

**SERIAL NUMBER**

**THE WORLD BANK**  
**LAC Enterprise Survey**  
*Manufacturing Module (2010)*

GPS Coordinates **[TO BE COMPLETED BY GOOGLE MAPS]**

Degrees North (Latitude)

Degrees East (Longitude)

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

<b>A.0 Questionnaire a0</b>	<b>Module</b>
Manufacturing	1

**A.1 Country a1**

**A.1a Language a1a**

**A.2**

**Sampling Region**

**a2**

Region A	1
Region B	2

**A.3a**

**Screener Region**  
(coded ex post)

**a3a**

Region A	1
Region B	2

**A.3x Name of city/town/village**

**A.3 Size of locality a3**

Capital city	1
City with population over 1 million – other than capital	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
	Textiles	17	17
	Garments	18	18
	Chemicals	24	24
	Plastics & rubber	25	25
	Non metallic mineral products	26	26
	Basic metals	27	27
	Fabricated metal products	28	28
	Machinery and equipment	29	29
	Electronics (31 & 32)	31	31
	Other manufacturing	2	2
Service	Retail	52	52
	Wholesale	51	51
	IT	72	72
	Hotel and restaurants: section H	55	55
	Services of motor vehicles	50	50
	Construction Section F:	45	45
	Transport Section I: (60-64)	60	60

**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 the sample frame	2
No, does not match	3

**A.6** Size

	Sampling size <b>a6a</b>	Screener Size <b>a6b</b>
Small $\geq 5$ and $\leq 19$	1	1
Medium $\geq 20$ and $\leq 99$	2	2
Large $\geq 100$	3	3

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

**a7**

Yes	1
No, a firm on its own	2

**A.7a**

Number of establishments that form the firm	<b>a7a</b>
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**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 HQ and other establishments of the same firm	3
Establishment physically separated from HQ but 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
<b>DOES NOT APPLY</b>	<b>-7</b>

**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.11a**

Number of establishments, including the headquarters, included in the financial statements kept in the headquarters	<b>a11a</b>
<b>DOES NOT APPLY</b>	<b>-7</b>

**A.12** Interviewer code

**a12**

**A.13** Supervisor code

**a13**

**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 and the Inter-American Development 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.

**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 (including limited liability companies)	4
Limited partnership	5
OTHER (SPONTANEOUS - SPECIFY) <b>b1x</b>	6
DON'T KNOW (SPONTANEOUS)	-9

**SKIP TO B.2**

**b1**

**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> %
DON'T KNOW (SPONTANEOUS)	-9

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

	<b>Percent</b>	<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/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>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b4**

**JRB1** Are you the founder or one of the founders of this establishment?

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

**GO TO QUESTION B5  
GO TO QUESTION B5**

**JRb1**

**JRB2** Prior to starting this establishment's business, what was your previous occupation?  
**SHOW CARD 3**

Employed in an establishment owned by your family in a managerial position	1
Employed in an establishment owned by your family in a non-managerial position	2
Employed in an establishment owned by someone else outside your family in a managerial position	3
Employed in an establishment owned by someone else outside your family in a non-managerial	4
Self-employed	5
Unemployed	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION JRB5  
GO TO QUESTION JRB5**

**JRb2**

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**JRB3** When you left the prior establishment, how many full-time employees did the establishment have? **JRb3**

	Number	DON'T KNOW (SPONTANEOUS)
Full-time employees in the previous occupation establishment		-9

**JRB4** Was your prior establishment formally registered? **JRb4**

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

**JRB5** Did you start this establishment's business due to lack of better employment opportunities?

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

**JRb5**

**JRB6** Choosing from the following list, which best describes the idea that motivated this establishment's business? **SHOW CARD 4**

You replicated a product or idea encountered in your previous occupations	1
You modified a product or idea encountered in your previous occupations	2
You replicated a product or idea developed by other firms outside your previous occupations	3
You modified a product or idea developed by other firms outside your previous occupations	4
You developed a new product or idea	5
DON'T KNOW (SPONTANEOUS)	-9

**JRb6**

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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
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>

**JRB7** How many full-time employees at start-up were family members of the founder? **JRb7**

	Number
Family members employees at start-up	
<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>	
		<b>b6a</b>

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

	Year
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>JR.B8</b>	By looking at the card, please indicate which of the following is the most important factor that motivated your decision to register <b>JRb8</b> <b>SHOW CARD 5</b>
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Less gifts or informal payments to officials	1
More access to government programs or services	2
Better access to financing	3
Better access to skilled workers	4
Customers or suppliers only deal with registered firms	5
Comply with the law	6
Other reasons not included above	7
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>B.7</b>	How many years of experience working in this sector does the Top Manager have?
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	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>

<b>B.7a</b>	Is the Top Manager female?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b7a**

<b>B.8</b>	Does this establishment have an internationally-recognized quality certification? <b>(INTERVIEWER: IF THERE IS NEED FOR CLARIFICATION, SOME EXAMPLES ARE: ISO 9000, 9002 OR 14000)</b>
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Yes	1
No	2
<b>STILL IN PROCESS</b>	<b>-6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**b8**

**C. INFRASTRUCTURE AND SERVICES**

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

Now, we turn to the establishment's operations in fiscal year [insert last complete fiscal year].

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

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

**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?

	<b>Days</b>
Wait for electrical connection	<b>c4</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>

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

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

**c5**

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

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

**GO TO QUESTION C.10  
GO TO QUESTION C.10**

**c6**



<b>C.7</b>	In a typical month, over fiscal year <b>[insert last complete fiscal year]</b> , how many power outages did this establishment experience?
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	Number
Average number of power outages per month	<b>c7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**IF 0, GO TO QUESTION C.10**

<b>C.8</b>	How long did these power outages last on average?
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	Hours
Average duration of power outages	<b>c8</b>
<b>LESS THAN ONE HOUR</b>	<b>1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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

<b>C.10</b>	Over the course of fiscal year <b>[insert last complete fiscal year]</b> , did this establishment own or share a generator?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION C.12**

**GO TO QUESTION C.12**

**c10**

<b>C.11</b>	In fiscal year <b>[insert last complete fiscal year]</b> , what percentage of this establishment's electricity came from a generator or generators that the establishment owned or shared?
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	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</b>	<b>-9</b>

**GO TO QUESTION C.15**

**GO TO QUESTION C.15**

**c12**

**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?

	<b>Days</b>
Wait for water connection	<b>c13</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>

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

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

**c14**

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

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

**GO TO QUESTION C.18**

**GO TO QUESTION C.18**

**c15**

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

	<b>Number</b>
Average number of incidents of water insufficiency per month	<b>c16</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**IF 0, GO TO QUESTION C.18**

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

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

**C.18** In fiscal year **[insert last complete fiscal year]**, what percentage of this establishment's water supply, used in the production process, was from public sources?

	Percent
Water from public sources	<b>c18 %</b>
<b>NONE</b>	<b>0</b>

**C.19** Over the last two years, did this establishment submit an application to obtain a telephone connection?

Yes	1	<b>GO TO QUESTION C.22a</b> <b>GO TO QUESTION C.22a</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
		<b>c19</b>

**C.20** In reference to that application for a telephone 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 telephone connection	<b>c20</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>

**C.21** In reference to that application for a telephone connection, was an informal gift or payment expected or requested?

Yes	1	
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
<b>REFUSED (SPONTANEOUS)</b>	<b>-8</b>	
		<b>c21</b>

**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 use its own website?

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

**C22b**

**C.23** Does this establishment have a high-speed Internet connection on its premises?

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

**GO TO QUESTION C.28**

**GO TO QUESTION C.28**

**c23**

**C.24** Is this establishment's Internet connection used to:

				<b>(SPONTANEOUS)</b>	
		Yes	No	<b>DON'T KNOW</b>	<b>NA</b>
<b>INTERVIEWER: READ EACH OPTION ALOUD</b>					
Make purchases for this establishment	<b>c24b</b>	1	2	<b>-9</b>	<b>-7</b>
Deliver services to this establishment's clients	<b>c24c</b>	1	2	<b>-9</b>	<b>-7</b>
Do research and develop ideas on new products and services	<b>c24d</b>	1	2	<b>-9</b>	<b>-7</b>

**C.28** Does this establishment currently use cell phones for the operations of the establishment?

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

**GO TO QUESTION C.30**

**GO TO QUESTION C.30**

**c28**

<b>C.29</b>	The majority of cell phones used for the operations of the establishment are? <b>SHOW CARD 6</b>
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Purchased and air use paid by the establishment	1
Purchased by the establishment but air time is paid by the staff	2
Purchased by the staff but air time is paid by the establishment	3
Purchased and air time paid by the staff	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**c29**

<b>C.30</b>	Is <b>electricity</b> No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?  Is <b>Telecommunications</b> No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?  <b>SHOW CARD 7</b>
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	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<b>(SPONTANEOUS)</b>	
						<b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
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>

**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 fiscal year **[insert last complete fiscal year]**, what was this establishment's main product, that is, the product that represented the largest proportion of annual sales?

**Description**

**d1a1x**

**D.1a2** **PLEASE CHOOSE THE 4-DIGIT CODE THAT BEST APPLIES TO THE MAIN PRODUCT OF THIS ESTABLISHMENT.**

	CODE
CODE OF MAIN PRODUCT	<b>d1a2</b>
DON'T KNOW (SPONTANEOUS)	<b>-9</b>

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

	%
Percentage of sales represented by main product	<b>d1a3</b>
DON'T KNOW (SPONTANEOUS)	<b>-9</b>

**D.2** In fiscal year **[insert last complete fiscal year]**, what were this establishment's total annual sales?

**INTERVIEWER: PLEASE BE SURE THAT THE ANSWER IS FOR TOTAL SALES AND NOT JUST THOSE OF THE MAIN PRODUCT**

	LCUs
Last complete fiscal year's total sales	<b>d2</b>
DON'T KNOW (SPONTANEOUS)	<b>-9</b>
<b>PLEASE ALSO WRITE OUT THE NUMBER (I.E. 50,000 AS FIFTY THOUSAND)</b>	
<b>d2x</b>	

**JRD2** In fiscal year **[insert last complete fiscal year]**, what percentage of this establishment's total annual sales were paid in cash?

	%
Percentage of sales paid in cash	<b>JRd2</b>
DON'T KNOW (SPONTANEOUS)	<b>-9</b>

<b>D.3</b>	In fiscal year <b>[insert last complete fiscal year]</b> , what percentage of this establishment's sales were: <b>INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE</b> <b>SHOW CARD 8</b>
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	Percent	DON'T KNOW (SPONTANEOUS)	
National sales	<b>d3a</b> %	<b>-9</b>	<b>IF 100, GO TO QUESTION D.10</b>
Indirect exports (sold domestically to third party that exports products)	<b>d3b</b> %	<b>-9</b>	<b>IF 100, GO TO QUESTION D.8</b>
Direct exports	<b>d3c</b> %	<b>-9</b>	<b>IF 0, GO TO QUESTION D.8</b>
	<b>100%</b>		

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

<b>D.4</b>	In fiscal year <b>[insert last complete fiscal year]</b> , 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?
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	Days
Average number of days to clear customs	<b>d4</b>
<b>LESS THAN ONE DAY</b>	<b>1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.6</b>	In fiscal year <b>[insert last complete fiscal year]</b> , what percentage of the value of the products exported directly was lost while in transit because of theft?
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	Percent
Losses due to theft as percentage of the product value	<b>d6</b> %
<b>NO LOSSES</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.7</b>	In fiscal year <b>[insert last complete fiscal year]</b> , what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?
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	Percent
Losses due to breakage or spoilage as percentage of the product value	<b>d7</b> %
<b>NO LOSSES</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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

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

**D.10** In fiscal year **[insert last complete fiscal 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 product value	<b>d10</b> %
<b>NO LOSSES</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>NO INTERNAL SHIPMENTS MADE</b>	<b>-7</b>

**D.11** In fiscal year **[insert last complete fiscal year]**, what percentage of the 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 product value	<b>d11</b> %
<b>NO LOSSES</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>NO INTERNAL SHIPMENTS MADE</b>	<b>-7</b>

**D.12** In fiscal year **[insert last complete fiscal 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 9**

	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 d16**

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



<b>D.13</b>	Were any of the material inputs or supplies purchased in fiscal year <b>[insert last complete fiscal year]</b> , imported directly?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO QUESTION d16**

**GO TO QUESTION d16**

**d13**

<b>D.14</b>	In fiscal year <b>[insert last complete fiscal year]</b> , 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>
<b>LESS THAN ONE DAY</b>	<b>1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.16</b>	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? <b>(INTERVIEWER: IF RESPONDENT REQUIRES CLARIFICATION, DEFINE DAYS OF INVENTORY AS STOCK ON HAND)</b>
-------------	--

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

<b>D.30</b>	Is <b>transport</b> No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? <b>SHOW CARD 10</b>  Are <b>customs and trade regulations</b> No Obstacle, a Minor Obstacle, a Moderate obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? <b>SHOW CARD 10</b>
-------------	---

	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<b>(SPONTANEOUS)</b> <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>

**E. INNOVATION AND DEGREE OF COMPETITION**

<b>LAC.E1</b>	Over the last three years, did this establishment introduce any new or significantly improved products (goods or services)?
---------------	---

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

**GO TO QUESTION LAC.E4  
GO TO QUESTION LAC.E4**

**LACe1**

<b>LAC.E2</b>	In fiscal year <span style="color: blue;">[insert last complete fiscal year]</span> , what percent of this establishment's sales was accounted for new or significantly improved products (goods or services) introduced in the last three years? <b>LACe2</b>
---------------	--

	Percent
Percent of sales accounted for by products or services	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>LAC.E3</b>	Over the last three years, did this establishment introduce any new or significantly improved products (goods or services) which were also new to your establishment's market? <b>LACe3</b>
---------------	---

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

<b>LAC.E4</b>	Over the last three years, did this establishment introduce any new or significantly improved processes for producing or supplying products (goods or services)? <b>LACe4</b>
---------------	---

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

**GO TO QUESTION LAC.E6  
GO TO QUESTION LAC.E6**

<b>LAC.E5</b>	Over the last three years, did this establishment introduce any new or significantly improved processes for producing or supplying products (goods or services) which were also new to your industry? <b>LACe5</b>
---------------	--

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

<b>LAC.E6</b>	In fiscal year <b>[insert last complete fiscal year]</b> , did this establishment spend on research and development activities performed within the establishment?
---------------	--

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

**GO TO QUESTION LAC.E9**  
**GO TO QUESTION LAC.E9**

**LACe6**

<b>LAC.E7</b>	In fiscal year <b>[insert last complete fiscal year]</b> , how much did this establishment spend on research and development activities that were performed within this establishment?
---------------	--

	<b>LCUs</b>
Expenditures of R&D performed within this establishment	<b>LACe7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>LAC.E9</b>	Over the last three years, did this establishment co-operate on any of its innovation activities with other enterprises or science and technology institutions?
---------------	---

Yes	1
No	2
<b>NO INNOVATION ACTIVITIES</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LACe9**

<b>LAC.E10</b>	Over the last three years, did this establishment receive any public support (financial or other types of assistance) for innovation-related activities?
----------------	--

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

**LACe10**

<b>E.1</b>	In fiscal year <b>[insert last complete fiscal year]</b> , which of the following was the main market in which this establishment sold its main product? <b>SHOW CARD 11</b>
------------	---

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 E.6**  
**GO TO QUESTION E.6**

**e1**

<b>E.2</b>	In fiscal year <b>[insert last complete fiscal year]</b> , for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face? <b>READ OPTIONS</b>
------------	--

None	1
One	2
2-5	3
More than 5	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**e2**

<b>E.6</b>	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**

<b>E.7a</b>	Does this establishment have any patents registered abroad?
-------------	---

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

**e7a**

<b>E.7b</b>	Does this establishment have any patents registered in <b>[insert name of country]</b> ?
-------------	--

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

**e7b**

<b>LAC.E8a</b>	In fiscal year [last fiscal year], did this establishment spend on purchases of licenses to use intellectual property such as patents, trademarks, industrial designs, copyrights or specialized consultancy services? <b>LACe8a</b>
----------------	--

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

**GO TO QUESTION LAC.E8c**  
**GO TO QUESTION LAC.E8c**

<b>LAC.E8b</b>	In fiscal year [last fiscal year], how much did this establishment spend on purchases of licenses to use intellectual property such as patents, trademarks, industrial designs, copyrights or specialized consultancy services?
----------------	---

	<b>LCUs</b>	<b>DON'T KNOW (SPONTANEOUS)</b>
Acquisition of licenses to use intellectual property or specialized consultancy services	<b>LACe8b</b>	<b>-9</b>

<b>LAC.E8c</b>	Over the last three years, has this establishment apply or file for any patent, trademark, industrial design or copyright registration related with its products or process innovations?
----------------	--

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

**LACe8c**

<b>E.11</b>	Does this establishment compete against unregistered or informal firms?
-------------	---

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

**e11**

<b>JRE.12</b>	Does this establishment compete against registered firms selling goods or services without records or receipt?
---------------	--

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

**JRe12**

**JRE.13** Does this establishment compete against registered firms hiring workers without formal contracts?

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

**JRe13**

**E.30** Are **practices of competitors in the informal sector** No Obstacle, a Minor Obstacle, a Moderate Obstacle, Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?  
**SHOW CARD 12**

							<b>(SPONTANEOUS)</b>	
	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>

**F. CAPACITY**

<b>F.1</b>	In percentage terms, in fiscal year <b>[insert last complete fiscal year]</b> , what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available, that is to say capacity utilization?
------------	---

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

<b>F.2</b>	In fiscal year <b>[insert last complete fiscal year]</b> , how many hours per week did this establishment normally operate?
------------	---

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

**G. LAND AND PERMITS**

<b>G.1</b>	Of the land occupied by this establishment, what percent is: <b>SHOW CARD 13</b>
------------	---

	Percent
Owned by this establishment	<b>g1a</b> %
Leased by this establishment	<b>g1b</b> %
Other	<b>g1c</b> %
<b>IT IS A FLOOR IN A BUILDING</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
	<b>100%</b>

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%**

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

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

<b>G.3</b>	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>

<b>G.4</b>	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>REFUSED (SPONTANEOUS)</b>	<b>-8</b>	<b>g4</b>



**SERIAL NUMBER**

<b>G.30</b>	Is <b>access to land</b> No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? <b>SHOW CARD 14</b>
-------------	---

	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	(SPONTANEOUS) <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>

**I. CRIME**

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

**We now turn to another topic.**

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

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

**GO TO QUESTION I.3**

**GO TO QUESTION I.3**

**i1**

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

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

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

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

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

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

**GO TO QUESTION I.30**

**GO TO QUESTION I.30**

**i3**

SERIAL NUMBER

<b>I.4</b>	In fiscal year <b>[insert last complete fiscal year]</b> , 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> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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

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

<b>I.30</b>	Are <b>crime, theft and disorder</b> No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? <b>SHOW CARD 14</b>
-------------	--

	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	(SPONTANEOUS) <b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Crime, theft and disorder <b>i30</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

**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 fiscal year **[insert last complete fiscal year]**, what percentage, as a proportion of the value of total annual purchases of material inputs or services, were: **SHOW CARD 15**

	Percent	DON'T KNOW (SPONTANEOUS)
Paid for before the delivery?	<b>k1a</b> %	-9
Paid for on delivery?	<b>k1b</b> %	-9
Paid for after delivery?	<b>k1c</b> %	-9
	<b>100</b> %	

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

**K.2** In fiscal year **[insert last complete fiscal year]**, what percentage of this establishment's total annual sales of its goods or services were: **SHOW CARD 16**

	Percent	DON'T KNOW (SPONTANEOUS)
Paid for before the delivery?	<b>k2a</b> %	-9
Paid for on delivery?	<b>k2b</b> %	-9
Paid for after delivery?	<b>k2c</b> %	-9
	<b>100</b> %	

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

**K.3** Over fiscal year **[insert last complete fiscal year]**, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

**INTERVIEWER: SHOW CARD 17**

	Percent	DON'T KNOW (SPONTANEOUS)
Internal funds/Retained earnings	<b>k3a</b> %	-9
Borrowed from banks (private and state-owned)	<b>k3bc</b> %	-9
Borrowed from non-bank financial institutions	<b>k3e</b> %	-9
Purchases on credit from suppliers and advances from customers	<b>k3f</b> %	-9
Other (moneylenders, friends, relatives, etc.)	<b>k3hd</b> %	-9
	<b>100</b> %	

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

SERIAL NUMBER

<b>K.4</b>	In fiscal year <b>[insert last complete fiscal year]</b> , did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?
------------	---

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

**GO TO QUESTION K.6**

**GO TO QUESTION K.6**

**k4**

<b>N.5</b>	In fiscal year <b>[insert last complete fiscal year]</b> , how much did this establishment spend on purchases of:
------------	---

	LCUs	<b>DON'T KNOW (SPONTANEOUS)</b>
Land and buildings	<b>n5b</b>	<b>-9</b>
Machinery, vehicles, and equipment (new or used)	<b>n5a</b>	<b>-9</b>

**IF 0, GO TO QUESTION K.5**

<b>LAC.K4a</b>	In fiscal year <b>[last fiscal year]</b> , what percent of this establishment's purchases of machinery, vehicles, and equipment was made for product and process innovation?
----------------	--

	%	<b>DON'T KNOW (SPONTANEOUS)</b>
Percent of machinery, vehicles, and equipment purchases made for product and process innovation	<b>LACk4a</b>	<b>-9</b>

<b>K.5</b>	Over fiscal year <b>[insert last complete fiscal 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 18</b>
------------	---

	Percent	<b>DON'T KNOW (SPONTANEOUS)</b>
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 (moneylenders, friends, relatives, bonds, etc)	<b>k5hdj</b> %	<b>-9</b>
	<b>100%</b>	

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

<b>K.6</b>	Now let's talk about the establishment's current situation. At this time, does this establishment have a checking or savings account?
------------	---

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

**k6**

<b>K.7</b>	At this time, does this establishment have an overdraft facility?
------------	---

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

**k7**

<b>K.8</b>	At this time, does this establishment have a line of credit or a loan from a financial institution?
------------	---

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

**GO TO QUESTION K.16  
GO TO QUESTION K.16**

**k8**

<b>K.9</b>	Referring to the most recent line of credit or loan, what type of financial institution granted this loan? <b>SHOW CARD 19</b>
------------	--

Private commercial banks	1
State-owned banks or government agency	2
Non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies	3
Other	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**k9**

<b>K.10</b>	Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?
-------------	--

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

**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>
<b>REF USED (SPONTANEOUS)</b>	<b>-8</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**K.13** Referring only to this most recent loan or line of credit, did the financing require collateral?

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

**GO TO QUESTION K.16**  
**GO TO QUESTION K.16**

**k13**

**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	<b>DON'T KNOW (SPONTANEOUS)</b>
Land, buildings under ownership of the establishment	<b>k14a</b>	1	2	<b>-9</b>
Machinery and equipment including movables	<b>k14b</b>	1	2	<b>-9</b>
Accounts receivable and inventories	<b>k14c</b>	1	2	<b>-9</b>
Personal assets of owner (house, etc.)	<b>k14d</b>	1	2	<b>-9</b>
Other forms of collateral not included in the categories above	<b>k14e</b>	1	2	<b>-9</b>

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

	LCU
Value of collateral	<b>k15a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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

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

**GO TO QUESTION K.21**

**GO TO QUESTION K.21**

**k16**

<b>K.17</b>	What was the <b>main</b> reason why this establishment did not apply for any line of credit or loan? <b>SHOW CARD 20</b>
-------------	---

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

**k17**

<b>K.21</b>	In fiscal year <b>[insert last complete fiscal year]</b> , did this establishment have its annual financial statements checked and certified by an external auditor?
-------------	--

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

**k21**

<b>K.30</b>	Is <b>access to finance</b> , which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? <b>SHOW CARD 21</b>
-------------	--

						(SPONTANEOUS)	
	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<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>



**P. BUSINESS DEVELOPMENT SERVICES**

<b>LAC.P1</b>	Over the last three years, did this establishment use any services or programs to improve quality control or training to obtain quality certification?
---------------	--

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

*GO TO QUESTION LAC.P3  
GO TO QUESTION LAC.P3*

**LACp1**

<b>LAC.P2</b>	How were these services and programs financed? <b>READ OPTIONS</b>
---------------	--

Entirely financed by this establishment's internal resources or other private firm resources	1
Partially financed by public sector support resources	2
Entirely financed by public sector support resources	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LACp2**

<b>LAC.P3</b>	In the next three years, this establishment envisages to use any services or programs to improve quality control or training to obtain quality certification?
---------------	---

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

**LACp3**

<b>LAC.P4</b>	Over the last three years, did this establishment use any services or programs to make business alliances with other suppliers or clients?
---------------	--

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

*GO TO QUESTION LAC.P6  
GO TO QUESTION LAC.P6*

**LACp4**

<b>LAC.P5</b>	How were these services and programs financed? <b>READ OPTIONS</b>
---------------	--

Entirely financed by this establishment's internal resources or other private firm resources	1
Partially financed by public sector support resources	2
Entirely financed by public sector support resources	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LACp5**

<b>LAC.P6</b>	In the next three years, this establishment envisages to use any services or programs to make business alliances with other suppliers or clients?
---------------	---

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

**LACp6**

<b>LAC.P7</b>	Over the last three years, did this establishment use any services or programs to support innovation?
---------------	---

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

**GO TO QUESTION LAC.P9**  
**GO TO QUESTION LAC.P9**

**LACp7**

<b>LAC.P8</b>	How were these services and programs financed? <b>READ OPTIONS</b>
---------------	--

Entirely financed by this establishment's internal resources or other private firm resources	1
Partially financed by public sector support resources	2
Entirely financed by public sector support resources	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LACp8**

<b>LAC.P9</b>	In the next three years, this establishment envisages to use any services or programs to support innovation?
---------------	--

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

**LACp9**

<b>LAC.P10</b>	Over the last three years, did this establishment use any services or programs to promote exports?
----------------	--

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

**GO TO QUESTION LAC.P12  
GO TO QUESTION LAC.P12**

**LACp10**

<b>LAC.P11</b>	How were these services and programs financed? <b>READ OPTIONS</b>
----------------	--

Entirely financed by this establishment's internal resources or other private firm resources	1
Partially financed by public sector support resources	2
Entirely financed by public sector support resources	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LACp11**

<b>LAC.P12</b>	In the next three years, this establishment envisages to use any services or programs to promote exports?
----------------	---

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

**LACp12**

<b>LAC.P13</b>	Over the last three years, did this establishment use any programs, technical assistance or training on information technology, management, accounting or other functions as marketing, logistics etc
----------------	---

Yes	1	
No	2	<i>GO TO QUESTION LAC.P15</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO QUESTION LAC.P15</i>
		<b>LACp13</b>

<b>LAC.P14</b>	How were these programs financed? <b>READ OPTIONS</b>
----------------	---

Entirely financed by this establishment's internal resources or other private firm resources	1	
Partially financed by public sector support resources	2	
Entirely financed by public sector support resources	3	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
		<b>LACp14</b>

<b>LAC.P15</b>	In the next three years, this establishment envisages to use any programs, technical assistance or training on information technology, management, accounting or other functions as marketing, logistics etc.?
----------------	--

Yes	1	
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
		<b>LACp15</b>

**INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER “YES” TO THE FOLLOWING FIVE QUESTIONS):**

**LAC.P1  
LAC.P4  
LAC.P7  
LAC.P10  
LAC.P13**

**IF NOT (ANSWER IS “NO” TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 , - LAC.P13),GO TO THE NEXT SECTION.**

<b>LAC.P16</b>	Have any of the programs and services used in the last three years by this establishment had any of the following impacts?
----------------	--

	Yes	No	<b>DON'T KNOW (SPONTANEOUS)</b>
Increased number of goods or services offered by this establishment <b>LACp16a</b>	1	2	<b>-9</b>
Opened new foreign markets <b>LACp16b</b>	1	2	<b>-9</b>
Increased sales in domestic market <b>LACp16c</b>	1	2	<b>-9</b>
Improved quality of goods or services <b>LACp16d</b>	1	2	<b>-9</b>
Reduced unit production costs <b>LACp16e</b>	1	2	<b>-9</b>
Reduced energy consumption (electricity, gas, etc) <b>LACp16f</b>	1	2	<b>-9</b>
Obtained quality certification or export certification <b>LACp16g</b>	1	2	<b>-9</b>

**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 some statements that describe the courts system and how it could affect business. For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. **SHOW CARD 22**

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

**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)

	<b>Percent</b>
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	<b>GO TO QUESTION J.6a</b> <b>GO TO QUESTION J.6a</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	

**j3**

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

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

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

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

**j5**

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

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

**j6a**

**GO TO QUESTION J.7  
GO TO QUESTION J.7**

**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	<b>j6</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>REFUSAL (SPONTANEOUS)</b>	<b>-8</b>
<b>NO PAYMENTS</b>	<b>0</b>

**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>

**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>

**GO TO QUESTION J.13**

**GO TO QUESTION J.13**

**j10**

**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	<b>j11</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>

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

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

**j12**

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

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

**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	<b>j14</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>



**SERIAL NUMBER**

<b>J.15</b>	In reference to that application for an operating license, 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>

**j15**

<b>J.30</b>	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. <b>SHOW CARD 23</b>
-------------	--

<b>ROTATE OPTIONS</b>						<b>(SPONTANEOUS)</b>	
	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Tax rates <b>j30a</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Tax administration <b>j30b</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Business licensing and permits <b>j30c</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Political instability <b>j30e</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Corruption <b>j30f</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Courts <b>h30</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

**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.

<b>L.1</b>	<p>At the end of fiscal year <b>[insert last complete fiscal year]</b>, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers. <b>INTERVIEWER: INCLUDE INTERVIEWEE IF APPLICABLE.</b></p> <p>(Permanent, full-time employees are defined as all paid employees that are contracted for a term of one or more fiscal years and/or have a guaranteed renewal of their employment contract and that work a complete shift or more per day)</p>
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	Number
Permanent, full-time workers end of last fiscal year	<b>11</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>L.2</b>	<p>Three fiscal years ago, at the end of fiscal year <b>[insert three complete fiscal years ago]</b>, how many permanent, full-time employees did this establishment employ? Please include all employees and managers <b>INTERVIEWER: INCLUDE INTERVIEWEE IF APPLICABLE.</b></p>
------------	---

	Number
Permanent, full-time employees three fiscal years ago	<b>12</b>
<b>IF ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>L.3</b>	<p>At the end of fiscal year <b>[insert last complete fiscal year]</b>, how many permanent, full-time individuals were: <b>INTERVIEWER: READ EACH CATEGORY</b></p>
------------	--

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

<b>L.4</b>	<p>At the end of fiscal year <b>[insert last complete fiscal year]</b>, how many permanent, full-time individuals were: <b>INTERVIEWER: READ EACH CATEGORY</b></p>
------------	--

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

<b>L.5</b>	At the end of fiscal year <b>[insert last complete fiscal year]</b> , how many permanent full-time individuals working in this establishment in the following categories were female?
------------	---

	Number	DON'T KNOW (SPONTANEOUS)
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>

<b>L.6</b>	How many full-time temporary employees did this establishment employ in fiscal year <b>[insert last complete fiscal year]</b> ?  (INTERVIEWER: Full-time, temporary workers are all paid short-term (i.e. for less than a fiscal year) employees with no guarantee of renewal of contract employment and work a complete shift or more per day)
------------	---

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

**IF 0, GO TO QUESTION L.9a**

<b>L.8</b>	What was the average length of employment of all full-time temporary employees throughout fiscal year <b>[insert last complete fiscal year]</b> ?
------------	---

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

<b>L.9a</b>	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 full-time permanent production worker	<b>19a</b>
DON'T KNOW (SPONTANEOUS)	<b>-9</b>

<b>L.9b</b>	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>
DON'T KNOW (SPONTANEOUS)	<b>-9</b>

<b>LACL.9C</b>	What is the percentage of full time permanent workers who has at least a bachelor degree at the end of fiscal year <b>2009</b> ?
----------------	--

	Percent
Labor force with a bachelor degree or more <b>LACI9c</b>	
<b>NO ONE HAVE BACHELOR DEGREE OR MORE</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>LACL.10a</b>	Does this establishment currently have any unfilled vacancies?
-----------------	--

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

**GO TO QUESTION LACL.10d**  
**GO TO QUESTION LACL.10d**

**LACI10a**

<b>LACL.10b</b>	How many unfilled vacancies does this establishment currently have?
-----------------	---

	Number	<b>DON'T KNOW (SPONTANEOUS)</b>
Establishment current unfilled vacancies <b>LACI10b</b>		<b>-9</b>

<b>LACL.10c</b>	Have any of these unfilled vacancies being vacant for more than four months?
-----------------	--

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

**LACI10c**

<b>LACL.10d</b>	Please estimate which of the two is the most difficult skill to find when filling vacancies? <b>LACI10d READ OPTIONS</b>
-----------------	---

Social skills such as communication skills, customer handling skills, or teamwork skills	1
Technical skills such as foreign language skills, problem solving skills, administrative skills, operational skills	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>LACL.10e</b>	Throughout the next 12 months, how many unfilled vacancies does this establishment expect to have? <b>LACI10e</b>
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	Number	DON'T KNOW (SPONTANEOUS)
Unfilled vacancies within the next 12 months		-9

<b>L.10</b>	Over fiscal year <b>[insert last complete fiscal year]</b> , did this establishment have formal training programs for its permanent, full-time employees?
-------------	---

Yes	1	<b>GO TO QUESTION LAC.L18</b> <b>GO TO QUESTION LAC.L19</b>
No	2	
DON'T KNOW (SPONTANEOUS)	-9	
		<b>I10</b>

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

	Percent	IF NO EMPLOYEES IN A CATEGORY WERE TRAINED	DON'T KNOW (SPONTANEOUS)
Production full-time permanent employees trained	<b>I11a</b> %	0	-9
Non-production full-time permanent employees trained	<b>I11b</b> %	0	-9

<b>LAC.L12</b>	Referring to the training programs run over fiscal year <b>[insert last complete fiscal year]</b> , did this establishment offered any <b>external training</b> partially or fully funded by the government? <b>LACI12</b>
----------------	--

Yes	1	<b>GO TO QUESTION LAC.L14</b> <b>GO TO QUESTION LAC.L14</b>
No	2	
DON'T KNOW (SPONTANEOUS)	-9	

<b>LAC.L13</b>	Referring to the external training programs partially or fully funded by the government, can you please estimate how many hours were spent on average during the last fiscal year <b>[insert last complete fiscal year]</b> ? <b>LACI13</b>
----------------	---

	Hours	DON'T KNOW (SPONTANEOUS)
External training funded by the government		-9

<b>LAC.L14</b>	Referring to the training programs run over fiscal year [insert last complete fiscal year], did this establishment offered any <b>external training</b> partially or fully funded by this establishment? <b>LACI14</b>
----------------	---

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

**GO TO QUESTION LAC.L16**

**GO TO QUESTION LAC.L16**

<b>LAC.L15</b>	Referring to the external training programs partially or fully funded by this establishment, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]? <b>LACI15</b>
----------------	---

	Hours	<b>DON'T KNOW (SPONTANEOUS)</b>
External training funded by this establishment		<b>-9</b>

<b>LAC.L16</b>	Referring to the training programs run over fiscal year [insert last complete fiscal year], did this establishment offered any <b>internal training</b> programs? <b>LACI16</b>
----------------	---

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

**GO TO QUESTION LAC.L19**

**GO TO QUESTION LAC.L19**

<b>LAC.L17</b>	Referring to the internal training program, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]? <b>LACI17</b>
----------------	--

	Hours	<b>DON'T KNOW (SPONTANEOUS)</b>
Internal training program		<b>-9</b>

**GO TO QUESTION LAC.L19**

<b>LAC.L18</b>	What was the <b>main</b> reason why this establishment did not run any training programs during fiscal year [insert last complete fiscal year]? <b>SHOW CARD 24</b>
----------------	--

The benefits of training are smaller than the costs	1
The firm cannot afford the optimal level of training	2
The firm is afraid of investing in workers that after the training may leave the firm	3
The firm does not have enough information about training programs	4
Other	5
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LACI18**

**LAC.L19** Please estimate which of the following categories requires the most to be trained?

Professional and managers	1
Technicians	2
Both categories require the same amount of training	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**LAC119**

**LAC.L20** Over the last three years, did this establishment receive any public support (financial or other types of assistance) for training-related activities?

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

**LAC120**

**L.30** Are **labor regulations** No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

Is an **inadequately educated workforce** No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

**INTERVIEWER: SHOW CARD 25**

	No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle	<b>(SPONTANEOUS)</b> <b>DON'T KNOW</b>	<b>DOES NOT APPLY</b>
Labor regulations <b>I30a</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>
Inadequately educated workforce <b>I30b</b>	0	1	2	3	4	<b>-9</b>	<b>-7</b>

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**M. BUSINESS ENVIRONMENT**

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

<b>M.1</b>	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 <b>SHOW CARD 26</b>
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<b>1-Access to finance</b>
<b>2-Access to land</b>
<b>3-Business licensing and permits</b>
<b>4-Corruption</b>
<b>5-Courts</b>
<b>6-Crime, theft and disorder</b>
<b>7-Customs and trade regulations</b>
<b>8-Electricity</b>
<b>9-Inadequately educated workforce</b>
<b>10-Labor regulations</b>
<b>11-Political instability</b>
<b>12-Practices of competitors in the informal sector</b>
<b>13-Tax administration</b>
<b>14-Tax rates</b>
<b>15-Transport</b>

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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**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 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** For fiscal year **[insert last complete fiscal year]**, please provide the following information about this establishment: **SHOW CARD 27**

**READ OUT**

	LCUs	DON'T KNOW (SPONTANEOUS)
Total annual cost of labor including wages, salaries, bonuses, social security payments	<b>n2a</b>	<b>-9</b>
Total annual cost of raw materials and intermediate goods used in production	<b>n2e</b>	<b>-9</b>
Total annual costs of fuel	<b>n2f</b>	<b>-9</b>
Total annual costs of electricity	<b>n2b</b>	<b>-9</b>
Other cost of production not included above	<b>n2j</b>	<b>-9</b>

**N.3** In fiscal year **2007** what were total annual sales for this establishment?

	LCUs
Total annual sales in 2007	<b>n3</b>
<b>IF ESTABLISHMENT WAS NOT IN BUSINESS IN 2007</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**N.6** At the end of fiscal year **[insert last complete fiscal 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	<b>n6a</b>	<b>-9</b>
Land and buildings	<b>n6b</b>	<b>-9</b>

**N.7** Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?

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

SERIAL NUMBER

**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

**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)	HOURL (00 TO 23)	MINUTES (00 TO 59)
a14d	a14m	a14y	a14h	a14min

**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

**a17**

SERIAL NUMBER

**INTERVIEWER COMMENTS:**

<p style="text-align: right;"><b>a17x</b></p>
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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
One visit in face-to-face interview with different managers/staff	2
Several visits	3

**STOP HERE**

**a18**

<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**