

BEEPS II (BEEPS 2002)

NOTES

_dta:

1. Copyright 2002 The European Bank for Reconstruction and Development and The World Bank.
2. Version as of August 2, 2011. Replaces the earlier version. Changes: added variable labels and value labels, added variables.
3. Refer to data in all uses as EBRD-World Bank Business Environment and Enterprise Performance Survey (BEEPS) II.
4. Fieldwork was conducted between 19 June and 31 July 2002.
5. Where applicable, amounts are specified in thousand USD.
6. Please read the Technical documentation before using the data.
7. Address comments and questions using the form at <http://www.ebrd.com/pages/research/economics/data/form.shtml> (EBRD).

VARIABLE LABELS

obs: 6,667 (c) 2002 EBRD and World Bank. Type 'notes' for
citation instructions.
vars: 399 2 Aug 2011 16:19
size: 11,133,890 (78.8% of memory free) (_dta has notes)

variable name	storage type	display format	value label	variable label
idstd	long	%12.0g		WEB STD FIRMID
card	float	%9.0g		Card number
seno2002	float	%9.0g		Serial Number
a1	float	%22.0g	a1	Country
a1_iso	float	%23.0g	a1_iso	ISO 3166-1 country code
yugo	float	%10.0g	yugo	If Yugoslavia, Serbia or Montenegro
city	float	%23.0g	city	Size of city
s1	float	%10.0g	yesno	Representative of the firm?
s1a	float	%9.0g		Year the firm began operations in the country
s2a	float	%41.0g	s2a	Legal status detail
s2b	float	%14.0g	s2b	Legal status general
s2c	float	%9.0g		Other legal status
s3	float	%42.0g	s3	Main area of activity in terms of sales
s3a1	str70	%70s		Main product/service line, description
code	float	%9.0g		Main product/service line, ISIC Rev 3.1 code
s4a1	float	%9.0g	s4a1	Number of full-time employees detail
s4a2	float	%11.0g	s4a2	Number of full-time employees general

s4c1	float	%9.0g		% owned by private foreign company/organisation
s4c2	float	%9.0g		% owned by private domestic company/organisation
s4c3	float	%9.0g		% owned by government/state
s4c4	float	%9.0g		% owned by other
s7a_c1	float	%14.0g	s7a	Nationality of the organisation (1)
s7a_c2	float	%14.0g	s7a	Nationality of the organisation (2)
s7a_c3	float	%14.0g	s7a	Nationality of the organisation (3)
s7b	float	%9.0g		Other Nationality
s10	float	%10.0g	yesno	Sell products outside the country?
s11	float	%9.0g		% of exports in sales
s12a	float	%10.0g	yesno	Direct loan or equity investment financing by EBRD, WB or IFC
s12b	float	%10.0g	yesno	Indirect financing by EBRD, WB or IFC through a local commercial bank
s12c	float	%10.0g	yesno	Indirect financing by EBRD, WB or IFC through a local investment fund
s13a	float	%24.0g	s13a	Location of the headquarters
s13b	float	%9.0g		Number of establishments
s13c	float	%10.0g	yesno	Holdings or operations in other countries?
q1	float	%40.0g	q1	Job title
q2a	float	%9.0g		% of mining and quarrying in sales
q2b	float	%9.0g		% of construction in sales
q2c	float	%9.0g		% of manufacturing in sales
q2d	float	%9.0g		% of transport storage and communication in sales
q2e	float	%9.0g		% of wholesale, retail, repairs in sales
q2f	float	%9.0g		% of real estate, renting and business services in sales
q2g	float	%9.0g		% of hotels and restaurants in sales
q2h	float	%9.0g		% of other in sales
q3a	float	%9.0g		% of the firm owned by the largest shareholder(s)
q3b	float	%9.0g		Number of shareholders that hold the largest share
q4a_r1	float	%31.0g	q4a	Characteristics of the largest shareholder (1)
q4a_r2	float	%31.0g	q4a	Characteristics of the largest shareholder (2)
q4a_r3	float	%31.0g	q4a	Characteristics of the largest shareholder (3)
q4a_r4	float	%31.0g	q4a	Characteristics of the largest shareholder (4)
q4b	float	%9.0g		Characteristics of the largest shareholder: Other
q9aa	float	%49.0g	q9aa	Establishment of the firm
q9ab	float	%9.0g		Establishment of the firm: Other
q9a	float	%9.0g		Year of completion of privatisation
q10	float	%10.0g	yesno	Change in general manager since 1998?
q11	float	%10.0g	yesno	Current general manager previously worked in the company

q12	float	%9.0g		Age of general manager
q13	float	%34.0g	q13	Level of education of the general manager
q14a1	float	%9.0g		% of sales sold domestically
q14a2	float	%9.0g		% of sales exported directly
q14a3	float	%9.0g		% of sales exported indirectly through a distributor
q14b1	float	%9.0g		Average export time in 2001
q14b2	float	%9.0g		Longest export time in 2001
q15a	float	%9.0g		% of sales to government or government agencies (excluding state-owned enterpris
q15b	float	%9.0g		% of sales to mutlinationals located in your country (not including a parent com
q15c	float	%9.0g		% of sales to your firm's parent company or affiliated subsidiaries
q15d	float	%9.0g		% of sales to large domestic firms (250 or more workers)
q15e	float	%9.0g		% of sales to others (e.g. small firms)
q16a	float	%13.0g	lessmore	% of sales going to the three largest customers
q17a	float	%13.0g	lessmore	% of sales going to customers of over 3 years
q18a	float	%9.0g	howmany	Number of competitors in main line in the domestic market: General
q18b	float	%9.0g		Number of competitors in main line in the domestic market: Detail
q19	float	%33.0g	important1	Importance of the competition from imports for the main line of products or serv
q21	float	%52.0g	q21	Impact of a 10% price increase when competitors maintain their prices
q22a	float	%12.0g	q22a	% of total market sales: General
q22b	float	%9.0g		% of total market sales: Detail
q23	float	%9.0g		Margin of sales price to operating costs
q24a	float	%9.0g		% of material inputs and supplies purchased from domestic sources
q24b	float	%9.0g		% of material inputs and supplies imported directly
q24c	float	%9.0g		% of material inputs and supplies imported indirectly through a distributor
q25a	float	%9.0g		Average time for import in 2001
q25b	float	%9.0g		Longest time for import in 2001
q26	float	%9.0g		% of sales lost due to delivey delay from material input supplier in 2001
q27a	float	%9.0g	howmany	Number of suppliers for material input: General
q27b	float	%9.0g		Number of suppliers for material input: Detail

q28	float	%13.0g	lessmore	% of input from suppliers of over 3 years
q30a	float	%87.0g	q30	Impact of a 10% price increase by the main supplier
q31a	float	%18.0g	important2	Source of new suppliers: Family
q31b	float	%18.0g	important2	Source of new suppliers: Friends
q31c	float	%18.0g	important2	Source of new suppliers: Former employees now working for a new firm
q31d	float	%18.0g	important2	Source of new suppliers: Prior employment of senior managers by a supplier
q31e	float	%18.0g	important2	Source of new suppliers: Existing customers
q31f	float	%18.0g	important2	Source of new suppliers: Government agencies
q31g	float	%18.0g	important2	Source of new suppliers: Business associations
q31h	float	%18.0g	important2	Source of new suppliers: Trade fairs
q32a1	float	%10.0g	yesno	Undertaken: Change the identity of main material supplier
q32a2	float	%10.0g	yesno	Undertaken: Change the identity of the main customers (>20% of sales)
q32a3	float	%10.0g	yesno	Undertaken: Exported to new country
q32b1	float	%18.0g	important2	Importance: Changed the identity of main material supplier
q32b2	float	%18.0g	important2	Importance: Changed the identity of the main customers (>20% of sales)
q32b3	float	%18.0g	important2	Importance: Exported to new country
q33a	float	%9.0g		Days in 2001 with power outages or surges from the public grid
q33b	float	%9.0g		Days in 2001 with insufficient water supply
q33c	float	%9.0g		Days in 2001 with unavailable mainline telephone service
q38a	float	%10.0g	yesno	Firm uses regularly fixed line telephone in its interactions
q38b	float	%10.0g	yesno	Firm uses regularly fax in its interactions
q38c	float	%10.0g	yesno	Firm uses regularly mobile telephone in its

Question ID	Scale	Response Options	Description
			interactions
q38d	float %10.0g	yesno	Firm uses regularly email in its interactions
q38e	float %10.0g	yesno	Firm uses regularly internet in its interactions
q40a	float %9.0g		Setting up a fixed line telephone connection: actual wait in days since 1998
q40b	float %10.0g	dk	Setting up an electrical connection: actual wait in days since 1998
q41a	float %10.0g	freq	How often do you associate fair and impartial with the court system?
q41b	float %10.0g	freq	How often do you associate honest/uncorrupted with the court system?
q41c	float %10.0g	freq	How often do you associate quick with the court system?
q41d	float %10.0g	freq	How often do you associate affordable with the court system?
q41e	float %10.0g	freq	How often do you associate able to enforce its decisions with the court system?
q42	float %22.0g	agree	I am confident that the legal system will uphold my contract and property rights
q43a	float %9.0g		% of firm's sales that are pre-paid
q43b	float %9.0g		% of firm's sales that are sold on credit
q43b1	float %10.0g	yesno	Ever resolved an overdue payment?
q43c	float %9.0g		Average duration (in weeks) of resolving an overdue payment
q43d	float %9.0g		% of disputes over payments that are taken into court
q43e1	float %9.0g		Number of cases that involved the firm as plaintiff
q43e2	float %9.0g		Number of cases that involved the firm as defendant
q44a1	float %10.0g	yesno	Make security payments(equipment, personnel, etc. excluding 'protection payments
q44a2	float %10.0g	yesno	% of annual sales spent on security payments(equipment, personnel, etc. excludin
q44b1	float %9.0g		Make protection payments
q44b2	float %9.0g		% of annual sales spent on protection payments
q45a	float %10.0g	yesno	Had losses as a result of theft, robbery, vandalism or arson in the last year
q45b	float %9.0g		Losses due to theft, robbery, vandalism or arson as a % of total sales in the la
q46a	float %22.0g	agree	Information on the laws & regulations affecting my firm is easy to obtain
q46b	float %22.0g	agree	Information on the laws & regulations affecting my firm are consistent and predi

q49	float	%18.0g	likely	Likelihood that an unforeseen change in laws or regulations will occur in 2003 a
q50	float	%9.0g		% of senior management time that was spent in dealing with officials on the appli
q51	float	%10.0g	freq	If a government agent acts against the rules I can usually go to another officia
q51a	float	%10.0g	yesno	Firm is a member of a business association or chamber of commerce
q51b1	float	%27.0g	vlu	Value of lobbying government
q51b2	float	%27.0g	vlu	Value of resolution of disputes (with officials, workers or other firms)
q51b3	float	%27.0g	vlu	Value of information and/or contacts on domestic product and input markets
q51b4	float	%27.0g	vlu	Value of information and or contacts on international product and input markets
q51b5	float	%27.0g	vlu	Value of accrediting standards or quality of products, reputational benefits
q51b6	float	%27.0g	vlu	Value of information on government regulations
q52	float	%10.0g	yesno	Did the firm seek to influence or content of laws or regulations affecting it
q53a	float	%18.0g	influ	Influence on enacted national laws and regulations: By your firm
q53b	float	%18.0g	influ	Influence on enacted national laws and regulations: By domestic competitors
q53c	float	%18.0g	influ	Influence on enacted national laws and regulations: By other domestic firms
q53d	float	%18.0g	influ	Influence on enacted national laws and regulations: By foreign firms
q53e	float	%18.0g	influ	Influence on enacted national laws and regulations: By a business association to
q53f	float	%18.0g	influ	Influence on enacted national laws and regulations: By other business associatio
q53g	float	%18.0g	influ	Influence on enacted national laws and regulations: By dominant firms or conglom
q53h	float	%18.0g	influ	Influence on enacted national laws and regulations: By labour unions
q53i	float	%18.0g	influ	Influence on enacted national laws and regulations: By organised crimes
q53j	float	%18.0g	influ	Influence on enacted national laws and regulations: By regional or local governm
q53k	float	%18.0g	influ	Influence on enacted national laws and regulations: By military

q53l	float	%18.0g	influ	Influence on enacted national laws and regulations: By individual or firms with
q53m	float	%18.0g	influ	Influence on enacted national laws and regulations: By international development
q54a	float	%10.0g	freq	It is common for firms in my line of business to have to pay some irregular 'add
q54b	float	%10.0g	freq	Firms in my line of business usually know in advance about how much this additio
q55	float	%9.0g		What % of total annual sales do firms like yours typically pay in unofficial pay
q56a	float	%10.0g	freq	Frequency of unofficial payments/gifts to get connected and maintain public serv
q56b	float	%10.0g	freq	Frequency of unofficial payments/gifts to obtain business licenses and permits
q56c	float	%10.0g	freq	Frequency of unofficial payments/gifts to obtain government contracts
q56d	float	%10.0g	freq	Frequency of unofficial payments/gifts to deal with occupational health and safe
q56e	float	%10.0g	freq	Frequency of unofficial payments/gifts to deal with fire and building inspection
q56f	float	%10.0g	freq	Frequency of unofficial payments/gifts to deal with environmental inspections
q56g	float	%10.0g	freq	Frequency of unofficial payments/gifts to deal with taxes and tax collection
q56h	float	%10.0g	freq	Frequency of unofficial payments/gifts to deal with customs/imports
q56i	float	%10.0g	freq	Frequency of unofficial payments/gifts to deal with courts
q56j	float	%10.0g	freq	Frequency of unofficial payments/gifts to influence the content of new legislati
q57	float	%10.0g	dk	% of contract value typically paid in additional or unofficial payments/gifts to
q58	float	%10.0g	dk	% of total annual sales a typical firm reports for tax purposes
q59a	float	%18.0g	influ	Private payments/gifts/other benefits to Parliamentarians - direct impact
q59b	float	%18.0g	influ	Private payments/gifts/other benefits to Government officials - direct impact
q59c	float	%18.0g	influ	Private payments/gifts/other benefits to judges in criminal court cases -direct
q59d	float	%18.0g	influ	Private payments/gifts/other benefits to judges in commercial court cases -direc

q59e	float	%18.0g	influ	
q59f	float	%18.0g	influ	Illegal contributions to political parties and/or election campaigns - direct im
q64a1	float	%9.0g		Working capital - % internal funds/retained earnings
q64a2	float	%9.0g		Working capital - % equity
q64a3	float	%9.0g		Working capital - % borrowing from local private commercial banks
q64a4	float	%9.0g		Working capital - % borrowing from state-owned banks including state development
q64a5	float	%9.0g		Working capital - % borrowing from foreign banks
q64a6	float	%9.0g		Working capital - % loans from family/friends
q64a7	float	%9.0g		Working capital - % money lenders or other informal sources
q64a8	float	%9.0g		Working capital - % trade credit from suppliers
q64a9	float	%9.0g		Working capital - % trade credit from customers
q64a10	float	%9.0g		Working capital - % credit cards
q64a11	float	%9.0g		Working capital - % leasing arrangements
q64a12	float	%9.0g		Working capital - % government
q64a13	float	%9.0g		Working capital - % other (specify sources)
q64a14	float	%9.0g		Other source of finance for working capital
q64b1	float	%9.0g		Fixed assets - % internal funds/retained earnings
q64b2	float	%9.0g		Fixed assets - % equity
q64b3	float	%9.0g		Fixed assets - % borrowing from local private commercial banks
q64b4	float	%9.0g		Fixed assets - % borrowing from state-owned banks including state development ba
q64b5	float	%9.0g		Fixed assets - % borrowing from foreign banks
q64b6	float	%9.0g		Fixed assets - % loans from family/friends
q64b7	float	%9.0g		Fixed assets - % money lenders or other informal sources
q64b8	float	%9.0g		Fixed assets - % trade credit from suppliers
q64b9	float	%9.0g		Fixed assets - % trade credit from customers
q64b10	float	%9.0g		Fixed assets - % credit cards
q64b11	float	%9.0g		Fixed assets - % leasing arrangements
q64b12	float	%9.0g		Fixed assets - % the government
q64b13	float	%9.0g		Fixed assets - % other (specify sources)
q64b14	float	%9.0g		Other source of finance for new investement
q65a	float	%9.0g	q65a	Was collateral required for the most recent bank loan?
q65b1_r1	float	%15.0g	q65b1	Kind of collateral used (1)
q65b1_r2	float	%15.0g	q65b1	Kind of collateral used (2)

q65b1_r3	float	%15.0g	q65b1	Kind of collateral used (3)
q65b1_r4	float	%15.0g	q65b1	Kind of collateral used (4)
q65b1_r5	float	%15.0g	q65b1	Kind of collateral used (5)
q65b2	float	%9.0g		Other kind of collateral
q65c	float	%9.0g		Approximate value of the collateral required as a % of the loan value
q65d	float	%10.0g	dk	Approximate value of the loan's annual cost (rate of interest)
q65e	float	%9.0g		Duration of the loan in month
q65f	float	%9.0g		Days it took from application for the loan to an agreement
q65h	float	%69.0g	q65h	If your firm were to fall behind in its bank repayments, which of the following
q66a	float	%16.0g	easy	Ease of obtaining a short-term working capital loan on commercial terms
q66b	float	%16.0g	easy	Ease of obtaining a longer term banking loan for new investment
q70a	float	%12.0g	q70a	Has your firm changed its main bank since 1998
q70b	float	%18.0g	important	How important in retrospect was this initiative for your survival and/or growth
q72b1_r1	float	%53.0g	q72b1	Sources to finance a gap in cash flow, source 1
q72b1_r2	float	%53.0g	q72b1	Sources to finance a gap in cash flow, source 2
q72b1_r3	float	%53.0g	q72b1	Sources to finance a gap in cash flow, source 3
q72b1_r4	float	%53.0g	q72b1	Sources to finance a gap in cash flow, source 4
q72b2a	float	%18.0g	important	Importance of liquidate short term financial assets
q72b2b	float	%18.0g	important	Importance of obtaining credit from banks
q72b2c	float	%18.0g	important	Importance of obtaining credit from suppliers
q72b2d	float	%18.0g	important	Importance of delaying payment to suppliers/utilities
q72b2e	float	%18.0g	important	Importance of issuing bills of exchange (e.g. veksels)
q72b2f	float	%18.0g	important	Importance of exchanging goods for goods
q72b2g	float	%18.0g	important	Importance of delaying payments to budget and extra-budgetary funds

q72b2h	float	%18.0g	important	Importance of delaying payments to workers
q72b2i	float	%18.0g	important	Importance of obtaining credit from the government
q72b2j	float	%18.0g	important	Importance of obtaining a subsidy from the government
q72b2k	float	%18.0g	important	Importance of other
q73	float	%10.0g	yesno	Does your firm use international accounting standards (IAS)
q74	float	%10.0g	yesno	Does your establishment have its annual financial statement reviewed by an exter
q75a1	float	%9.0g		Days it takes to clear a cheque
q75a2	float	%9.0g		Days it takes to clear a domestic currency wire
q75a3	float	%9.0g		Days it takes to clear a foreign currency wire
q75b1	float	%9.0g		Charge as a % of transaction for a cheque
q75b2	float	%9.0g		Charge as a % of transaction for a domestic currency wire
q75b3	float	%9.0g		Charge as a % of transaction for a foreign currency wire
q75c1	float	%9.0g		Pay lump sum/ fixed sum for a cheque
q75c2	float	%9.0g		Pay lump sum/ fixed sum for a domestic currency wire
q75c3	float	%9.0g		Pay lump sum/ fixed sum for a foreign currency wire
q76a	float	%9.0g		% of sales settled by cash or bank transfer in 2001
q76b	float	%9.0g		% of sales settled by bills of exchange in 2001
q76c	float	%9.0g		% of sales settled by debt swaps or offsets in 2001
q76d	float	%9.0g		% of sales settled by exchange of goods for goods in 2001
q76e	float	%9.0g		% of sales settled by other in 2001
q77a	float	%9.0g		% of purchases settled by cash or bank transfer in 2001
q77b	float	%9.0g		% of purchases settled by bills of exchange in 2001
q77c	float	%9.0g		% of purchases settled by debt swaps or offsets in 2001
q77d	float	%9.0g		% of purchases settled by exchange of goods for goods in 2001
q77e	float	%9.0g		% of purchases settled by other in 2001
q78a1	float	%10.0g	yesno	Utilities: Payment overdue (more than 90 days)

q78a2	float	%10.0g	yesno	Taxes: Payment overdue (more than 90 days)
q78a3	float	%10.0g	yesno	Employees: Payment overdue (more than 90 days)
q78a4	float	%10.0g	yesno	Material input suppliers: Payment overdue (more than 90 days)
q78b1	float	%9.0g		Utilities: Overdue payments (more than 90 days) as a % of annual sales
q78b2	float	%9.0g		Taxes: Overdue payments (more than 90 days) as a % of annual sales
q78b3	float	%9.0g		Employees: Overdue payments (more than 90 days) as a % of annual sales
q78b4	float	%9.0g		Material input suppliers: Overdue payments (more than 90 days) as a % of annual
q79a1	float	%10.0g	yesno	National government subsidies since 1998
q79a2	float	%10.0g	yesno	Regional or local government subsidies since 1998
q79a3	float	%10.0g	yesno	Other subsidies since 1998
q79b1	float	%10.0g	dk	National government subsidies since 1998, % of annual sales
q79b2	float	%10.0g	dk	Regional or local government subsidies since 1998, % of annual sales
q79b3	float	%10.0g	dk	Other subsidies since 1998, % of annual sales
q80a	float	%17.0g	obstacle	Obstacle: Access to financing
q80b	float	%17.0g	obstacle	Obstacle: Cost of financing
q80c	float	%17.0g	obstacle	Obstacle: Telecommunication
q80d	float	%17.0g	obstacle	Obstacle: Electricity
q80e	float	%17.0g	obstacle	Obstacle: Transportation
q80f	float	%17.0g	obstacle	Obstacle: Access to land
q80g	float	%17.0g	obstacle	Obstacle: Tax rates
q80h	float	%17.0g	obstacle	Obstacle: Tax administration
q80i	float	%17.0g	obstacle	Obstacle: Customs and trade regulations
q80j	float	%17.0g	obstacle	Obstacle: Business licensing and permits
q80k	float	%17.0g	obstacle	Obstacle: Labour regulations
q80l	float	%17.0g	obstacle	Obstacle: Skills and education of available workers
q80m	float	%17.0g	obstacle	Obstacle: Economic policy uncertainty
q80n	float	%17.0g	obstacle	Obstacle: Macroeconomic instability
q80o	float	%17.0g	obstacle	Obstacle: Functioning of the judiciary
q80p	float	%17.0g	obstacle	Obstacle: Corruption
q80q	float	%17.0g	obstacle	Obstacle: Street crime/theft/disorder
q80r	float	%17.0g	obstacle	Obstacle: Organised crime/Mafia
q80s	float	%17.0g	obstacle	Obstacle: Anti-competitive practises of other producers
q80t	float	%17.0g	obstacle	Obstacle: Contract violations of by customers and

				suppliers
q80u	float	%17.0g	obstacle	Obstacle: Title or leasing of land
q80v	float	%17.0g	obstacle	Obstacle: Other 1
q80w	float	%17.0g	obstacle	Obstacle: Other 2
q81a1	float	%9.0g	increase	Change in sales
q81a2	float	%9.0g	increase	Change in exports
q81a3	float	%9.0g	increase	Change in fixed assets
q81b1	float	%10.0g	dk	Change in sales. % in real terms
q81b2	float	%10.0g	dk	Change in exports. % in real terms
q81b3	float	%10.0g	dk	Change in fixed assets. % in real terms
q82a	float	%10.0g	dk	Total 2001 sales estimate in thousand USD
q82b	float	%10.0g	dk	Replacement value of physical production assets used in 2001 in thousand USD
q83a	float	%10.0g	dk	Spending as % of annual sales on new buildings, machinery and equipment, average
q83b	float	%10.0g	dk	Spending as % of annual sales on R&D, average 1998-2001
q83c	float	%10.0g	dk	Spending as % of annual sales on advertising and marketing, average 1998-2001
q83d	float	%10.0g	dk	Spending as % of annual sales on raw materials and bought in components/services
q84a1	float	%13.0g	percentage	Ratio of debt to assets at the end of 2001
q84a2	float	%9.0g		Ratio of debt to assets at the end of 1998/1999
q84a1a	float	%13.0g	percentage	Gross profits ratio to total sales (%) in 2001
q84a1b	float	%13.0g	percentage	Gross profits ratio to total sales (%) in 1998/1999
q84b	float	%13.0g	q84b	Reinvestment out of profits in 2001
q84c	float	%9.0g		what percentage of borrowing is currently denominated in foreign currency?
q85a1	float	%10.0g	yesno	Undertaken: developed successfully a major new product line since 1998
q85a2	float	%10.0g	yesno	Undertaken: Upgraded an existing product line since 1998
q85a3	float	%10.0g	yesno	Undertaken: Introduction of a new technology that has substantially changed the
q85a4	float	%10.0g	yesno	Undertaken: Discontinued at least one product line
q85a5	float	%10.0g	yesno	Undertaken: Opened a new plant
q85a6	float	%10.0g	yesno	Undertaken: Closed at least one existing plant or outlet
q85a7	float	%10.0g	yesno	Undertaken: Agreed a new joint venture with foreign

q85a8	float	%10.0g	yesno	partner Undertaken: Obtained a new licensing agreement
q85a9	float	%10.0g	yesno	Undertaken: Outsourced a major production activity
q85a10	float	%10.0g	yesno	Undertaken: Brought in-house of a major production activity
q85a11	float	%10.0g	yesno	Undertaken: Obtained a new quality accreditation
q85b1	float	%33.0g	important1	Importance: Developed sucessfully a major new product line
q85b2	float	%33.0g	important1	Importance: Upgraded an existing product line
q85b3	float	%33.0g	important1	Importance: Introduction of a new technology that has substantially changed the
q85b4	float	%33.0g	important1	Importance: Discontinued at least one product line
q85b5	float	%33.0g	important1	Importance: Opened a new plant
q85b6	float	%33.0g	important1	Importance: Closed at least one existing plant ot outlet
q85b7	float	%33.0g	important1	Importance: Agreed a new joint venture with foreign partner
q85b8	float	%33.0g	important1	Importance: Obtained a new licensing agreement
q85b9	float	%33.0g	important1	Importance: Outsourced a major production activity
q85b10	float	%33.0g	important1	Importance: Brought in-house of a major production activity
q85b11	float	%33.0g	important1	Importance: Obtained a new quality accreditation
q86	float	%70.0g	q86	Position to the main competitor
q87	float	%87.0g	q87	Organisation within departments since 1998
q88a	float	%18.0g	important	Developing new products: Pressure from domestic markets
q88b	float	%18.0g	important	Developing new products: Pressure from foreign competitors
q88c	float	%18.0g	important	

q88d	float	%18.0g	important	Developing new products: Pressure from customers
q88e	float	%18.0g	important	Developing new products: Pressure from creditors
q88f	float	%18.0g	important	Developing new products: Pressure from shareholders
q89a	float	%18.0g	important	Developing new products: Pressure from government or government agencies
q89b	float	%18.0g	important	Reducing production costs: Pressure from domestic markets
q89c	float	%18.0g	important	Reducing production costs: Pressure from foreign competitors
q89d	float	%18.0g	important	Reducing production costs: Pressure from customers
q89e	float	%18.0g	important	Reducing production costs: Pressure from creditors
q89f	float	%18.0g	important	Reducing production costs: Pressure from shareholders
q90a	float	%9.0g		Reducing production costs: Pressure from government or government agencies
q90b	float	%9.0g		Current capacity of utilisation of facilities/man power
q91a1	float	%9.0g		Capacity in 1998/1999 of utilisation of facilities/man power
q91a2	float	%9.0g		Current number of full-time employees
q91b1	float	%9.0g		Number of full-time employees in 1998/1999
q91b2	float	%9.0g		Current number of part-time or temporary employees
q92a	float	%9.0g		Number of part-time or temporary employees in 1998/1999
q92b	float	%9.0g		% of full-time workers that are managers
q92c	float	%9.0g		% of full-time workers that are professionals
q92d	float	%9.0g		% of full-time workers that are skilled workers
q92e	float	%9.0g		% of full-time workers that are unskilled workers
q93	float	%9.0g		% of full-time workers that are support workers
q94a	float	%9.0g		% of permanent full-time workers that are expatriats
q94b	float	%9.0g		% of workforce that did not complete primary school
				% of workforce with primary schooling

q94c	float	%9.0g		% of workforce with some secondary school
q94d	float	%9.0g		% of workforce with secondary school diploma
q94e	float	%9.0g		% of workforce with some university
q94f	float	%9.0g		% of workforce with a university degree or higher
q95a	float	%10.0g	dk	Time to fill a vacancy for managers (weeks)
q95b	float	%10.0g	dk	Time to fill a vacancy for professionals (weeks)
q95c	float	%10.0g	dk	Time to fill a vacancy for skilled workers (weeks)
q95d	float	%10.0g	dk	Time to fill a vacancy for unskilled workers (weeks)
q95e	float	%10.0g	dk	Time to fill a vacancy for support workers (weeks)
q96a1	float	%10.0g	yesno	Training offered for managers?
q96a2	float	%10.0g	yesno	Training offered for professionals?
q96a3	float	%10.0g	yesno	Training offered for skilled workers?
q96a4	float	%10.0g	yesno	Training offered for unskilled workers?
q96a5	float	%10.0g	yesno	Training offered for support workers?
q96b1	float	%9.0g		Training offered for managers. percentage
q96b2	float	%9.0g		Training offered for professionals. percentage
q96b3	float	%9.0g		Training offered for skilled workers. percentage
q96b4	float	%9.0g		Training offered for unskilled workers. percentage
q96b5	float	%9.0g		Training offered for support workers. percentage
q97a	float	%9.0g		days lost on strikes or labour disputes
q97b	float	%9.0g		days lost on civil unrest
q98	float	%9.0g		Optimal level of employment as percentage of current employment
q99a1	float	%9.0g	increase	Change in share of skilled workers
q99a2	float	%9.0g	increase	Change in share of unskilled workers
q99a3	float	%9.0g	increase	Change in share of managers and professionals
q99a4	float	%9.0g	increase	Change in share of employees that have at least secondary education
q99b1	float	%33.0g	important1	Importance of change in share of skilled workers
q99b2	float	%33.0g	important1	Importance of change in share of unskilled workers
q99b3	float	%33.0g	important1	Importance of change in share of managers and professionals
q99b4	float	%33.0g	important1	Importance of change in share of employees that have at least secondary education
q100a1	float	%10.0g	yesno	Have managers left the company since 1998?
q100a2	float	%10.0g	yesno	Have professionals left the company since 1998?
q100a3	float	%10.0g	yesno	Have skilled workers left the company since 1998?

q100b1	float	%9.0g		Number of managers that left the company since 1998
q100b2	float	%9.0g		Number of professionals that left the company since 1998
q100b3	float	%9.0g		Number of skilled workers that left the company since 1998
q100c1	float	%33.0g	important1	Importance: Managers that left the company since 1998
q100c2	float	%33.0g	important1	Importance: Professionals that left the company since 1998
q100c3	float	%33.0g	important1	Importance: Skilled workers that left the company since 1998

Sorted by: al seno2002

VALUE LABELS

al_iso:

- 8 Albania
- 31 Azerbaijan
- 51 Armenia
- 70 Bosnia and Herzegovina

- 100 Bulgaria
- 112 Belarus
- 191 Croatia
- 203 Czech Republic
- 233 Estonia
- 268 Georgia
- 276 Germany
- 300 Greece
- 348 Hungary
- 372 Ireland
- 398 Kazakhstan
- 410 South Korea
- 417 Kyrgyz Republic
- 428 Latvia
- 440 Lithuania
- 496 Mongolia
- 498 Moldova
- 499 Montenegro

616 Poland
620 Portugal
642 Romania
643 Russia
688 Serbia
703 Slovak Republic
704 Vietnam
705 Slovenia
724 Spain
762 Tajikistan
792 Turkey
804 Ukraine
807 FYR Macedonia
860 Uzbekistan
891 Yugoslavia
892 Kosovo under UNSCR 1244

a1:

41 Bulgaria
44 Albania
46 Croatia
50 Belarus
51 Georgia
52 Tajikistan
53 Turkey
54 Ukraine
55 Uzbekistan
58 Russia
59 Poland
60 Romania
62 Kazakhstan
63 Moldova
64 Bosnia and Herzegovina
65 Azerbaijan
66 FYR Macedonia
67 Armenia
68 Kyrgyz Republic
70 Estonia
72 Czech Republic
73 Hungary
74 Latvia
75 Lithuania
76 Slovak Republic

77 Slovenia
119 Yugoslavia

q87:

- 9 Don't know
- 1 My firm is organised in much the same way as it was in 1998
- 2 My firm has had some reallocation of responsibility and resources between departments
- 3 My firm has had major reallocations of responsibility and resources between departments
- 4 My firm has had a complete new organisational structure

q86:

- 9 Don't know
- 1 My firm's technology is less advanced than that of its main competitor
- 2 My firm's technology is about the same as that of my main competitor
- 3 My firm's technology is more advanced than that of my main competitor

q84b:

- 1 0%
- 2 1-10%
- 3 11-25%
- 4 26-50%
- 5 51-75%
- 7 more than 70%

percentage:

- 9 Don't know
- 1 Negative
- 2 0%
- 3 1-10%
- 4 11-20%
- 5 21-30%
- 6 31-40%
- 7 More than 40%

increase:

- 1 Increase
- 2 Decrease
- 3 No change

obstacle:

- 9 Don't know
- 1 No obstacle
- 2 Minor obstacle
- 3 Moderate obstacle
- 4 Major obstacle

q72b1:

- 1 liquidate short term financial assets
- 2 obtaining credit from banks
- 3 obtaining credit from suppliers
- 4 delaying payment to suppliers/utilities
- 5 issuing bills of exchange (e.g. veksels)
- 6 exchanging goods for goods
- 7 delaying payments to budget and extra-budgetary funds
- 8 delaying payments to workers
- 9 obtaining credit from the government
- 10 obtaining a subsidy from the government
- 11 other

important:

- 9 Don't know
- 1 Not important
- 2 Slightly important
- 3 Fairly important
- 4 Very important

q70a:

- 1 Yes
- 2 No
- 3 No main bank

easy:

- 9 Don't know
- 1 Impossible
- 2 Very difficult
- 3 Fairly difficult
- 4 Fairly easy
- 5 Very easy

q65h:

- 9 Don't know
- 1 Do nothing
- 2 Extend the term of the loan without changing the conditions
- 3 Extend the term of the loan but increase the interest rate
- 4 Begin legal proceedings to take possession of some assets of the firm

q65b1:

- 1 Land

- 2 Buildings
- 3 Machinery
- 4 Your home
- 5 Other (specify)

q65a:

- 1 yes
- 2 no
- 3 no loan

influ:

- 0 No impact
- 1 Minor influence
- 2 Moderate influence
- 3 Major influence
- 4 Decisive influence
- 5 Don't know

vlu:

- 9 Don't know
- 7 Not provided
- 0 No value
- 1 Minor value
- 2 Moderate value
- 3 Major value
- 4 Critical value to your firm

likely:

- 9 Don't know
- 1 Extremely unlikely
- 2 Highly unlikely
- 3 Fairly unlikely
- 4 Fairly likely
- 5 Highly likely
- 6 Extremely likely

agree:

- 9 Don't know
- 1 Strongly disagree
- 2 Disagree in most cases
- 3 Tend to disagree
- 4 Tend to agree
- 5 Agree in most cases
- 6 Strongly agree

freq:

- 9 Don't know
- 1 Never
- 2 Seldom
- 3 Sometimes
- 4 Frequently
- 5 Usually
- 6 Always

important2:

- 9 Don't know
- 1 Not important
- 2 Slightly important
- 3 Fairly important
- 4 Very important
- 5 Extremely important

q30:

- 1 Continue to purchase in the same quantity
- 2 Continue to purchase at slightly lower quantity and get some from alternative suppliers
- 3 Continue to purchase at much lower quantity and buy most from alternative supplier
- 4 Purchase everything from alternative suppliers

q22a:

- 1 0-5%
- 2 More than 5%

q21:

- 1 Customers would continue to buy in the same quantity
- 2 Customers would buy at slightly lower quantity
- 3 Customers would buy at much lower quantity
- 4 Many would buy from the competitor

important1:

- 9 Don't know
- 7 These products cannot be imported
- 1 Not important
- 2 Slightly important
- 3 Fairly important
- 4 Very important
- 5 Extremely important

howmany:

- 1 None
- 2 1-3
- 3 4 or more

lessmore:

- 1 Less than 20%
- 2 20% or more

q13:

- 9 Don't know
- 1 Did not complete school
- 2 Secondary school
- 3 Vocational training
- 4 Some university training
- 5 Completed university degree
- 6 Completed higher university degree

q9aa:

- 1 Privatisation of the state-owned firm
- 2 Originally private from time of start-up
- 3 Private subsidiary of a formerly state-owned firm
- 4 Joint venture with foreign partner(s)
- 5 Other (Specify)

q4a:

- 9 Don't know
- 1 Individual
- 2 Family
- 3 Domestic company
- 4 Foreign company
- 5 Bank
- 6 Investment fund
- 7 Managers of the firm
- 8 Employees of the firm
- 9 Government or government agency
- 10 Other specify

q1:

- 1 Chief Executive/President/Vice President
- 2 Owner/proprietor
- 3 Partner
- 4 Director
- 5 General Manager
- 6 Manager
- 7 Finance Officer

s13a:

- 1 At this site
- 2 Elsewhere in the country
- 3 In a foreign country

s7a:

- 9 Don't know
- 1 Austria
- 2 Belgium
- 3 Canada
- 5 Denmark
- 6 Finland
- 7 France
- 8 Germany
- 9 Greece
- 10 Italy
- 11 Japan
- 12 Korea
- 15 Sweden
- 16 UK
- 17 USA
- 30 Hungary
- 38 Russia
- 42 Turkey
- 52 Other(specify)

s4a2:

- 1 Small firm
- 2 Medium size
- 3 Large firm

s4a1:

- 1 2-10
- 2 11-49
- 3 50-99
- 4 100-249
- 5 250-499
- 6 500-999
- 7 1000-9999

s3:

- 1 Mining and quarrying
- 2 Construction
- 3 Manufacturing
- 4 Transport storage and communication
- 5 Wholesale and retail trade
- 6 Real estate, renting and business services
- 7 Hotels and restaurants
- 8 Other services

s2b: 1 Private sector
2 State owned

s2a: 1 Single proprietorship
2 Partnership
3 Cooperative
4 Corporation, privately held
5 Corporation listed on a stock exchange
6 Other private sector
7 State/municipal/district-owned enterprise
8 Corporatized state-owned enterprise
9 Other state owned

yesno: -9 Don't know
1 Yes
2 No

city: 1 Capital
2 Other, over 1 Million
3 Other, 250,000-1,000,000
4 Other, 50,000-250,000
5 Under 50,000

yugo: 1 Serbia
2 Montenegro

dk: -9 Don't know