

## **Challenges Affecting Street Vending Business in Tanzania: A Review and Analysis from the Existing Literature**

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**Abstract :** *The street vending business is a crucial sector for the growth of the livelihood of most poor people in Tanzania. This study aimed at answering the question: “what have researchers done concerning factors affecting street vending business?” This study critically reviewed articles related to the street vending business in Tanzania. A total of 15 academic articles were generated from Google scholar and analyzed using content analysis. This study found out that the existing literature focused on five main themes, including challenges facing street vending business, skills & technology, social-cultural, law/regulation & policies, and urbanization. Although the existing literature has pointed out multiple challenges affecting street vendors, if street vendors were given business skills and support from the government, they would contribute significantly to economic growth. This study contributed to new knowledge by proposing various strategies on how to improve the street vending business. The proposed strategies include; establishing clear policy and guidelines for street business, a collaborative mechanism to manage the street vendors, and enhancing street vendors' training for their growth and sustainability.*

**Keywords:** *Street Vending Business, Street Vendors, Tanzania*

### **1.0 Introduction**

Street vending is defined as income-generating activities whereby individuals sell their products along streets and pavements to passing pedestrians and motorists (Abagissa, 2020). This form of business is very complex and involves integrated service systems of small-scale enterprises. It is often seen as informal and sometimes illegal. Vending business occurs in every economy and has existed over a long period (Jhabavala, 2010). Street vending in its multiple forms reveals itself primarily in subsistence markets (Giraldo, Garcia-Tello & Rayburn, 2020). Street vending is entrepreneurship for the minor and marginalized group in the society; those involved in the business are often persecuted, oppressed, or victimized (Bhowmik, 2010).

Globally, it is estimated that in the 2000s, the informal sector accounted for 18% of the organization's economy for economic co-operation and development countries (OECD), 41% in developing countries, and 55% of Sub-Saharan African GDP. 80% of the total labour force in developing countries were engaged in informal businesses (Bank, 2014). The sector supported 50% to 75% of employment opportunities in the same year and 30%-60% of total GNP in Sub-

Saharan Africa countries (Sparks & Barnett, 2010). The most common type of informal trading prevalent in most developing countries is street vending (Mramba, 2015).

The rapid growth of street vending business in Sub-Saharan Africa can be traced back to the 1990s. Unemployment in the formal sector, stagnation in the agriculture sector, the decline in the foreign investment levels, and poor performance in the manufacturing industry are reported to be among the critical factors for the growth of street vending business in Sub-Saharan Africa (Bryceson, 2004). Other reasons, include migration, urbanization, macroeconomic developments, are cited as a result of structural adjustment and economic crises (Skinner, 2010). The highest level of unemployment and low level of productivity in the agriculture sector has forced many youths in developing countries to migrate to urban areas looking for alternative ways to sustain themselves, ending up engaging in informal businesses (Aryeetey, 2009). In developing countries, street vending business is crucial for the economy and the livelihood of the poor and the less educated people (Mramba *et al.*, 2015). Most developing countries depend on this sector as a primary employment generator to many people compared to the formal sector (Hellstrom, 2012).

Like any other developing country, Tanzania is one of the countries that depend on the informal sector for economic development. The evidence that the informal sector supports 48% of Tanzania's economy (Maliyamkono *et al.*, 2012), and about 1.2 million people in 2011 were working in the informal sector (Mugoya, 2012). Apart from generating employment for a significant population, this sector acts as a shock absorber in supporting the livelihoods of most people in Tanzania (Lyons & Msoka, 2007). It is estimated that over 15% -20% of the Dar es Salaam population depends on street vending business for themselves & their families (w, 2013). The informal sector (including street vending business) also contributes 35% of the country's GDP and produces up to 70% of the total products consumed by the poor people (Mramba, 2015). Dar es Salaam as one of the largest and most significant commercial cities in Tanzania, was reported to have 700,000 street vendors in 2008 (Lyons & Msoka, 2010). During that particular year, the city's total population was about 2,800,000 people (Lyons, Brown, & Msoka, 2014). The number grew to over 1 million in 2014 (Mramba, 2015). This figure might have gone high since, in the country, there were no current statistical data on street vendors. This form of business in Tanzania has been accelerated by limited employment opportunities in the formal sector, the rapid growth of cities, and the increase in micro enterprises (Tripp, 1997; Brown, 2006).

Despite the importance of street vendors, the sector has challenges in their day-to-day activities because the community sees them as less educated, less skilled, low-income earners, and people who failed to secure job offers in the formal sector (Mramba *et al.*, 2015). They have been facing evictions and harassment from the city authorities, have unstable security, and have limited access to capital (Wongtada, 2014). Most street vendors are constrained by the unclear judicial system, little financial stability, unclear operational environment, and policies that guide and protect them (Saha, 2011; Onyango, Olima, & Onyango, 2012; Lyons, Brown, & Msoka, 2014). The street vending business is seen as an illegal business with no judicial status, no formal processes to guide its operations. Street vendors undertake their activities outside the boundaries of existing laws and regulations (Steiler, 2018). Most street vendors are working long and in unhealthy and unsafe areas (Onyango, Olima, & Onyango, 2012). The majority of the street

vendors work with the fear of being jailed or fined by the local government authorities; hence sometimes, they are forced to use part of their daily sales to bribe the local authorities to make them continue doing their business (Bhowmik, 2005).

Although the street vending business contributes positively to the economic development of Tanzania, its potential has yet to be appreciated and acknowledged by the local government authorities. Generally, street vendors have been getting limited support from the government. The 1970s and early 1980s experienced a mushrooming of street vendors in Tanzania (Msoka & Ackson, 2017). Before the 1980s, the government announced petty trading business to be an illegal form of business (Lyons & Msoka, 2010). In 1983, at least the government tried to show its support towards street vendors by introducing the Human Resource Deployment Act No.??? that granted street vendors an opportunity to sell their products by displaying their merchandise on the ground and along the road (Nyirenda & Msoka, 2019). In the same years, the government also introduced the "*Nguvu kazi*" license to give street vendors some legitimacy to conduct their business without any interference from the government authorities and to combat unemployment. In 1993, the "*Nguvu kazi*" license was abolished since the number of youth rural-urban migration grew significantly, and the large cities such as Dar es Salaam could not accommodate all. That action of canceling the hawking license worsened the practice of street vending business in Tanzania. Street vendors continued to be stigmatized, facing constant evictions and confrontations from the local government authorities.

In 2004, Tanzania endorsed the Finance Act to allow business registration, but small businesses were not covered (ILD, 2005). In the same year, the Government introduced the Property and Business Formalization Program (PBF), which in Kiswahili known as ("*Mpango wa Kurasilimisha Rasilimali na Biashara za wanyonge Tanzania- MKURABITA*"). The intention was to legalize the informal micro-enterprises. In 2007, MKURABITA's status failed to attain its objective because it still saw micro-entrepreneurs as not genuine entrepreneurs. Therefore, such traders were advised to participate in the manufacturing or work in a larger enterprises (Michal, 2013).

Although Tanzania has the SME policy of 2002 and that of 2017, the existing policies do not guide their operations as it is required. In the absence of a well-formulated policy to guide vending, what has been in place are the local government authorities' verbal statements to conduct their operations. Still, unfortunately, these guidelines vary during each election cycle (Msoka & Ackson, 2017). The guidelines to protect the rights of street vendors vary among districts; each district in Tanzania has different arrangements guiding street vendors. The ability of street vendors to sell or not to sell depends on the willingness of political authorities at municipal and national levels. Street vendors in Tanzania have a limited number of associations that protect their rights, making them more vulnerable to social injustices from the local authorities.

Frequent evictions from the local government authorities have affected the lives of a thousand vending traders. Most of them have lost their properties, products, lost operating capital through paying fines and stock confiscations, lost customers because of frequent relocations, and some were jailed. In Tanzania, street vendors are affected by a lack of legal status that can allow them to resist marginalization from the local government and municipal councils. The authorities have

poorly served them through the existing reforms. As a result, street vendors have continuously been exposed to confrontations with state machinery. The marginalization of street vendors in the political spheres has pushed them further in the minds of politicians and policymakers.

Apart from all the challenges, the government of Tanzania saw the need to come up with different initiatives to assist street vendors. In 2006/7, the government decided to relocate street vendors in particular built-up markets in peripheral locations to work correctly. Furthermore, the Government introduced a BOT system (Build Operate Transfer) to help Mwanza vendors build their stalls and use them for five years rent-free (Michal, 2013). In 2016, the Government of Tanzania constructed a marketplace called "mawasiliano" or "simu 2000" for small business owners, including street vendors, to settle and conduct their businesses there (Nyirenda & Msoka, 2019). Furthermore, through the Dar es Salaam City Council, the Government built a six storied building at Ilala Municipality named "Machinga complex" to allow street vendors to have a proper vending place to sell their products. Unfortunately, street vendors refused to work there, claiming that they were forced to pay higher tax and the area was not easily reachable by customers. As a result, most street vendors had to go back to the nearby streets looking for customers (Msoka & Ackson, 2017).

In 2018, the United Republic of Tanzania, Dr. John Pombe Magufuli, launched a comprehensive national mechanism to assist small-scale traders, including street vendors, by allowing them to trade formally through having special identity cards. The ID cards were used as their identification to recognize them as official traders. To be given those IDs, they were required to pay an annual fee of 20,000/= Tanzanian shillings. With this move, the government intended to formalize their businesses but asking them to spend at least a small amount of tax. Despite the government's efforts, the street vending business is still ignored and has received little support from the government (Mlinga & Wells, 2002). Supposedly, the Government, through local government authorities, is still neglecting it. In that case, there is a significant likelihood that the government is losing revenue that it would have realized by formalizing these informal businesses. It was estimated that a total of 86 billion Tanzanian Shillings would have been collected by the government annually if the government were able to formalize street vending businesses (Mugoya, 2012).

Several studies assessed challenges facing street vending businesses in the context of Tanzania. Studies including a work by Ogawa (2006), Lyons, Brown, and Msoka (2014), Mramba (2015), Godrich, Juma and Mfinanga (2018), Haule and Chille (2018), Nyirenda and Msoka (2019), and Munishi and Casimir (2019). Most of these studies have focused on addressing various challenges affecting street vendors in different regions. The overall findings from these studies indicated that street vendors had been given limited support from the municipal councils. The results noted that the trend was attributed to a lack of coordination among stakeholders, thus duplicating efforts to assist them (CBE& TCRS, 2017). Lack of a policy that would guide and protect street vending businesses, contradicting orders from the municipal mayors and the district commissioners are the challenges. Others noted were lack of business knowledge, attitudes from customers, shortage of funds, the informality of their business, limited support from financial institutions, and lack of training; are some of the critical challenges that have been affecting street vendors in Tanzania (Nyirenda & Msoka, 2019)(Godrich, Juma, & Mfinanga, 2018; Nyirenda & Msoka, 2019). This situation has brought constant conflicts between street vendors

and local authorities (Ilona, 2018). The remaining studies, including that by Mramba *et al.* (2014), Mramba (2015a; 2015b), Mramba *et al.*, (2015), Mramba *et al.*, (2016), and Msuya (2019), focused on addressing issues related to skills and technology and how the two can assist street vendors in their businesses. In their studies, they pointed out that street vendors need business skills training so that they can be able to perform their day-to-day activities. With proper skills, they will use appropriate marketing strategies and sell products that customers highly need. Despite these few studies, research addressing how to empower informal economic workers is limited (Wongtada, 2014). The overall findings from the literature indicate that most of the existing studies have highlighted the challenges affecting street vendors but ignored the fact that there is a positive side to this type of business. Theoretically, structuralism theory offers a basis for the foundation for this study. The theory assumes that street vending's the pervasiveness and potential growth for survival endeavor or the last option for poor people since street vendors cannot benefit from the formal business. The theory looks at street vending as a necessity-driven informal activity that is increasingly unstable and insecure (Ladan & Williams, 2019). Despite the fact that the theory was able to shed some light on the origin of the street vending business, it remained silent on showing its positive side. Therefore, this study focused on analyzing the extent to which researchers have identified the positive side of the street vending business in Tanzania based on the published academic works.

This study is important because the street vending business is the fastest growing business in low-income countries (Mramba *et al.*, 2015). Therefore, it is a wake-up call for Tanzania to start developing strategies to support street vendors. In Tanzania, youth are still migrating from the rural areas to urban areas looking for ways to sustain their lives, and street vending business is one of their priority. Hence, ignoring the role of street vending business will not do any good to the government because, since the 2019 unemployment rate in the country has reached 1.91%, the youth unemployment rate is 3.43% (Pletcher, 2020a: 2020b). Since most street vendors in Tanzania are youth between the age of 18 to 35 (Mramba *et al.*, 2014), this sector can be used as an alternative way to reduce the unemployment rate in the country.

Businesses are used as a source of income to poor people in Tanzania (Steiler, 2018). the collected revenue can be used to offset the economy during challenging economic situations (Steiler, 2018) and offer goods at a low price (Wongtada, 2014). The street vendors' business should not be ignored since the number of advantages in Tanzania is expected to grow because of limited employment opportunities in the formal sector (Lyons & Msoka, 2010). Furthermore, the findings of this study will add value to the existing literature since there are limited studies that have been done to analyze all street vending businesses in published works in Tanzania. Studies that assessed the positive side of the street vending business in Tanzania are also lacking.

Also, the findings of this study can be used to assist policymakers in making sure that they come up with a clear and comprehensive policy specifically for street vending business since this form of business is unique and differs from the formal sector. Finally, the findings of this work can be used by the local government authorities to make sure that they develop a uniform strategy to handle street vendors because having different strategies from district to district or from one region to the other makes things worse. Street vendors need to know that local government authorities are not their enemy but organs to watch their back. Since cities have been developing in every part of Tanzania, the street vending business will continue to be prevalent. A review and

analysis of the street vending business in Tanzania published in academic journals would benefit practitioners, scholars, and other interested readers by providing them with a clear understanding of the nature, characteristics, and challenges affecting street vendors in the country.

Previous studies have highlighted the challenges, prospects, and implications of street vendors. Literature believed that the findings of this study would give a comprehensive observation and discussion in the area of the street vending business, apart from providing answers to the research question of the researchers previously done concerning street vending business in Tanzania. This study will give a critical review of the previous studies on the street vending businesses in Tanzania and the assessment as to what extent have the existing published research works highlighted the positive side of the street vending business. This will be the contribution of this study to academia as well as the industry.

## **2.0 Literature Review**

### **2.1 Street Vending Business**

Street vending business is an informal type of business whereby street vendors sell their goods and services in public places without having a permanent official built-up area (Bhowmik, 2005; Monte & de Silva, 2013). The street vending business is also seen as a non-criminal commercial activity that depends on access to public space for trading (Lyons & Msoka, 2010).

#### **2.1.1 Street Vendor**

High and mid-income earners are using the terminology 'underemployed' to imply street vendors. Still, they don't refer to themselves as underemployed but rather see themselves as working long hours and unprivileged due to limited access to funds and who conduct their activities in unsecured environments (Vargas, 2013). Street vendors are sometimes called hawkers, peddlers, or street traders. In Tanzania, they are famously known as "*Machinga*." Street vendors usually sell different products ranging from fruits, drinking water, clothes, and office electronic appliances. Some street vendors are mobile (moving from one street to the other or from one location to the other), and others display their products adjacent to the roads or nearby shops. Some hang their products over the walls, fences, parked cars, and along the streets. Others carry their products in their hands, shoulders while others display their products in the tables, baskets, wheelbarrows, bicycles, and buckets.

### **2.2 Theoretical Literature**

The structuralist theory is one of the theories explaining the foundation of the street vending business. This theory is also known as black-market theory, the world systems theory, the underground theory, or the Portes theory, as highlighted by Rakowski (1994). Moser, Castells, and Portes proposed the theory between the late 1970s to 1980s. It focused on addressing the modes of production in the capitalist system. The theory assumes that street vending is the only survival practice conducted out of economic necessity as a last option in the absence of alternative means of livelihood. In this theory, entrepreneurship is direct by the advent of a de-regulated open world economy. Street vendors are therefore seen as an unwilling and disadvantaged group in an exploitative global economic system. This vending business sector is highly insecure, unstable, takes longer working hours, has poor working conditions, lacks legal or social policies, has limited access to financial resources, and has minimal bargaining power.

Although this theory lays down the foundation of the street vending business, the theory remained silent because currently, the world is moving towards technology. Many street vending businessmen/women have their markets on digital platforms such as Instagram and Facebook. Therefore, the assumption that the street vending business is the last option to sustain itself may be out of time. The theory was selected because it initially shows that the street vending business seems to be the only option when individuals engage in entrepreneurial activities.

## **2.3 Empirical Literature Review**

### **2.3.1 Challenges Affecting Street Vendors**

Several studies include a work by Godrich, Juma, and Mfinanga (2018), Nyirenda and Msoka (2019), Munishi and Casmir (2019), have addressed challenges affecting street vendors in various regions. For example, Godrich, Juma, and Mfinanga (2018) examined how food vendors comply with the regulations given by the Municipal Council in Dodoma. This was a mixed study that employed both qualitative and quantitative elements. The study followed a cross-sectional research design and based on the findings from documentary reviews and interviews from 200 street vendors. It was found out that street vendors have failed to follow regulations because of a shortage of food storage facilities, limited knowledge on how to adapt to the rules, attitudes from customers, little capital, and informality of their businesses.

Nyirenda and Msoka (2019) examined how the reallocation of street vendors in the Ubungo Municipality has affected their welfare. A qualitative study whereby thematic analysis was used to analyze the generated data from the interviews and field observation. Sixteen respondents were included in the study. Findings from in-depth interviews, focus group discussion and participant observation revealed that street vendors had been affected by the eviction exercise. They have been receiving contradicting orders from the municipal mayor and the district council; This situation raised disturbances and chaos among them, but they were more affected by the lack of comprehensive policy to guide their business operations. Street vendors have been receiving verbal guidelines from the municipal councils hence making them vulnerable to municipal police.

Munishi and Casmir (2019) examined issues related to capital inadequacy among 100 vendors in Morogoro Municipality and how this affects street vending businesses. The study employed a qualitative approach whereby five respondents were selected for focused group discussions, and 100 vendors were involved in an interview. Results from content analysis founded out that the street vending business was affected by a lack of knowledge regarding financial institutions, limited capital, lack of business skills, and training. The study revealed that vendors also lacked support from national and international levels to assist them to conduct their businesses effectively. Therefore, vendors were not aware of what to do to secure credits from financial institutions.

Additionally, the study revealed that they fear bureaucratic procedures involved in receiving capital; hence they were forced to seek money from other exploitative sources. Due to all these challenges, street vendors have been forced to engage in other activities to raise capital. Some of them decide to avoid spending money unnecessarily so that they can invest it in their business.

#### **2.4 Law, Regulations and Policies and Street Vending Business**

Researchers such as; Michal (2013), Msoka (2014), and Steiler (2018) have linked policies and street vending business in Tanzania. Michal (2013) investigated the potential of the proposed legal system to empower micro-businesses in Tanzania. The researcher employed a qualitative approach by reviewing relevant literature between 2007 to 2011. Evidence from various policies and legislation has indicated that formalization per se does not guarantee the protection of micro-businesses. However, the legal laws and clear guidelines can guarantee security to micro-businesses. Although developing clear regulations and policies is complex, with political will and legal system can be created to protect the rights of micro-businessmen by making them work effectively and efficiently.

Msoka (2014) examines how the doing business reforms have impacted the micro-enterprises of the poor in Arusha, Mbeya, Morogoro, Mwanza, and Dar es Salaam. It was revealed that the policy has shown that there was a significant impact on street vending business in the mentioned regions. Yet, the policy did not provide a clear guideline on how street vendors should conduct their businesses in the country, forcing them to continue moving from one region to another and from one street to another.

Steiler (2018), on the other hand, assessed how political changes had changed the concept of the informal sector. Previous studies reported that the value of the informal sector had not given priorities, and MKURABITA reforms admitted that the informal sector was not part of the formal economy; hence it lacked the legal power to protect street vendors.

Additionally, the existing laws and by-laws do not work in favour of street vendors. This implies that the main source of street vendors' challenge is the absence of legal laws to guide them through. Formalization of their business seems to be a severe issue that hinders their day-to-day activities. If formalized, they will be in a position to work in a proper vending place. This will somehow help the local government authorities to start collecting tax from them more efficiently, and in the end, their contribution can be appreciated and recognized. The government needs to develop laws that will offer a clear guideline on how street vendors should be treated by the financial institutions and the local government authorities. The policy helps give a friendly environment for them to work without any interference from the municipal or local government authorities.

#### **2.5 Social Cultural Issues and Street Vending Business**

Some of the existing literature has linked social-cultural issues to street vending business. Ogawa (2006) is one among researchers who tried to link the role of social networking via a system called “*mali kauli*” translated loosely in English as “selling goods on credit” and linked it with the street vending business in Mwanza. It was found out that *mali kauli* is a creative credit transaction that street vendors use. Through *mali kauli* street, vendors were able to conduct their business on credit. This was a brilliant idea because street vendors are usually affected by limited capital. In the same line of research, Katrijn (2016) examined the role of friendships in assisting street traders in Tanzania. The findings reported that street traders had their friends back when they needed help in their businesses. They have received moral support from their friends, which acted as a catalyst for them to continue their daily activities. This implies that street vendors can

perform their daily activities via assistance from friends as long as there is trust between friends. Therefore, the government needs to make sure that it develops proper mechanisms to support them. Trust and support from the local and municipal authorities are needed to show appreciation because the sector offers employment to a significant population among youth in Tanzania.

## **2.6 Urbanization and Street Vending Business**

Haule and Chille (2018) established a link between the changing nature and character of street vending business with spatial variation within the urban and peri-urban areas. Researchers' interviewed 100 street vendors found at the following places in Dar Es Salaam Tanzania; Kimara Temboni, Mbezi Mwisho, Kibamba, Kiluvya, Kibaha, Kwa Mathias, Korogwe, Visiga, and Mlandizi. The study employed a mixed research design whereby ten people were interviewed, and 100 were given a survey. Evidence from descriptive and grounded theory revealed that some products dominated more in urban areas than in peri-urban areas. It was further reported that there is a negative relationship between urbanization and the types of goods sold by street vendors. Since it is known that most of the street vendors come from rural areas, one would expect to see them selling agricultural products. Still, findings proved otherwise. The study revealed that most of the products sold by street vendors were not agricultural products. And those they come from other regions apart from the study areas.

Additionally, the study concluded a close link between urbanization and the products sold by street vendors. Another survey by Haule (2019) examined the relationship between human population mobility and urbanization among street vendors in 10 centers located along Morogoro road. Results from descriptive statistics indicated that the mobility of street vendors is influenced by business opportunities available in the largest cities such as Dar es Salaam, Kilimanjaro, Morogoro, Mbeya, and Coast. Most youths are motivated to travel to the largest cities because they are hubs for commercial activities.

The overall findings from these studies show a positive relationship between urbanization and street vending business because many youths are migrating every day from rural to urban areas searching for business opportunities leaving older people in rural areas participating in agricultural activities. The literature revealed that most of the youths between the ages of 18-30s migrate to towns. Since 80% of the Tanzanian economy depends on agriculture; therefore, the government needs to develop mechanisms to ensure concrete economic opportunities in rural areas. The retention of youth in rural areas helps utilize opportunities available in their regions without migrating to towns.

## **2.7 Skills, Technology and Street Vending Business**

Some of the studies, including that by Mramba *et al.*, (2014), Mramba (2015a; 2015b), Mramba *et al.*, (2015), Mramba *et al.*, (2016), and Msuya (2019), have addressed issues related to skills and technology and how the two can assist street vendors in their businesses. Remarkably, studies by Mramba (2014), Mramba *et al.*, (2015), Mramba (2015a) have examined the role of technology in assisting street vending business operations. The study recommended that mobile phone technology should be used to help street vendors in their daily activities. However, mobile phone usage among street vendors is minimal. They use their mobile phones mainly for payments effected through mobile phone transactions such as M-Pesa, Tigo Pesa, Airtel Money, and other business communications (Mramba *et al.*, 2015a; 2015b). This limited usage of

mobile phones in business has resulted from limited business skills, lack of capital, lack of education, and weak support systems from the local government authorities (Mramba *et al.*, 2015a; Mramba *et al.*, 2016). Hence, they are required to use mobile phone technology such as customer-client matchmaking and record keeping. The use of technology can assist street vendors in developing proper marketing strategies to market their products quickly. The existing marketing strategies used by street vendors are weak, and almost all of them use similar techniques to attract customers (Mramba *et al.*, 2015b).

The decision to use inadequate strategies has resulted from limited marketing skills and limited ability to sell the desired products by customers. Street vendors are also affected by limited development skills, ignorance, lack of resources, and limited development programs (Msuya, 2019). Mramba (2015a) saw a need to develop a model to help street vendors to perform their work comfortably. It was advised that street vendors perform the Government of Tanzania's essential to create supportive policies, laws, and regulations protecting the rights of street vendors. The issue of informality and illegality of their businesses needs to be handled because the income generated from the street vending business helps to reduce the poverty level in the country.

### **3.0 Methodology**

This was a desk review study whereby 15 published academic articles in the area of street vending business in Tanzania were identified and gathered from Google Scholar. Google Scholar was selected because it is one of the largest and most popular online databases and search engines (Buhalis & Law, 2008). To achieve the objective of giving a comprehensive analysis of the existing street vending studies in Tanzania, the keywords of the street vending business, hawker, peddler, and Tanzania were used to search for the most relevant articles since these keywords were the study subject and contexts. Furthermore, references cited in the published reports were traced to evaluate their relevance in the study. Each of the identified journals was carefully read through by two researchers to assess their inclusion. The decision to include an article in the analysis was based on the joint agreement between two researchers, taking into account the relevance of the articles to the themes of the study. This study focused on analyzing full-length published articles in academic journals, mainly in the area of the street vending business. Conferences proceeding articles, book reviews, abstracts, editor prefaces, internet columns, and conference reports were not included in the study because of their limited, if any, contributions to existing knowledge (Jang & Park, 2011).

The initial search contributed to 75 articles, but after reading all the articles twice, the last search ended up with 15 relevant articles used in the analysis. Published articles in the area of street vending businesses in Tanzania, irrespective of their year of publication, were included in the study. After getting the final list of articles, analyses were done using content analysis. The content analysis tool was selected because it is a flexible method for analyzing text data (Cavanagh, 1997). The method was used for replicable and valid inferences from the collected data to provide knowledge, new insights, and representation of facts, and a practical guide to action (Krippendorff, 1980). This method has been used extensively in different fields of study, and its use has been extensively increased (Neundorf, 2002).

Before the analysis, published articles were divided into five main streams: challenges facing street vendors, skills and technology, social-cultural issues, law, regulations & policies, and urbanization. The five streams developed research themes for the study. To ensure the accuracy and objectivity of the study, two researchers independently reviewed all 15 articles and assigned them to the five research themes. Seven articles addressed challenges affecting street vendors, 5 addressed issues related to laws, regulations & policies concerning street vendors. Two studies concentrated on social-cultural matters concerning street vending business. Three of them addressed issues related to skills & technology related to the street vending business.

In contrast, 2 of the articles linked issues of urbanization with street vending business. Studies discussed street vending business might highlight more than one theme, then that study was assigned into two themes. The findings of the classification from two researchers were then cross-compared to ensure consistency. Cross-comparison was done to avoid personal judgment and biasness. Finally, 15 articles were analyzed manually since they were few. Appendix 1 highlights the details of all the published articles in all of the five themes. In the subsequent section, the literature review is presented.

#### **4.0 Discussion of Findings and Implications of the Study**

##### **4.1 Challenges facing street vendors**

Street vendors in Tanzania are hard workers, but their daily activities are more compared to those working in the formal sector. Their business is affected by a lack of start-up capital, collaterals, training, education, informality, and a lack of solid street vending associations. Furthermore, they are also affected by a lack of support from the government. Lack of support from the government is also another core issue of concern to street vendors in Tanzania. So far, the government has shown limited support in helping street vendors. This support from the government may be caused by the fact that it is difficult to predict the exact income-generating activity from this business (Mramba, 2015b). Thus, the street vendors are neglected. The government sees street vendors as traders who don't pay taxes, but if the proper mechanism is put in place, the government will get revenue from this business. The government can establish a minimum fee (tax) for vendors to be granted a business license. The collected revenue can be used to build markets, hire security, and hire cleaning services. This strategy was used in Cambodia to ensure that their street vendors were well-taken care of (Kusakabe, 2006). Additionally, since street vendors face challenges in accessing loans, the government can advise financial institutions to develop loan packages with reasonable interest to assist them. This will help street vendors to plan how to expand their businesses.

Informality is another key issue affecting street vending business in Tanzania. Thus, street vendors have been facing constant eviction from the municipal council to the point of losing their properties. If their businesses were formalized, street vendors would have been able to work comfortably in a friendly environment. However, Michal (2013) thought that formalization per se would not address all the challenges affecting them in other things, such as having a precise legal mechanism that will handle most of the issues. Having a legal mechanism implies that the formalization of street vending businesses will help them to be recognized by the authorities; once they are identified, they will be willing to air out their issues to the authorities if mistreated.

The limited number of street vendor associations fighting for the rights and protecting the traders' interests was another most significant challenge to vendors. Lack of official associations hindered street vendors from having a supporting system that meets their needs and desires. As a result, municipal councils have grabbed that opportunity and used the situation to their advantage. Constant evictions and harassment from the municipal police were a clear example of the extent to which they were abused. Other countries such as India and South Africa have strong street vending associations that help traders to look for markets for their products. Train them on storing their products, developing marketing strategies, offering business licenses, and ensuring security in their businesses (Chen, 2001; Ray, 2014).

#### **4.2 Urbanization**

As was pointed out in the literature; urbanization is a root cause of all the problems affecting street vendors in Tanzania. Researchers reported that street vending business is an urban activity (Haule & Chille, 2018). This was why most youths migrate from rural areas to peri-urban. The decision to move to these cities depends on the existing business opportunities and the increase in the number of customers (Haule, 2019). Although urbanization has influenced business growth, it has negatively affected the agriculture sector (Haule & Chille, 2018). Youths were migrating to urban areas looking for a faster solution to improve their wellbeing. This finding implied that the government needed to make sure that there were equal development opportunities in all the regions, reducing youth, rural-urban migration (Haule, 2019). Still, it would also act as a motivating factor for youth to remain in their regions and participate in agriculture activities.

#### **4.3 Law, Regulations, and policies**

Unclear law, regulation, and policy were other critical areas affecting the street vending business in Tanzania. Uncoordinated laws and policies affected street vendors' welfare significantly (Nyirenda & Msoka, 2019). Having clear laws and policies helped the government to formalize procedures on how the business should be conducted. This will help government authorities to have unified by-law in each of the municipal council and the jurisdiction of each district had to be known so that street vendors could receive fair treatment. Furthermore, it was advised that street vendors should be involved in the preparations of laws governing entrepreneurs (Nyirenda & Msoka, 2019). Street vendors' involvement would help to adjust the existing policy to accommodate the changes that were compatible with the informal sector. A modified policy would acknowledge the contribution of this sector. Hence the government can establish proper ways of handling street vending business.

#### **4.4 Skills and technology**

Limited business skills was also another challenge to street vendors Mramba *et al.* (2015a; 2015b), Mramba *et al.* (2016), Munir and Casmir (2019), and Msuya (2019). Limited skills had forced them to use poor marketing strategies hence failing to attract more customers. Furthermore, street vendors were also failing to follow regulations and use modern technology because of a lack of skills. Therefore, the government needs to instruct the Ministry of Education Science and Technology vocational to introduce entrepreneurship courses at the primary level so as to get explicit knowledge regarding micro-businesses at a very young age. Also, kids at schools should be trained in ICT as one of the core courses because, with ICT, people would be able to design proper marketing strategies and sell products demanded by customers.

#### **4.5 Socio-cultural issues**

The literature has pointed out that the street vendors had used different strategies to boost their businesses and be "*mali kauli*." This creative strategy was helpful to them since it was difficult for them to access credits in the financial institutions. Therefore, through this system, street vendors were able to conduct business efficiently (Ogawa, 2006). Since there were many financial institutions and special development funds given to poor people to sustain their small businesses, street vendors could now enjoy this opportunity and continue doing their activities in a relaxed manner. The only thing they needed was to organize themselves in a small groups and submit their business plan in the appropriate channel for financial support. In the same line of research, Katrijn (2016) reported that street traders usually had their friends' back when they needed help in their businesses. Whenever they needed moral support, they always go back to their friends, which helped them go on with their daily activities. Therefore, the government needed to make sure that it developed proper mechanisms to support them. Trust and support from the local and municipal authorities were needed to show appreciation because the sector offers employment to a significant population among youth in Tanzania. The decision to provide entrepreneurship special ID cards was a step further towards supporting and appreciating the role played by the street vendors in Tanzania. The government needs to make sure that they included them in their development plans because they would keep doing their job legally by paying the appropriate tax as needed.

#### **5.0 Conclusion and Limitations of the Study**

The focus of the current study was based on reviewing and analyzing the academic articles on the street vending business in Tanzania. The study analysed 15 scholarly journals in the area of the street vending business. The study contributed to the existing literature distinctly. The contribution answered the research question "what had researchers done concerning street vending business in Tanzania?" and to what extent had the published articles focused on addressing the positive side of the street vending business? Practically, this study concluded that, to a minor extent, the published works had addressed the positive side of the street vending business. The study findings were shown in the results by Ogawa (2006), Mramba (2014), Mramba (2015a; 2015b ), Mramba, *et al.*, (2016), and Katrijn (2016). Most of the existing empirical works had focused on addressing challenges affecting street vendors.

Overall, the study founded out that the local government authorities had negatively perceived street vendors. This was why street vendors were neglected and mistreated. Lack of a clear policy to guide them has become an issue that affects this form of business. The government needs to collaborate with street vendors through their associations to come up with a clear guideline to support this business. Since most of the youths in the country were engaging in this business, the government also needed to develop mechanisms to empower street vendors. One technique would be to train them in introductory entrepreneurship courses as this would help them conduct their business wisely.

Several limitations were encountered by researchers in the course of conducting this study. First, this was a desk review whereby academic journals published in the area of street vending business in Tanzania were collected and analyzed and ignored those conducted outside Tanzania.

Also, the analysis of the existing literature was done based on published academic journals and excluded information from conferences proceeding articles, book reviews, abstracts, editor prefaces, internet columns, and conference reports. Future studies should have included them in the analysis for more insights into the subject. Street vendors all over the world were almost suffering from similar issues. Therefore, it would have been better for future researchers to do a comparative study to see the extent of the similarity.

Additionally, the analysis in this study was based on articles from Google scholar. Other studies should focus on different search engines such as EBSCOHOST, Emerald Insight, and science direct. Also, content analysis was used to analyze the generated articles; therefore, future studies can opt for quantitative methods to explore the generated articles.

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**Appendix 1 Summary of the Reviewed Empirical Literatures on Street Vending Business Studies in Tanzania**

<b>Theme</b>	<b>Aim/objective</b>	<b>The focus of the study</b>	<b>Main findings</b>	<b>Author(s)</b>
<b>Challenges affecting street vending business</b>	Factors hindering effective enforcement of food vending regulations in Dodoma Municipality	Food vending business in Dodoma Municipality	Lack of compliance with food vendor regulations. Factors hindering the enforcement of food vendors regulations including; shortage of food storage facilities, lack of knowledge on food vending regulations, attitudes of customers, and shortage of funds and informality of food vendors.	Godrich, Juma, & Mfinanga (2018)
	Street vendors skills and strategies to improve their operations	Street vendors in Dar es salaam	Street vendors operate in a challenging environment. They lack business skills	Mramba <i>et al.</i> (2015b)
	How did reallocation has affected the welfare of street vendors	Street vendors at Ubungo Municipality	Contradicting orders from the municipal mayor and the district commissioner regarding reallocation.  The situation led to chaos and a lot of disturbance to the vendors.  Lack of comprehensive written national policy to manage the activities of informal traders in Tanzania is seen to be a significant problem calling for coordinated policies at the municipal level.	Nyirenda and Msoka (2019)
	The problem of capital inadequacy among street vendors	Street vendors in Morogoro Municipality	Street vendors are affected by their lack of knowledge about financial institutions, financing procedures, business skills and training, limited access to credit institutions, and knowledge in using them.	Munishi and Casmir (2019)

Theme	Aim/objective	The focus of the study	Main findings	Author(s)
			<p>Vendors also lacked support from the national and international levels necessary for coping with inadequate capital.</p> <p>They are unaware of or unwilling to consult financial institutions due to fear of bureaucratic procedures involved in acquiring capital.</p>	
	Limitations and types of work undertaken by street traders	Street traders in Dar es salaam	Street vendors are restrained by unreliable business information, weak business strategies, limited access to capital, lack of education, and inadequate support from the authorities.	Mramba <i>et al.</i> (2016)
	To investigate strategies of skills development to micro-businesses.	Street vendors in Tanzania	Ignorance, perceived cost, lack of resources, and lack of business skills, and lack of training, are the main issues affecting the development of micro-businesses.	Msuya (2019)
<b>Law, Regulations &amp; Policies</b>	How normatively and politically charged concept of the informal economy continues to steer policies towards urban street trade.	Street vendors in Tanzania	<p>MKURABITA reform agenda presents informal street trade as a business that is not compatible with a modern economy and legal system</p> <p>Laws and by-laws fail to recognize the contribution of street trading as an income-generating activity.</p>	Steiler (2018)
	How the	Street vendors in	The 'the doing business	Lyons,

Theme	Aim/objective	The focus of the study	Main findings	Author(s)
	‘Doing Business’ reforms have impacted the micro-enterprises of the poor.	Arusha, Mbeya, Morogoro, Mwanza and Dar es salaam	reforms” indicate an impact on the performance of micro-enterprises, specifically on street vendors in Tanzania.	Brown, & Msoka (2014)
	The study proposed regulations to guide street vending business operations.	Street vendors in Tanzania	Tanzanian government should develop supportive policies, laws, regulations that address the street vending business.	Mramba (2015a)
	How did the reallocation has affected the welfare of street vendors	Street vendors at Ubungo Municipality	Uncoordinated policies at the municipal level adversely affect welfare.  Clear directives and policy guidelines are required to avoid confusion among street vendors in different municipalities.	Nyirenda and Msoka (2019)
	Investigates the potential of proposed legal empowerment reforms to overcome barriers to micro-business formalization.	Street vendors in Tanzania	Formalization is not the only thing that is needed to solve street vending challenges. The governments should increase the security of the poor by making sure that regulations are fit for purpose and accessible to small-scale operators.	Michal (2013)
<b>Social-Cultural issues</b>	The role of social networks on the street vending business via credit transaction called mali kauli.	Second-hand clothes street vendors in Mwanza city	Mali kauli makes it possible for street vendors to acquire goods on credit from the middleman.	Ogawa (2006)
	Examines the roles of friendship in the lives of young street traders	Street vendors in Tanzania	Friends do offer practical and moral support also offer a sense of business direction.	Katrijn (2016)
	Assessment of street vendor's business	Street vendors in Dar es salaam	Low levels of business skills limit them from opting for mobile phone technology.	Mramba <i>et al.</i> (2015b)

<b>Theme</b>	<b>Aim/objective</b>	<b>The focus of the study</b>	<b>Main findings</b>	<b>Author(s)</b>
<b>Skills &amp; Technology</b>	activities, skills, and strategies to improve street vendor's business prospects			
	Mobile phone usage patterns among street vendors	Street vendors in Dar es salaam	98% of street vendors use mobile phones to communicate with their family & friends, and very few are using them for business.	Mramba (2014)
	Explore the marketing communication strategies used by street vendors	Street vendors in Dar es salaam	Marketing strategies used by street vendors are weak and relatively similar.  The selection of marketing strategies depends on costs and business skills.	Mramba (2015b)
	What technology innovation possibilities are needed to improve the street vending business	Street traders in Dar es salaam	Technology innovations such as customer-client matchmaking and record-keeping are needed to eliminate the challenges affecting street vendors.  Mobile phones can be used to assist street vendors in their daily activities.	Mramba et al. (2016)
	To investigate skills relevant to informal micro-businesses	Street vendors in Tanzania	Micro-businesses should be given e-learning, public-funded, or low-cost skills development schemes, usage of psychological contracts, contextualizing the skills development programs.	Msuya (2019)
	Identify the existing patterns of population mobility and, based on the characteristics of the migrants who are street vendors to uncover the	Street vendors in Dar es salaam and the coastal regions	The mobility of street vendors was positively influenced by the presence of business opportunities enhanced by urban growth.  Most of the street vendors are migrating to urban areas and work in Dar es salaam.	Haule (2019)

<b>Theme</b>	<b>Aim/objective</b>	<b>The focus of the study</b>	<b>Main findings</b>	<b>Author(s)</b>
<b>Urbanization</b>	existing relationships between human population mobility and the pace of urbanization.			
	Changing nature and character of street vending with spatial variation within the urban and peri-urban settings.	Street vendors at Kimara bus stop, kimara Temboni, MbeziMwisho, Kibamba, Kiluvya, Dar es salaam, Kibaha, Kwa Mathias, Korogwe, Visiga and Mlandizi.	There is a negative relationship between urbanization and the types of goods sold by street vendors.  Street vending is principally an urban activity that limits young men and women from farming.	Haule and Chille (2018)

Source: Literature Review, (2020)