

## Variable names

A firm (company) is the unit of sample observation. There are 689 firms in the data. Each firm is identified by variable “code”.

**Form:** There are four forms of questionnaires deployed for each firm: Export Screener, Financial Screener, Export Survey, Financial Survey

**Question code:** Question code corresponds to the questions in the questionnaires

**Original variable name:** Original variable names generally are constructed - “q” + question code + sub-question code. In the table below, the sub-question code are omitted in the 3<sup>rd</sup> column when “\*” is used.

**Variable name (created):** Created variable names replace corresponding original variable names. The rule of naming generally follows the characteristics of questions. Sub-questions, if any, are represented by X or Y, which are detailed in the last column.

**Category:** Category describes question categories, which will be used as category.

**Details:** Variables are explained. Note that the detail generally omits explanation for non-legitimate responses that typically appear as “.” “not answered” or “9”, “99”, “9999” etc. (see MAP.doc for precise interpretation).

Form	Question code	Original variable name	Variable name (created)	Category	Details
			code	Company code	
			region	Geographic regions	Sub-Saharan Africa Latin America Middle-East East Europe South Asia
			country	country name	
Export Survey (ESV)	205	q205b	code_country	country code	
			industry	industry code	1 Raw agricultural products 2 Meat and fish products (meat and fish products, livestock ) 3 Electrical and electrical equipment 4 Fabricated metal 5 Industrial machinery and equipment 6 Industrial or agricultural chemical 7 Instruments and photographic and optical goods, watches and clocks 8 Leather and leather products 9 Paper and allied products 10 Printing and publishing products 11 Processed food and tobacco 12 Rubber and plastic products 13 Telecommunications and terminal equipment 14 Textiles and apparel 15 Transportation equipment and automotive parts, and dealers 16 Lumber, wood and furniture 17 Construction and construction related services 18 Primary metal and metallic ores 19 Petroleum and other nonmetallic minerals 20 Miscellaneous manufactured commodities 21 Drug, liquor 22 Material

					23 Transportation and mailing service 24 Other services 25 Other
ESV	205	q205a	year	year of survey	numeric
				currency	Currency used in the survey (text) 1 Argentina Peso 2 Baht (B) 3 Balboa (B) 4 Chilean Peso (CH\$) 5 Communaute Financiere Africaine franc (CFAF) 6 Crown 7 Egyptian pound 8 India Rupees 9 Kenya Shilling 10 Lempira (L) 11 Leva (Lv) 12 Metical (Mt) 13 Moroccan dirhams (DH) 14 Naira (N) 15 New dong (D) 16 Polish Zloty (Zl) 17 Rand (R) 18 Ringgit (M\$) 19 Ugandan Shilling (Ush) 20 US Dollar 21 Other 30 Senegal 31 Jordan Dinar 32 Pakistan Rupee 33 Iranian Rial
				code_currency	numeric (see above)
Financial Survey (FSV)	610	q610	year_reported	Reported year Year representing the monetary figures	numeric
Export Screener (ESC)	315	mq3151	loc_sgl	Single firm location	1 if located in a single firm location 0 otherwise

ESC	315	mq3152	loc_mpl	More than one facilities in the country	1 if the firm has more than one facilities in the country 0 other wise
ESC	315	mq3153	loc_frn	Facility in abroad	1 if the firm has facilities abroad 0 otherwise
ESC	325	q325	hist_exp	Export history	1 50% or more of product(s) is/are exported 2 Some of the product(s) is/are exported but interested in exporting a higher share of its production 3 Not currently exporting its product(s) but has an interest in doing so in the future 4 None of the above
ESC	326	mq3261	det_exp_qual	determinant of export decision	1 quality & performance regulation has impacted ability to export 0 otherwise
ESC	326	mq3262	det_exp_cert	determinant of export decision	1 certification requirement has impacted ability to export 0 otherwise
ESC	326	mq3263	det_exp_std	determinant of export decision	1 design standards has impacted ability to export 0 otherwise
ESC	326	mq3264	det_exp_test	determinant of export decision	1 testing procedures has impacted ability to export 0 otherwise
ESC	326	mq3265	det_exp_label	determinant of export decision	1 labeling and packaging regulations has impacted ability to export 0 otherwise
ESC	326	mq3266	det_exp_other	determinant of export decision	1 There are other obstacles that have impacted ability to export 0 otherwise
ESC	326	mq3267	det_exp_none	determinant of export decision	1 None of the above
ESC	335	mq3351	dest_exp_X	export destination	1 if firm exports to country X 0 otherwise  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country

					OTH5: 5 <sup>th</sup> other country OTH6: 6 <sup>th</sup> other country
ESC	370	q370	num_emp	number of employees in the location	numeric
ESC	409	q409	hist_year_estab_e	year firm was established	numeric
Export Survey (ESV)	7	q7	owner_type	Type of ownership	1 Headquarter local of a privately held, non-listed company 2 Headquarter local of a publicly traded or listed company 3 Subsidiary/division of a domestic enterprise 4 Subsidiary/division of a multinational firm 5 Joint venture of a domestic enterprise 6 Joint venture of a multinational firm 7 Completely or partially State owned company 8 Cooperative/collective
ESV	8	q8	owner_foreign	Extent of foreign ownership	1 No foreign ownership 2 Foreign partner(s) have less than or equal to 50% ownership 3 Foreign partner(s) have more than 50% ownership
ESV	9	q9	owner_joint	Joint venture partnership	1 Yes, 0 No
ESV	10	q10*	sicX	Product code (SIC 3digit), for top 5 revenue generating products	numeric X=1,...5 ( <sup>th</sup> product)
ESV	10	q10*	SicX_1	Product code (SIC 1digit), for top 5 revenue generating products	numeric X=1,...5 ( <sup>th</sup> product)
ESV	10	q10*	SicX_2	Product code (SIC 2digit), for top 5 revenue generating products	numeric X=1,...5 ( <sup>th</sup> product)
ESV	11	q11a*	sicX_hist	Number of years producing the product X	1 Within this year (interviewed year=q205a) 2 Last year 3 Two years ago 4 3-5 years ago 5 More than 5 years ago  X=1,...5 ( <sup>th</sup> product)
ESV	12	q12	inp_share_rawimp	Share (%) of imported raw material	numeric (%)
ESV	18	q18a*	exp_X	Share (%) exported to destination	numeric (%)  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia

					OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country OTH5: 5 <sup>th</sup> other country OTH6: 6 <sup>th</sup> other country
ESV	19	q19a*	num_exp_X	Number of products exported to destination X	numeric
ESV	20	q20a*	year_exp_X	Number of years exporting to destination X	1 Within this year (interviewed year=q205a) 2 Last year 3 Two years ago 4 3-5 years ago 5 More than 5 years ago  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country OTH5: 5 <sup>th</sup> other country OTH6: 6 <sup>th</sup> other country
ESV	25	q25*a*	nonex_X_Y	Importance of factor Y for not exporting to X	1 Not at all important 2 Somewhat important 3 Important 4 Very important  Y=1.low demand, 2. cost of designing exportable products, 3. testing/certification costs, 4. concerns about meeting shipping schedules, 5. costs of transporting goods, 6.Tariffs or quotas in those markets, 7.marketing and other distribution cost , 8.inadequate information from your country's export promotion offices etc

					X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia
ESV	36	q36a*	prodomX	Importance of factors to expand domestic sales	1 Not at all important 2 Somewhat important 3 Important 4 Very important  Factors=1. low demand, 2. taxes on labor, 3. supply of skilled labor , 4. taxes on capital, 5. access to credit , 6. distribution problems etc
ESV	38	q38a*	proexX	Importance of factors to expand exports	1 Not at all important 2 Somewhat important 3 Important 4 Very important  Factors=1. low demand, 2. taxes on labor, 3. supply of skilled labor, , 4. taxes on capital, 5. access to credit , 6. import tariffs and charges, 7. port charges and delays, 8. product quality, 9. foreign marketing costs, 9. foreign marketing costs, 10. tariffs or quotas in export markets, 11. freight charges
ESV	41	q41a*	dstd_Y	Compliance with domestic regulation for domestic sales or exports	1. yes 0. no  dom= domestic sales or frn=exports
ESV	44	q44a*	reg_Y	importance of technical regulations for firm's ability to increase domestic sales or exports	1 Not at all important 2 Somewhat important 3 Important 4 Very important  Y=

					dom= domestic sales or ex=exports
ESV	46	q46a*	cost_reg_domX	cost of meeting domestic regulations compared to foreign regulations for exports in terms of factor X	1 Much less expensive 2 Less expensive 3 About the same 4 More expensive 5 Much more expensive  X= 1. performance standard 2. product quality standard 3. testing and certification 4. consumer safety 5. labeling 6. health/environment
ESV	50	q50*a*	proex_X_Y	importance of factor X to export to Y	1 Not at all important 2 Somewhat important 3 Important 4 Very important  X= 1. performance 2. product quality 3. testing and certification 4. consumer safety 5. labeling 6. health/environment  Y= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia
ESV	56	q56a*	dreg_info_X	Difficulty in obtaining information about regulation in country X	1 yes 0 no



					X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	61	q61a*	dstd_X	Investment in X to meet technical regulations in export country	1. yes 0. no  X= eqp: Investment in additional plant or equipment, 1dsn: investment in one-time product re-design, dsn: investment in product re-design for each export market labp: hiring additional labor for production labt: hiring additional labor for testing and certification dlab: laid off workers because of higher costs
ESV	63	q63a*	std_X	Investment in X as % of total investment costs	1. 1-10% 2. 11-25% 3. 26-50% 4. 51-75% 5. 76% - 100% 8. >100%  X= eqp: Investment in additional plant or equipment, 1dsn: investment in one-time product re-design, dsn: investment in product re-design for each export market labp: hiring additional labor for production labt: hiring additional labor for testing and certification dlab: laid off workers because of higher costs
ESV	76	q76a*	cfm_X	Testing required for conformity with foreign technical regulations before they are shipped to destination	1. yes 0. no

				country X	X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	78	mq78*	cfm_gov_X	Testing required by government in destination country X	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	78	mq78*	cfm_buy_X	Testing required by buyer in destination country X	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country OTH5: 5 <sup>th</sup> other country

					OTH6: 6 <sup>th</sup> other country
ESV	83	mq831	dcfm_test_own	Testing performed within the firm	1. yes 0. no  Testing performed within the firm
ESV	83	mq832	dcfm_test_priv	Testing performed by a private testing facility	1. yes 0. no  Testing performed by a private testing facility
ESV	83	mq833	dcfm_test_gov	Testing performed by an agency of the government	1. yes 0. no  Testing performed by an agency of the government
ESV	84	q84	cost_cfm_own_eqp	Cost of acquiring the test equipment as % of total investment costs for testing done within the firm	numeric (%)
ESV	85	q85	cost_cfm_own_test	Cost of product testing as % of total production costs for testing done within the firm	numeric (%)
ESV	86	q86	cost_cfm_out_test	Cost of product testing as % of total production costs for testing done outside the firm	numeric (%)
ESV	87	q87	cost_cfm_releff	relative efficiency of inhouse vs outside testing	1. Not at all cost effective 2. Somewhat cost effective 3. Very cost effective
ESV	89	q89aX	dcfm_pass_X	Acceptance of test results and conformity certificates issued domestically by custom authorities of export market X	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country

					OTH4: 4 <sup>th</sup> other country
ESV	94	q94	cfm_dup	Extent of duplication to meet both domestic and foreign technical requirements	1. No duplication (A single test works for both) 2. Minor duplication 3. Significant duplication 4. Complete duplication (Two tests are required)
ESV	95	q95	cost_cfm_dup	Increase in testing cost due to multiple test	1. 0-10% 2. 11-50% 3. 51-100% 4. 100% or more
ESV	96	q96	cfm_dup_exp	Extent of duplication of test to meet multiple foreign requirements	1. No duplication (A single test works for both) 2. Minor duplication 3. Significant duplication 4. Complete duplication (Multiple tests are required)
ESV	97	q97	cost_cfm_dup_exp	Increase in overall testing costs due to multiple testing	1.0-10% 2.11-50% 3.51-100% 4.100% or more
ESV	98	q98a*	dcfm_ins_X	Inspection requirements by destination country X	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	99	q99a*	cfm_ins_time_X	Length of Inspection requirements by destination country X	1. One day or less 2. 2 to 4 days 3. 5 to 6 days 4. 7 days 5. 8 to 14 days 6. More than 14 days

					X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	100	q100a*	cfm_ins_X	% sampled due to inspection requirements in destination country X	1. Less than 1% 2. 1% to 4% 3. 5% to 9% 4. 10% to 14% 5. 15% to 19% 6. 20% to 24% 7. 25% to 29% 8. 30% to 34% 9. 35% to 39% 10. 40% to 44% 11. 45% to 49% 12. 50% or more  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	105	q105	dstd_intl	Alignment of domestic standards with international standards	1. yes 0. no
ESV	107	mq107X	dstd_intl_X	Alignment of domestic standards with International standards X	1. yes 0. no

					X= ISO: International Standards Organization IEC: International Electrotechnical Commission ITU: International Telecommunications Union Codex: Codex Alimentarius OIE: Office International des Epizooties IPPC : FAO International Plant Protection Convention US: International standards accepted by US EU: International standards accepted by EU JPN: International standards accepted by JPN OTH: International standards accepted by another country
ESV	111	q111a*	cstd_intl_X	change in cost of X due to alignment with international	1. cost saving 2. cost increasing 3. neither  X= eqp: new equipment and facilities lab: labor costs ins: inspection
ESV	113	q113a*	std_intl_X	% change in cost due to alignment with international standards	2. 1%-24% 3. 25%-49% 4. 50%-74% 5. 75%-100% 6. >100%  X= eqp: new equipment and facilities lab: labor costs ins: inspection
ESV	115	q115	estd_intl	Effect of inspection done by custom authorities	1. No reduction 2. Some reduction 3. Considerable reduction 4. Testing requirement removed
ESV	120	q120	diso9000	Plant certified to ISO 9000	1. yes 0. no
ESV	125	q125a	cost_certi_iso9000	Cost of initial certification (in 2001	numeric

				US\$1,000)	
ESV	130	q130	diso9000_future	Future plan about ISO9000 certification	1. In the process of applying 2. Have plans to apply in the future 3. Have no plans to apply in the future
ESV	135	q135	diso14000	plant certified to ISO 14000	1. yes 0. no
ESV	140	q140a	cost_certi_iso14000	Cost of initial certification (in 2001 US\$1,000)	numeric
ESV	145	q145	diso14000_future	Future plan about ISO14000 certification	1. In the process of applying 2. Have plans to apply in the future 3. Have no plans to apply in the future
ESV	150	q150	intl_act	Employees involved in international standard development activities	1. yes 0. no
ESV	151	mq151*	std_intl_sda_X	Staff participation in standard development activities X	1. yes 0. no  X= FFDM: Face-to-face domestic meetings FFIM: Face-to-face international meetings VDM: Videoconference domestic meetings VIM: Videoconference international meetings DCC: Domestic conference calls OCC: International conference calls SWM: Submission of written materials to standards organizations OTHER: Other
ESV	152	q152	intl_nonpart	Reason for not participating in international standards development activities	1 No clear business value to participation 2 The expense of participating in standards development work 3 Inadequate information on how to participate 4 None of the above
ESV	155	q155	intl_utilize	Utilization of the voluntary international standards in the production of firm's products	1. yes 0. no
ESV	156	q156	intl_info	Source of information on international standards	1. Domestic sources (trade associations, other firms, etc.) 2. International sources (international standards bodies, etc.) 3. Both domestic and international sources
ESV	158	q158	intl_success	Importance of international standards in success of	1 Not at all important 2 Somewhat important

				domestic/international sales	3 Important 4 Very important
ESV	159	mq159*	std_X	improving firm's future export competitiveness with information obtained from different standards organizations X	X= ISO: International Standards Organization Codex: Codex Alimentarius IPPC : FAO International Plant Protection Convention OIE: Office International des Epizooties VS: Voluntary standards set by other international groups
ESV	165	q165	dmra	Products subjected to MRA	1. yes 0. no
ESV	170	q170a*	dmra_prodX_Y	Product X subject to MRA of country Y	1. yes 0. no  X=top 5 revenue generating products  Y= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	176	q176	dcost_mra	Cost saving from MRA	1. yes 0. no
ESV	181	q181a*	dmra_pot_X	Potential for government to harmonize with regulation in X for MRA treatment	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country



					OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	186	q186a*	dmra_sign_X	country expecting to sign on MRA with country X	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	192	q192a*	dcost_mra_pot_X	Cost saving if participating in MRA with country X	1. yes 0. no  X= EU: EU USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
ESV	197	q197a*	ben_mra_X	Benefit of participating in MRA with country X	1. Much Harder 2. Somewhat Harder 3. No Effect 4. Somewhat Easier 5. Much Easier  X= EU: EU

					USA: The United States CAN: Canada JPN: Japan AUS: Australia OTH1: 1 <sup>st</sup> other country OTH2: 2 <sup>nd</sup> other country OTH3: 3 <sup>rd</sup> other country OTH4: 4 <sup>th</sup> other country
Financial Survey (FSV)	601	q601	exp_share	Share (%) of export in total sales	numeric (%)
FSV	602	q602	exp_growth_past	Growth (%) in export in the last year	numeric (%)
FSV	603	q603	exp_growth_ave	Growth (%) in export as average in the last 3 years	numeric (%)
FSV	615	q615a	sales	Sales (in 2001 US\$1,000)	numeric
FSV	616	q616a	inp_raw	Input expenditure (in 2001 US\$1,000)	numeric
FSV	617	q617a	inp_int	Cost of intermediate input (in 2001 US\$1,000)	numeric
FSV	618	q618	inp_lab_full	Number of full-time monthly workers	numeric
FSV	619	q619	inp_lab_part	Number of part-time monthly workers	numeric
FSV	620	q620a	inp_sal	Total payroll (in 2001 US\$1,000)	numeric
FSV	621	q621a	inp_fix	Value of plant's fixed asset (in 2001 US\$1,000)	numeric
FSV	622	q622a	inp_inv	Amount of new investment (in 2001 US\$1,000)	numeric
FSV	623	q623a	inp_dfix	Amount of depreciation of fixed assets (in 2001 US\$1,000)	numeric
FSV	624	q624a	inp_stk0	Value of stock inventories at the beginning of reported year (in 2001 US\$1,000)	numeric
FSV	625	q625a	inp_stk1	Value of stock inventories at the end of the reported year (in 2001	numeric

				US\$1,000)	
FSV	626	q626a	inp_rd	Expenditure in R&D year (in 2001 US\$1,000)	numeric