BEEPS III (BEEPS 2005)

NOTES

_dta:
1. Copyright 2005 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) III.
4. In Ireland and Spain, the fieldwork was conducted from 6 June to 30 September 2005.
5. In all other countries, the fieldwork was conducted from 10 March to 20 April 2005.
6. Where applicable, amounts are specified in thousand USD, except for ES, and IE, where they are in thousand EUR.
7. Firms in Azerbaijan were reluctant to provide any financial information, and the few that did appeared to provide inaccurate information, so the data was discarded.
8. Please read the Technical documentation before using the data.
9. Address comments and questions using the form at http://www.ebrd.com/pages/research/economics/data/form.shtml(EBRD).

VARIABLE LABELS

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 obs:         10,762                        (c) 2005 EBRD and World Bank.  Type 'notes' for
                                               citation instructions.
 vars:          419                         2 Aug 2011 16:24
 size:      9,093,890 (82.7% of memory free) (_dta has notes)
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variable name	storage type	display format	value label	variable label
idstd	double	%12.0g		WEB STD FIRMID
seno2005	int	%8.0g		Serial number
a1	float	%22.0g	a1	Country
a1_iso	float	%23.0g	a1_iso	ISO 3166-1 country code
yugo	byte	%10.0g	yugo_v	If Serbia or Montenegro
city	byte	%8.0g		Size of city
citowvil	float	%8.0g		City/town/village code [excl. BEEPS II.5]
regoblas	float	%8.0g		Region/oblast code [excl. BEEPS II.5]
regionname	str39	%39s		Name of the region/oblast [excl. BEEPS II.5]
table5	byte	%20.0g	yesno	Panel enterprise interviewed in BEEPS 2002?
seno2002	int	%8.0g		Serial number of firm in BEEPS 2002
table6	byte	%10.0g	table6	Manufacturing overlay survey for which country?
table7	byte	%8.0g		Manufacturing overlay region

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region_mnf       str30    %30s                   Manufacturing overlay region
poland           byte     %20.0g      yesno      Poland: Panel enterprise interviewed in BEEPS 2003
moldova          byte     %20.0g      yesno      Moldova: Panel enterprise interviewed in BEEPS 2003
seno2003         int      %8.0g                  Serial number of firm in manufacturing overlay
                                                   BEEPS in 2003
s1               byte     %20.0g      yesno      Representative of the firm?
s1a              int      %8.0g                  Year the firm began operations in the country
s2a              byte     %41.0g      s2a_v      Legal status detail
s2b              byte     %14.0g      s2b_v      Legal status general
s2c              byte     %8.0g                  Other legal status
s3               byte     %42.0g      s3_v       Activity in terms of sales
s3a              byte     %8.0g                  % of annual sales come from the main area
s3b              str56    %56s                   Main product/service line, description
code             int      %8.0g                  Main product/service line, ISIC Rev 3.1 code
s4a              byte     %9.0g       s4a        Number of full-time employees detail
s4b              byte     %11.0g      s4b        Number of full-time employees general
s5a              byte     %8.0g                  % owned by private domestic company/organisation
s5b              byte     %8.0g                  % owned by private foreign company/organisation
s5c              byte     %8.0g                  % owned by government/state
s5d              byte     %8.0g                  % owned by other
s6a_r1           float    %22.0g      s6a        Nationality of the organisation (1)
s6a_r2           float    %22.0g      s6a        Nationality of the organisation (2)
s6a_r3           float    %22.0g      s6a        Nationality of the organisation (3)
s6a_r4           float    %22.0g      s6a        Nationality of the organisation (4)
s6b              byte     %8.0g                  Other Nationality
s7               int      %20.0g      yesno      Selling of products directly to customers outside
                                                   the country?
s8               byte     %8.0g                  % of directly to customers exports in sales
s9               byte     %24.0g      s9_v       Location of the headquarters
s10              byte     %8.0g       number     Number of establishments in this country
s11              int      %20.0g      yesno      Holdings or operations in other countries?
s12_r1           float    %21.0g      s12        Source of the loan(s) in 2002 (1) [only BEEPS 2005]
s12_r2           float    %21.0g      s12        Source of the loan(s) in 2002 (2) [only BEEPS 2005]
s12_r3           float    %21.0g      s12        Source of the loan(s) in 2002 (3) [only BEEPS 2005]
s12_r4           float    %21.0g      s12        Source of the loan(s) in 2002 (4) [only BEEPS 2005]
q1               byte     %40.0g      q1         Job title
q2a              byte     %8.0g                  % of mining and quarrying in sales
q2b              byte     %8.0g                  % of construction in sales
q2c              byte     %8.0g                  % of manufacturing in sales
q2d              byte     %8.0g                  % of transport storage and communication in sales
q2e              byte     %8.0g                  % of wholesale, retail, repairs in sales
q2f              byte     %8.0g                  % of real estate, renting and business services in
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                                           sales
q2g             byte   %8.0g               % of hotels and restaurants in sales
q2h             byte   %8.0g               % of other in sales
q3a             byte   %8.0g               % of the firm owned by the largest shareholder(s)
q3b             byte   %16.0g    shareno    Number of shareholders that hold the largest share
q4aa_r1         float  %31.0g    q4aa       Characteristics of the largest shareholder(s) (1)
q4aa_r2         float  %31.0g    q4aa       Characteristics of the largest shareholder(s) (2)
q4aa_r3         float  %31.0g    q4aa       Characteristics of the largest shareholder(s) (3)
q4aa_r4         float  %31.0g    q4aa       Characteristics of the largest shareholder(s) (4)
q4ab            byte   %8.0g                Characteristics of the largest shareholder: Other
q4b             byte   %20.0g    yesno      Individual/family member as manager/director of the
                                              firm
q4c             byte   %20.0g    yesno      one of the principal owners is a female
q5a             byte   %49.0g    q5a        How was the firm established?
q5b             byte   %8.0g                Establishment of the firm: Other
q6              int    %8.0g                Year of completion of privatisation
q7a             byte   %8.0g                % of sales sold domestically
q7b             byte   %8.0g                % of sales exported directly
q7c             byte   %8.0g                % of sales exported indirectly through a
                                              distributor
q7d             int    %8.0g                First year exported directly [excl. BEEPS II.5]
q7e             int    %8.0g                First year exported indirectly through a
                                              distributor [excl. BEEPS II.5]
q8a             byte   %8.0g                Average export time over the last 12 months
q8b             int    %8.0g                Longest export time over the last 12 months
q9a             byte   %8.0g                % of sales to government or government agencies
                                              (excluding state-owned enterpris
q9b             byte   %8.0g                % of sales to state owned or controlled enterprises
q9c             byte   %8.0g                % of sales to mutlinationals located in your
                                              country (not including a parent com
q9d             byte   %8.0g                % of sales to your firm's parent company or
                                              affiliated subsidiaries
q9e             byte   %8.0g                % of sales to large domestic firms (250 or more
                                              workers)
q9f             byte   %8.0g                % of sales to small firms and individuals [excl.
                                              BEEPS II.5]
q9g             byte   %8.0g                % of sales to other [excl. BEEPS II.5]
q10             int    %33.0g    important
                                           Importance of the competition from imports for the
                                              main line of products or serv
q11             byte   %52.0g    q11_v      Impact of a 10% price increase when competitors
                                              maintain their prices
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q12a            byte   %20.0g      yesno       Compete in the national market?
q12ba           byte   %9.0g       q12ba_v     Number of competitors in the national market,
                                                   currently
q12bb           byte   %9.0g       q12ba_v     Number of competitors in the national market, 36
                                                   months ago
q12ca           byte   %15.0g      competitor
                                                Number of competitors in the national market,
                                                   currently
q12cb           byte   %15.0g      competitor
                                                Number of competitors in the national market, 36
                                                   months ago
q13a            byte   %20.0g      yesno       Compete in the local market?
q13ba           byte   %9.0g       q12ba_v     Number of competitors in the local market,
                                                   currently
q13bb           byte   %9.0g       q12ba_v     Number of competitors in the local market, 36
                                                   months ago
q13ca           byte   %15.0g      competitor
                                                Number of competitors in the local market,
                                                   currently
q13cb           byte   %15.0g      competitor
                                                Number of competitors in the local market, 36
                                                   months ago
q14             int    %20.0g      dk          Margin of sales price to operating costs, %
q15a            byte   %8.0g                   % of material inputs and supplies purchased from
                                                   domestic sources
q15b            byte   %8.0g                   % of material inputs and supplies imported directly
q15c            byte   %8.0g                   % of material inputs and supplies imported
                                                   indirectly through a distributor
q16a            byte   %8.0g                   Average time for import over the last 12 months
q16b            int    %8.0g                   Longest time for import over the last 12 months
q17             int    %8.0g                   Days of inventory of main input/supply
q19             byte   %47.0g      q19_v       Impact of a 10% price increase by the main supplier
q20a1           byte   %20.0g      yesno       Undertaken: Change the identity of main material
                                                   supplier
q20a2           byte   %20.0g      yesno       Undertaken: Change the identity of the main
                                                   customers (>20% of sales)
q20a3           byte   %20.0g      yesno       Undertaken: Exported to new country
q20b1           int    %18.0g      important2
                                                Importance: Changed the identity of main material
                                                   supplier
q20b2           int    %18.0g      important2
                                                Importance: Changed the identity of the main
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				customers (>20% of sales)
q20b3	int	%18.0g	important2	
				Importance: Exported to new country
q21a	int	%18.0g	important2	
				Source of new customers: Family and friends
q21b	int	%18.0g	important2	
				Source of new customers: Former employees now working for a new firm
q21c	int	%18.0g	important2	
				Source of new customers: Prior employment of senior managers by a supplier
q21d	int	%18.0g	important2	
				Source of new customers: Existing customers
q21e	int	%18.0g	important2	
				Source of new customers: Government agencies
q21f	int	%18.0g	important2	
				Source of new customers: Business associations
q21g	int	%18.0g	important2	
				Source of new customers: Trade fairs
q22a	int	%18.0g	important2	
				Source of new suppliers: Family and friends
q22b	int	%18.0g	important2	
				Source of new suppliers: Former employees now working for a new firm
q22c	int	%18.0g	important2	
				Source of new suppliers: Prior employment of senior managers by a supplier
q22d	int	%18.0g	important2	
				Source of new suppliers: Existing customers
q22e	int	%18.0g	important2	
				Source of new suppliers: Government agencies
q22f	int	%18.0g	important2	
				Source of new suppliers: Business associations
q22g	int	%18.0g	important2	
				Source of new suppliers: Trade fairs
q23a1	int	%8.0g		Days over the last 12 months with power outages or surges from the public grid
q23a2	int	%8.0g		Days over the last 12 months with insufficient water supply
q23a3	int	%8.0g		Days over the last 12 months with unavailable mainline telephone service
q23b1	byte	%24.0g	hourless	Average duration (hours/days) of power outages or

				surges from the public grid
q23b2	byte	%24.0g	hourless	Average duration (hours/days) of insufficient water supply
q23b3	byte	%24.0g	hourless	Average duration (hours/days) of unavailable mainline telephone service
q23c1	byte	%8.0g		% of total sales lost due to power outages or surges from the public grid [excl.
q23c2	byte	%8.0g		% of total sales lost due to insufficient water supply [excl. BEEPS II.5]
q23c3	byte	%8.0g		% of total sales lost due to unavailable mainline telephone service [excl. BEEPS
q24a	byte	%20.0g	yesno	Firm regularly uses fixed line telephone in its interactions
q24b	byte	%20.0g	yesno	Firm regularly uses fax in its interactions
q24c	byte	%20.0g	yesno	Firm regularly uses mobile telephone in its interactions
q24d	byte	%20.0g	yesno	Firm regularly uses email in its interactions
q24e	byte	%20.0g	yesno	Firm regularly uses internet in its interactions
q25a	int	%8.0g		Setting up a fixed line telephone connection: actual wait in days over the last
q25b	int	%8.0g		Setting up an electrical connection: actual wait in days over the last 36 months
q26a	byte	%8.0g		% of products shipped and sold in the domestic market lost due to breakage/spoil
q26b	int	%8.0g		% of products exported directly lost due to breakage/spoilage/theft
q27a	int	%11.0g	freq	How often do you associate fair and impartial with the court system?
q27b	int	%11.0g	freq	How often do you associate honest/uncorrupted with the court system?
q27c	int	%11.0g	freq	How often do you associate quick with the court system?
q27d	int	%11.0g	freq	How often do you associate affordable with the court system?
q27e	int	%11.0g	freq	How often do you associate able to enforce its decisions with the court system?
q28	int	%22.0g	agree	I am confident that the legal system will uphold my contract and property rights
q29a	byte	%8.0g		% of firm's sales that are pre-paid
q29b	byte	%8.0g		% of firm's sales that are paid on delivery
q29c	byte	%8.0g		% of firm's sales that are sold on credit
q30a	byte	%8.0g		% of firm's purchases that are pre-paid

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q30b          byte    %8.0g              % of firm's purchases that are paid on delivery
q30c          byte    %8.0g              % of firm's purchases that are on credit
q31a          byte    %20.0g    cases    Resolved an overdue payment in the last 36 months?
q31b          byte    %9.0g     cases    Number of cases to resolve an overdue payment
                                            [excl. BEEPS II.5]
q31c          int     %9.0g     cases    Average duration (in weeks) of resolving an overdue
                                            payment
q31d          byte    %9.0g     cases    Number of cases resolved an overdue payment by
                                            court action
q31ea         byte    %9.0g     cases    Number of cases that involving the firm as
                                            plaintiff
q31eb         byte    %9.0g     cases    Number of cases that involving the firm as
                                            defendant
q32a1         byte    %20.0g    yesno    Make security payments(equipment, personnel, or
                                            professional security services)
q32a2         float   %9.0g              % of annual sales spent on for security
                                            payments(equipment, personnel, or profes
q32a3         long    %8.0g              Amount paid for security in '000 USD ['000 EUR in
                                            comparator countries]
q32b1         byte    %20.0g    yesno    Make protection payments
q32b2         float   %8.0g              % of annual sales spent on for protection payments
q32b3         int     %8.0g              Amount paid for protection in '000 USD ['000 EUR in
                                            comparator countries]
q33a          byte    %20.0g    yesno    Had losses as a result of theft, robbery, vandalism
                                            or arson in the last year
q33b          float   %9.0g              Losses due to theft, robbery, vandalism or arson as
                                            a % of total sales in the la
q34a          int     %22.0g    agree    Information on the laws & regulations affecting my
                                            firm is easy to obtain
q34b          int     %22.0g    agree    Interpretations of the laws and regulations
                                            affecting my firm are consistent and
q35a          float   %9.0g              % of senior management time spent in dealing with
                                            officials
q35b          byte    %20.0g    yesno    Employed outside consultant to deal with officials

                                            [excl. BEEPS II.5]
q35c          int     %11.0g    freq     If a government agent acts against the rules I can
                                            usually go to another officia
q36a          byte    %20.0g    yesno    Firm is a member of a business association or
                                            chamber of commerce
q36b1         int     %14.0g    value    Business associations: Lobbying government to your
                                            firm
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q36b2          int     %14.0g     value      Business associations: Resolution of disputes (with
                                              officials, workers or other
q36b3          int     %14.0g     value      Business associations: Information and/or contacts
                                              on domestic product and input
q36b4          int     %14.0g     value      Business associations: Information and or contacts
                                              on international product and
q36b5          int     %14.0g     value      Business associations: Accrediting standards or
                                              quality of products, reputationa
q36b6          int     %14.0g     value      Business associations: Information on government
                                              regulations
q37            byte    %20.0g     yesno      Seek to influence or content of national laws or
                                              regulations in the last year
q38            byte    %20.0g     yesno      Seek to influence or content of local/regional laws
                                              or regulations in the last y
q38ba1         byte    %20.0g     yesno      Inspections/meetings: Tax inspectorate
q38ba2         byte    %20.0g     yesno      Inspections/meetings: Labour and social security
q38ba3         byte    %20.0g     yesno      Inspections/meetings: Fire and building safety
q38ba4         byte    %20.0g     yesno      Inspections/meetings: Sanitation/epidemiology
q38ba5         byte    %20.0g     yesno      Inspections/meetings: Municipal police
q38ba6         byte    %20.0g     yesno      Inspections/meetings: Environmental
q38ba7         byte    %20.0g     yesno      Inspections/meetings: Customs agency
q38bb1         byte    %24.0g     visit      Number of inspections/meetings: Tax inspectorate
q38bb2         byte    %24.0g     visit      Number of inspections/meetings: Labour and social
                                              security
q38bb3         byte    %24.0g     visit      Number of inspections/meetings: Fire and building
                                              safety
q38bb4         byte    %24.0g     visit      Number of inspections/meetings:
                                              Sanitation/epidemiology
q38bb5         byte    %24.0g     visit      Number of inspections/meetings: Municipal police
q38bb6         byte    %24.0g     visit      Number of inspections/meetings: Environmental
q38bb7         byte    %24.0g     visit      Number of inspections/meetings: Customs agency
q38bc1         byte    %14.0g     hours      Average duration of inspections/meetings: Tax
                                              inspectorate
q38bc2         byte    %14.0g     hours      Average duration of inspections/meetings: Labour
                                              and social security
q38bc3         byte    %14.0g     hours      Average duration of inspections/meetings: Fire and
                                              building safety
q38bc4         byte    %14.0g     hours      Average duration of inspections/meetings:
                                              Sanitation/epidemiology
q38bc5         byte    %14.0g     hours      Average duration of inspections/meetings: Municipal
                                              police
q38bc6         byte    %14.0g     hours      Average duration of inspections/meetings:
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				Environmental
q38bc7	byte	%14.0g	hours	Average duration of inspections/meetings: Customs agency
q39a	int	%11.0g	freq	Frequency of informal payments/gifts to get things done
q39b	int	%11.0g	freq	Firms in my line of business usually know in advance about how much this additio
q40	float	%9.0g		What percent of total annual sales do firms like yours typically pay in unoffici
q41a	int	%11.0g	freq	Frequency of unofficial payments/gifts to get connected and maintain public serv
q41b	int	%11.0g	freq	Frequency of unofficial payments/gifts to obtain business licenses and permits
q41c	int	%11.0g	freq	Frequency of unofficial payments/gifts to obtain government contracts
q41d	int	%11.0g	freq	Frequency of unofficial payments/gifts to deal with occupational health and safe
q41e	int	%11.0g	freq	Frequency of unofficial payments/gifts to deal with fire and building inspection
q41f	int	%11.0g	freq	Frequency of unofficial payments/gifts to deal with environmental inspections
q41g	int	%11.0g	freq	Frequency of unofficial payments/gifts to deal with taxes and tax collection
q41h	int	%11.0g	freq	Frequency of unofficial payments/gifts to deal with customs/imports
q41i	int	%11.0g	freq	Frequency of unofficial payments/gifts to deal with courts
q41j	int	%11.0g	freq	Frequency of unofficial payments/gifts to influence the content of new legislati
q42	float	%9.0g		% of contract value typically paid in additional or unofficial payments/gifts to
q43a	byte	%8.0g		% of total annual sales a typical firm reports for tax purposes
q43b	byte	%8.0g		% of total workforce a typical firm reports for tax purposes
q43c	byte	%8.0g		% of the actual wage bill a typical firm reports for tax purposes
q44a	int	%18.0g	influ	Private payments/gifts/other benefits to Parliamentarians - direct impact [not a
q44b	int	%18.0g	influ	Private payments/gifts/other benefits to Government officials - direct impact [n
q44c	int	%18.0g	influ	Private payments/gifts/other benefits to

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                                                    local/regional officials -direct impact
q45a1           byte    %8.0g               Working capital - % Internal funds/retained
                                                    earnings
q45a2           byte    %8.0g               Working capital - % equity
q45a3           byte    %8.0g               Working capital - % borrowing from local private
                                                    commercial banks
q45a4           byte    %8.0g               Working capital - % borrowing from foreign banks
q45a5           byte    %8.0g               Working capital - % borrowing from state-owned
                                                    banks including state development
q45a6           byte    %8.0g               Working capital - % loans from family/friends
q45a7           byte    %8.0g               Working capital - % money lenders or other informal
                                                    sources
q45a8           byte    %8.0g               Working capital - % trade credit from suppliers
q45a9           byte    %8.0g               Working capital - % trade credit from customers
q45a10          byte    %8.0g               Working capital - % credit cards
q45a11          byte    %8.0g               Working capital - % leasing arrangments
q45a12          byte    %8.0g               Working capital - % government
q45a13          byte    %8.0g               Working capital - % other (specify sources)
q45a14          int     %8.0g               Other source of finance for working capital
q45a15          byte    %8.0g               Fixed assets - % internal funds/retained earnings
q45a16          byte    %8.0g               Fixed assets - % equity
q45a17          byte    %8.0g               Fixed assets - % local private commercial banks
q45a18          byte    %8.0g               Fixed assets - % borrowing from foreign banks
q45a19          byte    %8.0g               Fixed assets - % borrowing from state-owned banks
                                                    including state development ba
q45a20          byte    %8.0g               Fixed assets - % loans from family/friends
q45a21          byte    %8.0g               Fixed assets - % money lenders or other informal
                                                    sources
q45a22          byte    %8.0g               Fixed assets - % trade credit from suppliers
q45a23          byte    %8.0g               Fixed assets - % trade credit from customers
q45a24          byte    %8.0g               Fixed assets - % credit cards
q45a25          byte    %8.0g               Fixed assets - % leasing arrangments
q45a26          byte    %8.0g               Fixed assets - % government
q45a27          byte    %8.0g               Fixed assets - % other (specify sources)
q45a28          byte    %8.0g               Other source of finance for new investement
q45b1           byte    %20.0g      yesno   Firm has a checking account [excl. BEEPS II.5]
q45b2           byte    %20.0g      yesno   Firm has a savings account [excl. BEEPS II.5]
q46a            byte    %8.0g       q46a_v  Coollateral required for the most recent bank loan?
q46b1_r1        float   %24.0g      q46b1   Kind of collateral used (1) [excl. BEEPS II.5]
q46b1_r2        float   %24.0g      q46b1   Kind of collateral used (2) [excl. BEEPS II.5]
q46b1_r3        float   %24.0g      q46b1   Kind of collateral used (3) [excl. BEEPS II.5]
q46b1_r4        float   %24.0g      q46b1   Kind of collateral used (4) [excl. BEEPS II.5]
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q46b1_r5      float  %24.0g   q46b1    Kind of collateral used (5) [excl. BEEPS II.5]
q46b2         byte   %8.0g             Other kind of collateral
q46c          int    %8.0g             Approximate value of the collateral required as a
                                         percent of the loan value
q46d          float  %9.0g             Approximate value of the loan's annual cost (rate
                                         of interest)
q46e          int    %8.0g             Duration of the loan in month
q46f          byte   %16.0g   q46f_v   Loan denominated in local or foreign currency?
q46g1         byte   %8.0g             The month when the loan was received
q46g2         int    %8.0g             The year when the loan was received
q46h          int    %8.0g             Days it took from application for the loan to an
                                         agreement
q47a          byte   %46.0g   q47a     Reason for not having a loan currently
q47b1_r1      float  %59.0g   q47b1    Main reasons for not applying for a loan (1)
q47b1_r2      float  %59.0g   q47b1    Main reasons for not applying for a loan (2)
q47b1_r3      float  %59.0g   q47b1    Main reasons for not applying for a loan (3)
q47b1_r4      float  %59.0g   q47b1    Main reasons for not applying for a loan (4)
q47b1_r5      float  %59.0g   q47b1    Main reasons for not applying for a loan (5)
q47b2         byte   %8.0g             Other reasons for not applying for a loan
q47c1_r1      float  %43.0g   q47c1    Main reasons for rejection of loan application (1)
q47c1_r2      float  %43.0g   q47c1    Main reasons for rejection of loan application (2)
q47c1_r3      float  %43.0g   q47c1    Main reasons for rejection of loan application (3)
q47c2         byte   %8.0g             Other reasons for rejection of a loan application
q48a          int    %20.0g   yesno    Does your firm use international accounting
                                         standards (IAS)
q48b          int    %20.0g   yesno    Does your firm use US GAAP
q48c          int    %20.0g   yesno    Does your firm use National Accounting Standards
q49           int    %20.0g   yesno    Does your establishment have its annual financial
                                         statement reviewed by an exter
q50a          byte   %8.0g             % of sales settled by cash, over the last 12 months
                                         [excl. BEEPS II.5]
q50b          byte   %8.0g             % of sales settled by bank transfer, over the last
                                         12 months [excl. BEEPS II.5]
q50c          byte   %8.0g             % of sales settled by bills of exchange, over the
                                         last 12 months
q50d          byte   %8.0g             % of sales settled by debt swaps or offsets, over
                                         the last 12 months
q50e          byte   %8.0g             % of sales settled by exchange of goods for goods,
                                         over the last 12 months
q50f          byte   %8.0g             % of sales settled by other, over the last 12
                                         months
q51a          byte   %8.0g             % of purchases settled by cash, over the last 12
```

				months [excl. BEEPS II.5]
q51b	byte	%8.0g		% of purchases settled by bank transfer, over the last 12 months [excl. BEEPS II
q51c	byte	%8.0g		% of purchases settled by bills of exchange, over the last 12 months
q51d	byte	%8.0g		% of purchases settled by debt swaps or offsets, over the last 12 months
q51e	byte	%8.0g		% of purchases settled by exchange of goods for goods, over the last 12 months
q51f	byte	%8.0g		% of purchases settled by other, over the last 12 months
q52a1	int	%20.0g	yesno	Utilities: Payment overdue (more than 90 days)
q52a2	int	%20.0g	yesno	Taxes: Payment overdue (more than 90 days)
q52a3	int	%20.0g	yesno	Employees: Payment overdue (more than 90 days)
q52a4	int	%20.0g	yesno	Material input suppliers: Payment overdue (more than 90 days)
q52b1	int	%8.0g		Utilities: Overdue payments (more than 90 days) as a % of annual sales
q52b2	byte	%8.0g		Taxes: Overdue payments (more than 90 days) as a % of annual sales
q52b3	byte	%8.0g		Employees: Overdue payments (more than 90 days) as a % of annual sales
q52b4	byte	%8.0g		Material input suppliers: Overdue payments (more than 90 days) as a % of annual
q53a1	int	%20.0g	yesno	National government subsidies over the last 36 months
q53a2	int	%20.0g	yesno	Regional or local government subsidies over the last 36 months
q53a3	int	%20.0g	yesno	EU subsidies over the last 36 months
q53a4	int	%20.0g	yesno	Other subsidies over the last 36 months
q53b1	byte	%8.0g		National government subsidies over the last 36 months, % of annual sales
q53b2	byte	%8.0g		Regional or local government subsidies over the last 36 months, % of annual sal
q53b3	byte	%8.0g		EU subsidies over the last 36 months, % of annual sales
q53b4	byte	%8.0g		Other subsidies over the last 36 months, % of annual sales
q54a	int	%17.0g	obstacle	Obstacle: Access to financing
q54b	int	%17.0g	obstacle	Obstacle: Cost of financing
q54c	int	%17.0g	obstacle	Obstacle: Telecommunication
q54d	int	%17.0g	obstacle	Obstacle: Electricity

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q54e            int     %17.0g      obstacle    Obstacle: Transportation
q54f            int     %17.0g      obstacle    Obstacle: Access to land
q54g            int     %17.0g      obstacle    Obstacle: Title or leasing of land
q54h            int     %17.0g      obstacle    Obstacle: Tax rates
q54i            int     %17.0g      obstacle    Obstacle: Tax administration
q54j            int     %17.0g      obstacle    Obstacle: Customs and trade regulations
q54k            int     %17.0g      obstacle    Obstacle: Business licensing and permits
q54l            int     %17.0g      obstacle    Obstacle: Labour regulations
q54m            int     %17.0g      obstacle    Obstacle: Skills and education of available workers
q54n            int     %17.0g      obstacle    Obstacle: Economic policy uncertainty
q54o            int     %17.0g      obstacle    Obstacle: Macroeconomic instability
q54p            int     %17.0g      obstacle    Obstacle: Functioning of the judiciary
q54q            int     %17.0g      obstacle    Obstacle: Corruption
q54r            int     %17.0g      obstacle    Obstacle: Street crime/theft/disorder
q54s            int     %17.0g      obstacle    Obstacle: Organised crime/Mafia
q54t            int     %17.0g      obstacle    Obstacle: Anti-competitive practises of other
                                                    producers
q54u            int     %17.0g      obstacle    Obstacle: Contract violations of by customers and
                                                    suppliers [excl. BEEPS II.5]
q54v            int     %17.0g      obstacle    Obstacle: Other (1)
q54w            byte    %17.0g      obstacle    Obstacle: Other (2)
q55a1           byte    %9.0g       increase    Change in sales over the last 36 months
q55a2           byte    %9.0g       increase    Change in exports over the last 36 months
q55a3           byte    %9.0g       increase    Change in fixed assets over the last 36 months
q55a4           byte    %9.0g       increase    Change in material inputs over the last 36 months
q55b1           int     %8.0g                   Change in sales. percent in real terms
q55b2           int     %8.0g                   Change in exports. percent in real terms
q55b3           int     %8.0g                   Change in fixed assets. percent in real terms
q55b4           int     %8.0g                   Change in material inputs. percent in real terms
q56a            int     %20.0g      yesno       Firm has merged with another firm over the last 3
                                                    years
q56b            int     %20.0g      yesno       Firm has aquired another firm over the last 3 years
q56c            int     %20.0g      yesno       Firm has sold establishment(s) over the last 3
                                                    years
q57a            long    %12.0g                  Estimated total sales in 2004, in '000 USD ['000
                                                    EUR in comparator countries]
q57b            long    %8.0g                   Estimated replacement value of the physical
                                                    production assets end-2004, in '000
q57c            long    %12.0g                  Estimated the total operating costs in 2004, in
                                                    '000 USD ['000 EUR in IE, ES; ex
q57d            long    %12.0g                  Estimated material input costs and bought in
                                                    components/services in 2004, in '00
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q57e            long    %8.0g                           Estimated labour costs (wages, salaries, benefits)
                                                          in 2004, in '000 USD ['000 EU
q57f            long    %8.0g                           Estimated total energy and fuel costs in 2004, in
                                                          '000 USD ['000 EUR in IE, ES;
q58a            long    %8.0g                           Spending on new buildings, machinery and equipment
                                                          in 2004, in '000 USD ['000 EU
q58b            int     %8.0g                           Spending on research and development in 2004, in
                                                          '000 USD ['000 EUR in comparato
q58c            long    %8.0g                           Spending on advertising and marketing in 2004, in
                                                          '000 USD ['000 EUR in comparat
q59a            byte    %8.0g                           % of the total profits in 2003 invested in the firm
                                                          in 2004
q59b            byte    %8.0g                           Nothing invested from the profits due to no profit
                                                          in 2003
q60a1           byte    %20.0g      yesno               Undertaken: Undertaken: Developed sucessfully a
                                                          major new product line
q60a2           byte    %20.0g      yesno               Undertaken: Upgraded an existing product line
q60a3           byte    %20.0g      yesno               Undertaken: Discontinued at least one product line
q60a4           byte    %20.0g      yesno               Undertaken: Agreed a new joint venture with foreign
                                                          partner
q60a5           byte    %20.0g      yesno               Undertaken: Obtained a new product licensing
                                                          agreement
q60a6           byte    %20.0g      yesno               Undertaken: Outsourced a major production activity
q60a7           byte    %20.0g      yesno               Undertaken: Brought in-house a major production
                                                          activity
q60a8           byte    %20.0g      yesno               Undertaken: Obtained a new quality accreditation
q60b1           int     %18.0g      important2

                                                        Importance:Developed Sucessfully a major new
                                                          product line
q60b2           int     %18.0g      important2

                                                        Importance:Upgraded an existing product line
q60b3           int     %18.0g      important2

                                                        Importance:Discontinued at least one product line
q60b4           int     %18.0g      important2

                                                        Importance:Agreed a new joint venture with foreign
                                                          partner
q60b5           int     %18.0g      important2

                                                        Importance:Obtained a new product licensing
                                                          agreement
q60b6           int     %18.0g      important2

                                                        Importance:Outsourced a major production activity
q60b7           int     %18.0g      important2
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                                             Importance:Brought in-house a major production
                                                activity
q60b8              int     %18.0g      important2
                                             Importance:Obtained a new quality accreditation
q61a               int     %20.0g      yesno       Acquired new production technology over the last 36
                                                months?
q61b               byte    %64.0g      q61b_v      The most important way to acquire new technology
q62                int     %71.0g      q62_v       the organisation of departments
q63a               int     %20.0g      important3
                                             Developing new products: Pressure from domestic
                                                markets
q63b               int     %20.0g      important3
                                             Developing new products: Pressure from foreign
                                                competitors
q63c               int     %20.0g      important3
                                             Developing new products: Pressure from customers
q64a               int     %20.0g      important3

                                             Reducing production costs: Pressure from domestic
                                                markets
q64b               int     %20.0g      important3
                                             Reducing production costs: Pressure from foreign
                                                competitors
q64c               int     %20.0g      important3
                                             Reducing production costs: Pressure from customers
q65a1              int     %8.0g              Current capacity of utilisation of
                                                facilities/manpower
q65a2              byte    %8.0g              Capacity utilisation of facilities/manpower 36
                                                months ago
q65b1              int     %8.0g              Operating hrs per week, now [excl. BEEPS II.5]
q65b2              int     %8.0g              Operating hrs per week, 36 months ago [excl. BEEPS
                                                II.5]
q66a               int     %8.0g              Current number of permanent, full-time employees
q66b               int     %8.0g              Number of permanent, full-time employees 36 months
                                                ago
q67a               long    %8.0g              Current number of part-time or temporary employees
q67b               long    %8.0g              Number of part-time or temporary employees 36
                                                months ago
q68a1              byte    %8.0g              % of permanent, full-time workers that are
                                                managers, now
q68a2              byte    %8.0g              % of permanent, full-time workers that are
                                                professionals, now
```

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q68a3            byte    %8.0g                   % of permanent, full-time workers that are skilled
                                                 workers, now
q68a4            byte    %8.0g                   % of permanent, full-time workers that are
                                                 unskilled workers, now
q68a5            byte    %8.0g                   % of permanent, full-time workers that are
                                                 non-production workers, now
q68b1            byte    %8.0g                   % of permanent, full-time workers that were
                                                 managers 36 months ago
q68b2            byte    %8.0g                   % of permanent, full-time workers that were
                                                 professionals, 36 months ago
q68b3            byte    %8.0g                   % of permanent, full-time workers that were skilled
                                                 workers, 36 months ago
q68b4            byte    %8.0g                   % of permanent, full-time workers that were
                                                 unskilled workers, 36 months ago
q68b5            byte    %8.0g                   % of permanent, full-time workers that were
                                                 non-production workers, 36 months ag
q69a1            byte    %8.0g                   % of workforce with education level up to primary
                                                 school, now
q69a2            byte    %8.0g                   % of workforce with vocational qualification, now
q69a3            byte    %8.0g                   % of workforce with secondary school qualification,
                                                 now
q69a4            byte    %8.0g                   % of workforce with some university education or
                                                 higher, now
q69b1            byte    %8.0g                   % of workforce with education level up to primary
                                                 school, 36 months ago
q69b2            byte    %8.0g                   % of workforce with vocational qualification, 36
                                                 months ago
q69b3            byte    %8.0g                   % of workforce with secondary school qualification,
                                                 36 months ago
q69b4            byte    %8.0g                   % of workforce with some university education or

                                                 higher, 36 months ago
q70a             byte    %8.0g                   Time to fill a vacancy for managers (weeks)
q70b             byte    %8.0g                   Time to fill a vacancy for professionals (weeks)
q70c             byte    %8.0g                   Time to fill a vacancy for skilled workers (weeks)
q70d             byte    %8.0g                   Time to fill a vacancy for unskilled workers
                                                 (weeks)
q70e             int     %8.0g                   Time to fill a vacancy for non-production workers
                                                 (weeks)
q71a1            int     %20.0g      yesno       Training offered for skilled workers?
q71a2            int     %20.0g      yesno       Training offered for unskilled workers?
q71a3            int     %20.0g      yesno       Training offered for non-production workers?
```

```
q71b1          byte    %8.0g                    % of skilled workers that received formal training
                                                   over last 12 months
q71b2          int     %8.0g                    % of unskilled workers that received formal
                                                   training over last 12 months
q71b3          int     %8.0g                    % of non-production workers that received formal
                                                   training over last 12 months
q72a           int     %8.0g                    days lost on strikes or labour disputes over the
                                                   last 12 months
q72b           int     %8.0g                    days lost on civil unrest over the 12 months
q73            int     %8.0g                    Optimal level of employment as % of current
                                                   employment
q74            byte    %20.0g        yesno      Person interviewed in BEEPS 2002? [excl. BEEPS
                                                   II.5]
q75            byte    %18.0g        q75_v      Permission granted or refused?
-------------------------------------------------------------------------------------------
Sorted by:  a1  seno2005
```

VALUE LABELS
a1_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
```

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```
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 Serbia and Montenegro
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
61 Serbia
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
                99 Vietnam
               112 Greece
               113 Germany
               114 Spain
               115 Portugal
               117 Ireland
               118 South Korea
               119 Serbia and Montenegro
q75_v:
                 1 Permission granted
                 2 Permission refused
important3:
                -9 Don't know
                 1 Not at all important
                 2 Slightly important
                 3 Fairly important
                 4 Very important
q62_v:
                -9 Don't know
                 1 Organised in much the same way as it was 36 months ago
                 2 Some reallocation of responsibility and resources between departments
                 3 Major reallocations of responsibility and resources between departments
                 4 Completely new organisational structure
q61b_v:
                 1 Embodied in new machinery and equipment
                 2 Hired key personnel/consultants with the technological expertise
                 3 New license or turnkey operations from international sources
                 4 New licensing or turnkey operations from domestic sources
                 5 Developed or adapted within the firm
                 6 Transferred from the parent company
                 7 Developed in cooperation with customers
                 8 Developed in cooperation with suppliers
                 9 Obtained from a business or industry association
                10 Obtained from universities or public institutions
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


q47c1:
          1 Lack of acceptable collateral
          2 Perceived lack of profitability of the firm
          3 Inadequate credit history of the firm
          4 Incompleteness of the loan application
          5 Other (specify)
q47b1:
          1 Does not need a loan
          2 Application procedures are too burdensome
          3 Collateral requirements are too strict
          4 Interest rates are too high
          5 It is necessary to make informal payments to get bank loans
          6 Did not think it would be approved
          7 Other (Specify)
q47a:
          1 Did not apply for a loan
          2 The application was turned down
          3 The application for the loans is still pending
q46f_v:
          1 Local currency
          2 Foreign currency
q46b1:
          1 Land
          2 Buildings
          3 Machinery
          4 Accounts receivable
          5 Inventories
          6 Personal assets of owner
          7 Other (specify)
q46a_v:
          1 Yes
          2 No
          3 No loan
influ:
         -7 Don't know
          0 No impact
          1 Minor influence
          2 Moderate influence
```

```
           3 Major influence
           4 Decisive influence
visit:
          99 99+ inspections/meetings
hours:
           1 1 hour or less
          99 99+ hours
value:
          -7 Not provided
           0 No value
           1 Minor value
           2 Moderate value
           3 Major value
           4 Critical value
cases:
          99 99+ cases
agree:
          -7 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 Stronlgy agree
freq:
          -7 Do not know
           1 Never
           2 Seldom
           3 Sometimes
           4 Frequently
           5 Usually
           6 Always
hourless:
           1 One hour or less per day
important2:
          -9 Don't know
           1 Not important
           2 Slightly important
           3 Fairly important
           4 Very important
           5 Extremly important
q19_v:
```

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```
            1 Continue to purchase in the same quantity
            2 Continue to purchase at slightly lower quantity
            3 Continue to purchase at much lower quantity
            4 Purchase from other suppliers
competitor:
           99 99+ competitors
q12ba_v:
            1 None
            2 1-3
            3 4 or more
q11_v:
            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
important:
           -9 Don't know
            1 Not important
            2 Slightly important
            3 Fairly important
            4 Very important
            5 Extremly important
            6 These products cannot be imported
q5a:
            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)
q4aa:
           -9 Don't know
            1 Individual
            2 Family
            3 General Public
            4 Domestic company
            5 Foreign company
            6 Bank
            7 Investment fund
            8 Managers of the firm
            9 Employees of the firm
           10 Government or government agency
           11 Other (specify)
```

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```
shareno:
          99 99+ shareholders


q1:
           1 Chief Executive/President/Vice President
           2 Owner/proprietor
           3 Partner
           4 Director
           5 General Manager
           6 Manager
           7 Finance Officer
s12:
           1 Private individual(s)
           2 Commercial bank
           3 Government/state
           4 NGO
           5 Other
number:
          99 99+
dk:
         -98 Don't know/No answer
          -9 Don't know
s9_v:
           1 At this site
           2 Elsewhere in the country
           3 In a foreign country
s6a:
          -9 Don't know
           1 Austria
           2 Belgium
           3 Canada
           4 China
           5 Denmark
           6 Finland
           7 France
           8 Germany
           9 Greece
          10 Italy
          11 Japan
          12 Korea
          13 Netherlands
```

```
         14 Spain
         15 Sweden
         16 UK
         17 USA
         18 Albania
         19 Armenia
         20 Azerbaijan
         21 Belarus
         22 Bosnia and Herzegovina
         23 Bulgaria
         24 Croatia
         25 Czech Republic
         26 Estonia
         27 FY Yugoslavia
         28 FYR Macedonia
         29 Georgia
         30 Hungary
         31 Kazakhstan
         32 Kyrgyz Republic
         33 Latvia
         34 Lithuania
         35 Moldova
         36 Poland
         37 Romania
         38 Russia
         39 Slovak Republic
         40 Slovenia
         41 Tajikistan
         42 Turkey
         43 Turkmenistan
         44 Ukraine
         45 Uzbekistan
         46 Vietnam
         47 Thailand
         48 Philippines
         49 Indonesia
         50 Malaysia
         51 Cambodia
         52 Other(specify)
s4b:
          1 Small firm
          2 Medium size
```

```
              3 Large firm




s4a:
              1 2-10
              2 11-49
              3 50-99
              4 100-249
              5 250-499
              6 500-999
              7 1000-9999
s3_v:
              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_v:
              1 Private sector
              2 State owned
s2a_v:
              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 Corporatised state-owned enterprise
              9 Other state owned
table6:
              59 Poland
              60 Romania
              62 Kazakhstan
              63 Moldova
              65 Azerbaijan
              67 Armenia
              73 Hungary
```

```
yugo_v:
          1 Serbia
          2 Montenegro

yesno:
        -98 Don't know/No answer
         -9 Don't know
          1 Yes
          2 No
```