Socio-Economic Determinants of Self-Employment: Evidence from Southern Punjab (Pakistan)

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Abstract
The socio-economic determinants of self-employment are identified in three divisions of Southern Punjab by conducting household survey during 2012. A sample of 1174 participants of formal and informal sector is selected in Southern Punjab. By using logit model, the findings make clear that education, household size, family set up, female prime children are the key factors that motivate the workers to determine and enhance the growth potential of self-employment in Southern Punjab (Pakistan).

Keywords: Informal Sector; Entrepreneurship and Family Structure

I. Introduction

The informal sector, to a large extent, contributes to the economy by generating employment opportunities. The informal economy has been measured or gauged having more of a fixed character in countries where incomes and assets are not equally distributed. The situation shows, thus, a continuous growth in rural areas of underdeveloped countries. The estimates indicate that workforce in informal non-agriculture employment is 45-85% in Asia, 78% in Africa, 57% in Latin America and the Caribbean. The informal urban sector played a critical part in the required structural transformation of countries in Asia, Africa and Latin America with huge rural-agricultural population.1

The share of self-employment is greater in informal employment than wage employment in developing countries. The self-employment represents 70 % of informal employment in Sub-Saharan Africa (if South Africa is excluded, the share is 81%, 62% in North Africa, 60 % in Latin America and 59% in Asia. As a result, informal wage

1 United Nations Economic and Social Council (2006:1).
employment constitutes 30 to 40 % of the informal employment outside of agriculture in the developing world. The developing and developed countries has been considered informal sector as an issue of great importance. Informal markets determine the cooperative entrepreneurship to make economically and politically stronger the poorest people all over the world. This silent revolution changes societies around the place. This tackles the societies by extraordinarily challenges; increasing opportunities by setting up institutions and policies to allow their citizens to participate easily in all sphere of life.

The informal sector contains small units responsible for production or services considering the objective of creating employment opportunities and incomes to the families involved in these activities. Such informal activities have often been attributed by low levels of capital, skills, access to organized markets and technology; low and unstable incomes and poor and unpredictable working conditions. In general, these activities are regarded outside the scope and purview of the official statistical enumeration. In addition, they are also considered away formal system of social protection. The small scale units carrying out in the informal sector are highly labour intensive but employment is generally casual; resulting from kinship, personal or social relations. The informal sector activities, largely, are dependent on the local and regional demand.

In Pakistan, the growth in GDP for year 2011-12 has been estimated 3.7 percent against 3.0 percent in the previous fiscal year 2011. The growth of agriculture sector is recorded 3.1 percent against 2.4 percent in last year. The growth of large scale manufacturing (LSM) is observed 1.1 percent during July-March 2011-12 as compared to 1.0 percent in last year. According to labour force survey 2010-11, Pakistan has experienced an increase of 0.9 million in labour force which is more than the last year. The employed are about 53.8 million during 2010-11 year, which is 0.6 million more than the last year.

The purpose is to highlight the socio-economic factors that motivate the workers to be self-employed. The role of self-employment is essential in the economy of Pakistan. The informal sector absorbs 73.8 percent of Pakistan’s total labour force. In general, the percentage of participants in the informal sector has increased in both rural (76.5 percent) and urban (71.2 percent) areas.

The paper is organized as follows: Section 2 provides a comprehensive introduction; Section 3 explains the review of some of the relevant studies; Section 3 has explained preliminary analysis of the data and methodology; Section 4 shows the result and discussion; Section 5 presents conclusion and policy implications.

II. Literature Review

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2 Becker (2004, p.3)
4 Source: labour force survey 2010-11.
5 Pakistan Economic Survey 2011-12.
6 Labour Force Survey 2010-11
The theoretical and empirical literature has been reviewed regarding self-employment at national and international level. House (1984) focused on informal sector by collecting data from the survey of informal sector enterprises in Nairobi conducted in mid-1977 in Kenya. The results indicated that working in the informal sector was easy because of low skill levels and the low amount of the money was required to start the business. Moreover, participation of recent migrants was noteworthy. The main conclusion was that informal sector made accessible a coherent way to urban existence, even if at a bare subsistence level. The socio-economic factors which influenced Kuwaiti women’s labor market participation decisions were determined by Aly et al. (1996). By using the non-linear maximum likelihood function method for cumulative Logistic probability function, it was found that economic factors like women’s monthly wage rate and women’s human capital, replicated in women’s education positively affected the decision concerning women’s labor force participation. However, the social or biological factors negatively influenced the women decision regarding labor force participation.

By using data from General Social Survey (GSC), Hout and Rosen (2000) analyzed the importance of family background and race in self-employment. The authors used a logistic regression analysis. The results showed that the self-employment status of parents was the main factor that motivated the individuals to become self-employed. The regression estimates also showed that self-employment rate among African American and Latin’s whose fathers were self-employed was below that of the average man from a European ancestry whose father was not self-employed. Moreover, self-employment was influenced by ancestry and immigration. Likewise, Roberts (2001) investigated the factors that determine job choice of rural-urban migrants based on data which was collected in 1993 from individuals in the fifth sampling survey of the floating population of Shangai. The multinomial regression model was used to analyze these determinants. Findings highlighted that personal characteristics (i.e., age, gender, marital status, education and region or origin) and village based networks motivated migrants into particular occupations and destinations. The results also found that illiterate migrants were involved more in the occupations of farming whereas their contribution was less in the construction sector. Study results concluded that education and province of origin determined the job choice significantly.

However, the other side of employment was discussed by Das (2003) by using data from the Indian National Sample Survey 50th round (1993-94). The results indicated that individuals with low human capital preferred the self-employment in household enterprises as a survival strategy in urban areas. Results also showed that the Muslims, upper caste individuals and men were more among the self-employed groups. Furthermore, married women with large household size participated less in self-employment in household enterprises. Reddy (2003) examined the aspects of urban informal sector by utilizing primary data from three urban areas in Fiji. The author used the percentage distribution and factor analysis technique. The findings revealed that the share of informal employment was very high as compared to some big cities in developing countries. Results showed that family members possessed enterprises and there was a large variation in the average length by location with the average life of informal enterprise being inversely proportion to the size of the urban area. Results also

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7 The same study was made by Hout & Rosen (2000)
found that informal sector activities required relatively long working days and weeks. In addition, workers did not avail credit facilities and were not in contact with the national and municipal laws and regulations which governed the conduct of business in the country. The study suggested for an urgent national level survey of informal sector to devise policy properly.

Like others, Blanchflower (2004) also focused on self-employment by using world values survey, 1981-1983 (ICPSR no 9309) and world values survey, 1981-1984 and 1990-1993(ICPSR no 6160), along with data collected during 1995-1997. The author applied probit model techniques in the study. The men and older workers were more probably to be self-employed across the OECD as compared younger workers. Results indicated that the probabilities of insertion in informal employment were lower in Europe comparatively in United States. The main conclusion was that self-employment rates were generally down across the OECD from 80 countries. However, the immigrants’ decisions to be self-employed was focused by Baudar (2008) drawing primary data from the survey of 509 Vancouver residents of predominantly Chinese immigrants’ neighborhood and South Asian immigrants during 2003 in Canada. By using ordinal logistic regression model, it was found that origin and background of immigrants positively affected the desire to become self-employed. The results also indicated that there was consistent relationship between urban background and lower desire to be self-employed as compared to rural background. Furthermore, females were less likely to be self-employed. The study concluded that urban or rural background was further leading variable that determined entrepreneurship against ethnic origin.

Mundalmen and Montes Rojas (2009) emphasized on self-employment and micro-entrepreneurship by using data from urban household surveys in 1995-2003. Three sets of estimates were made by using descriptive statistics, probit estimation and regression equation. The result showed that informal workers experienced lower earnings as compared to formal sector employees. Moreover, those job holders who at present earned higher salaries desired for individuals having high human capital to transit themselves as entrepreneurs at a higher rate.

III. Data Sources and Methodological Issues

a) Data Collection

In the present study, we have collected primary data by conducting household’s survey in the age group of 18-64 years randomly in Southern Punjab. Three Divisions (i-e Bahawalpur, Multan and Dera Ghazi Khan) are randomly selected from Punjab Province. From each Division, two Districts or Tehsils are selected randomly. In the present study, sample comprises 1174 participants of self-employed group and formal sector workers. A comprehensive questionnaire is developed and face to face interviews are taken from the workers. Furthermore, a sample is drawn randomly from each stratified location. A simple random and stratified sampling technique is used in this study.

b) Methodology and Model Specification

Since the dependent variable is a binary variable that takes the value of one and zero depending on being as self-employed worker or not, It is observed that:

\[ Y_i = 1 \text{ if } Y_i^* > 0 \]

8 Same study was made by Blanchflower (2004).
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Y_i = 0 if Y_i^* \leq 0

Where

Y_i^* = \beta_0 + \beta_i X_i + \mu_i 

Eq.(1) shows the probability of self employed worker Y_i^* depends on the vectors of the observed variables (X_i) and a random error (\mu_i). The probability of being self-employed worker can be written as:

Pr (y_i=1|X) = Pr (y_i > 0|X) = Pr [\mu_i > - (\beta_0 + \beta_i X_i)] |Y] = F (\beta_0 + \beta_i X_i)

Hence, the regression equation takes the form:

SE_i = \alpha + \beta_i X_i + \mu_i

Where SE_i is probability of the ith self-employed worker.

Model Specification

Based on the above mentioned methodology, our sample model is as follows. The model specified for self-employment is given as followed.

a) Model I

Self-Employment Model (With Different Levels of Education)

In the 1st model of self-employment, the four categorical educational dummies are incorporated in order to capture the influence of different level of education on self-employment while primary level education (EDUI) has been taken as base outcome

SE = (\alpha_0 + \alpha_1 EDUII + \alpha_2 EDUIII+ \alpha_3 EDUV+ \alpha_4 EDUVI + \alpha_5 AGE + \alpha_6 SEX + \alpha_7 MRS + \alpha_8 SPEDU+ \alpha_9 NDP+ \alpha_10 NAD+ \alpha_11 FSP + \alpha_12 PAS + \alpha_13 TAD + \alpha_14 FPC + \mu_i)

In the above equation of self-employment of the model, the independent variables are complete years of age (AGY), middle level education (EDUII), matric level education (EDUIII), intermediate level education (EDUV) and graduation level education (EDUVI), sex (SEX), marital status (MRS), spouse education (SPEDU), family set up (FSP), number of dependents (NAD), presence of assets (PAS), number of adults (TAD) and number of female prime children (FPC).

b) Model II

The Self-Employment Model (With Number of Years of Education)

SE = (\beta_0 + \beta_1 EDY + \beta_2 AGY+ \beta_3 SEX + \beta_4 MRS + \beta_5 SPEDU+\beta_6 NDP +\beta_7 FSP + \beta_8 PAS+ \beta_9 TAD +\beta_{10} FPC + \mu_i)

In the above equation of self-employment of the model, the independent variables are complete years of education (EDY), age (AGY), sex (SEX), marital status (MRS), spouse education (SPEDU), number of dependents (NDP), family set up (FSP), presence of assets (PAS), number of adults (NAD), and number of female prime children (FPC).

IV. Results and Discussion

The present study is based on statistical analysis as well as an empirical analysis of factors influencing people to become self-employed using the binary logit model.

a) Statistical Analysis

Table 2 shows the basic statistics of some explanatory variables of the participants. The table refers to the mean value, the standard deviation, minimum and maximum of some personal socio-economic and demographic variables of the workers. The workers have 39.7 percent average age. Generally, most of the workers have low level of education. In the analysis, males are the majority in the labour force. Results indicate that
most married participants are employed in the labour force. The average household size of the workers is 7.09 persons. The results reveal that more than half of the workers belong to joint family system. Almost workers having female prime children are employed in the labour force.

b) Empirical Analysis

We first explain the logit regression results in total, male and female sample with different years of education and with number of years of education in table (3).

In the below given table, education of workers is included as a categorical variable adding four categories in (1), (2) and (3) model. Theoretically, it is argued that education has a fundamental effect on the decision of participants in labour market. The highly educated persons indulge into the formal labour market while the informal sector absorbs those who have low level of education. Intermediate level education has positive and significant influence on self-employment in total sample. However, graduation level education and master level education affects negatively the self-employment in total sample. Our results are consistent with Das (2003). Results conclude that participants with high level of education in the labour market are less likely to be self-employed workers and are inclined to formal sector. It also owes to that human capital and informal skills are not more essential for self-employment than such a high education level. Results conclude that level of education and self-employment are negatively associated in urban informal sector in Southern Punjab.

### Table 3: Logit Model (Average Marginal effects)

<table>
<thead>
<tr>
<th>Socio-Economic Factors and Self-Employment</th>
<th>Total Sample (1)</th>
<th>Male Sample (2)</th>
<th>Female Sample (3)</th>
<th>Total Sample (4)</th>
<th>Male Sample (5)</th>
<th>Female Sample (6)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Middle Level education</td>
<td>-0.0440</td>
<td>0.6070***</td>
<td>0.0051</td>
<td>-0.0334***</td>
<td>-0.0300***</td>
<td>-0.0322***</td>
</tr>
<tr>
<td>Matric Level education</td>
<td>-0.0534</td>
<td>0.2196</td>
<td>-0.0920*</td>
<td>-0.6070***</td>
<td>-0.9829**</td>
<td>-1.4496***</td>
</tr>
<tr>
<td>Intermediate Level Education</td>
<td>-0.1443***</td>
<td>-0.2615</td>
<td>-0.2193***</td>
<td>-0.2615</td>
<td>-0.9829**</td>
<td>-1.4496***</td>
</tr>
<tr>
<td>Graduation Level Education</td>
<td>-0.2738***</td>
<td>-0.9829***</td>
<td>-0.2903***</td>
<td>-0.9829**</td>
<td>-1.4496***</td>
<td>-1.4496***</td>
</tr>
<tr>
<td>Master Level Education</td>
<td>-0.3945***</td>
<td>-1.4496***</td>
<td>-0.4486***</td>
<td>-1.4496***</td>
<td>-1.4496***</td>
<td>-1.4496***</td>
</tr>
<tr>
<td>Complete Years of Education</td>
<td>-0.0334***</td>
<td>-0.0300***</td>
<td>-0.0322***</td>
<td>-0.0334***</td>
<td>-0.0300***</td>
<td>-0.0322***</td>
</tr>
<tr>
<td>Age</td>
<td>0.0025**</td>
<td>0.0061</td>
<td>0.0033*</td>
<td>0.0023*</td>
<td>0.0013</td>
<td>0.0030*</td>
</tr>
<tr>
<td>Sex</td>
<td>-0.0321</td>
<td>-0.0518</td>
<td>-0.0193</td>
<td>-0.0193</td>
<td>-0.0016</td>
<td>0.0395</td>
</tr>
<tr>
<td>Marital Status</td>
<td>-0.0182</td>
<td>0.6346</td>
<td>-0.0518</td>
<td>-0.0193</td>
<td>-0.0016</td>
<td>0.0395</td>
</tr>
<tr>
<td>Spouse Education</td>
<td>-0.1160***</td>
<td>-0.5343**</td>
<td>-0.1123***</td>
<td>-0.1160***</td>
<td>-0.1006***</td>
<td>-0.1140***</td>
</tr>
<tr>
<td>Number of Dependents</td>
<td>0.0330***</td>
<td>0.2983***</td>
<td>-0.0046</td>
<td>0.0330***</td>
<td>0.0566**</td>
<td>0.0040</td>
</tr>
<tr>
<td>Family Setup</td>
<td>0.0608**</td>
<td>0.0468</td>
<td>0.1285***</td>
<td>0.0604**</td>
<td>-0.0072</td>
<td>0.1453***</td>
</tr>
</tbody>
</table>
Results reveal that the co-efficient of middle level education is positive and significant at 1% level of significance in male sample. Those male workers who are self-employed are encompassing initial formal education are unable to find formal employment in Southern Punjab. In male sample, the coefficients of graduation level education and master level education (with the non-formal education as base category) are significant and negative, showing that self-employment is decreasing with graduation and master level education. Our study results conclude that male participants with high level of education in the labour market are less likely to work as self-employed. In female sample, matric level education has significant and negative affect on self-employment in female sample. The coefficient of intermediate level education, graduation level education and master level education (non-formal education as base category) are significant and negative, showing that self-employment decreases with higher level of education. The human capital is not more essential for female self-employed workers than such a high education level. It is concluded that education level and probability of being self-employed are negatively associated in Southern Punjab (Pakistan).

The results indicate that the age exerts a positive and statistical significant effect on self-employment in total and female sample. The result is consistent with Roberts (2001). Our result supports the study result by Boyd (1990) and Baudar (2008). The reason may be that formal sector cannot absorb all the persons having basic education. Generally, participants’ having experience consider self-employment as permanent activity and engage them in self-employment activity with their increasing age. The regression results indicate the positive but statistically insignificant influence of age on self-employment in male sample. This positive sign, however, points out that formal sector cannot absorb all the persons possessing basic education. Generally, male workers with high experience take self-employment as permanent activity in Southern Punjab. This can be partly due to that formal sector cannot engage those female workers who have basic education.

Our result shows that the education is inversely related to the self-employment in total sample. The result is in contrast with the Meng (2001) and consistent with Gallaway and Bernasek (2004). Result reveals that coefficients of education are negative and significant in all three estimated models. Our study results conclude that people having higher education are less likely to work as self-employed in Southern Punjab (Pakistan).
The marital status reveals insignificant influence on workers’ decision as self-employed. The negative sign, however, indicates that married workers with low education are inclined to join self-employment in order to meet up their requirements due to inadequate jobs in the formal labour market.

The sex is an important factor which compels people to work as self-employed. The sex of the workers affects positively the self-employment. However, the coefficients are insignificant. The study result is consistent with Baudar (2008).

One argument is that self-employment does not commensurate their high level of education. So, the male self-employed workers are switching off from the self-employment and moving towards the formal sector, which is an important and lucrative source of earning.

It has been recognized that spouse education also affects the self-employed workers. The coefficients of spouse education are found to be positive and statistically significant in total, male and female sample. The result is consistent with Assaad et al. (2000). The economic rationale of this positive trend is that household heads with their low human capabilities are leaned to work as self-employed due to family financial pressure.

Labour supply theory indicates that the family labour supply decisions are interdependent. The coefficient of number of dependents exerts a positive and statistically significant effect on self-employment across all models in total and male sample in Southern Punjab. The number of dependents affects positively the self-employment. Result may conclude that male labourers having more dependents are more likely to be self-employed in order to contribute in the household ever-increasing expenditures. As far concerned the female sample, the coefficient of number of dependents is negative and statistically insignificant. The result may conclude that female workers having more dependents are less likely to be self-employed in order to perform the domestic works.

However, we cannot neglect the influence of joint family structure on the decision to become self-employed. Infact, the spirit to work is low in the joint family system due to strong substitution effect of leisure. However, our results are different. The result points out that joint family setup have positive and significant effect on self-employment in total sample. The positive sign show that self-employment increases with the join family set up. Almost family members due to lack of quality education and family financially pressure are opt to partake in self-employment. The study results point out that joint family setup has insignificant impact on self-employment in male and female sample.

The presence of assets has enlarged effect on choice of sector of employment. It is hypothesized that with presence of assets, people prefer leisure to work and strong substitution effect is greater than the low income effect. Our findings show that the coefficients of presence of assets exert positive and highly significant influence on self-employment in total, male and female sample. The results are consistent with Marshal and Oliver (2005).
As far concerned number of adults, the results reveal its positive influence on the decision of self-employment in total and female sample. These results of the study conclude that the self-employment is high in Southern Punjab. The self-employment absorbs the workers having adult members.

The labour supply theory argued that households having female prime children prefer to join labour market because family labour supply decisions are interdependent. The regression estimates reveal that self-employment increases with the female prime children. The result highlights the positive and significant influence across all models in total, male and female sample. The possible reason may be that prime age females have the low opportunity to work owing to societal and religious constraints. Consequently, heads have to fulfill female prime children’s requirements and this phenomenon motivates them to become self-employed in Southern Punjab (Pakistan).

V. Conclusion

The present study analyses the determinants of self-employment by using logit model. The analysis is based on simple and stratified random sample. The study has examined socio-economic factors which compel people to join self-employment by collecting data through sample survey in 2012 in Southern Punjab. The results point out that the age, education, marital status, number of dependents, family set up, number of adults and female prime children have significant effect on self-employment in Southern Punjab.

As far concerned male sample, regression results point out that the complete years of age of the workers, the complete years of education and number of dependents, family set up and female prime children have significant impact on self-employment. While, middle level education, graduation level education and master level education have significant influence on workers’ self-employment decision. However, number years of education, spouse education, number of dependents, family set up, number of adults, presence of assets and female prime children have significant effect on self-employment in female sample in Southern Punjab.

Our study results conclude that self-employment decreases with education level and increases with age in Southern Punjab. The self-employment increases with those participants who have large family size and those belong to the joint family set up. The number of dependents and joint family set up also enhance the self-employment. The self-employment increases with the increase in presence of assets in all estimated models. Furthermore, the workers have less participation in self-employment with high level of education.

The study purposes that government should increase the education level of the self-employed participants in Southern Punjab. There is a serious need for appropriate mobilization policy. There is a need to provide formal as well as informal credit facilities to self-employed group. Hence, efforts must be directed towards improving literacy status of self-employed workers. Govet should provide more educational and formal training facilities to self-employed workers with their basic education in Southern Punjab. Moreover, the labour intensive and small industries should be established to engage in self-employment in Southern Punjab. Females’ participation in self-employment is high, thus, public policy should support women in this choice by improving their opportunities.
There is a serious need to formulate policy to mobilize to invest more in private public partisanship to increase self-employment.

References


Variable Description

The variables for logit estimates of the determinants of self-employment are elucidated in the table.

Table 1: List of variables used in self-employment equation

<table>
<thead>
<tr>
<th>Variables</th>
<th>Description of variables</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dependent Variable</strong></td>
<td></td>
</tr>
<tr>
<td>Self-employment</td>
<td>=1 if the participant is self-employed</td>
</tr>
<tr>
<td></td>
<td>=0 otherwise</td>
</tr>
<tr>
<td><strong>Independent Variables</strong></td>
<td></td>
</tr>
<tr>
<td>Age</td>
<td>= Age of the participant (in years).</td>
</tr>
<tr>
<td>Education</td>
<td>= Complete years of education.</td>
</tr>
<tr>
<td>Sex</td>
<td>1 = if the participant is male</td>
</tr>
<tr>
<td></td>
<td>0 = otherwise</td>
</tr>
<tr>
<td>Spouse Education</td>
<td>1= if the spouse of the participant is educated</td>
</tr>
<tr>
<td></td>
<td>0= otherwise</td>
</tr>
<tr>
<td>Number of Dependents</td>
<td>Total number of dependents of family</td>
</tr>
<tr>
<td>Family Set up</td>
<td>=1 if the participant belong to joint family</td>
</tr>
<tr>
<td></td>
<td>=0 otherwise</td>
</tr>
<tr>
<td>Number of adults</td>
<td>= Total number of adults in the family</td>
</tr>
<tr>
<td>Number of Female Prime Children</td>
<td>= if the participant has female prime children</td>
</tr>
<tr>
<td></td>
<td>=0 otherwise</td>
</tr>
<tr>
<td>Presence of Assets</td>
<td>= 1 if participant having assets</td>
</tr>
<tr>
<td></td>
<td>=0 Otherwise</td>
</tr>
</tbody>
</table>

Table 2: Descriptive Statistics

<table>
<thead>
<tr>
<th>Variables</th>
<th>Mean</th>
<th>Std</th>
<th>Minimum</th>
<th>Maximum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education</td>
<td>10.50</td>
<td>3.96</td>
<td>0</td>
<td>16</td>
</tr>
<tr>
<td>Age</td>
<td>39.71</td>
<td>10.30</td>
<td>18</td>
<td>65</td>
</tr>
<tr>
<td>Sex</td>
<td>0.61</td>
<td>0.49</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Marital status</td>
<td>0.74</td>
<td>0.44</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Number of Dependents</td>
<td>3.29</td>
<td>2.02</td>
<td>0</td>
<td>15</td>
</tr>
<tr>
<td>Family Set up</td>
<td>0.55</td>
<td>0.50</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Presence of Assets</td>
<td>0.78</td>
<td>0.42</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Number of Adults</td>
<td>1.84</td>
<td>1.59</td>
<td>0</td>
<td>7</td>
</tr>
</tbody>
</table>