The concepts behind social capital - an exploratory approach

A case study of coffee farmers in the Amazonian region of Ecuador

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1. Introduction

Social capital is a term often used in the development discourse. While it emerged within the discipline of sociology it increased in popularity and is found more and more in other disciplines as well. While certainly many scholars from different disciplines have an idea about social capital, there is no consensus so far in what it actually and concretely comprises. It is a very complex concept, that is often used to explain different phenomena. This is very interesting as social capital itself is not yet, perfectly understood. However it is often used in explaining other observable facts and trends Additionally Lyon (2000) believes it to be impossible to distinguish between the cause of social capital and what social capital actually is. While social capital itself is a very debated concept, so are the underlying factors that determine it. Several authors used it in their studies, however there is not yet an overarching definition of social capital and its underlying (Chiu et al., 2006; Van Bastelaer, 2002; van Rijn et al., 2012).

To shed some light into the obscure concept of social capital, this study will deal with a combination of different theories and concepts concerning social capital, especially the underlying forces. The two sub-questions that will guide the literature research are:

1. What are the underlying aspects of social capital?
2. How are the different aspects of social capital interlinked?

Data was collected in the framework of the Borderlands project. This is a project funded by the Catholic Relief Service. The data was collected by myself in the part of the project located in the Amazonian region of Ecuador. The data collected in the field will be used to answer the main research question, which is:

> What are the direct and indirect links between the concepts: benevolence, respect, competence, norms of reciprocity and networks?

The most important findings of the literature review are displayed in Chapter 2, the conceptual framework. In Chapter 3 the methodology of this research will be explained and testable hypothesis are outlined. The data collection is presented and the questionnaire is described. Data is gathered within the framework of the Borderlands project. In chapter 4 and 5 the Analysis is conducted. The analysis is divided into two parts. The first part deals with the descriptive statistics (Chapter 4) of the aspects of social capital. In the second part (Chapter 5) a correlation analysis is conducted to see whether the relationship between those aspects can be proven statistically. After that a mediation analysis is performed between the aspects that have a direct interaction effect. The mediation analysis allows to see whether there are also indirect effects among the variables. In the 6th part of this thesis the results are discussed and placed in the light of the research questions and the literature. The limitations of this study are highlighted. The thesis finishes with the conclusion

2. Conceptual Framework

This part of the thesis deals with the conceptual framework. Social capital is taken apart. The first part of the chapter deals with social capital in general. It describes its origins and authors that were important in its development. In the second part of this chapter crucial concepts within social capital are identified and described. This chapter finishes with a visualization of the main research idea.

2.1 Social Capital

This part of the thesis deals with the conceptual framework of this study. The concept social capital is more closely examined.

Three authors that are widely cited for their work on social capital[1] are Pierre Bourdieu, James Coleman and Robert Putnam. Pierre Bourdieu and James Coleman are the ones that developed the concept, while Robert Putnam is believed to have popularized it (Slangen et al., 2008). What distinguishes social capital from other forms of capital, like human or physical capital, is the fact that social capital is a public good, whereas other forms of capital are private goods (Coleman, 1991). However, according to Ostrom (2000) all forms of capital share 3 common aspects. Capital is formed over time, it is based on common understanding about its value and if a large number of people decides to alter their perspective, the value of capital can easily be eroded.

Bourdieu (1983) distinguished four kinds of capital; Economic, cultural, symbolic and social capital. These forms of capital are interrelated and transformations from one form to another can occur. For example, buying a painting would transform economic capital into cultural capital. Bourdieu (2008) defines that the "volume of social capital possessed by a given agent (…) depends on the size of the network of connections he can effectively mobilize and on the volume of the capital (economic, cultural or symbolic) possessed in his own right by each of those to whom he is connected." For Bourdieu not only your own capital counts but also the capital of the people you are connected to, meaning that a person with a lot of capital in your network is more valuable than a person with little capital. In practice however, these networks are formed along homophilous lines, meaning that people choose people with similar amounts of (social) capital as they have themselves. People with a large amount of (social) capital prefer to engage with other people with similar amounts of (social) capital and tend to exclude people with low amounts of (social) capital (Matuschke & Qaim, 2009).

While Bourdieu dealt with capital in general, Coleman specifically extended the concept of social capital, applying it mostly in an economic context. Coleman (1991) believes that social capital is different from other forms of capital, because it is not a single entity. Social capital is a combination of different elements. These elements consist of some social structure, in which certain actions take place. Coleman (1994) also stresses the importance of the relational character of social capital, namely, social capital operates within networks. The relations within such networks are based on mutual trust or authority, or on both. Coleman distinguishes 5 types of social capital: relations of mutual trust, authority relations, information potential, effective norms and appropriable social organization (Häuberer, 2011). Relations of mutual trust refer to a sort of "credit slip" system, where

[1] Pawar (2006) goes as far as debating whether "social capital" as a term is very useful at all as capital is referring to an individual accumulation which stands in contrast to the idea of being social.

one person “owns” an obligation to another person but has to trust that this obligation will be paid back at some stage. In Coleman's view, a person that holds a lot of these favors, has a lot of social capital at his/her disposal. Authority relations deal with the transfer of authority from one person to another. In that case social capital is transferred in the right to control. Social capital based on the information potential refers to the potential of one actor to provide information that can help other actors to maximize their utility. Effective norms can be important to sustain social capital. With effective norms, actors can be sanctioned for their behavior. This will only take place in closed groups, where sanctioning is an option. The last type of social capital is found in appropriable social organizations, these are organizations set up for the purpose of providing public goods, where not everyone has to participate to gain (Häuberer, 2011).

Putnam claims that social capital “persists if trust prevails in relations. Trust itself is generated in networks of civic engagement and via norms of reciprocity constituting two additional kinds of social capital to the definition of Coleman” (Häuberer, 2011). The three important concepts when it comes to social capital are trust, networks of civic engagement and norms of reciprocity.

(Nahapiet & Ghoshal, 1998) divide social capital along three dimensions, the structural dimension, the cognitive dimension and the relational dimension. The structural dimension deals with the pattern of connections between actors, while the relational dimension describes the relational outcomes of interactions, such as trust, norms and identification. The cognitive dimension of social capital deals with shared goals and a shared culture. The authors establish these ideas in the context of organizational economics and economics of the firm.

Pawar (2006) looked at 11 definitions of social capital, including those of Bourdieu, Coleman and Putnam, and summarized the words that were most frequently appearing in the definitions of social capital. As shown in table 2.1, trust and networks are most often stated in the definitions. Concerning the definition of (Nahapiet & Ghoshal, 1998) networks cover the structural dimension of social capital while trust outlines the relational dimension. Networks and trust therefore, will be the main aspects of social capital that will be used in the remainder of the thesis.

Table 2.1 Words frequently appeared in definitions of social capital

Words	Frequency
Trust	7
Networks	5
Collective action	4
Norms	4
Relationships	4
Attitudes	3
Cooperation	3
Values	2
Social intercourse/interaction	2
Expectations	2
Information sharing	2

Note. Only words that appeared with more than one frequency are included.

2.2 Trust and norms of reciprocity in the context of networks

The key components of social capital are trust, networks and norms of reciprocity. Norms of reciprocity are used here as they are the most visible form of norms (Lyon, 2000). While networks seem to be the least debated, trust and norms of reciprocity are highly debated in the literature.

Trust exists between people and hence, can never be examined individually for one person (Lewis & Weigert, 1985). It only exists in social relations through ties. These ties can be strong or weak. Strong ties link people in particular groups, while weak ties link different groups to each other (Granovetter, 1973). Different ties together form a network. These networks facilitate the building of trust and the exchange of reciprocities. An important study by (Inkpen & Tsang, 2005) analyzes networks in the context of knowledge transfer. They found network ties, network configuration and network stability to be the best way to analyze the structural dimension of social capital. Network ties deal with the specific connection of one actor to the other. They see network ties as a key opportunity for transactions. The configuration of the network deals with the pattern of the linkages. The main focus is on the density of the network and the hierarchical structure. Network stability deals with the amount of membership change in the network. A stable network has members over a long period of time without much change, while in an unstable networks members change regularly.

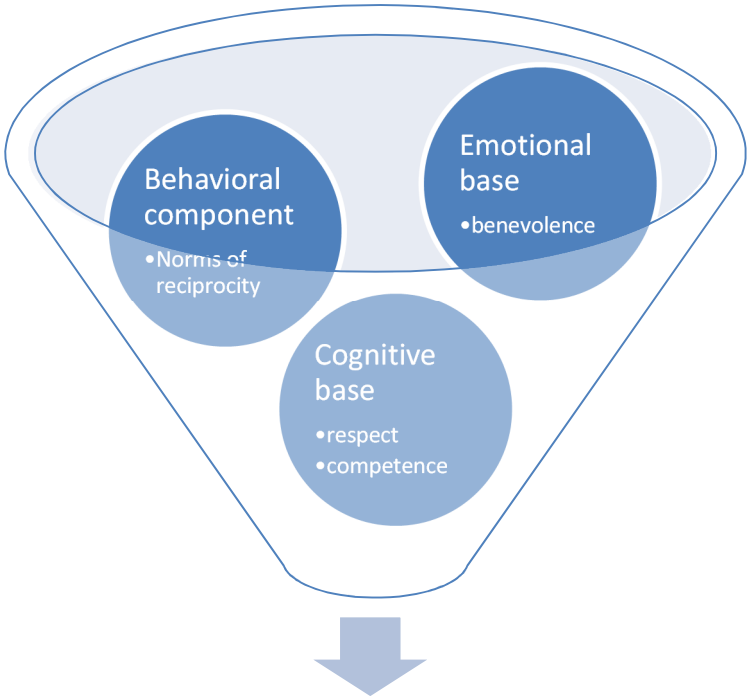
In the context of social capital, (Slangen et al., 2008) see trust as the most important element. These authors believe that there is an aspect of trust in every transaction and that without trust, agreements would not be made. Trust is seen as the engine that keeps the economy running. It is an important part of every transaction and the associated costs of transactions. Where there is a lot of trust, transaction costs can be reduced, as information is more easily shared among trusting parties. Trusting somebody can go via a direct link, but also via an indirect link, through another person. This means that a person might trust a person that he/she does not know if that person is a friend of a friend. It can be seen as extendable over indirect links,.

According to (Lewis & Weigert, 1985), trust can be divided in three broad mechanisms. The first mechanism is the cognitive process in which a person cognitively chooses who to trust and who not to trust. All available information is taken into account to make a choice about trustworthiness of the given person or institution. The second mechanism is the emotional base, it is complementary to the cognitive base and it consists of the emotional bond that exists in the relationship of the two parties. The last mechanism is the behavioral component of trust. It deals with the expectation that all parties involved will act competently and dutifully.

(Bryk & Schneider, 2002) dealt with trust in the context of schools. They established that a respectful relationship was needed to establish trust. When looking at the distinctions made by (Lewis & Weigert, 1985), respect could be classified within the first category, the cognitive process. Within interpersonal trust (Abrams et al., 2003) defined two dimensions. These are benevolence and competence. Benevolence is the trust that the other party is interested in the well/being and goals of the person. And competence is the trust that the other party actually knows what he or she is talking about and that it is worth listening to that person.

In figure 2.2 all findings are summarized. The funnel stands for the networks. Each circle stands for one base or component of trust. Each circle funnels through the network and is summarized in the concept of social capital.

Figure 2.2. The relation of the social capital components



3. Methodology

In this chapter the research methodology will be discussed. Starting from the research objective and insights from the conceptual framework in 2, testable hypotheses are derived. Secondly the questionnaire that was used to gather data for the empirical analysis will be explained. In the third part of this chapter the data collection, including the research region and sample, will be introduced.

3.1 Research hypothesis

Following the literature we can expect to find 3 levels of social capital, these three trust-related levels are the cognitive base, in the form of respect and competence, the emotional base in the form of benevolence and the behavioral component in the form of norms of reciprocity. These three levels form through networks. From this the following hypotheses can be derived:

1. There is a strong and positive correlation between respect and competence, the two concepts of the cognitive base.
2. There is a positive correlation between the first level, cognitive base and the second level the emotional base.
3. There is a positive correlation between the second level, the emotional base and the third level the behavioral component
4. There is a positive correlation between each of the three levels and networks.

In the empirical methodology, benevolence will be measured through general indicators of trust. The norms of reciprocity will be depicted as the expected wiliness to help of another party. Competence will be measured as the rate of usefulness of advice.

3.2 Data collection

A questionnaire was developed to determine the components and level of social capital of respondents through face-to-face interviews. The questionnaire was divided into three broad parts. The first part deals with general trust questions. The second part is divided into 4 subparts. In the first two parts participants had to identify their level of respect and trust towards certain groups of people. In the third part people had to state the expected willingness to help from these groups. The last category dealt with the kind of help that participants could expect from each category of people. These categories of people were: household, family, friends, neighbours, people you meet for the first time, the police and the program official. As this study was placed within a project, the program official referred to technician working for the project. The last part of the trust questionnaire deals with questions concerning the utility of the advice of different groups of people. Concerning the networks, people were asked about their non-agricultural as well as their agricultural networks The questionnaire is added as Annex B.

Data was collected in the context of the Borderlands project. This project is a development project run by the American Catholic Relief Service (CRS). It works with 3200 coffee farmers in Ecuador and Columbia. Around half of them are located in Ecuador of which 600 in Loreto, the research region. With all farmers, the NGO wants to start an agroforestry system with coffee as the main component, but also maize as a shadow crop plays an important role. They are planning to use exactly one hectare per farmer. The farmer clears this hectare at the beginning of the project, and from this point on the technicians of the NGO visit the farmer three times per year, giving advice and bringing inputs such as plant seedlings and fertilizer. In addition, there are several trainings organized where farmers are invited to attend. Participation however is voluntary. The idea is that the hectare generates different products throughout the year, mostly for household consumption. The NGO is not interested in the other land of the farmer, but will focus on this one hectare. After 30 years the trees should be cut and the money owned should be used to plant a similar tree system, this makes the project sustainable. First plants were planted in September 2012.

The data was collected through closed interviews with participants and non-participants of the Borderlands project in the canton of Loreto. The interviews were held in Spanish, without recordings being made. A translator was used to help when the respondents were not fully fluent in Spanish, as the native language of most respondents is Quichua. However, this was only used as an additional source of understanding, no interview was conducted solely through a translator. The interviews were conducted as a follow up interview to the baseline survey that was conducted in 2012. The baseline survey was done to establish a reference point for the evaluation of the Borderlands project.

3.2.1 Study region and sample

Part of the research conducted included a community level questionnaire. The results of this questionnaire indicate that in the communities we visited 3748 households lived of which 1148 participated in the program. This data has to be used with caution, as there is no official data available on the number of people living in each community. We were able to acquire data from the technicians working for the project, they indicated that 1100 people participate in the program in the canton of Loreto.

Ecuador is one of the few countries that produces Arabica as well as Robusta coffee. The interviews were conducted in the canton of Loreto, which is one of the four cantons in the province of Orellana. In 2010 86.493 people lived in the province of Orellana, of which 31.8 per cent are indigenous population. Agriculture is the main livelihood strategy of the people, 26.4 per cent of the men and 22.8 per cent of the women are engaged in agricultural activities (INEC, 2010). The canton of Loreto is the main production area for Robusta Coffee in the province of Orellana.

In Ecuador a total of 1800 farmers participated in the Borderlands project. They were equally divided over 3 regions. In the research region, Loreto, 600 Farmers initially participated. Of these 600 participants, 75 participants were randomly selected for interviewing. Additionally another 104 non-participants were randomly selected as a reference group. This was the initial distribution when the baseline survey took place. In July and August 2013 we visited the same households again, so that we could get a reliable comparison. Due to problems in one of the research areas, CRS decided to include more participants in the canton Loreto, so that the initial division of 75 participants and 104 non-participants was not maintained any more when we re-visited the farmers. The number of participants in the region increased from 600 to 1100. In our research population this changed 60 non-participants to participants, so that we had 44 non-participants and 135 participants. Due to several reasons not all of the 179 initial households were re-visited. Some of them were unavailable for further interviewing, others left the research area and some were not in the physical or mental state to answer questions. In total we visited 164 households. These households were all part of the same indigenous group, they were all Quichua. All households were engaging into farming activities, however not all of them as their only livelihood strategy. Some of them had small shops and others were teachers at the community level.

4. Descriptive Statistics – components of Social Capital

The descriptive statistics is divided into two parts. In the first part the measures for trust and trust-related factors will be examined and the second part deals with the networks.

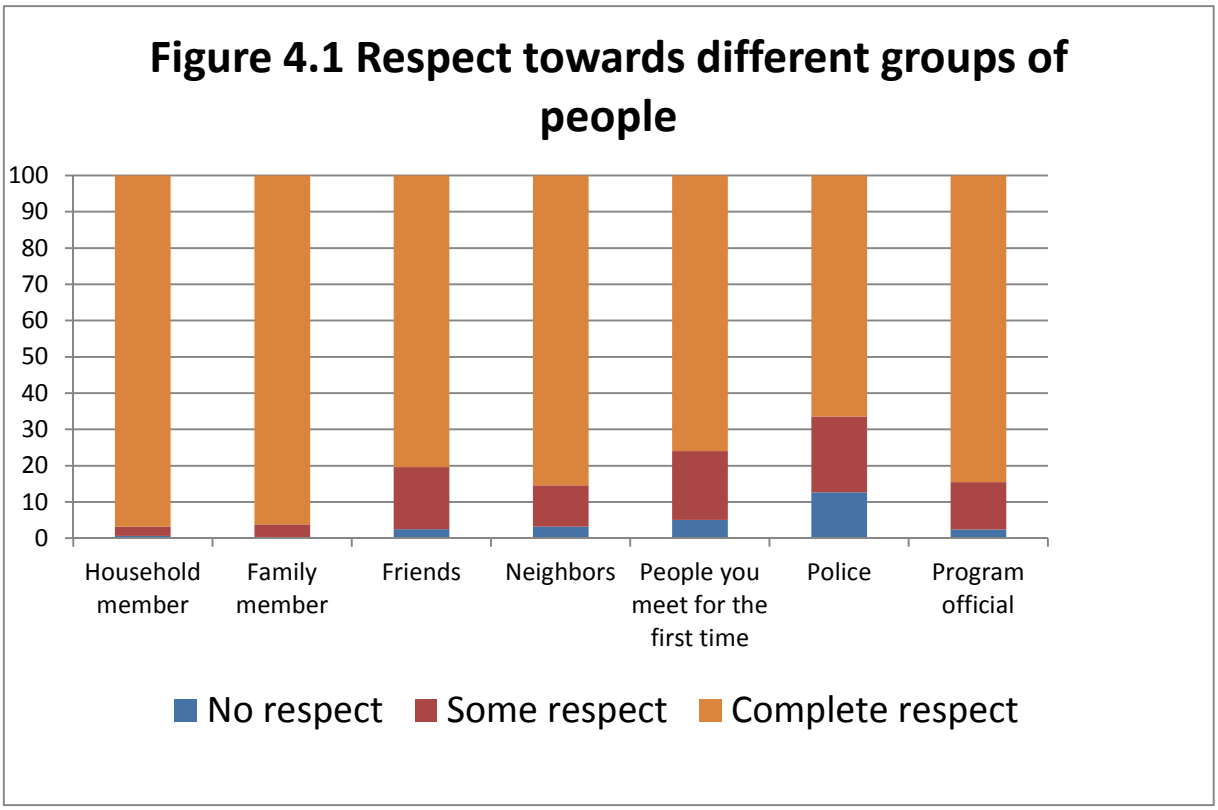
4.1. Trust-related concepts

In the first part of this section the four variables trust, respect, expected willingness to help and usefulness of advice are more closely examined. Trust stands for benevolence. The norms of reciprocity will be depicted as the expected wiliness to help of another party. Competence will be measured as the rate of usefulness of advice.

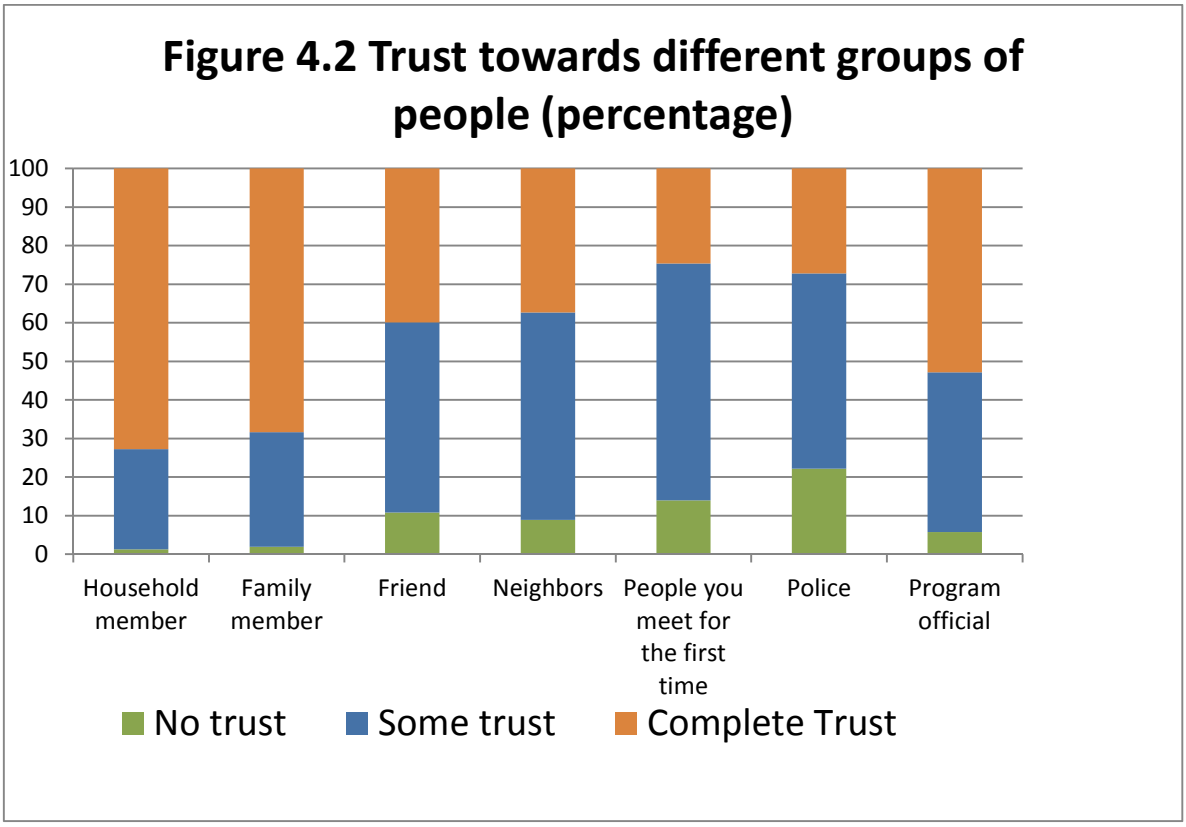
First, the respect that participants had for certain groups of people is described. Secondly the amount of trust towards the same group of people is analyzed. Thirdly the expected willingness to help is more closely inspected, looking at the expected willingness to help as well as the expected ways of helping. The last part of the first section deals with the usefulness of advice that people received from certain groups of people. The second part of this section deals with networks. A distinction is made between agricultural and non-agricultural networks.

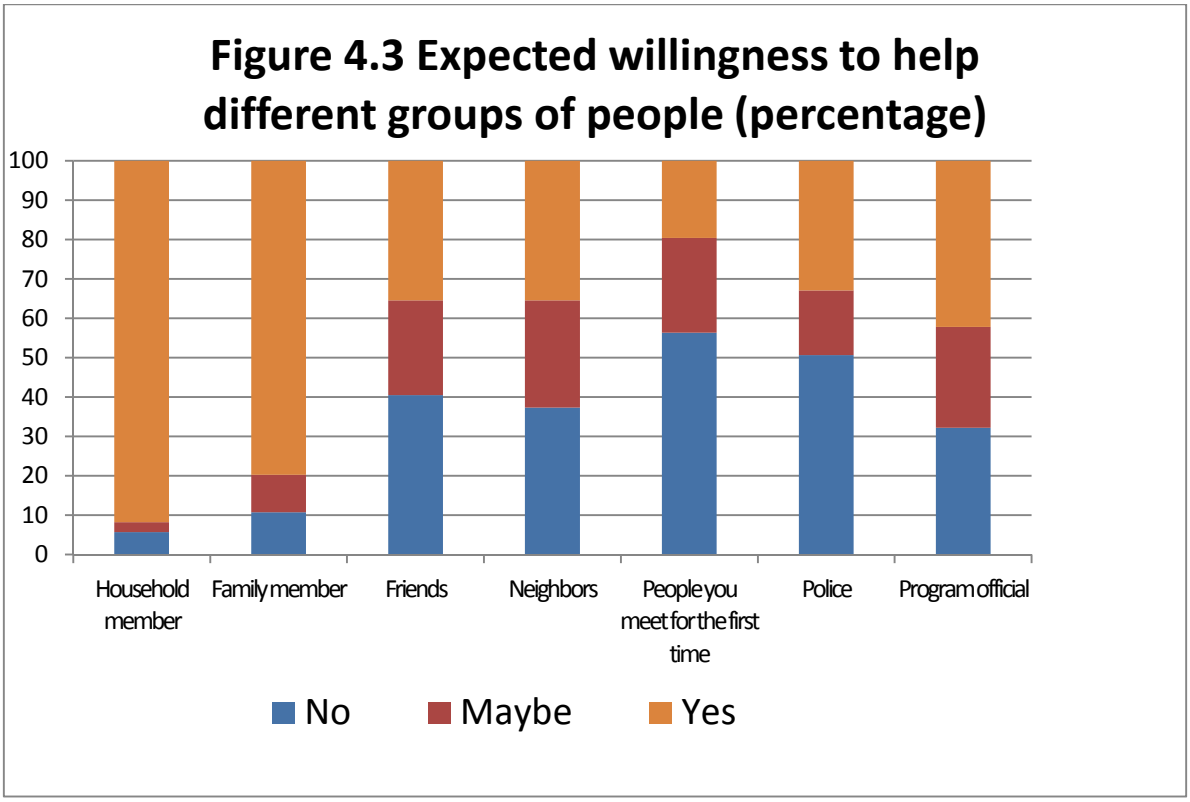
The majority of people indicated a high level of respect towards other people (see Figure 4.1). Respondents gave complete respect as the most frequent answer for all groups of people. Household members and family members score the highest, while people you meet for the first time and the police score the lowest. Results are displayed as shares of total number of responses to make it easier to compare the results.

As expected, people have a higher level of respect than they have of trust. An overview is given in Figure 4.2. Household and Family members score again the highest, the most frequent response here was complete trust. This is not the case for any other category except the program official. He also receives the most frequent response in the complete trust category. For the rest of the groups of people the most frequent responses were in the category some trust. The police has the highest number of responses in the no trust category, even more than the people you meet for the first time. Within the groups of household and family members the category with no trust had almost no responses.



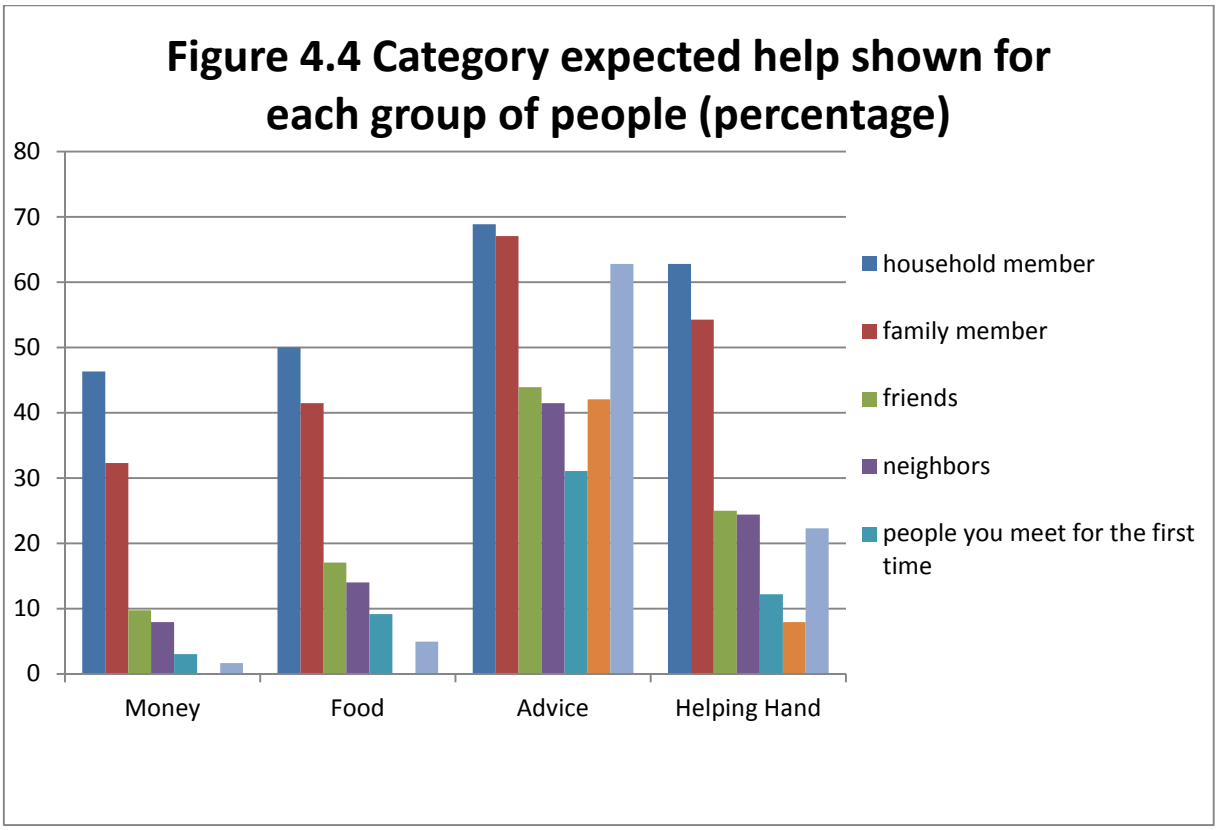
When it comes to the expectation of receiving help from other people, people did not expect other people to help them, even if they respected and trusted them. Naturally the group of people you meet for the first time scored very low on the expectation of help. Household members scored the highest, followed by family members. With friends and neighbours most responses are in the 'will help maybe' category. The program official scored quite well again, as he has most responses in the category of would help absolutely. These findings are displayed in Figure 4.3.





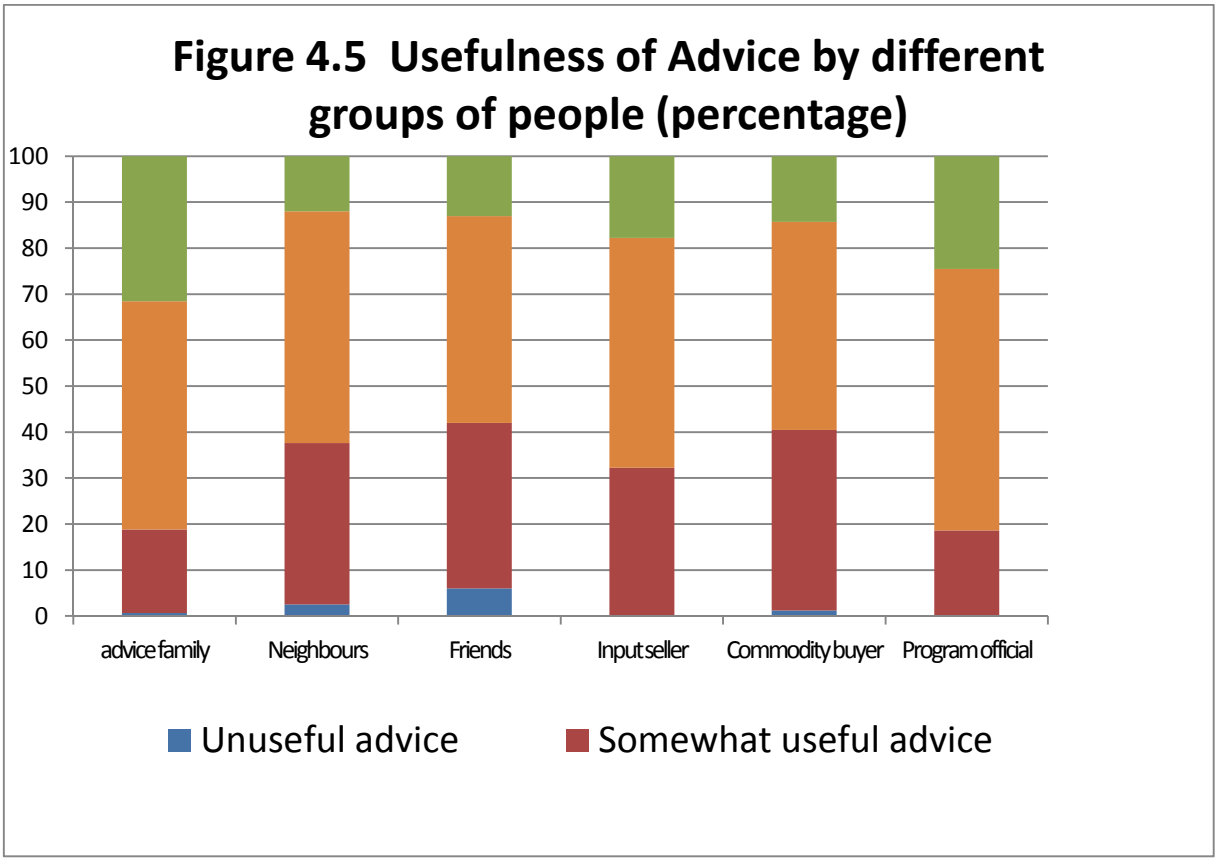
Following up on the expectation to receive help, respondents were also asked how they expected these people would help them, either with money, food, a helping hand, advice or in another way. Figure 4.4 displays the four possible categories money, food, advice and a helping hand. Each colour displays one group of people. It can be seen that household members scored the highest in each category. They are closely followed by family members. The police and people you meet for the first time score again the lowest. It is interesting to note that less than 50 percent of the people expected

other people to help out with money. Half of the people expected other household members to help out with food. Advice is the kind of help that most people expect from other people. All seven groups of people score high in the advice category.



In the last part of the trust questionnaire, people were asked to rate the quality of advice of six different groups of people. These six groups were: the program official (only for participants of the project), members of the family, neighbours, friends, salesmen of inputs, buyers of commodities. Participants could rate the advice as: not useful (1), somewhat useful (2), useful (3), very useful (4) and I never asked for advice (0).

The results are summarized in Figure 4.5. In this figure only the results of the people that asked for advice are displayed. Not all groups of people were equally popular for advice. The most popular were family members, only 2.6 percent of the people indicated that they never asked family members for advice. It has also the highest mean score with 3.12 on a score from 1 to 4, indicating that the advice was also useful. From the people that participated in the Borderlands program, only 15.7 percent did not ask advice from the program official. Additionally no one thought that the advice from the program official was unuseful. The mean score is 3.06. One fourth of the people indicated to not ask advice from their neighbours, the mean score is 2.72 . Roughly one third of the people did not ask advice from their friends. With a mean of 2.65 the score is the overall lowest. Sellers of inputs and buyers of commodities were least favoured in asking for advice. Roughly only half of the people asked them for advice. However when asking for advice the advice was rated rather useful with mean scores of 2.86 and 2.73.



4.2. Networks

In the next part of this section the focus will lie on another component of social capital. These are the networks that participants had. We distinguish between agricultural networks and non-agricultural networks. That does not mean that in the non-agricultural networks people do not talk about farming or farming methods, but rather that the main purpose of the network is not agriculture. We will distinguish between 5 main categories of non-agricultural networks. The biggest network is the community. Only 2.5 percent of the people indicated that they did not participate in the community meetings. These were held regularly ranging from once per year to every second week. Monthly and quarterly meetings were most common. The second biggest network is sport. 84 percent of the people participated in sport activities. The most popular was indoor football, but also volleyball and basketball were mentioned often. The third biggest networks of the sample was an organisation of Kichwa women in which 65 percent of the respondents participated, the name of the organisation is Kallary Warmi Muskuy Wankurishka. In the continuation of this thesis I will refer to it as Kallary for simplicity reasons. The borderlands project worked in close cooperation with Kallary. The fourth biggest network is the Christian church. 65 percent of respondents indicated to belong to a Christian church. The majority of them were catholic. Participation ranged from going once a year, to very active members that went once or even twice per week. Other non-agricultural networks include indigenous art and craft activities and other local organizations. 14 percent of the people participated in those.

Within the agricultural networks, the family was the most present network. 94.4 percent of the people indicated to have family members that were farmers as well. Next to this we distinguish between four unofficial agricultural networks. These are: the people the participant shares the tools or farm equipment with, the people the participant buys inputs with, the people that the participant

helps out on the farm, and the workers the participant hires to help out on his farm. These four networks are not exclusive and not all participants were part of all networks. 88 percent of the participants indicated to help out on other people's farms. While 67 percent shared farm equipment. 55 percent of the people hired workers to help out on their farm and only 15 percent of the people bought inputs together with others.

5. Interrelatedness of the Components of Social Capital

This chapter is deals with the interrelatedness of the components of social capital. It is divided in two parts. In the first part of this chapter, the correlations between the variables are analysed and in the second part of this chapter a mediation analysis is performed.

5.1 Correlations

This section deals with the interrelations between the components of social capital. There are six variables that were introduced in section 4.1. These are Trust, Respect, Expected willingness to help, usefulness of advice and agricultural and non-agricultural networks. In Diagram 5.16 all the significant correlations between these variables are displayed. For the correlations, the Pearson correlation coefficient is used, it is calculated as the covariance divided by the multiplication of the standard deviations (Field, 2009). It is interesting that all significant correlation coefficients are positive indicating that a higher score in one variable is also associated to a higher score in another variable. There are two variables that only correlate with one other variable. These are the agricultural networks and the usefulness of Advice. Two variables that correlate with two other variables are trust and non-agricultural networks. Respect and willingness to help have correlations with four other variables. The highest correlation can be observed between trust and respect. With 0.467 it is a moderate correlation. The only other moderate correlation is between trust and willingness to help. The rest of the correlations are weak (below 0.4).

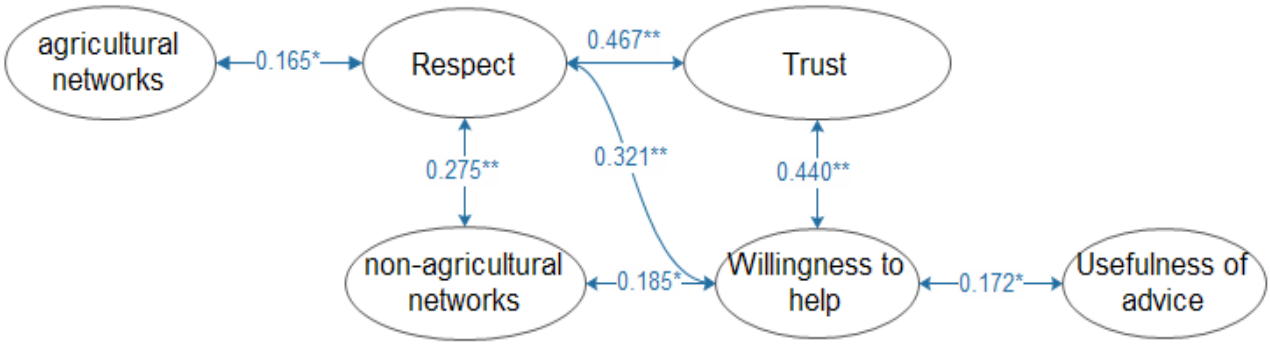


Diagram 5.1 Correlations between the variables. * → significance at 5 percent level

** → significance at 1 percent level

It can be observed that there are two clusters of 3 variables that are correlated. The first cluster is trust, respect and willingness to help. These three variables correlate significantly with each other. The second cluster is non-agricultural networks, respect and willingness to help. These three also correlate significantly with each other. To examine whether there is additionally to the direct link

between these variables also an indirect effect, a mediation analysis is performed. The results of this mediation analysis are displayed in the following section.

5.2 Mediation analysis

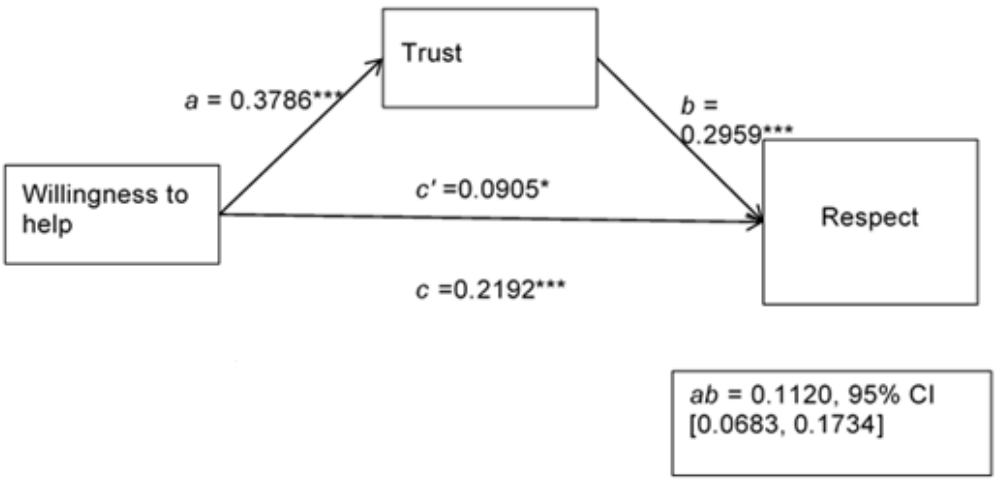
Simple mediation models were tested using the Mediation macro for SPSS (Hayes & Preacher, 2013). To test for the indirect effect, 95% bias-corrected bootstrap confidence intervals based on 1,000 bootstrap samples were used. In the mediation analysis an independent variable a mediator and a dependent variable need to be specified. As the direction of the relationship cannot be clearly determined in this case each variable is going to be used in each position. The results are displayed in the two following sections. A mediation analysis is performed, when the researcher has the idea, that the observable direct effect between two variables might be due to another phenomena. If there is a direct effect between X and Y, but by adding another variable (M) this effect is reduced, it is interesting to have a look whether there is an indirect effect from X trough M to Y. This is done through mediation analysis.

5.2.1 Mediation between trust, respect and willingness to help

In this part the relationship between trust, respect and willingness to help is more closely examined. When placing each variable in each position a total of six Mediation analyses can be performed. Of these six mediation analyses, 5 are significant indicating that next to the direct effects between the variables also indirect effects can be observed. These six mediations are grouped by their independent variable.

The two first mediations are the effect from willingness to help to respect, mediated by trust and the effect from willingness to help to trust mediated by respect. If we take the first case, we can observe a direct effect from willingness to help to respect. However as shown in the mediation analysis in Figure 5.2, the direct effect from willingness to help to respect drops from 0.2192(c) to 0.0905 (c') when trust is included in the analysis (c'). This is due to the indirect effect of 0.1120 from willingness to help through trust to respect (ab). It is not a complete mediation as the direct effect from willingness to help to respect stays significant even when trust is included. All direct and indirect effects are significant.

Figure 5.2 Mediation Analysis



For the remaining analysis, the diagrams can be found in Appendix A.1. The indirect effects are displayed in table 5.2.1. In the second mediation analysis with willingness to help as the independent variable, respect is the mediator and trust the dependent variable. The mediation is again significant, but as we can observe in table 5.2.1 the mediation effect (ab) is with 0.0532 very small. The change from 0.3786 (c) without the mediator to 0.3298 (c') with the mediator is almost unobservable. The next set of mediations has Trust as the independent variable. The mediation effect from trust to willingness to help through respect is the only mediation that is insignificant. The mediation where willingess to help is the mediator and respect the dependent variable is significant, but the effect of the mediation (ab) is relatively small here as well.

In the last set of mediations, with respect as the independent variable, large mediation effects can be observed. It can be seen that the direct effect from respect to willingess to help (c) is 0.5079, when trust, the mediator, is included that effect shrinks to 0.2341. The mediation effect (ab) is with 0.2738 the highest of the whole mediation analysis. The final mediation effect is from respect to trust, with willingness to help as a mediator, it is significant and has a value of 0.1413.

Table 5.2.1 Outcomes of mediation analyses between Willingness to help, trust and respect

Independent variable (X)	Mediator (M)	Dependent variable (Y)	Indirect effect (ab)	Direct effect from X to Y (c)	Direct effect from X to Y with M included (c')
Willingness to help	Trust	Respect	0.1120**	0.2192**	0.0905*
Willingness to help	Respect	Trust	0.0532**	0.3786***	0.3298***
Trust	Willingness to help	Respect	0.0462**	0.3421***	0.2959***
Trust	Respect	Willingness to help	0.0801	0.5103***	0.4302***
Respect	Trust	Willingness to help	0.2738**	0.5079***	0.2341*
Respect	Willingness to help	Trust	0.1413**	0.6364***	0.4950*

Summarizing it can be said that trust, respect and willingness to help have direct as well as indirect effects on each other.

5.2.2 Mediation between non-agricultural networks, respect and willingness to help

The second part of the mediation analysis deals with the non-agricultural networks, respect and willingness to help. Similar to the mediation before, all but one mediation are significant. The results are summarized in table 5.2.2. The full diagrams can be found in Appendix A.2.

Again we have six mediation analyses. Two of these mediation analyses are insignificant and will not be discussed. Additionally there are four mediation analyses that are significant, two of these are full

mediations. The first significant mediation analysis is the effect from willingness to help through non-agricultural networks to respect. The mediation is significant, but not fully as the direct effect remains significant. One other mediation is not a full mediation, but still significant. This is the mediation from non-agricultural networks through willingness to help to respect. Two of the six mediations are full mediations. These are from willingness to help through respect to non-agricultural networks. The direct effect without the mediator (c) is 0.3780 it is significant at the 1 percent significance level. After including the mediator respect, the direct reflect reduces to (c') 0.2200. The effect becomes insignificant. This means that there is no direct link between willingness to help and non-agricultural networks. This effect is only indirect through respect. The only other full mediation is from non-agricultural networks through respect to willingness to help. As we can observe this is the opposite direction of the indirect effect from before. In the first full mediation, willingness to help was the independent variable (X) and non-agricultural networks was the dependent variable (Y). Now non-agricultural networks are the dependent variable (Y) and independent networks are the independent (X). The indirect effect is with 0.0393 relatively small, but it is interesting that there is no direct effect from willingness to help to non-agricultural networks or from non-agricultural networks to willingness to help.

Table 5.2.2 Outcomes of mediation analyses between Willingness to help, respect and non-agricultural networks

Independent variable (X)	Mediator (M)	Dependent variable (Y)	Indirect effect (ab)	Direct effect from X to Y (c)	Direct effect from X to Y with M included (c')
Willingness to help	Non-agricultural networks	Respect	0.0261**	0.2025***	0.1764***
Willingness to help	Respect	Non-agricultural networks	0.1575**	0.3780**	0.2200
Non-agricultural networks	Willingness to help	Respect	0.0160**	0.0851***	0.0691***
Non-agricultural networks	Respect	Willingness to help	0.0393**	0.0906**	0.0512
Respect	Non-agricultural networks	Willingness to help	0.0456	0.5079***	0.4623***
Respect	Willingness to help	Non-agricultural networks	0.1117	0.8895***	0.7778***

Concluding it can be said that there are direct and indirect effects between non-agricultural networks, respect and willingness to help. Two of them are insignificant, these are the ones with respect as an independent variable. Two mediations are significant, but not full mediations, these are the ones with respect as the dependent variable. And two mediations are full, these are the ones with respect as the mediator. The next chapter highlights what this means for the research questions.

6. Discussion and Conclusion

In the first part of the discussion the research questions will be answered, the second part deals with the new insights and validation of the literature and in the last part the limitations of this study and ideas for further studies are presented

6.1 Research questions

The main research question of this research is:

- What are the direct and indirect links between the concepts: benevolence, respect, competence, norms of reciprocity and networks?

In the empirical methodology, benevolence was measured through general indicators of trust. The norms of reciprocity were depicted as the expected wiliness to help of another party. Competence was measured as the rate of usefulness of advice.

The analysis in chapter 5 allows to answer this main research question as it assessed first the correlations between the concepts and additionally the indirect effects between them. Specifically, the analysis allowed to prove or decline the hypotheses derived from the conceptual framework that were stated in section 3, the methodology. These hypothesis are repeated below, with the outcome derived from the analysis.

1. There is a strong and positive correlation between respect and competence, the two concepts of the cognitive base.

This hypothesis is falsified. Diagram 5.1 shows that there is no correlation between competence (usefulness of advice) and respect.

2. There is a positive correlation between the first level, cognitive base and the second level the emotional base.

The first level, the cognitive base consists of respect and the usefulness of advice. The second level the emotional base consists of trust. It was shown that this hypothesis can be partly confirmed and partly not. Respect and trust are correlated, while trust and usefulness of advice are not. This means that some part of the cognitive process correlates with the emotional base, and some part does not.

3. There is a positive correlation between the second level, the emotional base and the third level the behavioral component

The second level, trust and the third level expected willingness to help (norms of reciprocity) are correlated. The hypothesis can be confirmed.

4. There is a positive correlation between each of the three levels and networks.

This hypothesis is again partly true, there is a correlation between respect, and agricultural and non-agricultural networks. That shows that at least one of the two first level variables has a correlation with the networks. The second level variable trust, has no relation to any of the two network

variables and the third level expected willingness to help has a relation to the non-agricultural networks. Which means this hypothesis can also only partly be confirmed.

6.2 New insights and validations of the literature

This thesis has made a contribution to the existing literature. Assessing the hypotheses that were formed in guidance of the literature, we see that most hypotheses had to be declined. (Lewis & Weigert, 1985) divided trust into three broad mechanisms. They said that in the beginning people cognitively choose to trust someone. In this research we used two proxies for this cognitive component. These were respect and the usefulness of advice. It could be discovered that indeed the level of respect has a correlation to the level of trust, however the usefulness of advice was not correlated to the level of trust. This goes against the idea of (Abrams et al., 2003) who stated that competence is part of trust. Competence refers to our idea of the usefulness of the knowledge of the other person. In this research we could not show that competence was correlated to trust. However it is correlated to the expected willingness to help. This indicates that people that are rated as more useful, regarding advice, are also expected to be more willing to help. As advice is one of the most named expected ways to help somebody in this research, this correlation is not surprising. While trust and networks are the two concepts most cited in the literature of social capital (Pawar, 2006), it is very interesting to note that these are not directly correlated in any way in this research. Agricultural networks were only correlated to respect, while non-agricultural networks were correlated with respect and willingness to help. Indicating that people that had more non-agricultural networks also expected other people to help more. This is also logical as people that are part of a variety of networks can call for help from a greater variety of people.

6.3 Limitations and ideas for further study

The big limitation of this study is, that it was not set up as an exploratory research into social capital, but as a study on the influence of social capital on knowledge-sharing. However the data needed for that study was not made available. However this study showed very interesting results concerning the correlation and indirect effects of different social capital variables. For the future it might be interesting to set up a study that directly targets to evaluate these indirect links within social capital.

6.4 Conclusion

This research was set up to shed some light on the discussion about social capital and what it really entails. While the literature proposes very interesting insights of which most could not be replicated in this study, it is interesting that somehow all concepts that we included correlated to each other in one way or another. So that in one way or another respect, trust, willingness to help, advice and non-agricultural and agricultural networks are part of social capital. While we cannot give a direction of the influence, we certainly can see influences. What this study showed is that there are sufficient ideas on the composition of social capital, however there is still a great need of specifying the composition and reaching a common conclusion.

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Annex A Mediation analysis

Annex A1. Mediation Analyses Respect, Trust and willingness to help

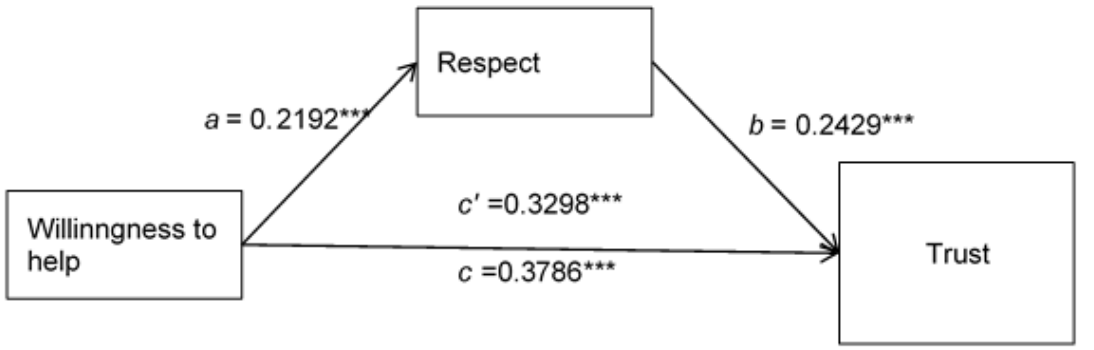


Diagram 4.2
Note: *p < .10, **p < .05, ***p < .01

ab = 0.0532, 95% CI [0.0182, 0.1026]

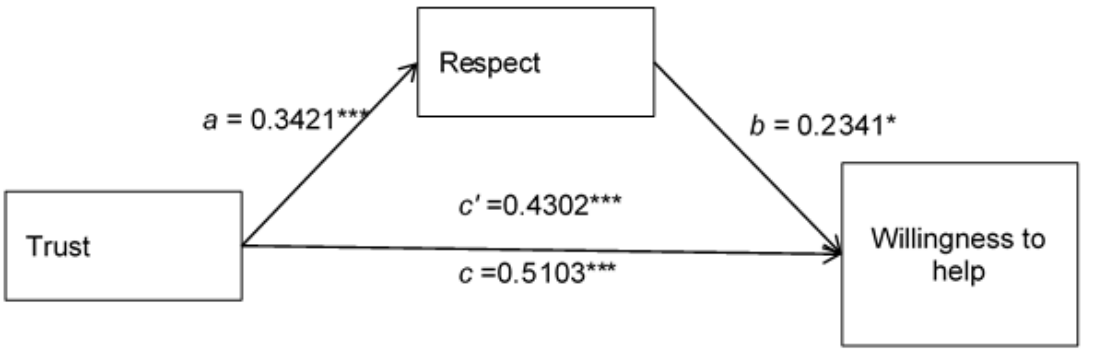


Diagram 4.4
Note: *p < .10, **p < .05, ***p < .01

ab = 0.0801 95% CI [-0.0064, 0.1619]

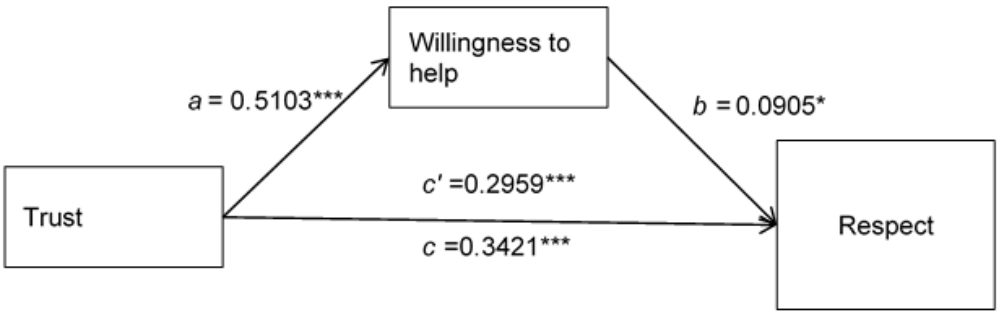


Diagram 4.3
Note: *p < .10, **p < .05, ***p < .01

ab = 0.0462, 95% CI [0.022, 0.1001]

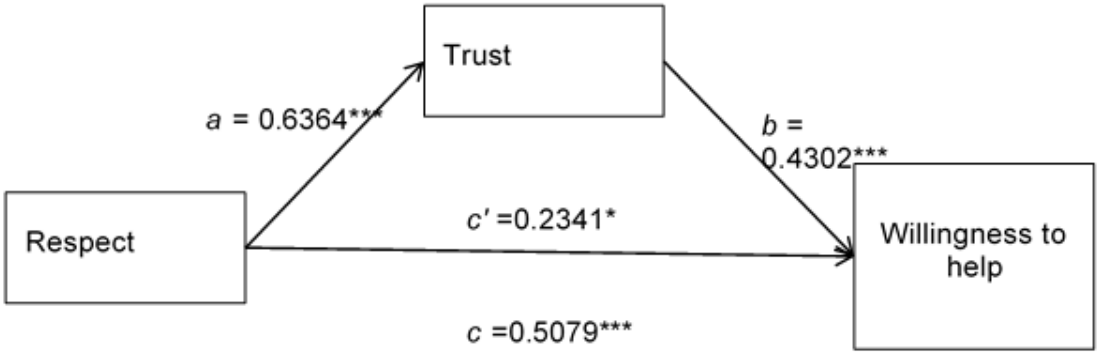


Diagram 4.5
Note: *p < .10, **p < .05, ***p < .01

ab = 0.2738, 95% CI [0.1519, 0.4239]

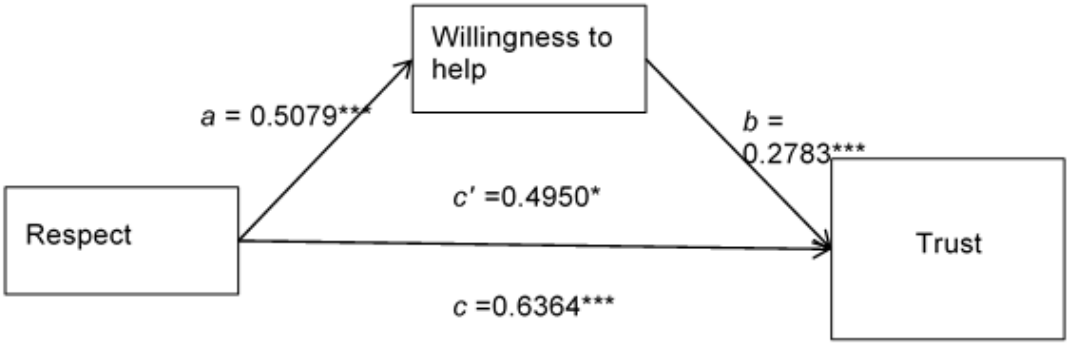
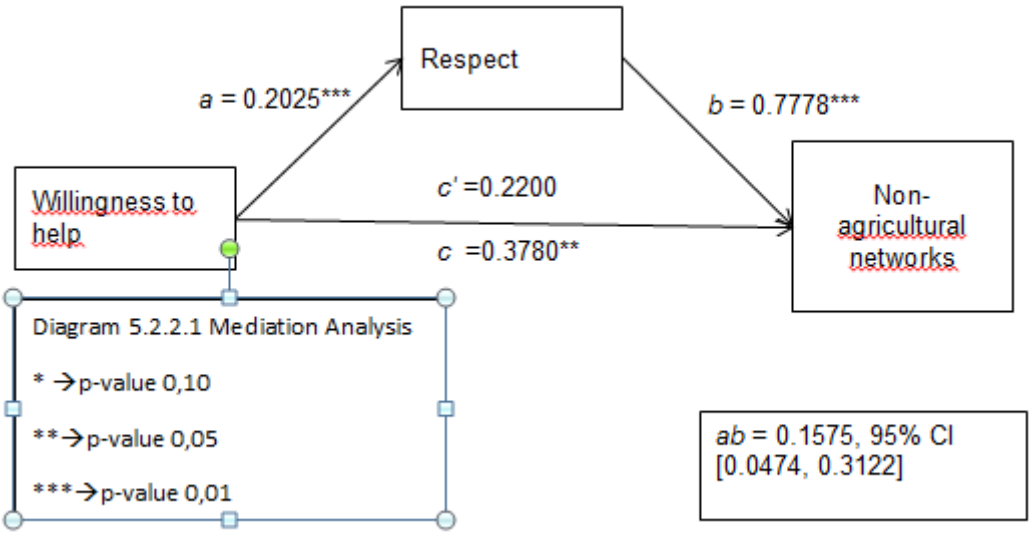
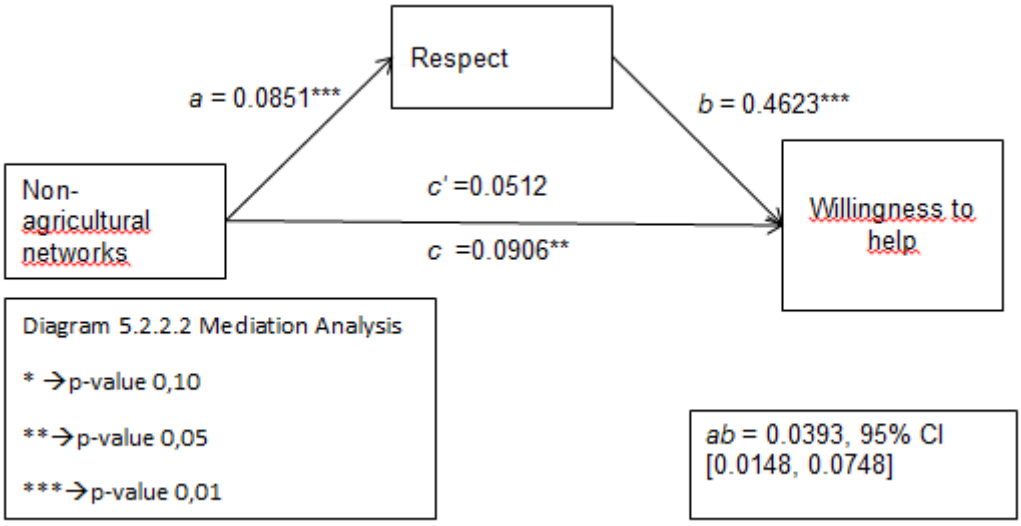


Diagram 4.6
Note: *p < .10, **p < .05, ***p < .01

ab = 0.1413 95% CI [0.0676, 0.2507]

Annex A2. Mediation Analyses Respect, non-agricultural networks and willingness to help





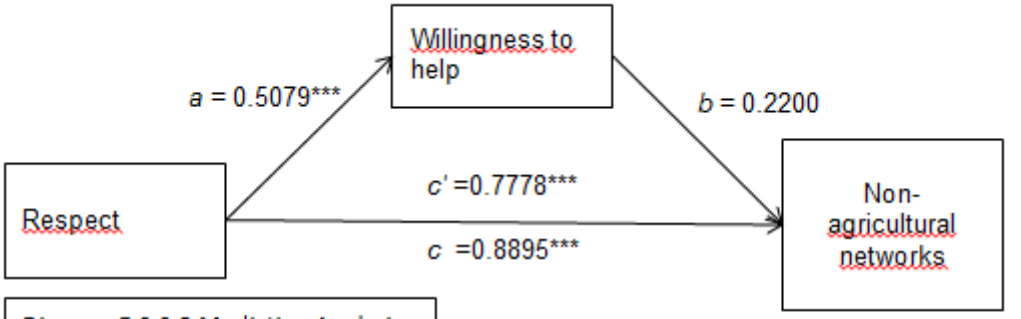


Diagram 5.2.2.3 Mediation Analysis

* →p-value 0,10

**→p-value 0,05

***→p-value 0,01

ab = 0,1117 95% CI [-0.0685, 0.3133]

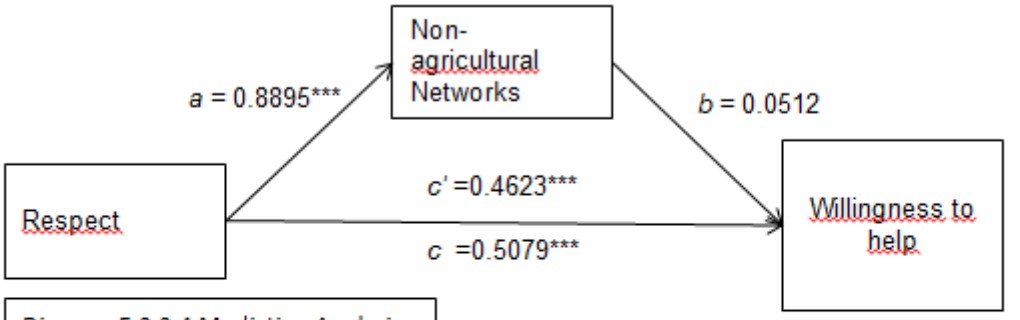


Diagram 5.2.2.4 Mediation Analysis

* →p-value 0,10

**→p-value 0,05

***→p-value 0,01

ab = 0,0456 95% CI [-0.0245, 0.1295]

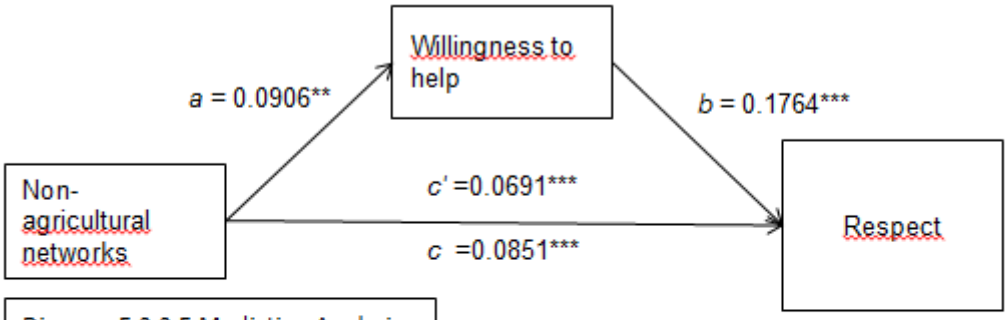


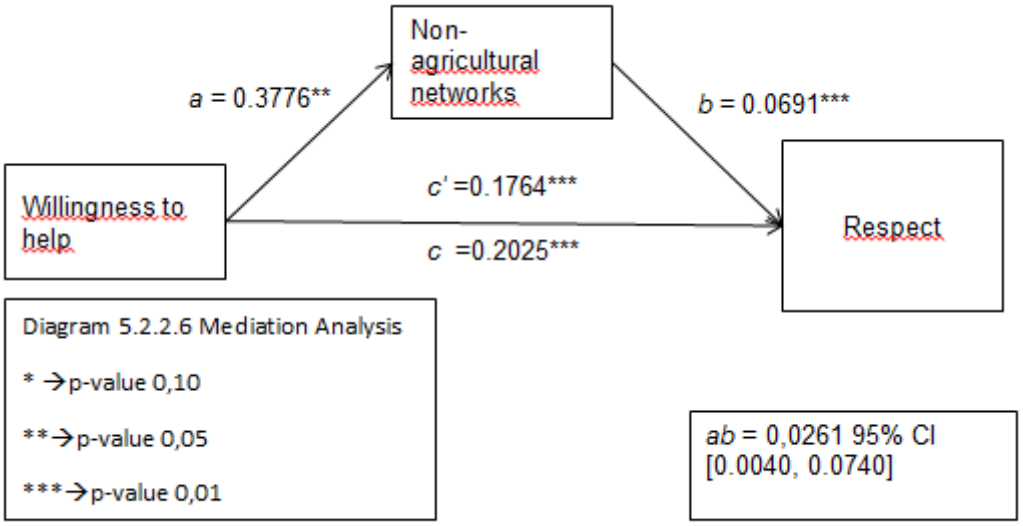
Diagram 5.2.2.5 Mediation Analysis

* →p-value 0,10

**→p-value 0,05

***→p-value 0,01

ab = 0,0106 95% CI [0.0024, 0.0361]



Annex B Questionnaire

Encuesta del hogar --- VERSION A

Encuestador	Nombre	C	O	D	E	GPS	⌊__⌋ ⌊__⌋⌊__⌋⌊__⌋	Date	⌊__⌋⌊__⌋ ⌊__⌋⌊__⌋ ⌊__⌋⌊__⌋

Productor	Nombre
Código hogar	⌊__⌋⌊__⌋⌊__⌋

1. Composición familiar

#	1.1 Pronombre(s)	1.2 Apellido(s)	1.3 Quién maneja la finca?	1.4 Educación en agronomía?	Ayuda con: 1.5 siembra	1.6 deshierba	1.7 cosecha
1			☐	☐	☐	☐	☐
2			☐	☐	☐	☐	☐
3			☐	☐	☐	☐	☐
4			☐	☐	☐	☐	☐
5			☐	☐	☐	☐	☐
6			☐	☐	☐	☐	☐
7			☐	☐	☐	☐	☐
8			☐	☐	☐	☐	☐
9			☐	☐	☐	☐	☐
10			☐	☐	☐	☐	☐
11			☐	☐	☐	☐	☐
12			☐	☐	☐	☐	☐
13			☐	☐	☐	☐	☐
14			☐	☐	☐	☐	☐
15			☐	☐	☐	☐	☐

Para todos:

2.	Por cuántos años ya vive en esta comunidad?	⌊__⌋⌊__⌋ años	
3.	De dónde viene originalmente?	ciudad / región	país
4.	Todavía tiene familia allá?	☐ SI	☐ NO
5.	Cuántas veces al año les visita?	⌊__⌋⌊__⌋ veces	
6.	Cuántos minutos (caminando) es su tierra de la comunidad?	⌊__⌋⌊__⌋ minutos	
7.1	Participa usted en el proyecto de café?	☐ SI	☐ NO
7.2	Cuando "**SI**", hace cuánto tiempo entró?	⌊__⌋⌊__⌋ meses	

7.3	Cuando "**NO**", porque..	☐ no quería	☐ no podía

Solo para personas que participan en el proyecto:

8.	Cuál oficial del proyecto trabaja con usted?	nombre	
9.	Cuántas veces estuvo en su finca?	⌊__⌋⌊__⌋ veces	
10.	Cuántas reuniones había en la comunidad?	⌊__⌋⌊__⌋ reuniones	
11.	Pudo participar en todas?	☐ SI	☐ NO
12.	A cuantas reuniones fue?	⌊__⌋⌊__⌋ reuniones	

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

1.	Hablando en forma general, ¿diría usted que:	☐ Se puede confiar en la mayoría de las personas
		☐ No se puede confiar en nadie

Module B: Confianza y redes sociales

Este parte de la encuesta trata de la confianza que tiene usted en la gente.

	2. Tiene respeto por esas personas?	3. Cuánta confianza tiene en esas personas?	4. Si usted tuviera problemas, le ayudaron?	5. Con qué le ayudarían?
Nivel de confianza en:	1. Ninguno 2. Un poco 3. Completamente 99. NS/NC	1. Ninguna 2. Un poco 3. Completamente 99. NS/NC	1. No 2. Tal vez 3. Absolutamente 99. NS/NC	1. Dinero 4.Mano de obra 2. Comida 5. Otro, cual: 3. Consejos 99. NS/NC
1. Miembros de su hogar	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋
2. Miembros del resto de su familia	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋
3. Amigos	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋
4. Vecinos	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋
5. Persona(s) quien se encuentre por la primera vez	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋
6. La policía	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋
7. El oficial del proyecto	⌊__⌋	⌊__⌋	⌊__⌋	⌊__⌋

	Para las próximas enunciaciones por favor indica si esta:	1. Muy de acuerdo 2. De acuerdo 3. De desacuerdo / no de acuerdo 4. Muy de desacuerdo 99. NS/NC
6.	La gente de esta comunidad se preocupa más con ellos mismos y sus familias y no tienen mucho interesa en el bienestar de la comunidad	⌊__⌋
7.	La mayoría de la gente en esta comunidad es honesta y de confianza	⌊__⌋
8.	En esta comunidad hay que estar siempre alerta, sino alguien puede aprovecharse.	⌊__⌋
9.	Si tengo un problema, siempre hay alguien que me ayude.	⌊__⌋
10.	Me siento aceptado como miembro de esta comunidad.	⌊__⌋

11.1 Miembro del hogar	11.2 Tipo de organización	11.3 Número de reuniones por año	11.4 Grado de participación
usa el número de la tabla "composición familiar"			1. Líder 2. Activo 3. Pasivo
⌊__⌋⌊__⌋	La cooperativa Kallary MWW	⌊__⌋⌊__⌋	⌊__⌋
⌊__⌋⌊__⌋	Reuniones de la comunidad	⌊__⌋⌊__⌋	⌊__⌋
⌊__⌋⌊__⌋		⌊__⌋⌊__⌋	⌊__⌋
⌊__⌋⌊__⌋		⌊__⌋⌊__⌋	⌊__⌋
⌊__⌋⌊__⌋		⌊__⌋⌊__⌋	⌊__⌋

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module C: WTP

La próxima pregunta no tiene respuestas correctas o incorrectas. Sus respuestas deben depender solo de sus propias preferencias. Solamente gustaríamos saber cómo la gente toma decisiones económicas.

Si usted desea una calculadora y la encuentra esta (**MUESTRA LA CALCULADORA**) ofertada en una tienda. ¿Cuánto pagaría por ella?

Precio en dólares	Por favor indique si compraría o no la calculadora al precio indicado	
Si el precio fuera **$ 0.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 1.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 1.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 2.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 2.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 3.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 3.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 4.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 4.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 5.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 5.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 6.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 6.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 7.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 7.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 8.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 8.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 9.00** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 9.50** ..	☐ la compraría	☐ no la compraría
Si el precio fuera **$ 10.00** ..	☐ la compraría	☐ no la compraría

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module D: Riesgos y percepción

Primero indique cuales riesgos ha experimentado en los últimos meses. Después indique el impacto que tuvo a los ingresos en una escala de 1 (no grave) hasta 5 (muy grave) y la probabilidad que ese tipo de riesgo va a afectarle el año que viene de 1 (poco probable) a 5 (seguramente).

1.	En comparación a su situación hace 5 años, su bienestar hoy día está:	1. mejor 2. igual 3. peor	⌊__⌋

#	En los últimos 12 meses ha experimentado...	SI	Impacto ingresos (1-5)	Prob. futura (1-5)
2.	*Ha sufrido de un cambio en el clima o del medio ambiente?*			
a.	Inundación o lluvias abundantes que han destruido la cosecha	☐	⌊__⌋	⌊__⌋
b.	Sequía o falta de lluvia qua ha destruido la cosecha	☐	⌊__⌋	⌊__⌋
c.	Derrumbes	☐	⌊__⌋	⌊__⌋
d.	Plagas o enfermedades que han afectado los cultivos antes de la cosecha	☐	⌊__⌋	⌊__⌋
e.	Plagas o enfermedades que causaron pérdidas de almacenamiento (ej., gorgojos, hongos)	☐	⌊__⌋	⌊__⌋
f.	Muerte de ganado por enfermedades	☐	⌊__⌋	⌊__⌋
g.	Destrucción de propiedad o de la cosecha por un incendio	☐	⌊__⌋	⌊__⌋
3.	*Había guerra, conflicto civil, delincuencia, crimen?*			
a.	Destrucción o robo de herramientas o insumos para la producción	☐	⌊__⌋	⌊__⌋
b.	Robo de dinero	☐	⌊__⌋	⌊__⌋
c.	Robo de cosechas almacenadas o ganado	☐	⌊__⌋	⌊__⌋
d.	Destrucción o robo de la vivienda	☐	⌊__⌋	⌊__⌋
e.	Destrucción o robo de los bienes de consumo	☐	⌊__⌋	⌊__⌋
f.	Servicio militar obligatorio, el secuestro o asalto de un miembro del hogar adulto	☐	⌊__⌋	⌊__⌋
4.	*Había acontecimientos políticos, sociales y jurídicos negativos?*			
a.	Conflicto de tierra	☐	⌊__⌋	⌊__⌋
b.	Reforma agraria	☐	⌊__⌋	⌊__⌋
c.	Reasentamiento (colectivo)	☐	⌊__⌋	⌊__⌋
d.	Contribuciones forzadas o impuestos arbitrarios	☐	⌊__⌋	⌊__⌋
e.	Discriminación por razones políticas	☐	⌊__⌋	⌊__⌋
f.	Discriminación por motivos sociales o étnicos	☐	⌊__⌋	⌊__⌋
g.	Disputa de contrato o incumplimiento afectando la venta de productos	☐	⌊__⌋	⌊__⌋
h.	Eliminación o disminución del apoyo gubernamental (subsidios, bono Des. Humano)	☐	⌊__⌋	⌊__⌋
5.	*Había shocks o impactos económicos?*			
a.	Falta de financiamiento o de capital	☐	⌊__⌋	⌊__⌋
b.	Falta de acceso a insumos	☐	⌊__⌋	⌊__⌋
c.	Aumento de los precios de los insumos, como herramientas, semillas, fertilizantes	☐	⌊__⌋	⌊__⌋
e.	Imposibilidad de vender los productos agrícolas	☐	⌊__⌋	⌊__⌋
g.	Pérdida de trabajo de un miembro del hogar	☐	⌊__⌋	⌊__⌋
h.	Pérdida de remesas o envíos de dinero	☐	⌊__⌋	⌊__⌋
i.	Incremento fuerte de precios de alimentos	☐	⌊__⌋	⌊__⌋
6.	*Había otros eventos o choques?*			
a.	La muerte de un miembro del hogar	☐	⌊__⌋	⌊__⌋
b.	Problemas de salud, haciendo que un miembro del hogar deje de hacer actividades normales	☐	⌊__⌋	⌊__⌋
c.	Lesiones graves o accidentes de trabajo	☐	⌊__⌋	⌊__⌋
d.	Divorcio	☐	⌊__⌋	⌊__⌋
e.	Abandono	☐	⌊__⌋	⌊__⌋
f.	Disputas con miembros de la familia directa (hijos, esposo, padres, hermanos)	☐	⌊__⌋	⌊__⌋
g.	Disputas con miembros de la familia amplia (hijos, esposo, padres, hermanos)	☐	⌊__⌋	⌊__⌋

Código hogar: ⌊⌋⌊⌋⌊⌋

Preguntas 1.5 a 1.10 refieren a las cosechas que eran parte de la línea base. SOLO RESPONDE A ESAS PREGUNTAS CUANDO LA RESPUESTA A 1.4 ES POSITIVA!

Module E: Cultivos

1. Cual cultivos tiene en su finca?

#	Cultivo	1.1 Tiene	1.2 Come	1.3 Vende	1.4 Ya lo tuve cuando le entrevistaron?	1.5 Producción cuando le entrevistaron	1.6 Precio/QQ cuando le entrevistaron	1.7 Buena cosecha	1.8 Mala cosecha	1.9 Buen precio	1.10 Mal precio
1.	Aguacate	☐	%	%	☐	QQ	$	☐	☐	☐	☐
3.	Arroz	☐	%	%	☐	QQ	$	☐	☐	☐	☐
4.	Arveja	☐	%	%	☐	QQ	$	☐	☐	☐	☐
5.	Batata	☐	%	%	☐	QQ	$	☐	☐	☐	☐
7.	Cacao	☐	%	%	☐	QQ	$	☐	☐	☐	☐
8.	Cacao CCN-51	☐	%	%	☐	QQ	$	☐	☐	☐	☐
9.	Cacao nacional	☐	%	%	☐	QQ	$	☐	☐	☐	☐
10.	Cacao súper árbol	☐	%	%	☐	QQ	$	☐	☐	☐	☐
11.	Caña de azúcar	☐	%	%	☐	QQ	$	☐	☐	☐	☐
12.	Cebolla	☐	%	%	☐	QQ	$	☐	☐	☐	☐
16.	Frijol	☐	%	%	☐	QQ	$	☐	☐	☐	☐
18.	Granadilla	☐	%	%	☐	QQ	$	☐	☐	☐	☐
19.	Guama	☐	%	%	☐	QQ	$	☐	☐	☐	☐
20.	Guayaba	☐	%	%	☐	QQ	$	☐	☐	☐	☐
21.	Guayabo	☐	%	%	☐	QQ	$	☐	☐	☐	☐
22.	Guineo	☐	%	%	☐	QQ	$	☐	☐	☐	☐
25.	Limón	☐	%	%	☐	QQ	$	☐	☐	☐	☐
26.	Naranjilla	☐	%	%	☐	QQ	$	☐	☐	☐	☐

Código hogar: ⌊⌊⌊⌊⌊

Preguntas 1.5 a 1.10 refieren a las cosechas que eran parte de la línea base. SOLO RESPONDE A ESAS PREGUNTAS CUANDO LA RESPUESTA A 1.4 ES POSITIVA!

#	Cultivo	1.1 Tiene	1.2 Come	1.3 Vende	1.4 Ya lo tuve cuando le entrevistaron?	1.5 Producción cuando le entrevistaron	1.6 Precio/QQ cuando le entrevistaron	1.7 Era buena cosecha	1.8 Era mala cosecha	1.9 Era buen precio	1.10 Era mal precio
27.	Maíz	☐	%	%	☐	QQ	$	☐	☐	☐	☐
28.	Mandarina	☐	%	%	☐	QQ	$	☐	☐	☐	☐
29.	Maní	☐	%	%	☐	QQ	$	☐	☐	☐	☐
30.	Maracuyá	☐	%	%	☐	QQ	$	☐	☐	☐	☐
31.	Mora	☐	%	%	☐	QQ	$	☐	☐	☐	☐
32.	Naranja	☐	%	%	☐	QQ	$	☐	☐	☐	☐
33.	Orito	☐	%	%	☐	QQ	$	☐	☐	☐	☐
34.	Palma	☐	%	%	☐	QQ	$	☐	☐	☐	☐
35.	Palmito	☐	%	%	☐	QQ	$	☐	☐	☐	☐
36.	Papa	☐	%	%	☐	QQ	$	☐	☐	☐	☐
37.	Papaya	☐	%	%	☐	QQ	$	☐	☐	☐	☐
38.	Piña	☐	%	%	☐	QQ	$	☐	☐	☐	☐
39.	Plátano	☐	%	%	☐	QQ	$	☐	☐	☐	☐
41.	Sandia	☐	%	%	☐	QQ	$	☐	☐	☐	☐
42.	Tomate	☐	%	%	☐	QQ	$	☐	☐	☐	☐
43.	Tomate de árbol	☐	%	%	☐	QQ	$	☐	☐	☐	☐
47.	Yuca	☐	%	%	☐	QQ	$	☐	☐	☐	☐
47.	Café	☐	%	%	☐	QQ	$	☐	☐	☐	☐
49.	Otro:		%	%	☐	QQ	$	☐	☐	☐	☐
50.	Otro:		%	%	☐	QQ	$	☐	☐	☐	☐

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module F: Prácticas agrícolas

Q1-Q5 - SOLO PARTICIPANTES: AREA DEL PROYECTO (**TODOS CULTIVOS**)

1.	Cuál cultivos más que café tiene en el área del proyecto?	1. maíz 2. yuca 3. plátano	4. otro: cual 5. ninguno	⌊__⌋
1.	Ha aplicado fertilizante al área del proyecto?		☐ SI	☐ NO

2. Cuál fertilizante usó? (SOLO RESPONDE CUANDO RESPONDIERON "SI" EN Q1)

#	2.1 Tipo	2.2 Cantidad	2.3 Unidad	2.4 Frecuencia
	1. pulpa del café 2. abono orgánico, cual: 3. abono químico, cual:		1. cm^3 2. litros 3. gramos 4. libras 5. kilos	1. Solo cuando la planta lo necesita 2. Una vez 3. Dos veces 4. Tres o más veces
1.				
2.				
3.				

3.	Ha aplicado pesticidas al área del proyecto?	☐ SI	☐ NO

4. Cuál pesticida usó? (SOLO RESPONDE CUANDO RESPONDEIRON "SI" EN Q3)

#	4.1 Tipo	4.2 Cantidad	4.3 Unidad	4.4 Frecuencia
			1. cm^3 2. litros 3. gramos 4. libras 5. kilos	1. Solo cuando la planta lo necesita 2. Una vez 3. Dos veces 4. Tres o más veces
1.				
2.				
3.				

5. Deshierba

5.1	Cómo realizó la deshierba en el área del proyecto?	⌊__⌋	1. Machete 2. Pala 3. Guadaña 4. Herbicida 5. Otro, cual: 6. Ninguna
5.2	Cuantas veces en total?	⌊__⌋⌊__⌋ veces	

TODOS: **CAFÉ**

6.	Tiene café (fuera del área del proyecto)?	☐ SI	☐ NO
7.	Cuántas matas tiene?	⌊__⌋⌊__⌋ matas	
8.	Aplicó fertilizante al café en el último año?	☐ SI	☐ NO

9. Cuál fertilizante usó? (SOLO RESPONDE CUANDO RESPONDIERON "SI" EN Q8)

#	9.1 Tipo	9.2 Cantidad	9.3 Unidad	9.4 Frecuencia
	1. pulpa del café 2. abono orgánico, cual: 3. abono químico, cual:		1. cm^3 2. litros 3. gramos 4. libras 5. kilos	1. Solo cuando la planta lo necesita 2. Una vez 3. Dos veces 4. Tres o más veces
1.				
2.				
3.				

10.	Aplicó pesticidas al café en el último año?	☐ SI	☐ NO

11. Cuál pesticida usó? (SOLO RESPONDE CUANDO RESPONDEIRON "SI" EN Q10)

#	11.1 Tipo	11.2 Cantidad	11.3 Unidad	11.4 Frecuencia
			1. cm^3 2. litros 3. gramos 4. libras 5. kilos	1. Solo cuando la planta lo necesita 2. Una vez 3. Dos veces 4. Tres o más veces
1.				
2.				
3.				

12. Deshierba

12.1	Cómo realizó la deshierba del café en el último año?	⌊__⌋	1. Machete 2. Pala 3. Guadaña 4. Herbicida 5. Otro, cual: 6. Ninguna
12.2	Cuántas veces en el último año?	⌊__⌋⌊__⌋ veces	

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

TODOS: **MAIZ**

13.	Tuvo sembrado maíz en el último año (fuera del área del proyecto)?	☐ SI	☐ NO
14.	Cuantas hectáreas tuvo sembrado en total?	⌊__⌋⌊__⌋.⌊__⌋ hectáreas	

15. Cuál(es) variedad(es) tuvo sembrado?

#	15.1 Variedad	15.2 Hectáreas	15.3 Nuevo?
1.		⌊__⌋⌊__⌋.⌊__⌋ hectáreas	☐
2.		⌊__⌋⌊__⌋.⌊__⌋ hectáreas	☐
3.		⌊__⌋⌊__⌋.⌊__⌋ hectáreas	☐

16.	Aplicó fertilizante al maíz en el último año?	☐ SI	☐ NO

17. Cuál fertilizante usó? (SOLO RESPONDE CUANDO RESPONDIERON "SI" EN Q16)

#	17.1 Tipo	17.2 Cantidad	17.3 Unidad	17.4 Frecuencia	17.5 Nuevo?
	1. pulpa del café 2. abono orgánico, cual: 3. abono químico, cual:		1. cm^3 2. litros 3. gramos 4. libras 5. kilos	1. Solo cuando la planta lo necesita 2. Una vez 3. Dos veces 4. Tres o más veces	
1.					☐
2.					☐
3.					☐

18.	Aplicó pesticidas al maíz en el último año?	☐ SI	☐ NO

19. Cual pesticida usó? (SOLO RESPONDE CUANDO RESPONDEIRON "SI" EN Q18)

#	19.1 Tipo	19.2 Cantidad	19.3 Unidad	19.4 Frecuencia	19.5 Nuevo?
			1. cm^3 2. litros 3. gramos 4. libras 5. kilos	1. Solo cuando la planta lo necesita 2. Una vez 3. Dos veces 4. Tres o más	

				veces	
1.					☐
2.					☐
3.					☐

20. Deshierba

20.1	Cómo realizó la deshierba del maíz en el último año?	⌊__⌋	1. Machete 2. Pala 3. Guadaña 4. Herbicida 5. Otro, cual: 6. Ninguna
20.2	Cuántas veces en el último año?	⌊__⌋⌊__⌋ veces	

21. Herramientas

21.1	Cuántos machetes tiene?	⌊__⌋⌊__⌋
21.2	Cuántas bombas (para fumigar) tiene?	⌊__⌋⌊__⌋

Otras preguntas

21.1	Tiene algún tipo de seguro?	☐ SI	☐ NO
21.2	Cuándo si, que tipo de seguro?		
22	Alguién en su hogar emigra estacionalmente para hacer frente a riesgos?	☐ SI	☐ NO

23	Hay futuro en la agricultura?	☐ SI	☐ NO

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module G: Fuentes del conocimiento

1. Hace cuantos años es agricultor?	⌊__⌋⌊__⌋ años

2. Hay más agricultores en la familia?

#	2.1 Miembro de familia	2.2 Cuantos?	2.3 Habla con ellos de agricultura?	
	1. padres 2. hijos 3. hermanos 4. abuelos 5. otro, cual:			
1.			☐ SI	☐ NO
2.			☐ SI	☐ NO
3.			☐ SI	☐ NO

3. Utilidad de consejos que da(n)

1. no es útil 2. poco útil 3. útil 4. súper útil 5. nunca dan consejos

3.1	Oficial del proyecto (SOLO PARTICIPANTES)	⌊__⌋
3.2	Miembros de la familia	⌊__⌋
3.3	Vecinos	⌊__⌋
3.4	Amigos no vecinos	⌊__⌋
3.5	Vendedores de insumos	⌊__⌋
3.6	Compradores de maíz, café, etc.	⌊__⌋

4. Compartir herramientas

4.1	Comparte herramientas con otras personas?	☐ SI	☐ NO
4.2	Cuando si, con quién?		
4.3	Cuando sí, por qué?		

5. Comprar insumos

5.1	Compra insumos juntos con otras personas?	☐ SI	☐ NO
5.2	Cuando si, con quién?		
5.3	Cuando sí, por qué?		

6. Compartir mano de obra

6.1	Comparte mano de obra con otras personas?	☐ SI	☐ NO
6.2	Cuántos días al año trabaja en otras fincas sin pago?	⌊__⌋⌊__⌋ días	

7. Jornaleros

7.1	Usa jornaleros para ayudar con la siembra?	☐ SI	☐ NO
7.2	Cuántos días / jornaleros por año?	⌊__⌋⌊__⌋ días	
7.3	Usa jornaleros para ayudar con la deshierba?	☐ SI	☐ NO
7.4	Cuántos días / jornaleros por año?	⌊__⌋⌊__⌋ días	
7.5	Usa jornaleros para ayudar con la cosecha?	☐ SI	☐ NO
7.6	Cuántos días / jornaleros por año?	⌊__⌋⌊__⌋ días	

8. Proyectos de ONG s en los últimos 5 años

	8.1 Nombre del ONG	8.2 Actividad	8.3 Utilidad
		(see box)	1. no útil 2. poco útil 3. útil 4. súper útil
1.			
2.			
3.			
4.			
5.			

Activity codes

1 = Financial aid
2 = Food aid
3 = Medical aid
4 = Education aid
5 = Microfinance lending
6 = Human rights training
7 = Women's empowerment
8 = Forest management or conservation
9 = Agriculture training
10 = Swamp development
11 = Food for work
12 = Infrastructure (school, health centre)
13 = Transportation (roads, bridges)
14 = Agriculture inputs (seeds, tools)
15 = Other (specify in box above)

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module H: Actitud frente al riesgo

1. Imagínese que es la única persona en la familia que tiene un trabajo remunerado. Ahora, tiene que cambiar de trabajo y puede elegir entre dos posibilidades. Con la primera opción ganará lo mismo que ahora. Para la segunda opción existe la probabilidad de 50% de ganar el doble de sus ingresos actuales, y al probabilidad de 50% de perder parte de sus ingresos actuales. Por favor indique cuál de las dos opciones prefería. *Después de haber elegido su opción preferida, echaremos a cara o cruz para que sepa cuál de las dos opciones le toca.*

1.1	☐		☐
Ingresos actuales (ej. $3000)		Doble de sus ingresos actuales (ej. $ 6000)	Un tercio menos que sus ingresos actuales (ej. $ 2000)
1.2	☐		☐
Ingresos actuales (ej. $3000)		Doble de sus ingresos actuales (ej. $ 6000)	La mitad de sus ingresos actuales (ej. $ 1500)
1.3	☐		☐
Ingresos actuales (ej. $3000)		Doble de sus ingresos actuales (ej. $ 6000)	Un cuarto parte de sus ingresos actuales (ej. $ 750)
1.4	☐		☐
Ingresos actuales (ej. $3000)		Doble de sus ingresos actuales (ej. $ 6000)	Un quinta parte menos que sus ingresos actuales (ej.$ 2400)
1.5	☐		☐
Ingresos actuales (ej. $3000)		Doble de sus ingresos actuales (ej. $ 6000)	Diez por ciento menos que sus ingresos actuales (ej. $ 2700)

2. Juegos hipotéticos

En los 4 juegos siguientes se elegirá entre 6 nuevas variedades de maíz con diferentes rendimientos o precios. Las nuevas variedades ofrecen posibilidades de producir beneficios pero también pérdidas. Existe una probabilidad de 50% que obtenga el rendimiento menor y una probabilidad de 50% que obtenga el rendimiento mayor. Debe marcar su variedad preferida (solo una variedad), teniendo en cuenta que va a cultivar esta variedad en la mayoría de su terreno, y no sólo una parte de prueba. *Después de haber elegido su variedad preferida, debe tomar un botón de la bolsa para que sepa el resultado.* Las variedades escogidas son hipotéticas, no hay respuestas malas o buenas. Aunque no pueda ganar los valores de moneda en realidad, queremos estimularle a tomar las decisiones cómo lo haría si fuera realidad.

Juego 1: rendimientos

2.1 respuesta	⌊__⌋ variedad

Ahora, mire las posibilidades en el cuadro (los precios de maíz son per QQ) : la variedad 1 producirá 8$ absolutamente seguro. Variedad 2 resultará en 6$ o en 11$. Variedad 3 resultará en 5$ o en 15$ cuando haga buen tiempo. Variedad 4 resultará en 3$ o en 18$. Variedad 5 resultará en 1$ o en 21$. Variedad 6 resultará en 0$ o en 24$. ¿Entiende? Entonces mientras más baje en el cuadro, más puede ganar pero también sube la variabilidad en los precios. ¿Cuál de las 6 variedades prefiere para cultivar en su terreno, teniendo en cuenta que va a usar la mayoría de su terreno, no sólo una parte de prueba?

Juego 2: precios

2.2 respuesta	⌊__⌋ variedad

En este caso, añadimos un botón en la bolsa que ya contiene 2 botones de diferentes colores. No sabe cuál es el color del botón añadido. Significa que las probabilidades no son seguras. La probabilidad será entre 1/3 y 2/3. Ahora, mire las posibilidades en el cuadro (los precios de maíz son per QQ).

Juego 3: ambigüedad

2.3 respuesta	⌊__⌋ variedad

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module I: Seguridad alimentaria

Ahora quisiera preguntarle sobre los tipos de alimentos que usted o cualquiera de los miembros de la familia comieron ayer.

		1.1 Desayuno	1.2 Almuerzo	1.3 Cena	1.4 Entre comidas
A.	Cereales, como arroz, maíz, trigo, o algún producto que los contiene, como pan, galleta, humita, etc.	☐	☐	☐	☐
B.1	Yuca	☐	☐	☐	☐
B.2	Plátano	☐	☐	☐	☐
B.3	Otros raíces y tubérculos como papa o camote	☐	☐	☐	☐
C.	Verduras	☐	☐	☐	☐
D.	Frutas o jugos de fruta	☐	☐	☐	☐
E.	Carne, pollo, despojos	☐	☐	☐	☐
F.	Huevos	☐	☐	☐	☐
G.	Pescado y mariscos	☐	☐	☐	☐
H.	Legumbres, leguminosas, frutos secos	☐	☐	☐	☐
I.	Leche y productos lácteos	☐	☐	☐	☐
J.	Aceites, grasas	☐	☐	☐	☐
K.	Azúcar, miel	☐	☐	☐	☐
L.	Alimentos diversos	☐	☐	☐	☐

2.	Hubo algún mes dentro de los últimos doce meses en los que no tuvieron suficientes alimentos para satisfacer las necesidades de la familia?	☐ SI	☐ NO

	Cuáles fueron los meses en los que no hubo suficiente alimentos?		
2.1	Julio (año pasado)	☐ SI	☐ NO
2.2	Agosto (año pasado)	☐ SI	☐ NO
2.3	Septiembre (año pasado)	☐ SI	☐ NO
2.4	Octubre (año pasado)	☐ SI	☐ NO
2.5	Noviembre (año pasado)	☐ SI	☐ NO
2.6	Diciembre (año pasado)	☐ SI	☐ NO
2.7	Enero	☐ SI	☐ NO
2.8	Febrero	☐ SI	☐ NO
2.9	Marzo	☐ SI	☐ NO
2.10	Abril	☐ SI	☐ NO
2.11	Mayo	☐ SI	☐ NO
2.12	Junio	☐ SI	☐ NO

3. En los últimos siete días, cuantos días su hogar tuvo que...		**Respuesta (1-7)**
3.1	Comer alimentos menos preferidos y menos costosos?	⌊__⌋
3.2	Pedir prestado alimentos o contar con la ayuda de amigos o familiares?	⌊__⌋
3.3	Limitar el tamaño de las porciones en las comidas?	⌊__⌋
3.4	Restringir el consumo de los adultos para que los niños pequeños puedan comer?	⌊__⌋
3.5	Reducir el número de comidas al día?	⌊__⌋

Código hogar: ⌊__⌋ ⌊__⌋ ⌊__⌋

Module J: Jugadas y WTA

Acá tenemos una tabla con seis jugadas simples. Por favor indica por cada jugada si lo aceptaría o renunciaría. Después de terminar la encuesta, vamos a determinar con un dado cuál de los seis jugadas vamos a jugar. Si renunció la jugada elegida, no lo jugaremos por plata; si aceptó la jugada elegida, lo jugaremos por plata. Usted puede perder parte o todo el pago por la encuesta o ganar dinero depende de que la moneda echa a cara o a cruz!

		aceptar	renunciar
1.	Si la moneda echa a cara, perdería $1; si echa a cruz, ganaría $3	☐	☐
2.	Si la moneda echa a cara, perdería $1.50; si echa a cruz, ganaría $3	☐	☐
3.	Si la moneda echa a cara, perdería $2; si echa a cruz, ganaría $3	☐	☐
4.	Si la moneda echa a cara, perdería $2.50; si echa a cruz, ganaría $3	☐	☐
5.	Si la moneda echa a cara, perdería $3; si echa a cruz, ganaría $3	☐	☐
6.	Si la moneda echa a cara, perdería $3.50; si echa a cruz, ganaría $3	☐	☐

WTA

La próxima pregunta no tiene respuestas correctas o incorrectas. Sus respuestas deben depender solo de sus propias preferencias. Como en las otras partes de la encuesta, esta pregunta es parte de un estudio científico sobre cómo la gente toma decisiones económicas.

Toma esta calculadora. Es suya.

En la tabla marcamos el precio mínimo que usted aceptará para vender la calculadora.

- Indique si usted quiere vender la calculadora al precio marcado en la tabla, en este caso recibirá esta cantidad de dólares por la venta de la calculadora.
- Indique si usted no quiere vender la calculadora al precio marcado en la tabla, manteniendo la posesión de la calculadora.

El precio al que compramos la calculadora es determinado de forma aleatoria entre $0 y $10. En otras palabras, el precio que ofrezca es determinado con dados después de llenar la tabla. Cada precio tiene la misma probabilidad de ser elegido. La razón para hacerlo de esa manera, es cuando usted no puede influir en el precio, tiene que indicar el precio que corresponde a su preferencia verdadera. Cuando terminamos de llenar la tabla, es imposible cambiar sus elecciones. Tampoco podemos negociar sobre el precio.

Precio en dólares	Por favor indique si compraría o no la calculadora al precio indicado	
Si el precio fuera **$ 0.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 0.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 1.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 1.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 2.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 2.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 3.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 3.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 4.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 4.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 5.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 5.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 6.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 6.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 7.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 7.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 8.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 8.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 9.00** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 9.50** ..	☐ la vendería	☐ no la vendería
Si el precio fuera **$ 10.00** ..	☐ la vendería	☐ no la vendería

Código hogar: ___ ___ ___

Module K: Aptitud matemática

1.	Cuánto es 107 menos 18?	☐ a. 89
		☐ b. 91
		☐ c. 99
		☐ d. 111
2.	Mira *Figura 2*. Cuánto cuesta una lata?	☐ a. $ 0,50
		☐ b. $ 0,20
		☐ c. $ 0,30
		☐ d. $ 0,40
3.	Mira *Figura 2*. Qué es el porcentaje del descuento?	☐ a. 20%
		☐ b. 5%
		☐ c. 50%
		☐ d. 10%
4.	Hay cinco filas de sillas y hay once sillas en cada fila, ¿cómo puede calcular la cantidad total de sillas?	☐ a. 11 + 5
		☐ b. 11 – 5
		☐ c. 11 x 5
		☐ d. 11 / 5
5.	Mira *Figura 5*. Si la distancia de A a C es 30 kilómetros, cómo puede calcular la distancia en kilómetros de B a C?	☐ a. 30 + 10
		☐ b. 30 - 10
		☐ c. 30 x 10
		☐ d. 30 / 10
6.	Cuánto es 2 + 0.1?	☐ a. 1
		☐ b. 2.1
		☐ c. 1.9
		☐ d. 2.9
7.	Mira *Figura 7*. Qué parte de la figura es oscura?	☐ a. 1/3
		☐ b. 3/7
		☐ c. 3/5
		☐ d. 3/10
8.	Recibas en un restaurante una cuenta de $ 20. Los costos del servicio no están incluido, cargan 10% más. Cuál sería el costo final?	☐ a. $ 20,10
		☐ b. $ 22
		☐ c. $ 30
		☐ d. $ 21
9.	Mira *Figura 9*. El tanque de gasolina tiene 48 galones. Aproximadamente, ¿cuántos galones de gasolina se quedan en el tanque?	☐ a. 30
		☐ b. 34
		☐ c. 36
		☐ d. 42
10.	Mira *Figura 10*. Cuántas botellas de Coca Cola están en estos dos paquetes enteros?	☐ a. 36
		☐ b. 42
		☐ c. 48
		☐ d. 54

Código hogar: ⌊__⌋⌊__⌋⌊__⌋

Module L: locus of control

Por favor indique por cada enunciación si está:
1. completamente de desacuerdo,
2. de desacuerdo,
3. poco desacuerdo,
4. poco acuerdo,
5. de acuerdo,
6. o completamente de acuerdo.

#	**Enunciación**	**respuesta**
1.	Si tengo la oportunidad de ser un líder depende sobre todo de mi propia capacidad.	⌊__⌋
2.	En gran parte mi vida está controlada por acontecimientos accidentales.	⌊__⌋
3.	Siento que lo que sucede en mi vida está determinada principalmente por otras personas.	⌊__⌋
4.	Si o no entro en un accidente de moto / carro depende sobre todo de lo buen conductor que soy.	⌊__⌋
5.	Cuando hago planes, estoy casi seguro de hacerlos funcionar.	⌊__⌋
6.	A menudo, no hay ninguna posibilidad de proteger mis intereses personales de los acontecimientos de mala suerte.	⌊__⌋
7.	Cuando yo consigo lo que quiero, por lo general es porque tengo la suerte.	⌊__⌋
8.	Aunque podría tener una buena capacidad, no voy a tener la responsabilidad de liderazgo sin apelar a los poderosos.	⌊__⌋
9.	Cuántos amigos tengo depende de lo bien que una persona que soy	⌊__⌋
10.	He encontrado a menudo que lo que va a pasar va a pasar	⌊__⌋
11.	Mi vida está controlada principalmente por otros poderosos	⌊__⌋
12.	Si o no Me meto en un accidente de carro es principalmente una cuestión de suerte	⌊__⌋
13.	La gente como yo tiene muy pocas posibilidades de proteger nuestros intereses personales cuando entran en conflicto con los de los grupos de presión fuertes	⌊__⌋
14.	No siempre es sabio para que planifique demasiado lejos,	⌊__⌋
	porque muchas cosas que resultan son cuestión de buena o mala fortuna	
15.	Conseguir lo que quiero requiere complacer a esas personas por encima de mí	⌊__⌋
16.	Si o no llego a ser un líder depende de si tengo la suerte de estar en el lugar correcto en el momento adecuado	⌊__⌋
17.	Si las personas importantes decidieran que no me gustan, yo probablemente no volvería a hacer muchos amigos	⌊__⌋
18.	Puedo determinar casi todo que va a pasar en mi vida	⌊__⌋
19.	Normalmente soy capaz de proteger mis intereses personales	⌊__⌋
20.	Si o no entro en un accidente de tráfico depende sobre todo del otro conductor.	⌊__⌋
21.	Cuando yo consigo lo que quiero, por lo general es porque he trabajado duro para ello	⌊__⌋
22.	Para que funcionen mis planes hay que asegurarme de que encajan con los deseos de las personas que tienen poder sobre mí	⌊__⌋
23.	Mi vida está determinada por mis propias acciones	⌊__⌋
24.	Es principalmente una cuestión de suerte sí o no tengo pocos o muchos amigos	⌊__⌋

PAGOS

1.	Participación	$	5
2.	Jugada de dado ⌊__⌋	$	
3.	WTA ⌊__⌋⌊__⌋	$	
	Total	$	