

## COVID 19 Impact ES Follow-up Survey – Wave 2

El Salvador 2020

The World Bank

November 2020

**INSTRUCTIONS (NOT SHOWN): READ ALL QUESTIONS AS WRITTEN. ITEMS MARKED (SPONTANEOUS) SHOULD NOT BE READ AND ARE ADMINISTERED ONLY BY PHONE.**

### **A. CONTROL INFORMATION & INTRODUCTION (to be filled out from the existing information)**

Unique ID (not known to respondent)

**idstd**

Follow-up Survey ID

**idCOV**

A.1 Country Code

**a1**

Country Name

**countryx**

A.1a Language of the interview

**a1a**

**MODE** **MODE OF INTERVIEW**

Phone (CATI)	1
Online	2

**mode**

**a0** Questionnaire

Manufacturing	1
Retail	2
Other Services	3

**a0**

**R.1** Participated in Round 1 of the COVID-19 impact survey

Yes	1
No	2

**COV2R1**

**INTERVIEW ALL THE ESTABLISHMENTS EXCEPT THOSE CONFIRMED PERMANENTLY CLOSED THAT HAVE ANSWERED H-SECTION IN WAVE-1. ALL OTHERS, INCLUDING PREVIOUSLY UNOBTAINABLE OR REFUSED, SHOULD BE CONTACTED AND INTERVIEWED.**

**READ THE FOLLOWING TO THE TARGET RESPONDENT, IF COVR1 IS YES AND BY PHONE  
(mode=1)**

Good [morning/afternoon/evening], I'm calling you from [Insert name of the contractor] to thank you for the participation in the first round of the COVID-19 impact survey for the World Bank last [Insert month of first wave]. In order to get a better assessment of the impact of the pandemic on your establishment, we would like to take this opportunity to ask you to participate in the second round of data collection. The interview will be similar to the first round. Your participation is crucial to guarantee an accurate representation of the ongoing evolution of the effects of the pandemic on the private sector in [Insert country].

The information and opinions you provide will be anonymized. Neither your name nor the name of your business will be used in any document based on this survey.

**SHOW THE FOLLOWING TO THE RESPONDENT, IF COVR1 IS YES AND ONLINE (mode=2)**

Hello from [Insert name of the contractor]. We would like to thank you for the participation in the first round of the COVID-19 impact survey for the World Bank last [Insert month of first wave]. In order to get a better assessment of the impact of the pandemic on your establishment, we would like to take this opportunity to ask you to participate in the second round of data collection. The interview will be similar to the first round. Your participation is crucial to guarantee an accurate representation of the ongoing evolution of the effects of the pandemic on the private sector in [Insert country].

The information and opinions you provide will be anonymized. Neither your name nor the name of your business will be used in any document based on this survey.

	Date of the interview
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<b>Year</b>	<b>Month</b>	<b>Day</b>
<b>COVa20y</b>	<b>COVa20m</b>	<b>COVa20d</b>



<b>Last completed month</b>
<b>COVa20m_1</b>

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**B. SALES**

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<b>B.0</b>	Currently is this establishment open, temporarily closed (suspended services or production), or permanently closed?
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Permanently closed	1	<i>GO TO SECTION H</i>
Temporarily closed	2	<i>GO TO B.1b</i>
Open	3	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO B.2</i>
		<b>COVb0</b>

<b>B.1a</b>	Since <b>[insert wave 1 month]</b> , did this establishment close temporarily (suspended services or production) due to the COVID-19 outbreak?
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Yes	1	<i>GO TO B.1b.</i>
No	2	<i>GO TO B.2</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO B.2</i>
		<b>COV2b1a</b>

<b>B.1b</b>	For how many weeks has this establishment been closed (or was closed) due to the COVID-19 outbreak since <b>[insert wave 1 month]</b> ?
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Weeks the establishment was closed	<b>COV2b1b</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>B.2</b>	Comparing this establishment's sales for <b>[insert last completed month]</b> with the same month in 2019, did sales increase, remain the same, or decrease?
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Increase	1	<b>GO TO QUESTION B.3</b>
Remain the same	2	
Decrease	3	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO QUESTION B.3</b>
		<b>COVb2a</b>

  

	<b>Percent</b>
By what percentage did the sales increase?	<b>COVb2b</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

  

	<b>Percent</b>
By what percentage did the sales decrease?	<b>COVb2c</b> %
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>B.3</b>	In the last completed month, that is in <b>[insert last completed month]</b> , what percentage of this establishment's sales were:
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	<b>Percent</b>	<b>DON'T KNOW (SPON.)</b>
National sales	<b>COVb3a</b> %	<b>-9</b>
Indirect exports (sold domestically to third party that exports products)	<b>COVb3b</b> %	<b>-9</b>
Direct exports	<b>COVb3c</b> %	<b>-9</b>
	<b>100%</b>	

<b>BPSCO V6a</b>	In fiscal year 2019, what were this establishment's total annual sales for all products and services?
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	<b>Number</b>	<b>DON'T KNOW (SPON.)</b>
Total sales in 2019	<b>BPSCOV6a</b>	<b>-9</b>

## C. PRODUCTION

**ASK ONLY IF A0 = 1 (MANUFACTURING)**

<b>C.1</b>	In the last completed month, that is in <b>[insert last completed month]</b> , what was this establishment's output produced as a percentage of the maximum output possible if using all the physical capital available (capacity utilization)?
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	<b>Percent</b>
Capacity utilization	<b>COVc1%</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>C.2</b>	Comparing <b>[insert option]</b> for <b>[insert last completed month]</b> with the same month in 2019, did it (they) increase, remain the same, or decrease? <b>INTERVIEWER: READ OUT</b>
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	Increase	Remain the same	Decrease	<b>DON'T KNOW (SPONTANEOUS)</b>
This establishment's total hours of operation per week <b>COVc2a</b>	1	2	3	<b>-9</b>
The demand for this establishment's products and services <b>COVc2b</b>	1	2	3	<b>-9</b>
This establishment's supply of inputs, raw materials, or finished goods and materials purchased to resell <b>COVc2c</b>	1	2	3	<b>-9</b>

<b>C.3</b>	Since the outbreak of Covid-19, did this establishment experience any of the following changes in response to the COVID-19 outbreak? <b>INTERVIEWER: READ OUT</b>
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	Yes	No	<b>DON'T KNOW (SPON.)</b>
Introduced new or improved products or services? <b>COV2c3a</b>	1	2	<b>-9</b>
Discontinued the production of some goods or the offering of any services? <b>COV2c3b</b>	1	2	<b>-9</b>

<b>BPSCO V5d</b>	Since the outbreak of Covid-19, has this establishment invested in any new equipment, software or digital solution in response to COVID-19?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5d**

**ASK ONLY IF COVRI = 1**

<b>C.4</b>	Since [insert wave 1 month], did this establishment experience any of the following changes in response to the COVID-19 outbreak? <b>INTERVIEWER: READ OUT</b>
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	Yes	No	<b>DON'T KNOW (SPON.)</b>
Started or increased business activity online? <b>COV2c4a</b>	1	2	<b>-9</b>
Started or increased delivery or carry-out of goods or services? <b>COV2c4b</b>	1	2	<b>-9</b>

<b>C.5</b>	Currently what is the share of this establishment's online sales out of total sales?
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	<b>Percent</b>
Share of online sales <b>COVc5</b> %	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>C.6</b>	Currently what is the share of this establishment's workforce working remotely?
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	<b>Percent</b>
Share of workforce working remotely <b>COVc6</b> %	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>BPSCO V7a</b>	In the last completed month, that is in <b>[insert last completed month]</b> , did this establishment have to cancel any sale orders because there were no inputs for production (they were delayed or interrupted)?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV7a**

**ASK IF BPSCOV7a = 1**

<b>BPSCO V7b</b>	What is the percentage of monthly sales that those cancelled transactions represent?
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	<b>Percent</b>
Share of monthly sales cancelled	<b>BPSCOV7b</b>
	%
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>BPSCO V7c</b>	Since the outbreak of Covid-19, what has been the main adjustment by this establishment when essential inputs have been delayed or interrupted? <b>INTERVIEWER: READ OUT</b>
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No change, waiting until the situation improves	1
Expand the number of local suppliers	2
Expand the number of foreign suppliers	3
Increased in-house production of inputs	4
Keep larger inventories	5
Other (specify <b>BPSCOV7cx</b> )	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>DOES NOT APPLY (ESSENTIAL INPUTS HAVE NOT BEEN DELAYED OR INTERRUPTED)</b>	<b>-7</b>

**BPSCOV7c**

<b>BPSCO V5k</b>	In the last completed month, that is in <b>[insert last completed month]</b> , has the competition in this establishment sector of activity increased, remained the same, or decreased?
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Increased	1
Remained the same	2
Decreased	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5k**

**ASK IF BPSCOV5K = 1**

<b>BPSCO V5k_1</b>	Which option best describes the reason why competition increased in this establishment's sector? <b>INTERVIEWER: READ OUT</b>
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There are more competitors	1
There is less demand	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5k\_1**

**ASK IF BPSCOV5K = 3**

<b>BPSCO V5k_2</b>	Which option best describes the reason why competition decreased in this establishment's sector? <b>INTERVIEWER: READ OUT</b>
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There are fewer competitors	1
There is more demand	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5k\_2**

<b>BPSCO V5i</b>	Since the outbreak of Covid-19, which option best describes what happened to the price of this establishment's main product or service, which is the product or service that accounts for the largest share of the revenue of this establishment at the time of the interview? <b>INTERVIEWER: READ OUT</b>
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The price of the product or service has increased	1
The price of the product or service has not changed	2
The price of the product or service has decreased	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5i**

**ASK IF BPSCOV5i = 1**

<b>BPSCO V5i1a</b>	By what percentage did the price of the main product or service increase?
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	<b>Percent</b>
Price increase	<b>BPSCOV5i1a %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK IF BPSCOV5i = 3**

<b>BPSCO V5i1b</b>	By what percentage did the price of the main product or service decrease?
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	<b>Percent</b>
Price decrease	<b>BPSCOV5i1b %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>



<b>BPSCO V5j</b>	Think about the cost of one more unit of the product or service that accounts for the largest share of revenue of this establishment at the time of the interview. Since the outbreak of Covid-19, which option best describes what happened to the cost of this product or service? <b>INTERVIEWER: READ OUT</b>
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The cost of the product or service has increased	1
The cost of the product or service has not changed	2
The cost of the product or service has decreased	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5j**

**ASK IF BPSCOV5j = 1**

<b>BPSCO V5j1a</b>	By what percentage did the cost of the main product or service increase?
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	<b>Percent</b>
Cost increase	<b>BPSCOV5j1a %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK IF BPSCOV5j = 3**

<b>BPSCO V5j1b</b>	By what percentage did the cost of the main product or service decrease?
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	<b>Percent</b>
Cost decrease	<b>BPSCOV5j1b %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

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**D. LABOR**

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

And now I would like to ask some questions about this establishment workforce

**ASK ONLY IF COVR1= 2**

<b>D.0a</b>	At the end of December 2019, how many permanent, full-time employees did this establishment employ? Please include all employees and managers  Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift.  <b>(INTERVIEWER: INCLUDE RESPONDENT IF APPLICABLE).</b>
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	Number
Permanent, full-time workers end of December 2019	COV2d0a
DON'T KNOW (SPONTANEOUS)	-9

**ASK ONLY IF COVR1 = 2**

<b>D.0b</b>	At the end of December 2019, in this establishment how many permanent, full-time workers were <u>female</u> ?
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	Number	DON'T KNOW (SPON.)
Female permanent full-time workers end of December 2019	COV2d0b	-9

<b>D.1</b>	At the end of the last completed month, that is in <b>[insert last completed month]</b> , how many permanent, full-time employees did this establishment employ? Please include all employees and managers
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	Number
Permanent, full-time employees end of last month	COVd1
DON'T KNOW (SPONTANEOUS)	-9

<b>D.2</b>	At the end of the last completed month, that is the end of <b>[insert last completed month]</b> , in this establishment how many permanent, full-time workers were <b>female</b> ?
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	<b>Number</b>	<b>DON'T KNOW (SPON.)</b>
Female permanent full-time workers end of last month	<b>COVd2</b>	<b>-9</b>

<b>BPSCO V1d1</b>	Since <b>[insert wave 1 month]</b> , how many permanent, full-time workers were newly hired?
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Number of newly hired workers	<b>BPSCOV1d1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.3</b>	Since <b>[insert wave 1 month]</b> , has the total number of this establishment's temporary workers increased, remained the same, or decreased?
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	Increased	Remained the same	Decreased	<b>DON'T KNOW (SPON.)</b>
Temporary workers <b>COV2d3b</b>	1	2	3	<b>-9</b>

<b>D.4</b>	Since <b>[insert wave 1 month]</b> , how many workers have taken leave for more than 5 days or quit due to illness, childcare interruption, or mobility restrictions linked to the COVID-19 outbreak?
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Number workers that quit or took leave	<b>COV2d4</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK ONLY IF D4 IS GREATER THAN 0, OR DON'T KNOW**

<b>D.5</b>	How many of these were <b>female</b> ?
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Number female workers that quit or took leaves	<b>COV2d5</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.6</b>	Since <b>[insert wave 1 month]</b> , how many workers have been laid off due to the COVID-19 outbreak?
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Number workers laid off	<b>COV2d6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK ONLY IF D6 IS GREATER THAN 0, OR DON'T KNOW**

<b>D.7</b>	How many of these were <b>female</b> ?
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Number female workers laid off	<b>COV2d7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.8</b>	Since <b>[insert wave 1 month]</b> , how many workers have been furloughed? <b>[insert equivalent local term for furlough]</b>
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Number workers put on furlough <b>[insert equivalent local term for furlough]</b>	<b>COV2d8</b>
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO D.10**

**ASK ONLY IF D.8 IS GREATER THAN 0 OR DON'T KNOW**

<b>D.9</b>	How many of these were <b>female</b> ?
------------	--

Number female workers put on furlough <b>[insert equivalent local term for furlough]</b>	<b>COV2d9</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>D.10</b>	Since the outbreak of COVID-19, how many permanent full time employees had their salary, wages, or benefits reduced due to the COVID-19 outbreak?
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Number employees whose salary, wage and benefits reduced since Covid-19	<b>COV2d10</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK ONLY IF D.10 IS GREATER THAN 0 OR DON'T KNOW**

<b>D.10a</b>	Out of these <b>[COV2d10]</b> permanent full time employees, how many had their salary, wages, or benefits reduced since <b>[insert wave 1 month]</b> ?
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Number employees whose salary, wage and benefits reduced since <b>[insert wave 1 month]</b>	<b>COV2d10a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK ONLY IF D.10 IS GREATER THAN 0**

<b>D.11</b>	What was the average percentage reduction in the salary, wage or benefit of this establishments current workers since the outbreak of COVID-19?
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Average reduction in salary and benefits	<b>COV2d11</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>BPSCO V1d5</b>	Since <b>[insert wave 1 month]</b> , how many workers had their hours reduced?
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Number workers with hours reduced	<b>BPSCOV1d5</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

## E. FINANCE

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

And now I would like to ask a few questions about the effect of the COVID-19 outbreak on this establishment's access to finance

**E.1** Since [insert wave 1 month], has/have this establishment's liquidity or cash flow increased, remained the same, or decreased?

	Increased	Remained the same	Decreased	DON'T KNOW (SPON.)
Liquidity or cash flow <b>COV2e1a</b>	1	2	3	-9

**ASK ONLY IF COV2E1A = 3**

**E.2** Since [insert wave 1 month], what has been the main source this establishment has used to deal with cash flow shortages?

Loans from commercial banks	1
Loans from non-banking financial institutions (microfinance institutions, credit cooperatives, credit unions, or finance companies)	2
Equity finance (increase contributions or capital from existing owners/shareholders or issuing new shares)	3
Delaying payments to suppliers or workers	4
Government grants	5
None of the above	6
DON'T KNOW (SPONTANEOUS)	-9

**COV2e2**

**E.3** Since [insert wave 1 month], has this establishment delayed payments due to the COVID-19 outbreak for more than one week (excluding payments postponed following current regulation) to:  
**INTERVIEWER: READ OUT**

	Yes	No	DON'T KNOW (SPON.)	DOES NOT APPLY (SPON.)
Its suppliers <b>COV2e3a</b>	1	2	-9	-
Its landlords <b>COV2e3b</b>	1	2	-9	-7
The tax authorities <b>COV2e3c</b>	1	2	-9	-

<b>E.4</b>	Since <b>[insert wave 1 month]</b> , has this establishment been overdue on its obligations to any financial institution?
------------	---

Yes	1
No	2
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**COV2e4**

<b>E.5</b>	Since <b>[insert wave 1 month]</b> , has this establishment filed for insolvency or bankruptcy?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**COV2e5**

<b>BPSCOV2g2</b>	Since the outbreak of COVID-19, has this establishment restructured any of its outstanding liabilities (for example changes in terms and/or schedule of credits or loans)?
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Yes	1
No	2
<b>DOES NOT APPLY (NO OUTSTANDING LIABILITIES)</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV2g2**

<b>E.6</b>	Since the outbreak of COVID-19, has this establishment applied for any lines of credit or loans or overdraft facility?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**GO TO E.8**

**GO TO BPSCOV6e1**

**COV2k16**

<b>E.7</b>	What was the <b>main</b> reason why this establishment did not apply for any line of credit or loan?
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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>

**COV2k17** *GO TO BPSCOV6e1*

<b>E.8</b>	Referring only to this most recent application for a line of credit or loan, what was the outcome of that application? <b>INTERVIEWER: READ OUT</b>
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Application was approved in full	1
Application was approved in part	2
Application was rejected	3
Application was withdrawn	4
<b>APPLICATION STILL IN PROCESS</b>	<b>-6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**COV2k20a1**

<b>BPSCO V6e1</b>	What was the total amount of this establishment's debts on January 1 2020?
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	<b>Number</b>	<b>DON'T KNOW (SPON.)</b>
Total debts on January 1 2020	<b>BPSCOV6e1</b>	<b>-9</b>

<b>BPSCO V6e2</b>	What was the total amount of this establishment's debts on September 1 2020?
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	<b>Number</b>	<b>DON'T KNOW (SPON.)</b>
Total debts on September 1 2020	<b>BPSCOV6e2</b>	<b>-9</b>



## F. POLICIES

<b>F.1</b>	Since <b>[insert wave 1 month]</b> , has this establishment received any national or local government support in response to the crisis?
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Yes	1	<b>GO TO F.2</b>
No, but expect to receive it in the next 3 months	2	<b>GO TO F.2</b>
No	3	<b>GO TO BPSCOV4d</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO F.3</b>
		<b>COV2f1</b>

<b>BPSCO V4d</b>	Which of the following options best describe the reason why this establishment did not receive any national or local government measures issued in response to the crisis?
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Not aware	1	
Too cumbersome or costly to apply	2	
Not eligible	3	
Do not expect to get it because of lacking right connections	4	
Applied but not received it	5	
No need of support	6	
Other (specify <b>BPSCOV4dx</b> )	7	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>BPSCOV4d</b>

**ASK ONLY IF COV2F1 = 1 OR COV2F1 = 2**

<b>F.2</b>	Did any of these measures involve any of the following:
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	Yes	No	<b>DON'T KNOW (SPON)</b>
Cash transfers for businesses <b>COV2f2a</b>	1	2	<b>-9</b>
Deferral of credit payments, utility bills, rent or mortgage, suspension of interest payments, or rollover of debt <b>COV2f2b</b>	1	2	<b>-9</b>
Access to new credit <b>COV2f2c</b>	1	2	<b>-9</b>
Tax reductions or tax deferrals <b>COV2f2d</b>	1	2	<b>-9</b>
Wage Subsidies <b>COV2f2e</b>	1	2	<b>-9</b>
Support (technical assistance or subsidies) for adoption of digital technologies <b>COV2f2g</b>	1	2	<b>-9</b>
Other (specify <b>COV2f2fx</b> ) <b>COV2f2f</b>	1	2	

<b>F.3</b>	What would be the most needed government measures to support this business over the COVID-19 crisis? <b>INTERVIEWER: READ OUT</b>
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Cash transfers for businesses	1
Deferral of credit payments, utility bills, rent or mortgage, suspension of interest payments, or rollover of debt	2
Access to new credit	3
Tax reductions or tax deferrals	4
Wage Subsidies	5
Support (technical assistance or subsidies) for adoption of digital technologies	6
Other (specify <b>COV2f3x</b> ) <b>COV2f3</b>	7
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**COV2f3**

<b>F.4</b>	Since the outbreak of COVID-19, did the percentage of total senior management's time spent on dealing with requirements imposed by government regulations increase, remain the same, or decrease? (By senior management I mean managers, directors, and officers above direct supervisors of production or sales workers.)
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Increase	1
Remain the same	2
Decrease	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**COV2f4**

## F.2 HEALTH PROTOCOLS

<b>BPSCO V5k1</b>	Is this establishment aware of any the protocols and preventive measures to minimize the risk of contagion for COVID-19 in the workplace?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV5k1**

<b>BPSCO V5k2</b>	Is this establishment implementing any protocols and preventive measures for COVID-19?
-------------------	--

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

**BPSCOV5k2**

**ASK ONLY IF BPSCOV5K2 = 1**

<b>BPSC OV5k3</b>	Which of the following measures has this establishment taken to minimize the risk of contagion for COVID-19? <b>INSTRUCTION: CHOOSE ALL THAT APPLY</b>
-------------------	---

	Yes	No	<b>DON'T KNOW (SPON)</b>
Health protocols for workers (e.g. temperature measurement and protective equipment such as mask and training on new protocols) <b>BPSCOV5k3a</b>	1	2	<b>-9</b>
Modification in workers' shift and flexibilization of working arrangement <b>BPSCOV5k3b</b>	1	2	<b>-9</b>
Health protocols for customers (e.g. temperature measurement and protective equipment such as mask) <b>BPSCOV5k3c</b>	1	2	<b>-9</b>
Change the layout of the establishment to adjust with social distance (e.g. installation of signaling material, spacing of furniture or equipment, or protection barriers) <b>BPSCOV5k3d</b>	1	2	<b>-9</b>
Adoption of alternative payment methods (contactless) <b>BPSCOV5k3e</b>	1	2	<b>-9</b>
Other (specify <b>BPSCOV5k3fx</b> ) <b>BPSCOV5k3f</b>	1	2	

**ASK ONLY IF BPSCOV5K2 = 1**

<b>BPSCO V5k4</b>	Since the outbreak of Covid-19, how much did this establishment invest to implement these COVID-19 prevention measures?
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Investment (local currency unit)	<b>BPSCOV5k4</b>
No Investment	0
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

## G. EXPECTATIONS

<b>G.1</b>	Is it expected that this establishment will fall in arrears in any of its outstanding liabilities in the next 6 months?
------------	---

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

**COVg1**

<b>G.2</b>	Keeping the cost structure as it is now, how many weeks would this establishment be able to remain open if its sales stopped as of today?
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Weeks the establishment would remain open	<b>COVg2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>BPSCO V2g1</b>	And for how many additional weeks this establishment could continue paying all costs and payments (such as payroll, suppliers, taxes or loan repayment) relying on external sources of finance that this establishment has access to?
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Weeks the establishment would remain open relying on external sources	<b>BPSCOV2g1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**INTERVIEWER: IN THE FOLLOWING QUESTIONS, IF THE FIRST ANSWER IS DON'T KNOW, TRY TO ELICIT AN ANSWER ACCORDING TO THE PROVIDED CATEGORIES**

<b>BPSCO V3a_1</b>	Looking ahead to the next 6 months, do you expect that the sales of this establishment will increase, decrease, or remain the same, compared to the same period last year?
--------------------	--

Increase	1
Remain the same	2
Decrease	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV3a\_1**

**ASK IF BPSCOV3a\_1 = 1**

<b>BPSCO V3a_1a</b>	Increase by how much?
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	<b>Percent</b>
% increase	<b>BPSCOV3a_1a %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK IF BPSCOV3a\_1 = 3**

<b>BPSCO V3a_1b</b>	Decrease by how much?
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	<b>Percent</b>
% decrease	<b>BPSCOV3a_1b %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**INSTRUCTION: As you know, sometimes businesses don't go as we expect, given that businesses can go better or worse, let us talk about these possible alternative situations:**

<b>BPSCO V3a_2</b>	Thinking to a more optimistic (better) scenario, looking ahead to the next 6 months, do you expect that the sales of this establishment will increase, decrease, or remain the same, compared to the same period last year?
------------------------	---

Increase	1
Remain the same	2
Decrease	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV3a\_2**

**ASK IF BPSCOV3a\_2 = 1**

<b>BPSCO V3a_2a</b>	Increase by how much?
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	<b>Percent</b>
% increase	<b>BPSCOV3a_2a %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK IF BPSCOV3a\_1 = 3**

<b>BPSCO V3a_2b</b>	Decrease by how much?
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	<b>Percent</b>
% decrease	<b>BPSCOV3a_2b %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>BPSCO V3a_3</b>	Thinking to a more pessimistic (worse) scenario, looking ahead to the next 6 months, do you expect that the sales of this establishment will increase, decrease, or remain the same, compared to the same period last year?
------------------------	---

Increase	1
Remain the same	2
Decrease	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**BPSCOV3a\_3**

**ASK IF BPSCOV3a\_3 = 1**

<b>BPSCO V3a_3a</b>	Increase by how much?
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	<b>Percent</b>
% increase	<b>BPSCOV3a_3a %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**ASK IF BPSCOV3a\_3 = 3**

<b>BPSCO V3a_3b</b>	Decrease by how much?
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	<b>Percent</b>
% decrease	<b>BPSCOV3a_3b %</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>BPSCO V3a_L</b>	Thinking about these three scenarios (neutral, more optimistic, and more pessimistic) and considering a total probability of 100%, what is the chance (probability) that each of these 3 scenarios will happen?
------------------------	---

	<b>Percent</b>	<b>DON'T KNOW (SPON.)</b>
Neutral scenario	<b>BPSCOV3a_La %</b>	<b>-9</b>
More optimistic (better) scenario	<b>BPSCOV3a_Lb %</b>	<b>-9</b>
More pessimistic (worse) scenario	<b>BPSCOV3a_Lc %</b>	<b>-9</b>
	<b>100%</b>	

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

**THE SURVEY ENDS HERE**

**THANK YOU VERY MUCH FOR YOUR COOPERATION.**

## H. INFORMATION ON PERMANENTLY CLOSED ESTABLISHMENTS

**H.1a** When did this establishment close?

Year	Month	DON'T KNOW (SPONTANEOUS)
COVh1ay	COVh1am	-9

**H.1b** What was the main reason to close the business?

Insufficient demand	1
Not enough cash to pay for costs	2
No access to external finance to pay for costs	3
Problem in accessing inputs	4
Health concerns among staff and customers	5
Other (specify COV2h1bx)	7
DON'T KNOW (SPONTANEOUS)	-9

COV2h1b

**H.2** Did this establishment implement any of the following measures before permanently closing:  
**INTERVIEWER: READ OUT**

	Yes	No	DON'T KNOW (SPON)
Laid off some of the workforce COVh2a	1	2	-9
Reduced salary for some or all the workforce COVh2b	1	2	-9
Sold some of the establishment's assets COVh2c	1	2	-9
Increased the level of debt (more credit from banks or other institutions) COVh2d	1	2	-9
Converted the production line or services offered COVh2e	1	2	-9
Received government (national or local) support COVh2f	1	2	-9

**H.3** Is it expected that this establishment will re-open in the future?

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

COVh3

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



**ASK ONLY IF MODE = 1 (PHONE - CATI)**

**INTERVIEWER COMMENTS:** (Problems occurred or extraordinary circumstances which could influence results)

**a17x**

## INTERVIEW PROTOCOL

Name of the main respondent

a20x

Position of the respondent

a21x

### ASK ONLY IF MODE = 1 (PHONE - CATI)

A.22 Interviewee was the same person as in baseline survey?

Yes	1
No	2

a22

### ASK ONLY IF MODE = 2 (ONLINE)

A.22Online Were you the same respondent as in the recent Enterprise Survey conducted by the World Bank?

Yes	1
No	2

a22online

A.23 Gender of the respondent

Male	1
Female	2
Refusal (SPONTANEOUS)	-8

a23

A.24 Number of minutes the interview lasted

Minutes

a24

### ASK ONLY IF MODE = 1 (PHONE - CATI)

A.25 Respondent cooperation

Excellent	1
Fair	2
Average	3
Bad	4

a25

A.26 Interviewer number

a26

A.27	Full Firm Contact information	
	Full address	a27ax
	Phone number(s)	a27b
	Email	a27dx