needs for extended family members. Moreover, women's traditionally ascribed responsibility is exacerbated by the HIV/AIDS pandemic and the effects of the changes in the family structure (a result of rural urban migration) in many sub-Saharan countries with Botswana included.

### **2.2 The Concept of the Informal Sector**

The concept of the informal sector is used more or less alternatively and interchangeably with informal incoming generating activities, unorganized sector, un-remunerated sector and unregistered self-employed individual. The informal sector is often referred to with various names such as 'the people's economy,' the second economy, the parallel economy or as in Kenya "jua kali," the burning sun, so named because its 'offices' 'shops' and 'workshops' are in the open air ( Synder, 2000). Machaira (1997) has described it as 'that smorgasbord of economic activities varying in size, products produced, levels of capital investment and gender where many Africans find their livelihoods' (p.4). The concept of the informal sector has been further redefined by the International Labour Organisation (ILO 1972) within the framework of the work of Work Employment Programme.

The informal sector has characteristics such as; easy entry for the new enterprises, reliance on indigenous resources, family ownership, small scale operations, unregulated and competitive markets, labour intensive technology and informally acquired skills of workers, (Pabola, 1980; Rakowski, 1994; Sethuraman, 1998). Furthermore, literature show that the informal sector is identified with pre-capitalist mode of production, own account of workers and no access to benefits of social security and is characterized by low capital intensity, low level of productivity, poor clientele, low levels of education, lack of recognition and protection by government (Varshney, 2011).

The informal sector is a global phenomenon serving different purposes in different regions, the North and South (Ninsin, 1991). In addition, he argues that in the GS it is used by many to eke out a living while in the GN it is a common enclave for the modest entrepreneurs who wants to reduce the cost of business. Ninsin further argues that the informal sector is a product of failed Western capitalist models of development. The informal sector is also said to be dominated by many who were retrenched (mostly women) during the economic meltdown (Tokman, 1992). As observed by Ninsin, unlike in the developed countries the informal sector in developing countries is populated by people forced by unemployment and desperate poverty to engage in any kind of activity that can generate income. Within the Southern African region, the informal economy has risen and the economy continues to grow as employment opportunities dwindle in the formal sector in the past two decades (Richardson, Howarth & Finnegan, 2004).

### **2.3 Women's predominance in the informal sector**

According to Sethuraman (1998) women are over-represented in the informal sector such that their share in the sector is higher than their share in total labour force. As Dankelman (2003) has rightly observed, poverty bears a 'woman's face,' this is in relation to the fact that more than half of the world population living in poverty are women hence their dominance in the informal sector.

Chen (2004) used existing literature to compile a report which gives a global picture of the informal sector. She observes that the informal sector has rapidly grown in the past two decades especially in the Global South. Furthermore, Chen (2004) observes that there is an overlap between being a woman, working in the informal sector and being poor, an observation also advanced by Sethuraman (1998). This is from a finding that a higher percentage of people in the informal business sector are poor women who engage in the

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informal income generating activities as their primary source of employment particularly in the developing countries. Chen's (2004) report also concurs with Ninsin (1991) that, while women in many Sub Saharan countries have no choice and are mainly pushed by poverty and lack of employment to fend for livelihoods in the informal sector, in the developed countries (GN), the informal income generating operators are in the sector by choice.

Chen's (2004) document gives a global picture on the informal sector. The current study, however, focuses on the informal business sector as a livelihood strategy for female urban dwellers in Botswana. The study uses qualitative approaches to give the women interviewed a voice in revealing their agency in their difficult situation of unemployment and poverty.

Geetika, Singh and Gupta (2011) carried out a study in India whose aim was to understand the lopsided utilization of human capital and its fall outs. A small survey has been conducted in the state of Utta Pradesh to find the realities women face in the informal business. Some of the findings of the study were; majority of women workers in informal sector came from sections of the society which need income at any cost. Nearly 50% of these women are sole supporters of their families. Another finding was that women lacked proper training as such they have few options or none at all as far as finding opportunities in the formal sector.

Mudzvidzwa (2005) carried an in-depth study of a purposively selected group of Zimbabwean women cross border traders based in Harare. The purpose of the study was to document the lives of the informal cross border trade women. The study identified the strategies these women use to successfully appropriate the cross border trade to their advantage. The study also explores how the women under study access markets and strategies for success and the way they develop trading networks. Qualitative approaches that include focus group discussion and interviews were used to collect data. Generally women in this

study were pushed into the informal cross border trade by the economic crises of Zimbabwe in order to make a living.

Synder (2000) carried out a study on women in the informal business sector whose purpose was to explore women's entrepreneurship, the obstacles women face and the potential they offer to create both wealth and well-being. Eighty four women selected through snowballing method were interviewed. Qualitative survey was chosen over quantitative in order to provide a human dimension that statistics lack. Entrepreneurs were interviewed in their preferred languages to allow them to freely express themselves. All the interviews were taped to ensure accuracy of quotations. The study revealed that many women engaged in the informal business sector for livelihood purposes. The Ugandan women in the study accepted their primary and traditional responsibility of child rearing and caring. Given their difficult conditions of the need to provide for livelihoods, the women stood up to engage in income generating activities of any kind in order to feed their children. Synder (2000) observed that women find themselves with a responsibility to care for children whose fathers have fled or been killed as well as having to care for other family members. As such due to lack of formal employment, they have no choice but to use the streets for informal income generating activities.

In another study, conducted by Serra (2007), the purpose was to find out the situation of women in the informal business sector in Mozambique and the kind of support they get from their government. In this study, existing literature was reviewed and analysed. Findings were that generally women are driven by the need for cash income and livelihood provisions to engage in the informal business sector. The other factor revealed by the study is that women are in the informal business sector due to poverty and high levels of unemployment.

Synder (2000) and Serra's studies are closely related to the current study as they both focused on what motivates women to engage in the informal sector. Both studies used interviews, observations and photography to gather the informal sector women's stories. The current study used similar data collection instruments. Another similarity is in the theoretical framework, Synder (2000) view women as actors' conscious of their predicament who are actively fighting for survival as well as venturing into the male territory 'the business territory.' This study also views the women involved as active agents in their struggle for a social change. However, the study differs in that Synder and Serra's studies looked at women in the general informal business sector and the period of the study was also longer, unlike the current study which will focus only on street vendors who operate their business in Gaborone streets only.

Generally, studies in Sub Saharan Africa reveal that the region has high rates of unemployment and more than half of the women are found in the poorest categories of poverty. The need to support and care for family is also exacerbated by the HIV/AIDS pandemic which is rampant in the region. Another observation made is that due to rural urban migration, the family structure has largely changed, this leads to the increase in lack of social support systems.

The current study is similar to the afore- mentioned studies in that it focused on women entrepreneurship in the informal business sector. The study used qualitative research methods but it will only look at limited activities such as street food vendors and those who sell snacks by the road. The study will further find out the if the women are aware of any form of support put in place by government and establish if they find it relevant to their needs.

## **2.4 Women, the informal sector and support systems**

Literature on women and the informal sector reveal that historically, the financial markets have always been gender blind, thus becoming the major obstacle for women to start, grow and strengthen their small enterprises Vasrshney (2011). Synder (2000) captured the following in acknowledgement to support the informal sector;

Micro and small entrepreneurs constitute the largest most dynamic and most resilient element of the private sector... Supporting them is central in combating poverty, creating employment and achieving broad based economic growth (p.1).

Several works of literature including the afore- stated authors concur with the quotation above-mentioned that supporting informal income generating activities of which women are in the majority is fundamental to combating poverty and creating employment to many especially in the Sub-Saharan Africa(Synder, 2000; Mudzvidzwa, 2005; Mosimanegape and Acquah, 2007).

Edgcomb & Armington (2002) carried out a study whose purpose was to find out experiences of the informal sector workers. Forty-two low income earners who worked in the informal sector were purposively selected for the study. Open ended interviews were conducted on 29 informal workers in 7 counties in Nebraska in the United States of America. The informal workers here include crafters, lawn mowers, photographers, bread and jelly makers as well as house cleaners. Findings were that the workers were not aware of existing support systems in their region and as such they had not used them. On one hand informal workers here worked mainly for livelihood purposes and therefore had not planned for any growth. Although the governors of Nebraska have endorsed for informal sector support as reflected by establishment of funding schemes and programmes, these services were not marketed well and therefore they did not benefit the targeted groups.

The informal sector is also found in Europe. In the Former Soviet Union (FSU) some data is available in the form of reports and books which show that the informal sector has government support in terms of social security, networks and training (Schneider, 2000). Moreover the same author observed that due to the socialist legacy in the FSU, the informal sector operators continue to enjoy state resources and state social benefits. In the same manner Portes, et al (1989) reveal that in Hong Kong, the government supports the informal sector by ensuring that it enjoys significantly free or low cost public services. In addition, the government designed specialized import-export houses which provided opportunities for the self-employed.

In Asia, Geetika, Gupta and Singh, (2011) carried out a study about women in the informal sector in Uttar Pradesh and a small survey using semi structured interviews was carried out from petty traders, domestic workers, construction workers, vegetable vendors and garment workers. In terms of support, the findings revealed that in India, women have organized themselves into groups such as the Self Employed Women Association with an objective to make the self-employed poor women fully employed (Geetika, Gupta and Singh, 2011). Other works of literature including Government of India (2008) report; give evidence that the government of India through the Ministry of Gender support women in the informal sector intensively. For example, the National Open University and Indira Ghandi National University are working in collaboration to inculcate an entrepreneurial culture in females. Courses on Business Managerial skills and Marketing are offered specially for women in the informal business sector. The Government of India also support the informal sector through funding schemes and credit programmes.

Having looked at the informal sector in the USA, Europe and Asia, it is clear that the government has recognized the importance of the informal sector as such in all the countries mentioned above, there is devotion to informal sector as reflected by strategies and schemes

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designed specifically to improve the informal sector. However, the researcher did not find any information on support specifically meant for women in the informal sector, except for Asia; India as already stated. This study is going to find out if there is specific support system that the Botswana government provides for women in the informal sector.

Studies in Africa such as that of Synder,(2000) in Uganda, found out that women formed social networks; rotating savings and credit association and other women finance trusts. These were formed as a result of lack of access to formal credit services. However, the Ugandan government has since introduced a start-up capital scheme which gives out cash to assist beginning women entrepreneurs; the scheme also teaches about how to save and borrow in order to make money. Apart from the scheme, women in Uganda are helped by the non-governmental organizations and they have links with Women's World Banking which organizes seminars and workshops for women entrepreneurs internationally.

Another study was carried out in Mozambique and South Africa (Serra, 2007). The objective of the study was to compare reasons people join the informal sector in the two countries. The study also explored the obstacles that face women in the informal business sector and the support given by the governments of the two countries. A descriptive review was done on secondary sources that include books, journals, online research. The findings were that in Mozambique the government designed a strategy to attract foreign investors to allow those in the informal sector to sub contract using linkages with the formal sector. On the other hand, in South Africa, the government devoted itself to creating a conducive environment to support the informal sector. For example, street vendors are recognized as business individuals and are given rights to trade under the regulations of the local authority; however, this is similar to what is happening in Botswana.



It is argued that unlike any other country, Kenya has been active in the promotion of supportive policies for the development of the informal economy (ILO, 2002). The ILO (2002) reports that several schemes are in place in Kenya; for example the government reserve about 30% of their annual budget to small entrepreneurs in the informal sector.

All the afore-mentioned literature shows that, the informal sector has government support in most countries. However, some countries including; India, Uganda, Kenya and Mozambique have government support that is specifically meant for women in the informal sector. This literature is well related to the current study whose purpose is to find out if the government of Botswana has specific form of support for women in the informal sector, no literature was found on support specific for women in the informal business sector hence the need for such a study.

#### *2.4.1 The informal sector support in Botswana*

Taking into account the socio-economic objectives incorporated in the National Development Plans, Botswana adopted a Small Micro Medium Enterprises policy in 1998. The government of Botswana's efforts to support the development and growth of the informal sector can be traced to various National Development Plans which clearly state recognition of the informal sector as a potential area for economic diversification particularly job creation. In 1974, the government in its effort to develop the informal sector introduced Botswana Enterprise Development Unit, the Rural Industrial Office Cadre Program, and the Business Advisory Services. In 1982, the Financial Assistance Policy (FAP) later replaced by Citizen Entrepreneurial Development Agency (CEDA) in 2001 was introduced. All these were aimed at reserving certain economic activities for citizen owned companies. In 2004 the Ministry of Trade and Industry established Local Enterprise Authority (LEA) which offers highly specialised development and support services. These include; facilitating business

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planning, training and mentoring, advisory services, identifying business opportunities for existing small micro and medium enterprises as well as promoting international linkages, facilitating access to finances and facilitating access to markets and promoting entrepreneurship awareness (BIDPA, 2011).

According to the same BIDPA report (2011) it is unfortunate that most of the financial products are not tailored to the needs of micro enterprises. BIDPA also observed that all the financial products have been based on a top-down approach; a one size fits all approach.

Narayan, Kaino and Sekwati (2002) carried out a study whose purpose was to contribute to the formulation of informal sector policy in Botswana. The authors used existing literature to identify lessons Botswana can learn from other countries concerning support by government and obstacles facing informal activities operators. The findings of the study are similar to what is found in the reports as reflected above. The current study will therefore find out if the lessons advanced were indeed taken hid of/implemented.

Although the Botswana government has recognized the informal sector as a potential venture for economic diversification and job creation, in practice most if not all the informal business women at the low end of the business ladder, are unable to access existing government financial schemes. It also seems that the heterogeneity of the informal sector has not been taken into consideration at policy formulation level.

In conclusion, generally lack of knowledge, lack of employment and the need for livelihood provisions has been cited by many authors as reasons for women pre-dominance in the informal business sector. The literature reviewed also indicate lack of specific support systems in the informal business sector.

## **2.5 Summary**

The reviewed literature reveal a informality as a common feature of the informal sector, lack of start-up capital, lack of access to information and low levels of education. Forms of support which do not address the heterogeneity of the informal sector also contribute to women's failure to advance in their business endeavour. The informal sector has also been revealed as having a potential to create employment and boost economies if supported. However, with reference to Botswana, studies on informal sector have only focused on factors that hinder growth of informal sector in general with no specifics to any gender. Studies also have not interrogated the relationship between women, informality and poverty. Furthermore, there is not much done in exploring the gender dynamics that come into play in the informal sector. This study will contribute to literature on gender and the informal sector as a livelihood strategy in Botswana

## **CHAPTER 3**

### **RESEARCH METHODOLOGY**

#### **3.0 Introduction**

**This chapter delineates the research design and the methods that were used to collect, present and analyse the data. The population and the sample used in the research are described, along with the criteria used for sampling. The chapter also describes the data-collection instruments and procedures used in the study. Finally, the procedures followed in the data preparation for analysis are outlined.**

#### **3.1 Research orientation and design**

**The researcher was interested in finding out why women dominate the informal business sector and establishing the kind of help the women get from the government and any other source. A feminist stand point was adopted in order to place women at the centre of analysis since this is a study on women and their life experiences.**

**Qualitative research methodology was found to be the most suitable to allow the researcher to explore the women's situations which lead to their predominance in the informal business sector. Qualitative research emphasizes the dynamic, holistic and individual aspects of the human experiences, and attempts to capture those aspects within the context of those who are experiencing them (Brown and Schulze, 2001). In addition, qualitative research methodology was chosen as it allows one to study social humans in depth. The qualitative research approaches validate values, experiences and attitudes and other subjectivities. Feminist researchers observe that quantitative research approaches are characterized by biases which emphasizes masculinities hence women's experiences were not adequately addressed. It is against this background that qualitative research method was adopted in this particular study**

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to interrogate women's position in business/entrepreneurship in Botswana as it bears effects of discrimination as revealed by the literature (Ntseane, 2004).

In terms of research orientation, this study used the interpretive paradigm utilizing phenomenological model. The model was specifically chosen because it focuses on individual experiences in their natural human interaction. The researcher was interested in understanding the informal business women's experiences in their natural setting where the participants make their living. Here, assumptions on complexities of realities also inform the research process. The interpretive paradigm was selected in full cognizance of its major premises regarding data collection procedures. Cohen, Manion and Morrison (2000), argue that what people know as their background knowledge present a divergent world that can be studied or researched subjectively. Furthermore, Cohen et al, argue that those realities need to be studied and understood in their contexts. In order to understand the research participants' reality, qualitative research techniques such as interviews, interacting and observing the actions of the people were studied. The techniques used allowed the researcher to hear and document women's voices in the natural settings (Brown and Schulze, 2001)). Cohen, et al (2000) state that qualitative studies are valuable tools in research that delves in depth into complexities and processes where the phenomenon is little known.

Qualitative research is holistic as it seeks a description and interpretation of total phenomenon, it is relevant in this study as it helped the researcher to treat the subjects as tools but rather as active agents who continuously construct, develop and challenge everyday interpretations of their lives. The phenomenon under study was the informal income generating activities / small businesses as women's livelihood strategies in urban Botswana. The qualitative approach to this study presented a chance for questioning and exploring unknown aspects about women in informal income generating activities. It allowed the researcher to enter the subjects/participants' worlds and to understand, describe and interpret

the meaning they give to their experiences. This was a naturalistic inquiry aimed at understanding phenomena holistically as they occurred naturally. With phenomenology people's experiences are studied to know about their interpretations of their sub worlds; which include their ways of lives (Le Compte and Preissle as cited in Cohen, Manion and Morrison, 2000).

### 3.2 Population of the study.

The population of the study was drawn from Gaborone, this is an area characterized by rural-urban migrants and high rate of unemployment. Although women are involved in various income generating activities in the streets of Gaborone, and Botswana at large, the research limited its population to Gaborone in order to keep within the time frame and budget allocations of the investigation.

#### 3.2.1 *Sample and sampling procedures*

Due to time and financial limitations and given that the study is qualitative; a sample of about fifteen participants was targeted. Convenience and Purposive sampling method were used for the study. Purposive sampling was used to select the women who participated by looking at the types of products they sold. According to Brown and Schulze (2001) in purposive sampling, the researcher selects the participants according to the needs of the study. The needs of this study were to find out the why women are predominant in the informal business sector and the kind of support these women get. Convenience sampling was used to select women who operate around Gaborone as it easily accessible for the researcher because it is home.

### 3.3 Data collection techniques

Three data collecting methods were used namely, observations, interviews, and photography. The purpose of using multiple methods in this particular study is to cross check findings, as well as broaden the scope of the study and to validate the results. The use of a variety of methods to collect data is important in the sense that it yields a more complete picture of the phenomenon being studied. This complies with the tenets of methodological triangulation, a process that involves combining approaches in collecting data. The strength and weakness of each chosen method must complement each other resulting in improved validity of the data collected.

#### 3.3.1 *Observation*

In this particular study, the researcher was a non-participant observer. The researcher observed the pre-dominant gender in the informal business sector, daily activities of running the business was observed and these include; setting up and dismantling of their stalls, transport, competition the women engage in. This was done to determine the support women in the informal sector are given.

A check list was used in the observe gender predominance, age, and all the daily activities. In agreement, Cohen et al (2000) add that observations “allow the study of the phenomena at close range with many of the contextual variables present... and it is also a more complete description of phenomena than would be impossible with just interview statement or documents.” (p.307). Field notes were also recorded at several levels of observation period.

#### 3.3.2 *Interviews*

The ‘hierarchical focusing’ interview technique, designed by the researcher, was used (Brown & Schulze, 2001). This is a particular version of a part-structured phenomenological

interview which seeks to on the one hand gain in-depth accounts and to ensure coverage of various aspects of the researcher's agenda, and on the other hand to influence the participants to the minimum extent necessary. The strength of this kind of instrument, according to Patton (2002), is that it is able to probe participants' responses so as to gather more in-depth information. The interview guide (Appendix A) was translated into Setswana, the national language of Botswana, as some of the interviewees were not be able to understand English because of their low level of education.

### **3.3.3 *Photography***

Cameras have recently emerged in the field of research as standard accessories for data collection (Patton, 2002). Still pictures were taken randomly, to determine who is dominant in the informal business sector. Generally the pictures were used to confirm women's struggles for livelihoods in their lack of support from government and other.

### **3.4 Pilot study**

In order to test reliability of the data collection instruments, a pilot study was conducted at Block 9 location in Gaborone where women engage in informal income generating activities near certain schools. All instruments were tested; this helped the researcher to improve in formulating questions and what to look for during data collection. This also helped me to determine potential sites for final data collection.

#### **3.4.1 *Reliability and Validity***

In this study to measure reliability, the test was carried out on two street vendors who sell their goods in front of the researcher's work place prior to the actual interviewing. The instruments were also critically discussed with the supervisor and another seasoned researcher.



To validate the instruments of this study, the instruments were discussed with two seasoned scholars in the field of research. After their critical analysis of the instrument the discussion with these two scholars helped me to re-construct another set of items.

### 3.5 Ethical consideration

Any study that involves humans raises ethical concerns. All research has an impact on research participants' lives. The nature of this research study involved interaction with people in order to understand their social constructions. Since data was collected from humans, there was likelihood that such data could expose the participants and as such endanger them hence the need to adhere to certain codes of ethics as a way of protecting the participant.

Corbin & Strauss (1998) posit that:

Code is considered with aspirations as well as avoidances; it represents our desire and attempt to represent the rights of others, fulfil obligations, avoid harm and augment benefits to those we interact with... ethical considerations address individual rights to dignity, privacy, confidentiality and avoidance to harm" (p.110).

Given the afore-mentioned assertion, participants were made to feel protected by assuring them of confidentiality and anonymity. Pseudonyms were used for confidentiality, and the researcher did not request for participants names at any point. The participants were told that the study is carried as partial fulfilment of the researcher's studies. The participants were briefed on the purpose and objectives of the study and how the research will be carried out. In this particular study, participants were briefed on the purpose and objectives of the study. Furthermore, the participants were told how the research would be carried out, its duration and of any risks or benefits. The research participants were also told that they will be no

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material or monetary benefits accrued as a result of participating in the study and as such they may withdraw at any point of the research process.

Possible use of the data in educational publications and otherwise was discussed with participants. It was made clear that the research findings are hoped to be used to help in generating policy oriented programmes aimed at alleviating the plight of the Botswana women especially those engaged in small businesses.

### **3.6. Provision for data preparation**

A diary is a very important tool during data collection for the researcher to take notes whenever possible. The researcher recorded forthcoming events such as appointments, intentions and deadlines for certain activities. The diary was also used to contain information and summaries of what transpired each day at the field setting.

Corbin and Strauss (1998) identified three approaches to data analysis in qualitative research as interpretational, structural and reflective analysis. In this study only two approaches were used namely interpretative and constructs, themes, and patterns, that can be used to describe and explain the phenomenon being studied and reflective analysis as a process in which a researcher relies primarily on intuition and judgement in order to portray or evaluate the phenomenon being studied. The data collected was coded to construct themes and patterns pertaining to the resulting data.

The first visit was for the purposes of building rapport and an informal interview was conducted. A follow up interview was done to collect in-depth information and to ensure that issues raised during the first visit are further discussed. Interview guide questions were used to collect data. The interviews were tape-recorded verbatim, with interviewee's permission. This was later transcribed. The interviews started with general questions asking

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the participants to generally explain why they engaged in such income generating activities and to explain where they get their products.

### **3.7 Data Collection Procedures**

All interviews were conducted at each individual participant's stall. Participants were all willing to be interviewed, except one who was not the owner of the business and claimed to be new at work. The participants allowed the researcher to use a tape recorder to record their voices; the women were familiar with being interviewed or studied as they indicated.

The researcher waited at several intervals to allow the participants to carry out their activities whenever need arose. A follow up interview was carried out on some of the women entrepreneurs after two weeks since the first one in order to get in-depth and more details which were missing from the first interview.

In-depth interviews were carried out in the city of Gaborone with twelve women who were engaged in the informal business sector. Information was captured through note taking and tape recording. The interviews were all informal in that where need arises, wording was changed for clarification. The sequence of the questions was also modified.

Both closed questions and open ended questions were asked as shown in the appendices. This was in a form of guided conversation that enabled both the interviewer and the interviewee to discuss in a more relaxed atmosphere.

### **3.8 Summary**

The study used qualitative research method with a phenomenological orientation. The sampling procedures used were convenience and purposive sampling. Interviews, observations and photography were used to collect data. Before the study was conducted the interview schedule was pilot tested in order to determine its reliability and validity. The ways

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**in which the research questions were investigated have been presented and discussed in this chapter. The ethics of research were also taken into consideration.**

## CHAPTER 4

### PRESENTATION, ANALYSIS AND DISCUSSION OF RESEARCH FINDINGS

#### 4.0 Introduction

This chapter presents the findings obtained from twelve selected cases of women entrepreneurs/traders in Gaborone, Botswana. Although the majority of the women who were interviewed were not employed in the formal business sector, three of them were also engaged in the informal businesses in order to supplement their salaries from the formal employment. This indicates that the informal sector is composed of both unemployed and employed women who have different reasons for engaging in the informal business sector. One of the women selected was not able to take part in the interview as she was not the owner of the business.

The presentation of the results was done according to the main research objectives which are to find out why women are predominant in the informal sector and establish the kind of support they receive. Within the data collected, there are certain themes that emerged from the findings and these include: unemployment of women due to low levels of education, single parenthood, insufficient salary, economic autonomy, and lack of collateral to secure loans lack of government support, lack of spousal support and entrepreneurial spirit.

#### 4.1 Women's predominance in the informal business sector.

The following discussion is based on the themes related to women's predominance in the informal business sector and the data is from photographs, observations and interviews.

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It was observed that most of the people who run the informal generating activities in the streets are women. The women were observed in terms of the kind of transport they use and the emotions they express throughout especially when they do not have many customers. Women's endurance on days when they do not make profit showed their determination and that they have needs to meet.

The photographs which were taken randomly showed that women are pre-dominant in the informal business sector. The pictures also show that women operate in open areas despite the weather conditions. Below are some of the pictures taken randomly at different malls in Gaborone.



*Source: author's research site, Gaborone BBS mall May 2012. Women in the open air selling fresh chips and sausages which they bring readily cooked from their nearby homes. Some sell cell phone recharge tickets alongside their other products.*

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*Women in this picture sell different items such as farm produce, chicken feet, intestines etc. The big bags under their tables are used to carry the products sold every morning to the operational spot and back home every evening.*



*Source: author's research site, Gaborone. May 2012.*

*Mmamontsho is happy to be here, she makes a living from a variety of her farm produce such as beans, dried maize. She finds the business rewarding much better than the work she used to do as a security guard as she is able to make about P500 on a good day.*

From the interviews, the following information was gathered, presented according to themes, analysed and discussed.

#### *4.2.1. Unemployment due to low levels of education*

Among the women interviewed some had failed either junior secondary or senior secondary school level and dropped out of school as such could not penetrate the formal employment sector. Mma Bonolo said that;

*I was not able to go on to form four as I had failed form three. After that I came to town to look for a job and could not find any I then decided to start a small business.*

One of the reasons they advanced for being unemployed was that they have low levels of education, in other words they lack knowledge and skills that are required in the formal sector. As a result they have a need for cash income hence their engagement in the informal business sector. These findings are in agreement with studies (Ninsin, 1991; Sethuraman, 1998; Chen, 2004; Geetika, Singh and Gupta, 2011) that one of the main reasons for women's predominance in the informal business sector is that they are unemployed because they were unable to advance higher in their education.

#### *4.2.2 Single parenthood.*

Generally the respondents felt that they were disadvantaged as single parents because they either have children out of wedlock or have been abandoned by their spouses leaving them with the responsibility of raising children alone. The women reported that they dropped out of school due to pregnancy while they were still young and this has brought nothing but regrets and suffering. The women blamed the old educational regulations, where dropping out of school due to pregnancy closed doors for the expectant mother. The women expressed that while dropping out of school left them with responsibility of child caring, the fathers of



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the children do not have the burden of caring for the children. This is what one of the respondents said;

*I fell pregnant when I was still young at standard seven, after two years the same boy impregnated me so I have two of his children. Right now I do not even know where he is, he also could not go any further as he failed his junior certificate, so he must be somewhere fathering other children. My mother was poor, raising us alone, she never even bothered to follow this case, what could we get from this boy because he had nothing to offer by then.*

In addition, the women said that due to laws on child maintenance that are not protecting the mothers and their children, many women who are single parents have to struggle to support their children. One of the women interviewed, Mma Mosweu said:

*I am a single parent with two children, I had my first born while I was still a student and as such I never managed to complete form four. The father of my first child as I speak drives a four by four and he works at Jwaneng mine. Although he is successful, he does not support his daughter, he never really cared, he rarely visits his daughter, and once in a while he buys the child presents such as cell phones and sends air time. He also recognizes the daughter's birthdays but it is not enough. I have also decided to ignore him because he is married now, so I do not want to interfere it will appear as if I'm jealousy. I have since realized I can do something better for myself and my children.*

Another woman interviewed, Mma Montsho, spoke emotionally about the issue of single parenthood pointing out that even married men increase the women's burden by impregnating them and leaving them with no support at all, this she linked to Botswana's cultural tradition which perpetuates single parenthood and child maintenance laws which are not firmly enforced. This clearly indicates that some of the women in the informal business sector are ignorant of the law, yet the law is clear that if a man (married and unmarried) impregnates a

woman, he has to pay child support. However, from experience, in some cases women ignore child maintenance so that they can have sole custody of the child.

While interviewing the women, they spoke about how men generally take advantage of women and leave them with responsibility of children without the necessary support. Another respondent added that single parenthood becomes a cycle where if the mother is single then her children and grandchildren follow the same fate. This is how she expressed her points;

*It is common to find that where children were born from a single parent the children also become single parents. (It becomes a vicious cycle). In such a family, no-one can give you any support; if you start anything they all look up to you for food and daily needs. I speak boldly about this because I am a victim, I was raised by a single parent, and my mother was never married but had nine children. All of my mother's four girls have children out of wedlock. My brothers also have children; it is just that the children stay with their mothers as well. None of the men who gave us children takes responsibility for their children. For my children, the man was fined for defiling me, but that was long time back and the man was made to pay four cows which are no longer there, now he is free while I am raising the children.*

The majority of the women who were interviewed were single parents and did not have support for raising the children. In Botswana, many women have children out of wedlock, a situation which forces the woman to raise the child or children alone.

*My two sisters have been working as domestic workers at Jwaneng mining for the past six years, yet they still cannot build their own houses, they all stay with my mother and all the other children. It really hurts me.*

Another important issue which relates to why women are dominant in the informal business sector is that traditionally when an unmarried man impregnates a woman, the family of the woman charges the man a certain number of cattle which are used by the parents and the woman remains with the burden of raising children alone. On the other hand, if a married man impregnates a woman it is even worse because traditionally this is kept a secret and the man is not followed up to support the child, making it even more critical for the woman to find ways to provide for her child.

The findings of this study are in agreement with Geetika, Singh and Gupta (2011) and Synder (2000), that most of the women in the informal business sector are sole supporters of their families. In the Synder study, the women are sole supporters of their families because the men either fled or were killed during the Amin regime in Uganda, whereas in Botswana the, main reasons for women (informal business sector) being the sole supporters of their families is that they have never been married.

#### **4.2.3 Entrepreneurial spirit**

While some women are in the informal business sector mainly for livelihood provisions, the study revealed that a few are in it to satisfy their entrepreneurial spirit and these are the ones that normally grow and prosper. This is what one of the women interviewed said;

*I am really fighting hard and I have already opened four other stalls in other places in town, there is a lot of money in selling food and I see myself big in a few years to come. As we speak I operate in three other places. In each stall I have employed two girls and all I do now is monitor the business.*

#### 4.2.4 *The desire for autonomy*

Women in this study who were found to be working and operating informal businesses brought up a peculiar area of interest that earning extra income improves relations in the home and gives them a better social standing. The women expressed that they were tired of being treated as helpless dependents. Following the opening of their informal businesses, their spouses and relatives no longer viewed them as dependents but as powerful women who run businesses.

The women also expressed that; prior to starting the informal business activities their high salaried husbands thought they owned them citing that sometimes they were made to feel like they are truly dependent on them. One of the women pointed that before she started her small business her partner used to be arrogant whenever they had a misunderstanding. This is what she said;

*Hey mma! I happen to have a daughter who is now seven years, these seven years have taught me a lot, the guy just changed, he is now a bully, and because he has money, he started expecting me to worship him just because of that.... The man started being bully and abusive, he bought me a car and a house but sometimes he stays away for a long time because of his other affairs, then if he finds out that I went out with friends, he threatens to take the car and the house. He finds out which night club I am at then just comes and demands the car keys and embarrasses me. For a long time I felt trapped so I decided to save up my salary because he pays for everything and says my salary is enough for sweets only....I wanted to prove to him that I can still make it without him." So I started selling some items such as clothes, and snacks. I have now bought a house and this car; this has really put my man in the right place.*

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The women in this study shared how they have faced criticism from their spouses anytime they advanced business ideas. One woman, Mma Lebo felt that men have fears that women would be seen to be growing bigger than them financially, pointing that men would rather be the ones seen than allowing women. This is what she said:

*Although I stood with my husband when he started and established his business, he seems to have suddenly changed and feeling big. My in laws also seem to look at me as if I am a tick on their son. This has made me to stand up, I just want to start up something so that I am not caught unaware...my husband is not at all supportive of my business endeavours, he says everything is ok I just want to embarrass him by selling food in the streets...in addition my sister in law also expressed that I should be grateful for what her brother has done for me.*

Traditionally in Africa, men have been the only bread winners as such they could control their wives better. Currently the situation has changed and both women and men have to work in order to survive. However, some of the men feel that if they allow their wives to be financially independent they will lose control.

#### 4.3 Lack of support for the informal business sector.

A number of themes emerged from the interviews on the lack of support women in the informal business sector face. These are as follows: lack of collateral to access loans, lack of support from government institutions, lack of support from spouses.

##### 4.3.1 Lack of support from government

Twelve women were supposed to have been interviewed and only eight could answer the question on support programmes as they were owners of the businesses while four were employed by the owners who were not present at the time of the interview. The women interviewed indicated that they are aware of the government support for the informal

businesses such as CEDA and LEA, however, none of them had used any of the programmes. Reasons advanced for not using these programmes include the fact that they are not registered and hence do not have licences which are a requirement for such programmes. In addition these women mentioned that programmes that provide support demand a lot of documentation which requires expert advice at a cost. Another reason advanced by the women entrepreneurs interviewed is that the programmes give loans which require someone to pay in a short period, whereas one may still be struggling with lack of market which might lead to failure to pay. Due to the low levels of education, these women find some of the technical terms used difficult to understand. One of the women interviewed said;

*It is not proper that our country likes English so much that even programmes meant to help us Batswana, one has to be well vested in English and it is a problem to most of us because we are not that educated*

Another point raised by the interviewees was that apart from the tedious and demanding procedures, the waiting period for one to get feedback is also lengthy, such that a potential entrepreneur can give up while waiting if he/she does not find other means. Here is an example of somebody who received support from other sources;

*I was fortunate to work for some white people who helped me by paying me through the bank and taught me how to save. With the money I had saved they helped me buy utensils such as a braai stand, cooler and deep freezer then I started my business.*

The women also advanced that they do not have enough patience to wait for something that might not be successful especially that they have daily household demands to meet.

The findings from this study indicate that the government of Botswana is not providing financial and training support to women at the lower end of the informal business sector.

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Although the government has set up programmes such as CEDA and LEA they do not cater for such women (BIDPA, 2011). However, research by Synder (2000) reported that in Uganda the government has introduced start-up capital schemes for women in the informal business sector. A report by ILO (2002) also shows that, the Government of Kenya reserves 30% of their annual budget to support small businesses in the informal sector. In addition, Serra (2007) reported that the Government of Mozambique has designed a strategy to attract foreign investors who are then required to subcontract with the informal business sector. Furthermore, Geetika, Singh and Gupta (2011) reported that the Government of India has collaborated with some universities to set up courses on business and entrepreneurial skills specifically for women in the informal business sector.

### **4.3.2 Lack of collateral to acquire loans**

Some of the women interviewed indicated that they could not get loan assistance from the banks because they did not have existing bank accounts which is needed for one to access any bank loan and also because they are poor they do not have property which they could use as collateral hence they end up using money they borrowed from friends. Mma Stompie pointed out that;

*For one to get a loan from the bank, you need an existing bank account, which most of us do not have because we do not get monthly wages from anywhere. For me to begin my small business, I borrowed from friends who were kind enough to assist me.*

These findings show that these women are unable to access money from banks and they are not able to get help from the government or any other organization. However, according to Synder, (2000) and ILO (2002) the women in the informal business sector in Uganda and Kenya are also not able to get financial assistance from the banks but are rather assisted by their governments.

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### **4.3.3 Spousal support**

Among the interviewees three were married women. These women said that men generally concentrate on big projects such as mortgage, buying vehicles, and cattle post and are not interested in small informal businesses as they do not bring much money. The women further mentioned lack of control over productive resources as a factor that makes them not to access any financial assistance. One woman mentioned that when one is married, it is difficult to use the land or any shared resource as security for accessing loans because in most cases a woman has to consult with her husband who may not be in support of the business. This is what Mrs Murdock said;

*The fact that one is a married Motswana woman has its own problems to business, anything that I do or have to do I need to consult my husband who is not interested in my business at all, he does not know why the hassle, truly if I was not married I could be very far in business, I could have long left working because there is totally nothing there. I do have land which I could use but because I am not alone, it is not easy; I can't do anything at all because someone is not interested.*

### **4.4 Summary**

Women are predominant in the informal sector because of the following reasons; most of them are unemployed due to low levels of education, as single parents they are sole providers of their families, some are working but need to supplement their low wages, while others just do it to satisfy their entrepreneurial spirit and their desire to be economically autonomous.

In terms of the kind of support women in the informal business sector get, the findings indicated that first, government support is not tailored for women at the lowest end of the



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**business ladder, and secondly commercial banks are reluctant to assist women because of lack of collateral. Lastly most of these women lack support from their spouses.**

## CHAPTER 5

### SUMMARY, CONCLUSIONS AND RECOMMENDATIONS.

#### 5.0 Summary of the study

This chapter presents the summary, conclusions and recommendations of the study.

The purpose of the study was to find out why the informal business sector is dominated by women. It further wanted to find out the kind of support these women get from the government or any other source.

The study used a qualitative research method which is phenomenological in approach. The population was made up of women in the informal business sector in Gaborone and purposive and convenient samplings were used to select women entrepreneurs.

The findings indicated that women are predominant in the informal business sector because of unemployment in the formal sector which is a result of their low levels of education. A second factor which leads women to dominate the informal business sector is that as single parents, they carry the burden of providing for their children's livelihoods alone. The study also revealed that some of the women in the informal business sector had full time jobs, and were only engaged in the informal business sector to augment their low salaries. Finally the study also found out that some women dominate the informal business sector either to become economically independent or to satisfy their entrepreneurial spirit.

With regard to the kind of support that women in the informal business sector get, the study found that government schemes such as CEDA and LEA seem not to be suitable for women at the low end of the business ladder. The lack of collateral also hinders these women from

accessing bank loans and for those women who were married they received very little support from their spouses.

### 5.1 Conclusions

On the basis of the research findings the following conclusions are drawn. Women dominate the informal business sector because of their traditional responsibilities of childrearing and caring. As a survival strategy, they struggle on their own to start and run their businesses. The results further reveal that government is not proactive in setting up programmes that cater for women in these small informal businesses. Furthermore, the commercial banking system which normally assists businesses also does not seem to be interested in assisting such women (though recently there has been some interest shown by Stanbic bank). Perhaps even more disturbing is that these women are not even supported by family members including spouses.

Despite all the hurdles, these women have shown their resilience as mentioned above by starting and running these informal income generating activities without support. What this study revealed is that women in the informal business sector experience tripartite marginalization. Here we see that women are marginalized at home where the girl child's education is hampered by the roles traditionally ascribed to women and the fact that at a young age they are sexually abused and can end up falling pregnant and dropping out of school. Once they drop out of school, their opportunities in the formal employment sector become very limited.

The study has also revealed that women in the informal business sector face marginalization at state level where, although the government is aware of the women's plight, there are no measures in place specifically aimed at assisting women at the low end of the informal business sector. Recently government has recognized the importance of the informal

business sector as contributing to job creation and poverty alleviation strategy. Therefore one would think that government would grab this opportunity and come up with viable programmes for women in the informal sector.

### **5.3 Recommendations**

The following are recommendations based on the research findings:

- The education system should put in place different strategies to enable the girl child to complete her schooling.
- Schools should be used to break away from cultural traditions and practices that encourage and perpetuate single parenthood.
- Entrepreneurial skills should be inculcated in children from lower primary school to encourage self-reliance. For women already in business, special programmes specifically targeting those who are at the lower end of the business ladder should be set up.
- The government should establish the needs of the different informal business sector operators because of the heterogeneous nature of the informal business sector.

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## Appendix A

### English Questions

#### Demographic Information

1) Date of Interview: 2) Place of Interview:

Age:

Marital Status: Married/ Single/ Divorced

If married wife/husbands occupation

Indicate highest level of education: Secondary/commercial /Post secondary

University Other specify

No schooling/ Primary education

Place of resident- -----

No of dependents----- No. of children

**Research question 1. Why are women predominant in the informal business sector?**

- a) **What motivated you to work here/ start this business?**
- b) **Have you ever worked or sought for employment elsewhere before you started?**
- c) **Explain in details as to why you chose to work here?**
- d) **Did you have any especial skills relevant to the business?**
- e) **How do you monitor your profits? Do you keep any records of your business?**
- f) **How do you spent your business money generally, do you save? Give details.**

**Research question 2. What kind of support do women get from their spouses, family or government in order to run the business?**

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**(a) When starting the enterprise which government offices did you visit and for what purpose?**

**(b) Did you seek financial assistance from government programmes which are meant to help small businesses to grow such as CEDA. How much did they give you and what are the terms of paying?**

**c) How about those which advice or train on business e.g LEA?**

**(d) Apart from government offices did you try any other places like banks or cash loans?**

**(d) Did you get the kind of help you wanted? Yes /No. If yes what kind of help did you get?**

**(e) Do you think there should be any specific programmes meant to help women in small businesses? Why?**

**(f) Are current government programmes on small business development useful to you?**

**(g) Did you get any assistance from your spouse or any other family member?**

**Appendix B**

**Informal Business sector -observation checklist.**

**Who is pre-dominant in the informal business sector (in terms of gender)?**

**Who assist the women in the informal business sector operations?**

**What emotions do women show when they do not get customers? Do they complain, quit or skip days? Do they seem to get discouraged?**

**Photography**

**Who can be seen in the pictures? What gender is pre-dominant?**

## APPENDIX C

### Setswana Questions

#### Potso 1 (Research question 1)

1. Tlhalosa ka botlalo gore o simoletse kgwebe e jang?

-O gwetlhilwe keeng go simolola

-O tsere kae tshotlhe tse o neng o di tlhoka go simolola

-Kgwebo ya gago a e a gola? Fa karabo e le nnya, ke eng se se e kganelang go gola?

-A o na le fa o kwalelang teng go tsena le go tswa ga madi a kgwebo?

-Kgwebo e e go thusa jang, a o bona phetogo mo botshelong ja gago fa o sa le o simolola?

Ke eng se o kgonang go se dira gongwe o ne o ntse o sa se kgone pele ga o nna le kgwebo?

#### Potso 2 (Research question 2)

A o itse ka mananeo ape fela a goromente a a diritseng go thusa bagwebi ba ba botlana jaaka kgwebo e?

-A o kile wa batlisisa ka dithuso tse goromente a nang natso go thusa bagwebi ba ba botlana?

-A o kilewa dirisa lengwe la mananeo ao mo kwebong e ya gago? Fa e le nnya, ka goreng o sa a dirise? Fa o a dirisitse, o dirisitse afe? Jang?

A mananeo a a teng o a bona a siametse dikgwetlho tse basadi ba nang natso mo kgwebong?

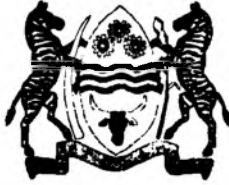
A go ne go ka nna botlhokwa go nna le mananeo a a itebagantseng fela le dikgwebo potlana tsa bo mme? Go ne go ka thusa jang?

O eletsa go ka thusiwa jang mo kgwebong ya gago?

Fao ne o ka bona thuso o bona kgwebo ya gago e le fa kae mo ngwageng tse pedi?



TELEPHONE:3658400  
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MINISTRY OF LOCAL GOVERNMENT  
PRIVATE BAG 006  
GABORONE  
BOTSWANA

**REPUBLIC OF BOTSWANA**

April 17, 2012.

Ms Kefilwe Joy P. Batsalelwang  
P. O. Box 502668  
Gaborone

Dear Madam,

**RE: RESEARCH PERMIT**

This serves to acknowledge your application for a research permit in order to carry out a study entitled **"Gender and Sustainable Development: Informal Sector as Survival/Livelihood Strategy for Urban Female Dwellers"**.

The permit is valid for a period of six (6) months – commencing on April 17, 2012 to October 17, 2012 – and it is granted subject to the following conditions;

1. Copies of the final product of the study are to be directly deposited with the Ministry of Local Government, Ministry of Finance and Development Planning, National Archives and Record Services, National Library Service and University of Botswana Library.
2. The permit does not give you authority to enter any premises, private establishment or protected areas. Permission for such entry should be negotiated with those concerned.
3. You conduct your study according to particulars furnished in application you submitted taking into account the above conditions.
4. Failure to comply with any of the above stipulated conditions will result in the immediate cancellation of the permit.

Yours Faithfully,



cc: PS, Ministry of Finance and Development Planning  
PS, Ministry of Labour and Home Affairs  
PS, Ministry of Youth, Sports and Culture  
Director, National Archives and Records Services  
Director, National Library Service  
Director, Research and Development, University of Botswana.



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