

APPENDIX 2: TRADER INTERVIEW GUIDE

Trader Interview Guide

Introduction

- Greet the person you are interviewing, and introduce yourselves.
- Explain where you are coming from: You are coming from Save the Children, but not implementing a specific project. Instead, you are trying to listen to the voices of people in Dollo Ado and communicate the information to government, organizations and agencies that are making decisions concerning development for the region.
- Explain the purpose of the study: This research project aims to understand cereal flows in Dollo Ado with a view to make recommendations to increase household food security in the region. You are particularly interested in talking with traders since they provide most of the cereals to households in the region.
- Ask if the person you are speaking to has any questions and if (s)he is willing to be interviewed. If (s)he agrees, start the interview. If (s)he is not willing, do not ask any of the questions and move to the next trader.

Basic Information	
<i>Interview Details</i>	<i>Trader Identification</i>
Name of Interviewer(s):	Kebele:
Date of Interview:	Type of trader:

Trader Profile
Name:
Years of trading experience:
Years of trading experience in this place:
Items traded:

Cereal Trade Flows
<i>Cereal Movements</i>
- For each type of cereal traded (including food aid): <ul style="list-style-type: none">• Where does (s)he buy? From whom? How were those relationships formed?• Does (s)he ever buy the cereals on credit, or only with cash? What are the arrangements?• How does (s)he transport the cereals for the purchase to sale points? How much does it cost?• What taxes does (s)he pay? Cross-border? Regional? <i>Woreda</i>? <i>Kabele</i>?
<i>Cereal Sales and Profits</i>
- For each type of cereal traded: <ul style="list-style-type: none">• Where does (s)he sell? To whom? How were those relationships formed?• Does (s)he ever sell on credit? What are the arrangements?• What is the amount of <u>profit</u> (s)he collects per bag sold? - Which type of cereal is the most profitable? Why?
<i>Trade Shocks</i>
- What kind of shocks has her/his business experienced? (taxes, price regulations, fuel prices, weather, war) - How have these shocks affected business/profits?

Broad Concluding Questions
- If you were a development NGO or the local government, what kind of intervention would you make to make it easier for HHs to access cereals at a fair price? - Do you have any questions for me? - I'm very interested in cereal trade in this place. Is there anything else that you think would be interesting for me to know?

Conclusion

- Thank the person for the interview.
- Ask if you can take her/his photo. If (s)he doesn't accept – do not take any photos.
- Invite the person to contact you if they think other information that could be useful for the study.