

QUESTIONNAIRE NUMBER

id

0

RECORD NUMBER

recnumber

0 0

PREFERENCE NUMBER

preference

ROTATION

rotation

## THE WORLD BANK

Enterprise Survey

Manufacturing Module (2013)

## GPS Coordinates

Degrees North (Latitude)

lat

Degrees East (Longitude)

lon

## A. CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

A.0 Questionnaire

a0

Module

Manufacturing

1

A.1 Country

a1

A.1a Language

a1a

A.2

Sampling Region

a2

Region A

1

Region B

2

Region C

3

Region D

4

Region E

5

A.3a

Screener Region

(coded ex post)

a3a

Region A

1

Region B

2

Region C

3

Region D

4

Region E

5

A.3x Name of city/town/village

a3x

A.3b Is this city the official capital city?

a3b

Yes

1

No

2

A.3c Is this city the main business city?

a3c

Yes

1

No

2

A.3 Size of locality

a3

City with population over 1 million

2

Over 250.000 to 1 million

3

50.000 to 250.000

4

Less than 50.000

5

A.4 Industry

Sampling sector

a4a

Screener sector

a4b

Manufacturing: Section D

Food

15

15

Tobacco

16

16

Textiles

17

17

Garments

18

18

Leather

19

19

Wood

20

20

Paper

21

21

Publishing, printing, and Recorded media

22

22

Refined petroleum product

23

23

Chemicals

24

24

Plastics &amp; rubber

25

25

Non metallic mineral products

26

26

Basic metals

27

27

Fabricated metal products

28

28

Machinery and equipment (29 &amp; 30)

29

29

Electronics (31 &amp; 32)

31

31

Precision instruments

33

33

Transport machines (34&amp;35)

34

34

Furniture

36

36

Recycling

37

37

Retail

Retail

52

52

Other Services

Wholesale

51

51

IT

72

72

Hotel and restaurants: section

55

55

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H		
Services of motor vehicles	50	50
Construction Section F:	45	45
Transport Section I: (60-64)	60	60

**DOES NOT APPLY** -7

**A.11** If HQ, are financial statements independent from the rest of establishments? **a11**

Yes	1
No	2
<b>DOES NOT APPLY</b>	<b>-7</b>

**A.5** Sector match between screener information and sample frame **a5**

Yes, screener and sample frame info match	1
No, screener and sample frame do not match but establishment still does activities that match sample frame	2
No, does not match	3

**A.12** Interviewer code **a12**

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**A.13** Supervisor code **a13**

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	Sampling size <b>a6a</b>	Screener Size <b>a6b</b>
<b>A.6</b> Size		
Micro <5	0	0
Small >=5 and <=19	1	1
Medium >=20 and <=99	2	2
Large >=100	3	3

**A.7** Establishment is part of a larger firm **a7**

Yes	1
No, a firm on its own	2

**IF 2 AT A.7, GO TO QUESTION A.8**

**A.7a**

Number of establishments that form the firm	<b>a7a</b>
---	------------

**A.8** Type of establishment **a8**

HQ without production and/or sales in this location	1
HQ with production and/or sales in this location	2
Establishment physically separated from both HQ and other establishments of the same firm	3
Establishment physically separated from HQ but it locates with other establishments of the same firm	4
<b>DOES NOT APPLY</b>	<b>-7</b>

**A.9** Are establishment's financial statements prepared separately from HQ's statements? **a9**

Yes	1
No	2
<b>DOES NOT APPLY</b>	<b>-7</b>

**A.10** Are establishment's financial statements prepared separately from other establishments of the same firm? **a10**

Yes	1
No	2

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**A.14 Time face-to-face interview begins:**

Day (dd)	Month (mm)	Year (yyyy)	Hour (00 to 23)	Minutes (00 to 59)
a14d	a14m	a14y	a14h	a14min

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING.**

The goal of this survey is to gather information and opinions about the business environment in [insert country name]. The information gathered here will help the World Bank to develop new policies and programs that enhance employment and economic growth.

The information obtained here will be held in the strictest confidentiality. Neither your name nor the name of your business will be used in any document based on this survey.

**B. GENERAL INFORMATION**

**READ OUT THE FOLLOWING INTRODUCTORY SENTENCE ONLY IF A7 = 1 (yes):**

The first few questions apply to the firm which your establishment is part of.

**NGB.1** Is this establishment located in an export processing zone or other industrial park?

Export Processing Zone	1
Industrial Park	2
None of the above	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

ngb1

**B.1** What is this firm's current legal status? **SHOW CARD 1**

Shareholding company with shares trade in the stock market	1
Shareholding company with non-traded shares or shares traded privately	2
Sole proprietorship	3
Partnership	4
Limited partnership	5
<b>OTHER (SPONTANEOUS-SPECIFY) b1x</b>	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**SKIP TO B.2**

b1

**Commented [A1]:** Local agencies to advise on best local, legal definitions

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**INTERVIEWER: PLEASE NOTE WHEN b1 IS 3 (SOLE PROPRIETORSHIP), WRITE 100% FOR QUESTION b3.**

**B.3** What percentage of this firm does the largest owner or owners own?

	Percent
Percentage held by largest owner or owners	<b>b3</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**B.2** What percentage of this firm is owned by each of the following: **SHOW CARD 2**

	Percent	<b>DON'T KNOW (SPONTANEOUS)</b>
Private domestic individuals, companies or organizations	<b>b2a</b> %	<b>-9</b>
Private foreign individuals, companies or organizations	<b>b2b</b> %	<b>-9</b>
Government or State	<b>b2c</b> %	<b>-9</b>
Other	<b>b2d</b> %	<b>-9</b>
	<b>100%</b>	

**IF 100% END INTERVIEW**

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)**

**B.4** Amongst the owners of the firm, are there any females?

Yes	1	
No	2	<b>SKIP TO B.5</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>SKIP TO B.5</b>

**b4**

**B.4a** What percentage of the firm is owned by females?

	Percentage
Percentage of female ownership	<b>b4a</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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**READ ONLY IF A7=1 (yes)**

**I want to proceed by asking you about this establishment only.**

**B.5** In what year did this establishment begin operations?

	Year	Answer from previous round
Year establishment began operations	<b>b5</b>	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR**

**B.6** How many full-time employees did this establishment employ when it started operations? Please include all employees and managers (**INTERVIEWER: INCLUDE RESPONDENT WHEN APPLICABLE**)

	Number
Full-time employees at start-up	<b>b6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**B.6a** Was this establishment formally registered when it began operations?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b6a**

**B.6b** In what year was this establishment formally registered?

	Year	Answer from previous round
Year establishment formally registered	<b>b6b</b>	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
<b>NEVER REGISTERED (SPONTANEOUS)</b>	<b>-7</b>	

**INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR.**

**B.7** How many years of experience working in this **sector** does the Top Manager have?

	Years
Manager's experience in sector	<b>b7</b>
<b>LESS THAN ONE YEAR</b>	<b>1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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**B.7a** Is the Top Manager female?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b7a**

**NGB.7** What is the highest level of education of the top manager?

No Education	1
Primary School	2
Started but did not complete secondary school	3
Secondary School	4
Vocational Training	5
Some university training	6
Graduate degree (BA, BSc etc.)	7
Masters of Business Administration (MBA) from university in this country	8
Masters of Business Administration (MBA) from university in another country	9
Other post graduate degree (Ph.D, Masters) from university in this country	10
Other post graduate degree (Ph.D, Masters) from university in another country	11
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ngb7**

**NGB.8** Is this establishment fully or partially owned by the Top Manager or the Top Manager's Family?

Yes – fully owned	1
Yes – Partly owned	2
No	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ngb8**

**B.8** Does this establishment have an internationally-recognized quality certification?  
(INTERVIEWER: SOME EXAMPLES ARE ISO 9000 or 14000, or HACCP)

Yes	1
No	2
<b>STILL IN PROCESS</b>	<b>-6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**SKIP TO C.3**

**SKIP TO C.3**

**b8**

**B.8x** Please specify the internationally-recognized quality certifications

Specify Certifications

**b8x**

QUESTIONNAIRE NUMBER

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### C. INFRASTRUCTURE AND SERVICES

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING.**

Now, we turn to the establishment's operations

**C.3** Over the last two years, did this establishment submit an **application** to obtain an electrical connection?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

*GO TO QUESTION C.6*

*GO TO QUESTION C.6*

**c3**

**C.4** In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

	Days
Wait for electrical connection	<b>c4</b>
LESS THAN ONE DAY	1
STILL IN PROCESS	-6
APPLICATION DENIED	-5
DON'T KNOW (SPONTANEOUS)	-9

**C.5** In reference to that application for an electrical connection, was an informal gift or payment expected or requested?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9
REFUSAL (SPONTANEOUS)	-8

**c5**

**C.6** Over financial year [insert last complete financial year], did this establishment experience power outages?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

*GO TO QUESTION C.10*

*GO TO QUESTION C.10*

**c6**

**C.7** In a typical month, over financial year [insert last complete financial year], how many power outages did this establishment experience?

	Number
Number of power outages in a typical month	<b>c7</b>
DON'T KNOW (SPONTANEOUS)	-9

*IF 0, GO TO QUESTION C.9*

*GO TO QUESTION C.9*

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**C.8** How long did these power outages last on average?

	Hours	Minutes
Average duration of power outages in hours and minutes	<b>c8a</b>	<b>c8b</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>-9</b>

IF THE DURATION IS LESS THAN AN HOUR, CODE 0 IN THE HOURS COLUMN.  
IF THE RESPONDENT DOES NOT KNOW EITHER THE HOURS OR THE MINUTES, CODE 'DON'T KNOW' IN BOTH COLUMNS.

**C.9** Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses.

	Percent
Loss as percentage of total annual sales due to power outages	<b>c9a %</b>
<b>NONE</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

	LCUs
Annual losses due to power outages	<b>c9b</b>
<b>NONE</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**C.10** Over the course of financial year [insert last complete financial year], did this establishment own or share a generator?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

GO TO QUESTION C.12  
GO TO QUESTION C.12

**c10**

**C.11** In financial year [insert last complete financial year], what percentage of this establishment's electricity came from a generator or generators that the establishment owned or shared?

	Percent
Percentage electricity from generators	<b>c11 %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**C.12** Over the last two years, did this establishment submit an application to obtain a water connection?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

GO TO QUESTION C.15  
GO TO QUESTION C.15

**c12**



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**C.13** In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

	Days
Wait for water connection	<b>c13</b>
LESS THAN ONE DAY	1
STILL IN PROCESS	-6
APPLICATION DENIED	-5
DON'T KNOW (SPONTANEOUS)	-9

**C.14** In reference to that application for a water connection, was an informal gift or payment expected or requested?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9
REFUSAL (SPONTANEOUS)	-8

**c14**

**C.15** Over financial year [insert last complete financial year], did this establishment experience insufficient water supply for production?

Yes	1	
No	2	
The establishment does not use water for production	-7	GO TO QUESTION C.22a
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION C.22a

**c15**

**C.16** In a typical month, over financial year [insert last complete financial year], how many incidents of insufficient water supply did this establishment experience?

	Number	
Number of incidents of water insufficiency in a typical month	<b>c16</b>	IF 0, GO TO QUESTION C.22a
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION C.22a

**C.17** How long did these incidents of insufficient water supply last on average?

	Hours
Average duration of insufficient water supply	<b>c17</b>
LESS THAN ONE HOUR	1
DON'T KNOW (SPONTANEOUS)	-9

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**C.22a** At the present time, does this establishment use e-mail to communicate with clients or suppliers?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**c22a**

**C.22b** At the present time, does this establishment have its own website?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**c22b**

**C.30** Using the response options on the card; To what degree is **Electricity** an obstacle to the current operations of this establishment? **SHOW CARD 3**

Using the response options on the card; To what degree is **Telecommunications** an obstacle to the current operations of this establishment? **SHOW CARD 3**

						<b>(SPONTANEOUS)</b>	
						<b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle		
Electricity <b>c30a</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Telecommunications <b>c30b</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

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#### D. SALES AND SUPPLIES

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

The next topic to be covered is how and where this establishment makes its sales.

**D.1a1** In financial year [insert last complete financial year], what was this establishment's main activity and product, that is, the activity and product that represented the largest proportion of annual sales?  
**ENUMERATOR: PLEASE SPECIFY THE ACTIVITY AND PRODUCT IN DETAIL, FOR EX., "LEATHER SHOE MANUFACTURING" NOT JUST SHOE MANUFACTURING**

Description

**d1a1x**

**INTERVIEWER: THE FOLLOWING QUESTION IS NOT PART OF THE INTERVIEW. IT WILL BE FILLED OUT IN THE OFFICE. CODE 0000 FOR THE MOMENT, IT WILL BE FILLED OUT IN THE OFFICE**

**D.1a2** PLEASE CHOOSE THE 4-DIGIT ISIC REV. 3.1 CODE THAT BEST APPLIES TO THE ESTABLISHMENT'S MAIN ACTIVITY AND PRODUCT.

**CODE OF THE MAIN PRODUCT  
AND ACTIVITY**

**Code**

**d1a2**

**D.1a3** What percentage of total sales does the main activity or product represent?

**Percent**

Percentage of sales represented by main product  
or activity product

**d1a3**

**DON'T KNOW (SPONTANEOUS)**

**-9**

**NGD.1a4** For the main product that this establishment produces, is the import duty greater than 30%?

Yes

1

No

2

**DON'T KNOW (SPONTANEOUS)**

**-9**

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NGd.1a4

**INTERVIEWER: PLEASE NOTE THAT THE NEXT QUESTION REFERS TO THE TOTAL SALES OF ALL PRODUCTS AND SERVICES**

**D.2** In financial year [insert last complete financial year], what were this establishment's total annual sales for **ALL** products and services?

	LCUs
Last complete financial year's total sales	d2
DON'T KNOW (SPONTANEOUS)	-9
PLEASE ALSO WRITE OUT THE NUMBER (i.e. 50,000 as Fifty Thousand)	
	d2x

**N.3** In financial year [insert last complete financial year minus two], three financial years ago, what were total annual sales for this establishment?

	LCUs
Total annual sales three years ago	n3
IF ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO	-7
DON'T KNOW (SPONTANEOUS)	-9

**D.3** In financial year [insert last complete financial year], what percentage of this establishment's sales were:  
(INTERVIEWER: SKIP PATTERNS MUST BE FOLLOWED IN THE ORDER THEY APPEAR IN THE TABLE)  
**SHOW CARD 4**

	Percent	DON'T KNOW (SPONTANEOUS)	
National sales	d3a %	-9	IF 100, GO TO QUESTION D.10
Indirect exports (sold domestically to third party that exports products)	d3b %	-9	IF 100, GO TO QUESTION D.8
Direct exports	d3c %	-9	IF 0, GO TO QUESTION D.8
	100%		

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%  
(UNLESS RESPONDENT DOES NOT KNOW)**

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**D.4** In financial year [insert last complete financial year], when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs?

	Days
Average number of days to clear customs	d4
LESS THAN ONE DAY	1
DON'T KNOW (SPONTANEOUS)	-9
DOES NOT APPLY	-7

**D.6** In financial year [insert last complete financial year], what percentage of the value of the products exported directly was lost while in transit because of theft?

	Percent
Losses due to theft as percentage of the value of the products	d6 %
NO LOSSES	0
DON'T KNOW (SPONTANEOUS)	-9
DOES NOT APPLY	-7

**D.7** In financial year [insert last complete financial year], what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?

	Percent
Losses due to breakage or spoilage as percentage of the value of the products	d7 %
NO LOSSES	0
DON'T KNOW (SPONTANEOUS)	-9
DOES NOT APPLY	-7

**D.8** In which year did this establishment first export directly or indirectly?

	Year
Began exporting directly or indirectly	d8
DON'T KNOW (SPONTANEOUS)	-9

INTERVIEWER: WRITE YEAR USING 4 DIGITS

**NGD.9** In fiscal year [insert last complete fiscal year], did this firm receive any government export subsidy?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

NGd.9

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**D.10** In financial year [insert last complete financial year], what percentage of the value of products this establishment shipped to supply **domestic** markets was lost while in transit because of theft?

	Percent
Losses due to theft as percentage of the value of the products	<b>d10</b> %
<b>NO LOSSES</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)</b>	<b>-7</b>

**GO TO QUESTION  
D.12**

**D.11** In financial year [insert last complete financial year], what percentage of value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?

	Percent
Losses due to breakage or spoilage as percentage of the value of the products	<b>d11</b> %
<b>NO LOSSES</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)</b>	<b>-7</b>

**D.12** In financial year [insert last complete financial year], as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were: **SHOW CARD 5**

	Percent	<b>DON'T KNOW (SPONTANEOUS)</b>
Material inputs or supplies of domestic origin	<b>d12a</b> %	<b>-9</b>
Material inputs or supplies of foreign origin	<b>d12b</b> %	<b>-9</b>
	<b>100%</b>	

**IF 0, GO TO QUESTION  
D.16**

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%  
(UNLESS RESPONDENT DOES NOT KNOW)**

**D.13** Were any of the material inputs or supplies purchased in financial year [insert last complete financial year], imported directly?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>d13</b>

**GO TO QUESTION D.16  
GO TO QUESTION D.16**

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**D.14** In financial year [\[insert last complete financial year\]](#), when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?

	Days
Average number of days to clear customs	<b>d14</b>
<a href="#">LESS THAN ONE DAY</a>	<b>1</b>
<a href="#">DON'T KNOW (SPONTANEOUS)</a>	<b>-9</b>

**D.16** At the present time, when this establishment receives delivery of its most important input, on average, how many days of inventory, measured in days of production, does this establishment keep?  
(INTERVIEWER: IF RESPONDENT REQUIRES CLARIFICATION, DEFINE AS STOCK ON HAND)

	Days
Days of inventory of most important input	<b>d16</b>
<a href="#">DON'T KNOW (SPONTANEOUS)</a>	<b>-9</b>

**D.30** Using the response options on the card; To what degree is **Transport** an obstacle to the current operations of this establishment? [SHOW CARD 6](#)  
  
Using the response options on the card; To what degree is **Customs and Trade Regulation** an obstacle to the current operations of this establishment? [SHOW CARD 6](#)

		No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	(SPONTANEOUS) <b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Transport	<b>d30a</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Customs and trade regulations	<b>d30b</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

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**E. DEGREE OF COMPETITION**

**E.1** In financial year **[insert last complete financial year]**, which of the following was the main market in which this establishment sold its main product?  
**SHOW CARD 7**

Local – main product sold mostly in same municipality where establishment is located	1
National – main product sold mostly across the country where establishment is located	2
International	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION NGE.4  
GO TO QUESTION  
NGE.4**

**e1**

**E.2** In financial year **[insert last complete financial year]**, for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face?

Number of competitors	<b>e2b</b>
<b>TOO MANY TO COUNT</b>	<b>-4</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGE.2** In the main market in which this establishment sells its main product, who sets the price?

The government	1
Associations or company group	2
This establishment according to costs and profit margin	3
This establishment according to the price of competitor's products or market price	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**nge2**

**NGE.4** In the financial year **[insert last complete financial year]**, did this establishment subcontract any part of its production or services?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**nge4**



QUESTIONNAIRE NUMBER

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**NGE.5** In the last financial year [insert last complete financial year] for the main input that this establishment purchases, how many suppliers did this establishment use (both domestic and foreign)?

Number of suppliers						
None	One	2-5	5-10	More than 10	DON'T KNOW (SPONTANEOUS)	
Main input	1	2	3	4	5	-9 nge5

**NGE.6** In the financial year [insert last complete financial year] for the main input that this establishment purchases, how many alternative suppliers could this establishment have purchased from?

Number of potential suppliers						
None	One	2-5	5-10	More than 10	DON'T KNOW (SPONTANEOUS)	
Main input	1	2	3	4	5	-9 nge6

**NGE.7** In the financial year [insert last complete financial year], referring to the primary supplier of this establishment's main input, how long have you known this supplier?

Years
Years of relations with primary supplier nge7

**INTERVIEWER: IF THE RESPONDENT SAYS LESS THAN ONE YEAR, CODE AS 0**

**NGE.8** In the last financial year [insert last complete financial year] for the main domestic inputs that this establishment purchases, which province were these inputs purchased from?

Commented [A2]: Precode list of Nigerian states to be added.

STATE IN NIGERIA	DOES NOT APPLY
STATE IN NIGERIA	-7 nge8

**NGE.9** In the last financial year [insert last complete financial year] for the main product that this establishment sells, how many customers did this establishment have?

Number of customers						
None	One	2-5	5-10	More than 10	DON'T KNOW (SPONTANEOUS)	
Main product	1	2	3	4	5	-9 nge9

QUESTIONNAIRE NUMBER

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**E.6** Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**e6**

**E.11** Does this establishment compete against unregistered or informal firms?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**e11**

**E.30** Using the response options on the card; To what degree are **Practices of Competitors in the Informal Sector** an obstacle to the current operations of this establishment? **SHOW CARD 8**

**(SPONTANEOUS)**

	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Practices of competitors in the informal sector <b>e30</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

QUESTIONNAIRE NUMBER

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## H. INNOVATION

### READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING

And now we switch to a different topic. In this section “new” means new to the establishment but not necessarily new to the market.

**H.1** During the last three years, has this establishment introduced **new** or **significantly improved** products or services?  
**SHOW CARD 9**

**INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION H.3**

**GO TO QUESTION H.3**

**h1**

**H.2** Were any of the **new** or **significantly improved** products or services also new for the establishment's main market?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h2**

**H.3** During the last three years, has this establishment introduced any **new** or **significantly improved** methods of manufacturing products or offering services? **SHOW CARD 10**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h3**

**H.4a** During the last three years, has this establishment introduced any **new** or **significantly improved** logistics, delivery, or distribution methods for inputs, products, or services?  
**SHOW CARD 11**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h4a**

QUESTIONNAIRE NUMBER

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**H.4b** During the last three years, has this establishment introduced any **new** or **significantly improved** supporting activities for your processes, such as maintenance systems or operations for purchasing, accounting, or computing? **SHOW CARD 12**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h4b**

**H.5** During the last three years, has this establishment introduced any **new** or **significantly improved** organizational structures or management practices? **SHOW CARD 13**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h5**

**H.6** During the last three years, has this establishment introduced **new** or **significantly improved** marketing methods? **SHOW CARD 14**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h6**

**H.7** During the last three years, did this establishment spend on formal research and development activities, either in-house or contracted with other companies? **SHOW CARD 15**

(INTERVIEWER: Research and development (R&D) is defined as creative work undertaken on a systematic basis in order to increase the stock of knowledge. For example, laboratory research for a new chemical compound of paint would be research and development while market research surveys or internet surfing would not be research and development.)

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h7**

QUESTIONNAIRE NUMBER

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<b>H.8</b>	During the last three years, did this establishment give employees some time to develop or try out a new approach or new idea about products or services, business process, firm management, or marketing? <b>SHOW CARD 16</b>
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**h8**

QUESTIONNAIRE NUMBER

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## F. CAPACITY

**F.1** In financial year **[insert last complete financial year]**, what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)?

	Percent
Capacity utilization	<b>f1</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGF.1b** In financial year **[insert previous completed financial year]**, what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)?

	Percent
Capacity utilization	<b>ngf1b</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**F.2** In financial year **[insert last complete financial year]**, how many hours per week did this establishment normally operate? **(INTERVIEWER: RESPONSE CANNOT BE GREATER THAN 168 HOURS)**

	Hours
Typical hours of operation in a week	<b>f2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGF.3** During the last three years, has this establishment experienced a **significant increase in the demand for its products or services?**

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>NGf3</b>	

QUESTIONNAIRE NUMBER

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**G. LAND AND PERMITS**

**G.6** Of the buildings occupied by this establishment, what percentage is owned and what percentage is rented or leased? **SHOW CARD 17**

	Percent	DON'T KNOW (SPONTANEOUS)
Owned by this establishment	<b>g6a</b> %	<b>-9</b>
Rented or leased by this establishment	<b>g6b</b> %	<b>-9</b>
Other	<b>g6c</b> %	<b>-9</b>
	<b>100%</b>	

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%  
UNLESS RESPONDENT DOES NOT KNOW**

**G.1** Of the land occupied by this establishment, what percent is: **SHOW CARD 18**

	Percent	DON'T KNOW (SPONTANEOUS)	DOES NOT APPLY IS A FLOOR IN A BUILDING (SPONTANEOUS)
Owned by this establishment	<b>g1a</b> %	<b>-9</b>	<b>-7</b>
Rented or leased by this establishment	<b>g1b</b> %	<b>-9</b>	<b>-7</b>
Other	<b>g1c</b> %	<b>-9</b>	<b>-7</b>
	<b>100%</b>		

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%  
UNLESS RESPONDENT DOES NOT KNOW OR IF ESTABLISHMENT OCCUPIES A FLOOR IN A  
BUILDING**

**G.2** Over the last two years, did this establishment submit an application to obtain a construction-related permit?

Yes	1	<b>GO TO QUESTION G.30 GO TO QUESTION G.30</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
	<b>g2</b>	

QUESTIONNAIRE NUMBER

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**G.3** In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted?

	Days
Wait for a construction-related permit	<b>g3</b>
<b>LESS THAN ONE DAY</b>	<b>1</b>
<b>STILL IN PROCESS</b>	<b>-6</b>
<b>APPLICATION DENIED</b>	<b>-5</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**G.4** In reference to that application for a construction-related permit, was an informal gift or payment expected or requested?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>

**g4**

**G.30** Using the response options on the card; To what degree is **Access to Land** an obstacle to the current operations of this establishment? **SHOW CARD 19**

						<b>(SPONTANEOUS)</b>	
	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Access to land <b>g30a</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>



QUESTIONNAIRE NUMBER

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## I. CRIME

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

**We now turn to another topic.**

**I.1** In financial year [insert last complete financial year], did this establishment pay for security, for example equipment, personnel, or professional security services?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

**GO TO QUESTION I.3**

**GO TO QUESTION I.3**

**i1**

**I.2** In financial year [insert last complete financial year], what percentage of this establishment's total annual sales was paid for security, or what was the total annual cost of security?

	Percent
Percentage of total annual sales for security	<b>i2a</b> %
DON'T KNOW (SPONTANEOUS)	-9

**PROVIDE EITHER ONE OR THE OTHER, NOT BOTH**

	LCUs
Total annual cost of security	<b>i2b</b>
DON'T KNOW (SPONTANEOUS)	-9

**I.3** In financial year [insert last complete financial year], did this establishment experience losses as a result of theft, robbery, vandalism or arson on this establishment's premises?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

**GO TO QUESTION I.30**

**GO TO QUESTION I.30**

**i3**

**I.4** In financial year [insert last complete financial year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses?

	Percent
Losses as percentage of total annual sales	<b>i4a</b> %
DON'T KNOW (SPONTANEOUS)	-9

**PROVIDE EITHER ONE OR THE OTHER, NOT BOTH**

	LCUs
Total annual value of losses	<b>i4b</b>
DON'T KNOW (SPONTANEOUS)	-9

QUESTIONNAIRE NUMBER

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<b>I.30</b>	Using the response options on the card; To what degree is <b>Crime, Theft and Disorder</b> an obstacle to the current operations of this establishment? <a href="#">SHOW CARD 20</a>
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						(SPONTANEOUS)	
						DON'T KNOW	DOES NOT APPLY
No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle			
Crime, theft and disorder <b>i30</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

QUESTIONNAIRE NUMBER

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## K. FINANCE

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

**I would like to ask you a few questions about how you finance the operations of this establishment.**

**K.1** In financial year [insert last complete financial year], what percentage, as a proportion of the value of total annual purchases of material inputs or services was purchased on credit?

	Percent	DON'T KNOW (SPONTANEOUS)
Purchased on credit	k1c %	-9

**K.2** In financial year [insert last complete financial year], what percentage of this establishment's total annual sales of its goods or services was sold on credit?

	Percent	DON'T KNOW (SPONTANEOUS)
Sold on credit	k2c %	-9

**K.3** Over financial year [insert last complete financial year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources? **SHOW CARD 21**

	Percent	DON'T KNOW (SPONTANEOUS)
Internal funds or retained earnings	k3a %	-9
Borrowed from banks: private and state-owned	k3bc %	-9
Borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies	k3e %	-9
Purchases on credit from suppliers and advances from customers	k3f %	-9
Other (e.g. moneylenders, friends, relatives, factoring, etc)	k3hd %	-9
	WRITE SOURCE	
INTERVIEWER: IF OTHER ASK RESPONDENT TO SPECIFY SOURCE	k3hdx	-9
	100%	

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%  
(UNLESS RESPONDENT DOES NOT KNOW)**

**K.4** In financial year [insert last complete financial year], did this establishment purchase any new or used fixed assets, such as machinery, vehicles, equipment, land or buildings?

Yes	1	
No	2	GO TO QUESTION K.6
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION K.6
	k4	

QUESTIONNAIRE NUMBER

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<b>N.5</b>	In financial year <b>[insert last complete financial year]</b> , how much did this establishment spend on purchases of:  <b>INTERVIEWER: READ OUT</b>
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	LCUs	DON'T KNOW (SPONTANEOUS)
Machinery, vehicles, and equipment (new or used)	<b>n5a</b>	<b>-9</b>
Land and buildings	<b>n5b</b>	<b>-9</b>

<b>K.5</b>	Over financial year <b>[insert last complete financial year]</b> , please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: <b>SHOW CARD 22</b>
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	Percent	DON'T KNOW (SPONTANEOUS)
Internal funds or retained earnings	<b>k5a</b> %	<b>-9</b>
Owners' contribution or issued new equity shares	<b>k5i</b> %	<b>-9</b>
Borrowed from banks: private and state-owned	<b>k5bc</b> %	<b>-9</b>
Borrowed from non-bank financial institutions	<b>k5e</b> %	<b>-9</b>
Purchases on credit from suppliers and advances from customers	<b>k5f</b> %	<b>-9</b>
Other (e.g.moneylenders, friends, relatives, bonds, factoring, etc)	<b>k5hdj</b> %	<b>-9</b>
	<b>WRITE SOURCE</b>	
<b>INTERVIEWER: IF OTHER ASK RESPONDENT TO SPECIFY SOURCE</b>	<b>K5hdJx</b>	<b>-9</b>
	<b>100%</b>	

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%  
(UNLESS RESPONDENT DOES NOT KNOW)**

<b>K.6</b>	At this time, does this establishment have a current account?
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Yes	1	<b>IF NO SKIP TO K.7</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
		<b>k6</b>

<b>K.7</b>	At this time, does this establishment have an overdraft facility?
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Yes	1	
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
		<b>k7</b>

QUESTIONNAIRE NUMBER

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**K.8** At this time, does this establishment have a line of credit or a loan from a financial institution?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

*GO TO QUESTION K.15d*  
*GO TO QUESTION K.15d*

**k8**

**K.9** Referring to the most recent line of credit or loan, what type of financial institution granted this loan? **SHOW CARD 23**

Commented [A3]: Local agencies to supply list of local banks

Private commercial banks	1
State-owned banks or government agency	2
Non-bank financial institutions	3
Other	4
DON'T KNOW (SPONTANEOUS)	-9

**k9**

**K.10** Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?

	Year
Year most recent loan or line of credit approved	<b>k10</b>
DON'T KNOW (SPONTANEOUS)	-9

**INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR**

**K.11** Referring only to this most recent loan or line of credit, what was its value at the time of approval?

	LCUs
Size of most recent loan or line of credit approved	<b>k11</b>
REFUSAL (SPONTANEOUS)	-8
DON'T KNOW (SPONTANEOUS)	-9

**K.13** Referring only to this most recent loan or line of credit, did the financing require collateral (you might also know this as a guarantee)?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

*GO TO QUESTION K.15b*  
*GO TO QUESTION K.15b*

**k13**

QUESTIONNAIRE NUMBER

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**K.14** Referring only to this most recent loan or line of credit, what type of collateral was required?  
**INTERVIEWER: READ OUT**

Collateral		Yes	No	DON'T KNOW (SPONTANEOUS)
Land, buildings under ownership of the establishment	k14a	1	2	-9
Machinery and equipment including movables	k14b	1	2	-9
Accounts receivable and inventories	k14c	1	2	-9
Personal assets of owner (house, etc.)	k14d	1	2	-9
Other forms of collateral not included in the categories above	k14e	1	2	-9

**K.15** Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required?

	LCUs
Value of collateral	k15a
DON'T KNOW (SPONTANEOUS)	-9

**K.15b** What is the total number of outstanding loans or open lines of credit held by this establishment?

	Number	
Total number of outstanding loans or open lines of credit	k15b	IF 1, GO TO QUESTION K.15d
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION K.15d

**K.15c** What is the total value of outstanding loans or lines of credit held by this establishment?

	LCUs
Total value of loans outstanding	k15c
REFUSAL (SPONTANEOUS)	-8
DON'T KNOW (SPONTANEOUS)	-9

**K.15d** At this time, does the owner or owners of this establishment have any outstanding personal loans that are used to finance this establishment's business activities?

Yes	1	
No	2	
DON'T KNOW (SPONTANEOUS)	-9	k15d

QUESTIONNAIRE NUMBER

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**K.16** Referring again to the last financial year [insert last complete financial year], did this establishment apply for any loans or lines of credit?

Yes	1	<i>GO TO QUESTION K.20</i>
No	2	
DON'T KNOW (SPONTANEOUS)	-9	<i>GO TO QUESTION K.21</i>
		<b>k16</b>

**K.17** What was the **main** reason why this establishment did not apply for any line of credit or loan?  
**SHOW CARD 24**

No need for a loan - establishment had sufficient capital	1	<i>GO TO QUESTION K.21</i>
Application procedures were complex	2	<i>GO TO QUESTION K.21</i>
Interest rates were not favorable	3	<i>GO TO QUESTION K.21</i>
Collateral requirements were too high	4	<i>GO TO QUESTION K.21</i>
Size of loan and maturity were insufficient	5	<i>GO TO QUESTION K.21</i>
Did not think it would be approved	6	<i>GO TO QUESTION K.21</i>
Other	7	<i>GO TO QUESTION K.21</i>
DON'T KNOW (SPONTANEOUS)	-9	<i>GO TO QUESTION K.21</i>
		<b>k17</b>

**K.20** Referring only to this most recent application for a line of credit or loan, what was the outcome of that application?

Application was approved	1	
Application was rejected	2	
APPLICATION STILL IN PROCESS	-6	
DON'T KNOW (SPONTANEOUS)	-9	
		k20a

**K.21** In financial year [insert last complete financial year], did this establishment have its annual financial statements checked and certified by an external auditor?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

	k21
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QUESTIONNAIRE NUMBER

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<b>NGK.21a</b>	In fiscal year [insert last complete fiscal year] did this establishment receive non-financial advisory services (e.g. business or overall financial training, business advice) from any of the financial institutions where this establishment is banking?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION  
K.30**

**GO TO QUESTION  
K.30**

**NGk.21a**

<b>NGK.21b</b>	Referring to the most recent non-financial advisory service what was the name of the financial institution that provided the service?
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<b>INTERVIEWER:ENTER THE INSTITUTION FROM SHOW CARD 23</b>	<b>NGk.21b</b>
<b>Other Specify</b> _____	<b>NGK.21bx</b>

<b>K.30</b>	Using the response options on the card; To what degree is <b>Access to Finance</b> an obstacle to the current operations of this establishment? <b>SHOW CARD 25</b>
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		No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	(SPONTANEOUS) <b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Access to finance	<b>k30</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>



QUESTIONNAIRE NUMBER

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**J. BUSINESS-GOVERNMENT RELATIONS**

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

The following questions assess how establishments, such as this one, deal with government officials and their agencies.

**J.1** I am going to read one statement describing the courts system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.  
**INTERVIEWER: READ OUT STATEMENT**  
**SHOW CARD 26**

(SPONTANEOUS)

	Strongly disagree	Tend to disagree	Tend to agree	Strongly agree	DON'T KNOW	DOES NOT APPLY
"The court system is fair, impartial and uncorrupted." <b>h7a</b>	1	2	3	4	-9	-7

**J.2** In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations?  
(By senior management I mean managers, directors, and officers above direct supervisors of production or sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms)

	Percent
Senior management's time spent on dealing with regulations	<b>j2</b> %
<b>NO TIME WAS SPENT</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**J.3** Over the last year, was this establishment visited or inspected by tax officials?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>j3</b>

**GO TO QUESTION NJ.5**  
**GO TO QUESTION NJ.5**

**J.4** Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?

	Number
Times inspected or met with tax officials	<b>j4</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**IF NO TAX INSPECTIONS OR MEETINGS, OR DON'T KNOW, GO TO QUESTION NGJ.5**

QUESTIONNAIRE NUMBER

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**J.5** In any of these inspections or meetings was a gift or informal payment expected or requested?

Yes	1	<i>GO TO QUESTION J.6a</i>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO QUESTION J.6a</i>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>	<i>GO TO QUESTION J.6a</i>

j5

**NGJ.5** If not visited by tax officials, during inspections or meetings with tax officials, are gifts or informal payment typically expected or requested?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSE (SPONTANEOUS)</b>	<b>-8</b>

ngj5

*IF RESPONDENT ANSWERS NGJ.5 THEN SKIP TO QUESTION J.6*

**J.6a** Over the last year, has this establishment secured or attempted to secure a government contract?

Yes	1	
No	2	<i>GO TO QUESTION J.7</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO QUESTION J.7</i>

j6a

**J.6** When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?

	Percent
Percent of the contract value paid as informal payments or gifts	j6 %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>
<b>NO PAYMENTS</b>	<b>0</b>

QUESTIONNAIRE NUMBER

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**J.7** It is said that establishments are sometimes required to make gifts or informal payments to public officials to “get things done” with regard to customs, taxes, licenses, regulations, services etc. On average, what percentage of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

	Percent
Percentage of total annual sales paid as informal payment	<b>j7a</b> %
<b>NO PAYMENTS OR GIFTS ARE PAID</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>

**PROVIDE EITHER ONE OR THE OTHER, NOT BOTH**

	LCUs
Total annual informal payment	<b>j7b</b>
<b>NO PAYMENTS OR GIFTS ARE PAID</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>

**NGJ.8** Recognizing the difficulties many establishments face in fully complying with taxes and regulations, what **percent of total annual sales** would you estimate the typical establishment in your line of business declares for tax purposes?

	Percent
Percent of total annual sales reported for tax purposes	<b>ngj8%</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>

**J.10** Over the last two years, did this establishment submit an application to obtain an import license?

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>j10</b>

**GO TO QUESTION J.13**

**GO TO QUESTION J.13**

QUESTIONNAIRE NUMBER

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**J.11** Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?

	Days
Wait for import license	j11
LESS THAN ONE DAY	1
STILL IN PROCESS	-6
APPLICATION DENIED	-5
DON'T KNOW (SPONTANEOUS)	-9

**J.12** In reference to that application for an import license, was an informal gift or payment expected or requested?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9
REFUSAL (SPONTANEOUS)	-8

j12

**J.13** Over the last two years, did this establishment submit an application to obtain an operating license?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

GO TO QUESTION J.30  
GO TO QUESTION J.30  
j13

**J.14** Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?

	Days
Wait for operating license	j14
LESS THAN ONE DAY	1
STILL IN PROCESS	-6
APPLICATION DENIED	-5
DON'T KNOW (SPONTANEOUS)	-9

QUESTIONNAIRE NUMBER

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<b>J.15</b>	In reference to that application for an operating license, was an informal gift or payment expected or requested?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>

**j15**

<b>J.30</b>	Using the response options on the card; To what degree is/are <b>[INSERT OPTION]</b> an obstacle to the current operations of this establishment? <b>SHOW CARD 27</b>
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						(SPONTANEOUS)		
ROTATE OPTIONS		No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	DON'T KNOW	DOES NOT APPLY
Tax rates	j30a	0	1	2	3	4	-9	-7
Tax administration	j30b	0	1	2	3	4	-9	-7
Business licensing and permits	j30c	0	1	2	3	4	-9	-7
Political instability	j30e	0	1	2	3	4	-9	-7
Corruption	j30f	0	1	2	3	4	-9	-7
Courts	h30	0	1	2	3	4	-9	-7

QUESTIONNAIRE NUMBER

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## L. LABOR

**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**  
Now I would like to ask you a few questions about this establishment's labor force.

**L.1** At the end of financial year [insert last complete financial year], how many permanent, full-time individuals worked in this establishment? Please include all employees and managers (Permanent, full-time employees are defined as all paid employees that are contracted for a term of one or more financial years and/or have a guaranteed renewal of their employment contract and that work a full shift)  
(INTERVIEWER: INCLUDE INTERVIEWEE IF APPLICABLE).

	Number
Permanent, full-time workers end of last financial year	11
DON'T KNOW (SPONTANEOUS)	-9

**L.2** Three financial years ago, at the end of financial year [insert last complete financial year minus two], how many permanent, full-time individuals worked in this establishment? Please include all employees and managers (INTERVIEWER: INCLUDE INTERVIEWEE IF APPLICABLE).

	Number
Permanent, full-time workers three financial years ago	12
IF ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO	-7
DON'T KNOW (SPONTANEOUS)	-9

**L.3** At the end of financial year [insert last complete financial year], how many permanent, full-time individuals in this establishment were: (INTERVIEWER: READ EACH CATEGORY)

	Number	DON'T KNOW (SPONTANEOUS)
Production workers	13a	-9
Non-production workers [e.g., managers, administration, sales]	13b	-9

**L.4** At the end of financial year [insert last complete financial year], how many permanent, full-time individuals working in this establishment were: INTERVIEWER: READ EACH CATEGORY

	Number	DON'T KNOW (SPONTANEOUS)
Skilled production workers	14a	-9
Unskilled production workers	14b	-9

QUESTIONNAIRE NUMBER

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**NGL.4a** For production workers, what is the most important determinant of wage levels at this establishment?  
**SHOW CARD NG1**

Government mandated minimum wages	1
Determined by other government mandates	2
Determined through negotiations with unions or other worker groups	3
Determined by the market (i.e., the establishment has to pay the going wage in the industry to attract workers)	4
Determined at the industry level (e.g., through trade groups or other industry groups)	5
Determined by the establishment without reference to other factors such as market wages or government mandates	6
Other	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGL.4a**

**L.5** At the end of financial year **[insert last complete financial year]**, how many permanent full-time individuals working in this establishment in the following categories were female?  
**INTERVIEWER: READ OUT EACH STATEMENT**

	Number	<b>DON'T KNOW (SPONTANEOUS)</b>
Female permanent full-time production workers	<b>15a</b>	<b>-9</b>
Female permanent full-time non-production workers	<b>15b</b>	<b>-9</b>

**L.6** How many full-time temporary employees did this establishment employ throughout **[insert last complete financial year]**?  
(Full-time, temporary workers are all paid short-term (i.e. for less than a year) employees with no guarantee of renewal of contract employment and work full-time)

	Number
Full-time seasonal or temporary workers employed last financial year	<b>16</b>
<b>NO FULL-TIME SEASONAL OR TEMPORARY WORKERS</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION L.9a**

**GO TO QUESTION L.9a**

QUESTIONNAIRE NUMBER

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**L.6a** How many full-time temporary employees employed throughout [insert last complete financial year] were female?

	Number
Full-time female seasonal or temporary workers employed last financial year	<b>16a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**L.8** What was the average length of employment of all full-time temporary employees in financial year [insert last complete financial year]?

	Months
Average length full-time seasonal or temporary employment last financial year, in months	<b>18</b>
<b>LESS THAN ONE MONTH</b>	<b>1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**L.9a** What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?

	Number
Average number of years of education of typical production worker	<b>19a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**L.9a2** What is the average number of years of education of a typical female permanent full-time production worker employed in this establishment?

	Number
Average number of years of education of typical female production worker	<b>19a2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>NO FEMALE PRODUCTION WORKERS</b>	<b>-7</b>

**L.9b** What is the percentage of full-time permanent workers who completed secondary school?

	Percent
Percentage of full time permanent workers who completed secondary school	<b>19b</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>



QUESTIONNAIRE NUMBER

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**L.10** Over financial year [insert last complete financial year], did this establishment have formal training programs for its permanent, full-time employees?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9

GO TO QUESTION NGL.12

GO TO QUESTION NGL.12

110

**L.11** Referring to the training programs run over financial year [insert last complete financial year], what percentage of permanent, full-time employees of the following categories received formal training?

INTERVIEWER: READ OUT EACH STATEMENT

	Percent	IF NO EMPLOYEES IN A CATEGORY WERE TRAINED	DON'T KNOW (SPONTANEOUS)
Production full-time permanent employees trained	111a %	0	-9
Non-production full-time permanent employees trained	111b %	0	-9

**NGL.13** In the financial year [insert last complete financial year], how many permanent, full-time workers did this establishment hire?

	Number
Permanent, full-time workers hired	ngl13
DON'T KNOW (SPONTANEOUS)	-9

**NGL.14** In the financial year [insert last complete financial year], how many permanent, full-time workers were terminated or left this establishment, regardless of the reason?

	Number
Permanent, full-time workers that left	ngl14
DON'T KNOW (SPONTANEOUS)	-9

QUESTIONNAIRE NUMBER

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**NGL.15** In your experience of hiring **production employees**, are any of the following constraints to hiring women?

**INTERVIEWER: READ EACH OPTION ALOUD**

	Yes	No	DON'T KNOW (SPONTANEOUS)
Few women apply for production positions in this industry <b>ngl15a</b>	1	2	-9
Challenges of working with women due to their family commitments <b>ngl15b</b>	1	2	-9
Challenges of hiring women given government regulations such as working hours and maternity leave <b>ngl15c</b>	1	2	-9
Hiring women could cause disruption in the working environment <b>ngl15d</b>	1	2	-9
Few women had the skills needed for production positions in this industry <b>ngl15e</b>	1	2	-9

**NGL.16** Does this establishment currently have any unfilled vacancies?

Yes	1	
No	2	
DON'T KNOW(SPONTANEOUS)	-9	
	<b>ngl16</b>	

**GO TO QUESTION NGL.18**  
**GO TO QUESTION NGL.18**

**NGL.17** How many unfilled vacancies does this establishment currently have?

	Number	DON'T KNOW (SPONTANEOUS)
Establishment current unfilled vacancies		-9
	<b>ngl17</b>	

**NGL.18** In the financial year [insert last complete financial year], has this establishment had any managerial or professional vacancies?

Yes	1	
No	2	
DON'T KNOW(SPONTANEOUS)	-9	
	<b>ngl18</b>	

**GO TO QUESTION NGL.21**  
**GO TO QUESTION NGL.21**

QUESTIONNAIRE NUMBER

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**NGL.19** For your most recent management/profession vacancy, what was the biggest problem in filling the position?  
**SHOW CARD NG2**

No problems	1
No applicants or too few applicants	2
Applicants lacked required basic skills (reading, writing, math etc.)	3
Applicants lacked required technical and operational skills	4
Applicants expected wages higher than could offer	5
Applicants did not like working conditions	6
Other (Specify__ <b>ngl19x</b> )	7
	<b>-9</b>

**NGL.20** For your most recent management/ profession vacancy, how long did it take you to fill the vacancy?

	DAYS
Length of time in days	<b>ngl20</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NOTE, IF LESS THAN ONE DAY, CODE AS "0"**

**NGL.21** In the past 12 months, have you had any vacancies for skilled production workers?

Yes	1	
No	2	<b>GO TO QUESTION NGL.24</b>
<b>DON'T KNOW(SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO QUESTION NGL.24</b>
	<b>ngl21</b>	

**NGL.22** For your most recent vacancy for a skilled production worker, what was the biggest problem in filling the position?  
**SHOW CARD NG3**

No problems	1
No applicants or too few applicants	2
Applicants lacked required basic skills (reading, writing, math etc.)	3
Applicants lacked required technical and operational skills	4
Applicants expected wages higher than could offer	5
Applicants did not like working conditions	6
Other (Specify__ <b>ngl22x</b> )	7
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

QUESTIONNAIRE NUMBER

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**NGL.23** For your most recent vacancy for a skilled production worker, how long did it take you to fill the vacancy?

	DAYS
Length of time in days	<b>ngl23</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

NOTE IF LESS THAN ONE DAY, CODE AS "0"

**NGL.24** In the financial year [insert last complete financial year], have you had any vacancies for unskilled production workers?

Yes	1	
No	2	<b>GO TO QUESTION NGL.27</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO QUESTION NGL.27</b>
	<b>ngl24</b>	

**NGL.25** For your most recent vacancy for unskilled production worker, what was the biggest problem in filling the position?  
**SHOW CARD NG4**

No problems	1
No applicants or too few applicants	2
Applicants lacked required basic skills (reading, writing, math etc.)	3
Applicants lacked required technical and operational skills	4
Applicants expected wages higher than could offer	5
Applicants did not like working conditions	6
Other (Specify <b>ngl25b</b> )	7
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGL.26** For your most recent vacancy for unskilled production worker, how long did it take you to fill the vacancy

	DAYS
Length of time in days	<b>ngl26</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

NOTE, IF LESS THAN ONE DAY, CODE AS "0"

QUESTIONNAIRE NUMBER

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**NGL.27** What is the most important skill that typical applicants lack when filling vacancies for managers/professional staff? **ngl27 (READ OPTIONS)**

Social skills such as communication skills or teamwork skills	1
Foreign language skills	2
Basic skills (e.g., reading, writing, math)	3
Specific technical and operational skills	4
<b>Does not apply</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGL.28** What is the most important skill that typical applicants lack when filling vacancies for production workers? **ngl28 (READ OUT OPTIONS)**

Social skills such as communication skills or teamwork skills	1
Foreign language skills	2
Basic skills (e.g., reading, writing, math)	3
Specific technical and operational skills	4
<b>Does not apply</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGL.29** Which of the following human resource policies does this establishment implement?  
**READ OUT OPTIONS**

	Yes	No	DON'T KNOW (SPONTANEOUS)
Reward for production staff based on performance. <b>ngl29a</b>	1	2	<b>-9</b>
Reward for managerial/professional staff based on performance. <b>ngl29b</b>	1	2	<b>-9</b>

**NGL.30** What is the most important type of formal training that non-production, full-time permanent employees received?  
**SHOW CARD NG5**

Technical skills for production of goods and services	1
Sales related training (e.g. marketing, presentation skills)	2
Accounting and Finance	3
English language	4
None of the above	5
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>ngl30</b>

QUESTIONNAIRE NUMBER

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<b>NGL.31</b>	For all permanent, full-time production employees, what type of informal training is most common? <b>SHOW CARD NG6</b>
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Mentoring (i.e. informal transmission of knowledge by senior staff)	1
Learning by doing / training on the job	2
'Shadowing' (learning tasks by observing behavior of competent staff)	3
None of the above	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>ngl31</b>

<b>NGL. 32</b>	Given your current level of output, if this establishment were able to choose without restrictions its current level of employment, what % of the current level would be picked?
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	<b>Percent</b>
Percent	<b>NGL32</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**If less than 100%, go to NGL.33**  
**If more than 100%, go to NGL.34**  
**If 100%, go to NGL.35**  
**If don't know go to NGL.36a**  
**Note: Can be more, less or exactly 100%**

<b>NGL.33</b>	You are currently overstaffed, what is the main reason for this? <b>SHOW CARD NG7</b>
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Laws and regulations regarding the firing of workers	<b>1</b>	<b>GO TO NGL.35</b>
Pressure from unions	<b>2</b>	<b>GO TO NGL.35</b>
Pressure from political groups	<b>3</b>	<b>GO TO NGL.35</b>
Fear of social sanctions	<b>4</b>	<b>GO TO NGL.35</b>
Anticipation of upturn in sales	<b>5</b>	<b>GO TO NGL.35</b>
Other (specify __ngl33X__)	<b>6</b>	<b>GO TO NGL.35</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO NGL.35</b>
	<b>ngl33</b>	

QUESTIONNAIRE NUMBER

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**NGL.34** You are currently understaffed, what is the main reason for this? [SHOW CARD NG8](#)

Laws and regulations regarding the hiring of domestic workers	<b>1</b>
Laws and regulations regarding the hiring of foreign workers	<b>2</b>
Difficult in employing local workers	<b>3</b>
Shortage of workers with adequate basic skills (writing, reading etc.)	<b>4</b>
Shortage of workers with adequate technical and operational skills	<b>5</b>
Anticipation of downturn in sales	<b>6</b>
Other (specify__ <b>ngl34x</b> __)	<b>7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>ngl34</b>

**NGL.35** Recognizing the difficulties many establishments face in fully complying with labor regulations, at the present time, what percentage of total employees would you estimate the typical firm in your area of activity has a written contract?

	<b>Percent</b>
% of employees with written contract	<b>ngl35</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**NGL.36a** Do you have a staff bonus system?

Yes	1	
No	2	<b>GO TO NGL.37</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO NGL.37</b>
	<b>ngl37</b>	

**NGL.36** How does your bonus system work?

Staff are rewarded equally irrespective of performance level.	1
This establishment has an evaluation system for each department so that each worker in the department receives the same reward.	2
This establishment has a complex system that monitors and rewards each worker individually.	3
<b>DOES NOT APPLY</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>ngl36</b>

QUESTIONNAIRE NUMBER

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**NGL.37** If you had a worker who could not do his job up to the targeted level of performance, what would you do?  
**SHOW CARD NG9**

Poor performers are rarely removed from their positions.	1
Poor performers stay in a position for a few years before action is taken.	2
Poor performers are moved out of the company or to less critical roles as soon as a weakness is identified.	3
<b>DOES NOT APPLY</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>ngl37</b>

**NGL.38** How do workers get promoted?  
**SHOW CARD NG10**

Staffs are promoted primarily upon the basis of tenure.	1
Staffs are promoted upon the basis of performance.	2
This establishment actively identifies, trains, and promotes its top performers.	3
<b>DOES NOT APPLY</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>ngl38</b>

**L.30** Using the response options on the card; To what degree are **Labor Regulations** an obstacle to the current operations of this establishment? **SHOW CARD 28**  
  
Using the response options on the card; To what degree is **an Inadequately Educated Workforce** an obstacle to the current operations of this establishment? **SHOW CARD 28**

		No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	(SPONTANEOUS) <b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Labor regulations	<b>130a</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Inadequately educated workforce	<b>130b</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>



QUESTIONNAIRE NUMBER

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## M. BUSINESS ENVIRONMENT

### READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

The next question is designed to get a general picture of your opinion about how the business environment affects the operations of this establishment.

**M.1** By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment **SHOW CARD 29**  
**INTERVIEWER: DO NOT READ OUT**

1-Access to finance
2-Access to land
3-Business licensing and permits
4-Corruption
5-Courts
6-Crime, theft and disorder
7-Customs and trade regulations
8-Electricity
9-Inadequately educated workforce
10-Labor regulations
11-Political instability
12-Practices of competitors in the informal sector
13-Tax administration
14-Tax rates
15-Transport

Biggest obstacle	<b>m1a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>

Rotation (option 1, 2 or 3)	<b>m1d</b>
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QUESTIONNAIRE NUMBER

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<b>NGN.8</b>	<p><b>INSTRUCTIONS TO THE RESPONDENT:</b></p> <p>Please toss the coin handed to you by the enumerator before each question is posed without letting him/her see the results.</p> <p>Always answer <b>YES</b> if the coin comes up <b>HEADS</b>. Answer the question <b>TRUTHFULLY</b> if the coin comes up <b>TAILS</b> (i.e. answer YES if you have done this behavior; Answer NO if you have never done this behavior).</p> <p><b>SHOW CARD NG11</b></p>
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**INTERVIEWER: READ EACH OPTION ALOUD**

	Yes	No	DOES NOT APPLY	DON'T KNOW (SPONTANEOUS)
Have you ever paid less in personal taxes than you should have under the law? <b>ngn8a</b>	1	2	-7	-9
Have you ever paid less in business taxes than you should have under the law? <b>ngn8b</b>	1	2	-7	-9
Have you ever made a misstatement on a job application? <b>ngn8c</b>	1	2	-7	-9
Have you ever inappropriately promoted an employee for personal reasons? <b>ngn8d</b>	1	2	-7	-9
Have you ever deliberately not given your suppliers or clients what was due to them? <b>ngn8e</b>	1	2	-7	-9
Have you ever inappropriately hired a staff member for personal reasons? <b>ngn8f</b>	1	2	-7	-9
Have you ever unfairly dismissed an employee for personal reasons? <b>ngn8g</b>	1	2	-7	-9

<b>NGM.2</b>	<p>Musyoka needs to renew a small business license from a local government office each year. Bribes are welcomed. Musyoka usually includes an additional bribe with his applications. When Musyoka had not included bribes, his application was sometimes lost or there were long delays such that the firm had to re-file.</p> <p><b>SHOW CARD NG12</b></p>
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	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	(SPONTANEOUS)	
						DON'T KNOW	DOES NOT APPLY
To what degree does corruption represent an <b>obstacle</b> to the operation and growth for Musyoka's business?	0	1	2	3	4	-9	-7

QUESTIONNAIRE NUMBER

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## N. PERFORMANCE

### READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

Now, we would like to ask you a few questions about the financial results of this establishment. It is important that this information be as accurate as possible. The individual data are treated as confidential – the identity of your establishment will not be revealed at any point. Please provide the following information from the financial statements of this establishment.

**N.2** From this establishment's Income Statement for financial year [insert last complete financial year], please provide the following information: **SHOW CARD 30**

	LCUs	DON'T KNOW (SPONTANEOUS)
Total annual cost of labor including wages, salaries, bonuses, social security payments	n2a	-9
Total annual cost of raw materials and intermediate goods used in production	n2e	-9
Total annual costs of fuel	n2f	-9
Total annual costs of electricity	n2b	-9
Total rental cost of machinery, vehicles and equipment	n2ra	-9
Total rental cost of land and buildings	n2rb	-9
Other cost of production not included above	n2j	-9

**N.6** From this establishment's Balance Sheet for financial year [insert last complete financial year], what was the net book value, that is the value of assets after depreciation, of the following:

	LCUs	DON'T KNOW (SPONTANEOUS)
Machinery, vehicles, and equipment	n6a	-9
Land and buildings	n6b	-9

**N.7** Hypothetically, if this establishment were to purchase the assets it **uses now**, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased?

	LCUs	DON'T KNOW (SPONTANEOUS)
Machinery, vehicles, and equipment	n7a	-9
Land and buildings	n7b	-9

**Commented [A4]:** Local agencies: please feel free to adapt this introduction depending on how the interview has gone so far (i.e. adapt it to suit the tone, language the interviewee uses etc).

QUESTIONNAIRE NUMBER

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**A.15a Please complete the following information about the interviewee(s)**

	Position in the firm	Years with the firm	Gender
Main respondent	a15a1ax	a15a2a	a15a3
Second respondent	a15a1bx	a15a2b	a15b3
Third respondent	a15a1cx	a15a2c	a15c3

ENTER 1 WHEN YEARS WITH THE FIRM IS LESS THAN ONE. FOR GENDER 1: MALE, 2: FEMALE

THE SURVEY ENDS HERE  
THANK YOU VERY MUCH FOR YOUR COOPERATION.

**A.15 Time face-to-face interview ends:**

Day (dd)	Month (mm)	Year (yyyy)	Hour (00 to 23)	Minutes (00 to 59)
a15d	a15m	a15y	a15h	a15min

**INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW:**

<b>A.16</b>	It is my perception that the responses to the questions regarding opinions and perceptions:
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Truthful	1
Somewhat truthful	2
Not truthful	3

a16

<b>A.17</b>	The responses to the questions regarding figures (productivity and employment numbers):
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Are taken directly from establishment records	1
Are estimates computed with some precision	2
Are arbitrary and unreliable numbers	3
Are in some case taken from books in some case estimates	4

a17

QUESTIONNAIRE NUMBER

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**INTERVIEWER COMMENTS:**

	<b>a17x</b>
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(Problems occurred/extraordinary circumstances which could influence results)

**SUPERVISORS PLEASE ANSWER:**

<b>A.18</b>	This questionnaire was completed in:
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One visit in face-to-face interview with one person	1	<b>STOP HERE</b>
One visit in face-to-face interview with different managers/staff	2	
Several visits	3	

<b>a18</b>
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<b>A.19</b>	If option 2 or 3 in <b>A.18</b> , estimate duration of the whole interview
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<b>Hour</b>	<b>Minutes</b>

**a19h**      **a19m**