

NOTES

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1. Copyright 2009 The European Bank for Reconstruction and Development and The World Bank.
2. Version as of April 30, 2010. Replaces the earlier version of October 30, 2009. Changes: scale reversal in J.1 and additional data and weights for Poland, new weights for Slovak Republic, additional data and weights for Russia.
3. All variables are in Local Currency Units (LCU) where applicable.
4. Refer to data in all uses as EBRD-World Bank Business Environment and Enterprise Performance Survey (BEEPS) IV
5. Please read the Technical documentation before using the data.
6. Address comments and questions using the form at <http://www.ebrd.com/country/sector/econo/surveys/form.htm> (EBRD) or email WB at <rru@worldbank.org> (subject Enterprise Surveys Question).

a10:

1. .10 Establishment financial statements prepared separately from other establishments of same firm

a11:

1. .11 If HQ, financial statements independent from the rest of establishments

b2a:

1. 2a What percent of this firm is owned by (Private domestic individuals, companies or organizations)

b2b:

1. 2b What percent of this firm is owned by (Private foreign individuals, companies or organizations)

b6:

1. .6 How many full-time employees did this establishment employ when it started operations?

b7:

1. .7 How many years of experience working in this sector does the Top Manager have?

b8:

1. .8 Does this establishment have an internationally-recognized quality certification?

c3:

1. .3 Over the last two years, did this establishment submit an application to obtain an electrical connection?

c4:

1. .4 In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

- c5:
1. .5 In reference to that application for an electrical connection, was an informal gift or payment expected or requested?
- c7:
1. .7 In a typical month, over fiscal year 2007, how many power outages did this establishment experience?
- c9a:
1. .9 Please estimate the losses that resulted from power outages either as a percentage of total annual sales
- c9b:
1. .9_rubli Please estimate the losses that resulted from power outages either as total annual losses
- c10:
1. .10 Over the course of fiscal year 2007, did this establishment own or share a generator?
- c11:
1. .11 In fiscal year 2007, what percent of this establishment's electricity came from a generator or generators that the establishment owned or shared?
- c12:
1. .12 Over the last two years, did this establishment submit an application to obtain a water connection?
- c13:
1. .13 In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?
- c14:
1. .14 In reference to that application for a water connection, was an informal gift or payment expected or requested?
- c15:
1. .15 Over fiscal year 2007, did this establishment experience insufficient water supply for production?
- c16:
1. .16 In a typical month, over fiscal year 2007, how many incidents of insufficient water supply did this establishment experience?
- c19:
1. .19 Over the last two years, did this establishment submit an application to obtain a telephone connection?

c20:

1. .20 In reference to that application for a telephone connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

c21:

1. .21 In reference to that application for a telephone connection, was an informal gift or payment expected or requested?

c22a:

1. 22a At the present time, does this establishment use (E-mail to communicate with clients or suppliers)

c23:

1. .23 Does this establishment have a high-speed Internet connection on its premises?

c24b:

1. 24b Is this establishment's Internet connection used to: (Make purchases for this establishment)?

c24c:

1. 24c Is this establishment's Internet connection used to: (Deliver services to this establishment's clients)?

c24d:

1. 24d Is this establishment's Internet connection used to: (Do research and develop ideas on new products and services)?

c25:

1. .25 Over fiscal year [insert last complete fiscal year], did this establishment experience unavailability of Internet connection?

c26:

1. 26. In a typical month, over fiscal year [insert last complete fiscal year], how many times has this establishment experienced unavailability of Internet connection?

c27:

1. .27 In a typical month, over fiscal year [insert last complete fiscal year], on average how long did the unavailability of an Internet connection last?

c28:

1. .28 Do concerns about the security of Internet connections or authentication of parties in a transaction affect the volume or nature of purchases that this establishment makes over the Internet?

c30a:

1. .30a Is electricity No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

c30b:

1. .30b Is Telecommunications No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

d1a1x:

1. .1a1 In fiscal year 2007, what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?

d1a2:

1. .1a2 Using this card, please choose the 4-digit code that best applies to the main product of this establishment.

d3a:

1. 3a In fiscal year 2007, what percent of this establishment's sales were: (National sales)

d3b:

1. 3b In fiscal year 2007, what percent of this establishment's sales were: (Indirect exports (sold domestically to third party that exports products))

d3c:

1. 3c In fiscal year 2007, what percent of this establishment's sales were: (Direct exports)

d4:

1. .4 In fiscal year 2007, when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared

d6a:

1. .6a In fiscal year 2007, what percentage of the consignment value of the products exported directly was lost while in transit because of theft, breakage or spoilage?

ecad8a:

1. .8a In fiscal year 2007, what was the total value of exports of this establishment?

d10a:

1. .10a In fiscal year 2007, what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of theft, breakage or spoilage?

d12a:

1. .12a In fiscal year 2007, as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were: (Material inputs or supplies of domestic origin)?

d12b:

1. .12b In fiscal year 2007, as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were: (Material inputs or supplies of foreign origin)?

d13:

1. .13 Were any of the material inputs or supplies purchased in fiscal year 2007, imported directly?

d14:

1. .14 In fiscal year 2007, when this establishment imported material inputs or supplies (from outside the EU for European Union members), how many days did it take on average from the time goods arrived to their point of entry (e.g. port, airp

d16:

1. .16At the present time, when this establishment receives delivery of its most important input, on average, how many days of inventory, measured in days of production, does this establishment keep?

d17:

1. .17 At the present time, when this establishment receives its main sales item, on average, how many days of inventory measured in days of sales, does this establishment keep?

d30a:

1. 30a Is transport No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? (Transport)

d30b:

1. 30b Is transport No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? (Customs and trade regulations)

e1:

1. .1 In fiscal year 2007, which of the following was the main market in which this establishment sold its main product?

e2:

1. .2 In fiscal year 2007, for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face?

- e3:
1. .3 Comparing the last month to the first month of the fiscal year 2007 have monthly sales of this establishment's main product increased, remained the same, or decreased?
- e4:
1. .4 Comparing the last month to the first month of the fiscal year 2007 have prices of this establishment's main product increased, remained the same, or decreased?
- e6:
1. .6 Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?
- ecaq63a:
1. 63a How important are each of the following factors in affecting decisions to develop new products or services and markets: (Pressure from domestic competitors)
- ecaq63b:
1. 63b How important are each of the following factors in affecting decisions to develop new products or services and markets: (Pressure from foreign competitors)
- ecaq63c:
1. 63c How important are each of the following factors in affecting decisions to develop new products or services and markets: (Pressure from customers)
- ecaq64a:
1. 64a How important are each of the following factors in affecting decisions with respect to reducing the production costs of existing products or services: (Pressure from domestic competitors)
- ecaq64b:
1. 64b How important are each of the following factors in affecting decisions with respect to reducing the production costs of existing products or services: (Pressure from foreign competitors)
- ecaq64c:
1. 64c How important are each of the following factors in affecting decisions with respect to reducing the production costs of existing products or services: (Pressure from customers)
- e16:
1. .16 Comparing the last month to the first month of the fiscal year 2007 have monthly purchases of this establishment's main input increased, remained the same, or decreased?
- e17:
1. .17 Comparing the last month to the first month of the fiscal year 2007 have prices of this establishment's main

input increased, remained the same, or decreased?

ecaq53:

1. .53 Over the last three years has this establishment received any subsidies from the national, regional or local governments or European Union sources?

e30:

1. 30.1 Are practices of competitors in the informal sector No Obstacle, a Minor Obstacle, a Moderate Obstacle, Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

ecae30:

1. 30.2 Are practices of formal competitors No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

ecaol:

1. .1 In the last three years, has this establishment introduced new products or services?

ecao2:

1. .2 In fiscal year 2007, what percent of this establishment's annual sales was accounted for by products or services that were introduced in the last three years?

ecao3:

1. .3 In fiscal year 2007, did this establishment spend on research and development activities, either in-house or contracted with other companies (outsourced)?

ecao4:

1. CAo4 In fiscal year 2007, how much did this establishment spend on research and development activities either in-house or contracted with other companies (outsourced)?

ecao6:

1. CAo6 Currently, what percent of this establishment's workforce regularly use computers in their jobs?

ecaol1:

1. CAol1 In the last three years, has this establishment contracted with other companies (outsourced) activities previously performed in-house?

ecaol2:

1. .12 In the last three years, has this establishment discontinued at least one product line or service?

ecaol3:

1. .13 In the last three years, has this establishment upgraded an existing product line or service?

ecaol4:

1. CAo14 Which of the following best corresponds to the main way employees are promoted in this establishment?

ecaol5:

1. CAo15 Which of the following best corresponds to this establishment's main policy when dealing with employees who do not meet expectations in their position?

f1:

1. .1 In fiscal year 2007, what was this establishment's output produced as a proportion of the maximum output possible if using all facilities available (capacity utilization)?

f2:

1. .2 In fiscal year 2007, how many hours per week did this establishment normally operate?

ecaw2:

1. .2 In fiscal year 2007, how much did all the inspections that took place at this establishment cost, including official fines and any unofficial payments?

ecaw3:

1. .3 In fiscal year 2007, how many working days were spent by all staff members dealing with all the procedures related to these inspections?

ecaw30:

1. .30 Are business inspections No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

ecap1:

1. .1 In fiscal year 2007, was it compulsory for this establishment to have a certificate to produce or sell any of its products or services?

ecap2:

1. .2 In fiscal year 2007, what percent of this establishment's sales were from products or services subject to compulsory certificates?

ecap3:

1. .3 In fiscal year 2007 how many compulsory certificates did this establishment obtain?

ecap4:

1. .4 In fiscal year 2007, how many working days were spent by all staff members when obtaining compulsory certificates?

ecap5:

1. .5 Considering all compulsory certificates applied for in fiscal year 2007, how many days did it take on average to obtain them from the day of the application to the day the certificates were granted?

ecap6:

1. .6 In fiscal year 2007, approximately how much did this establishment spend on obtaining compulsory certificates, including all official and unofficial costs?

ecap7:

1. .7 In order to obtain any of the compulsory certificates was a gift or informal payment expected or requested?

ecap30:

1. .30 Are compulsory certification procedures No Obstacle, a Minor Obstacle, a Moderate obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

ecag10:

1. .10 What was the average validity, in months, of the permits obtained in the last two years?

ecag11:

1. .11 How many working days were spent by all staff members on the procedures related to obtaining the permits applied for over the last two years?

ecag12:

1. .12 How much was spent on average to obtain a permit applied for over the last two years, including formal and informal payments?

ecag13:

1. .13 How many days did it take on average to obtain a permit applied for over the last two years, from the day of the application to the day it was granted?

ecag14:

1. .14 In reference to any of those applications for permits, was an informal gift or payment expected or requested?

g2:

1. .2 More specifically, over the last two years, did this establishment submit an application to obtain a construction-related permit?

g3:

1. .3 In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted?

- g4:
1. .4 In reference to that application for a construction-related permit, was an informal gift or payment expected or requested?
- g6a:
1. .6a Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? (Owned by this establishment)
- g6b:
1. .6b Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? (Rented or leased by this establishment)
- g6c:
1. .6b Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? (Other)
- g7:
1. 7. In the last three years, has this establishment acquired or attempted to acquire additional land or buildings to expand operations?
- g8a:
1. 8. In the last three years, has this establishment been successful in acquiring land or new premises?
- g30a:
1. .30 Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? (Access to land)
- g30b:
1. .30 Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment? (Zoning restrictions)
- i1:
1. .1 In fiscal year 2007, did this establishment pay for security, for example equipment, personnel, or professional security services?n
- i2a:
1. .2.1 In fiscal year 2007, what percent of this establishment's total annual sales was paid for security?n
- i3:
1. .3 In fiscal year 2007, did this establishment experience losses as a result of theft, robbery, vandalism or arson?n

- i4a:
1. .4.1 In fiscal year 2007, what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises as a percentage of total annual sales?n
- i4b:
1. .4.2 In fiscal year 2007, what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises as total annual losses?n
- i30:
1. .30 Are crime, theft and disorder No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?n
- k1d:
1. .1d In fiscal year 2007, did this establishment purchase any material inputs or services and pay for them after delivery (on credit)?n
- k1e:
1. .1e In fiscal year 2007, what percent of this establishment's purchases of material inputs and services were paid after delivery (on credit)?n
- k2a:
1. 2a In fiscal year 2007, what percent of this establishment's total annual sales of its goods or services were: (Paid for before the delivery)?n
- k2b:
1. 2b In fiscal year 2007, what percent of this establishment's total annual sales of its goods or services were: (Paid for on delivery)?n
- k2c:
1. 2c In fiscal year 2007, what percent of this establishment's total annual sales of its goods or services were: (Paid for after delivery)?n
- k4:
1. .4 In fiscal year 2007, did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?n
- n5a:
1. 5a In fiscal year 2007, how much did this establishment spend on purchases of: (Machinery, vehicles, and equipment (new or used)?n
- n5b:
1. n5b In fiscal year 2007, how much did this establishment spend on purchases of: (Land and buildings)?n

- k5a:
1. 5a Over fiscal year 2007, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? (Internal funds or retained earnings)?
- k5i:
1. 5i Over fiscal year 2007, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? (Owners' contribution or issued new equity shares)?
- ecak5b:
1. 5b Over fiscal year 2007, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? (Borrowed from private banks)?
- ecak5c:
1. 5c Over fiscal year 2007, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? (Borrowed from state-owned bank)?
- k5f:
1. 5f Over fiscal year 2007, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? (Purchases on credit from suppliers and advances from customers)?
- k5hdej:
1. 5hdej Over fiscal year 2007, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? (Other (moneylenders, friends, relatives, non-banking financial institutions etc))?
- k6:
1. In Slovak Republic, the translation of this question was inaccurate (it only asked about a savings account) which resulted in the data not being comparable with other countries. The values were replaced with missing values for Slovak Republic only
- k8:
1. .8 At this time, does this establishment have a line of credit or a loan from a financial institution?n
- k9:
1. .9 Referring to the most recent line of credit or loan, what type of financial institution granted this loan?
- k11:
1. .11 Referring only to this most recent loan or line of credit, what was its value at the time of approval?n

- k13:
1. .13 Referring only to this most recent loan or line of credit, did the financing require collateral?n
- k14b:
1. 14b Referring only to this most recent loan or line of credit, what type of collateral was required (Machinery and equipment including movables)?n
- k14c:
1. 14c Referring only to this most recent loan or line of credit, what type of collateral was required (Accounts receivable and inventories)?n
- k14d:
1. 14d Referring only to this most recent loan or line of credit, what type of collateral was required (Personal assets of owner (house, etc.))?n
- k14e:
1. 14e Referring only to this most recent loan or line of credit, what type of collateral was required (Other forms of collateral not included in the categories above)?n
- k15:
1. .15 Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required as a percentage of the value of the loan or line of credit?n
- k16:
1. .16 Referring again to the last fiscal year 2007, did this establishment apply for any loans or lines of credit?n
- k17:
1. .17 What was the main reason why this establishment did not apply for any line of credit or loan in fiscal year 2007?
- k21:
1. .21 In fiscal year 2007, did this establishment have its annual financial statements checked and certified by an external auditor?n
- k30:
1. .30 Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishme
- ecaq31e:
1. .31e Has this establishment been to court as a plaintiff or as a defendant in the last three years?n

h7a:

1. .1.1 For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is fair, impartial and uncorrupted."n

ecaj1b:

1. .1.2 For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is quick."n

ecaj1c:

1. .1.3 For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is able to enforce its decisions."n

j2:

1. .2 In a typical week over the last year, what percentage of total senior management

j3:

1. .3 Over the last year, was this establishment visited or inspected by tax officials?n

j4:

1. .4 Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?n

j5:

1. .5 In any of these inspections or meetings was a gift or informal payment expected or requested?n

ecaj5a:

1. .5a Over the last year, considering the overall process of filing and paying taxes, how many working days were spent by all staff members involved in the process?n

j6a:

1. .6a Over the last year, has this establishment secured or attempted to secure a government contract?n

j6:

1. .6 When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?n

j7a:

1. .7 It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or est

- j7b:
1. .7.1 It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or e
- j10:
1. .10 Over the last two years, did this establishment submit an application to obtain an import license?n
- j11:
1. .11 Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?n
- j12:
1. .12 In reference to that application for an import license, was an informal gift or payment expected or requested?n
- j13:
1. .13 Over the last two years, did this establishment submit an application to obtain an operating license?n
- j14:
1. .14 Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?n
- j15:
1. .15 In reference to that application for an operating license, was an informal gift or payment expected or requested?n
- ecaj14a:
1. .14a Considering all operating licenses applied for in the last two years how much was spent, to obtain them, including formal and informal payments?n
- j30a:
1. 30a As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the c
- j30b:
1. 30b As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the c

j30c:

1. 30c As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the c

j30e:

1. 30e As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the c

j30f:

1. 30f As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the c

h30:

1. 30 As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the cu

ecaq39:

1. .39 Thinking about officials, would you say the following statement is always, usually, frequently, sometimes, seldom or never true?n

ecaq41a:

1. 41a Thinking now of unofficial payments/gifts that establishments like this one would make in a given year, please tell me how often would they make payments/gifts for the following purposes: (To deal with customs/imports).n

ecaq41b:

1. 41b Thinking now of unofficial payments/gifts that establishments like this one would make in a given year, please tell me how often would they make payments/gifts for the following purposes: (To deal with courts).n

ecaq41c:

1. 41c Thinking now of unofficial payments/gifts that establishments like this one would make in a given year, please tell me how often would they make payments/gifts for the following purposes: (To deal with taxes and tax collection).n

l1:

1. .1 At the end of fiscal year 2007, how many permanent, full-time employees did this establishment employ?n

- 12:
1. .2 Three fiscal years ago, at the end of fiscal year 2004, how many permanent, full-time employees did this establishment employ?n
- 13a:
1. .3a At the end of fiscal year 2007, how many permanent, full-time employees were: (Production employees)?
- 13b:
1. .3b At the end of fiscal year 2007, how many permanent, full-time employees were: (Non-production employees [e.g., managers, administration, sales])?
- 14a:
1. .4a At the end of fiscal year 2007, how many permanent, full-time employees were: (Skilled production workers)?"
- 14b:
1. .4b At the end of fiscal year 2007, how many permanent, full-time employees were: (Unskilled production workers)?"
- 15:
1. .5. At the end of fiscal year 2007, how many permanent full-time employees of this establishment for the following categories were female?
- 15a:
1. .5 At the end of fiscal year 2007, how many permanent full-time employees of this establishment were female?n
- 15b:
1. .5b At the end of fiscal year 2007, how many permanent full-time employees of this establishment were female? (Female permanent full-time non-production employees)
- 16:
1. .6 How many full-time temporary employees did this establishment employ in fiscal year 2007?n
- 18:
1. .8 What was the average length of employment of all full-time temporary employees in fiscal year 2007?n
- 110:
1. .10 Over fiscal year 2007, did this establishment have formal training programs for its permanent, full-time employees?n
- 111a:
1. .11a Referring to the training programs run over fiscal year 2007, what percent of permanent, full-time employees of the following categories received formal training ()?n

l11b:

1. .11b Referring to the training programs run over fiscal year 2007, what percent of permanent, full-time employees of the following categories received formal training (Non-production full-time permanent employees trained)?n

ecaq69:

1. .69 What percent of this establishment's labor force employed at the end of fiscal year 2007 had a university degree?n

l30a:

1. l30a Are labor regulations No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?n

l30b:

1. l30b Is an inadequately educated workforce No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?n

m1a:

1. .1 Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment.n

m1d:

1. .1 Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment. (Rotation)

n2a:

1. .2 For fiscal year 2007, please provide the following information about Total annual cost of labor (including wages, salaries, bonuses, social payments).n

n2e:

1. .2 For fiscal year 2007, please provide the following information about Total annual cost of raw materials and intermediate goods used in production.n

n2f:

1. .2 For fiscal year 2007, please provide the following information about Total annual costs of fuel.n

n2i:

1. .2.For fiscal year 2007, please provide the following information about this establishment:Total annual cost of finished goods and materials purchased to resell.

n2b:

1. .2 For fiscal year 2007, please provide the following information about Total annual costs of electricity.n

- n2c:
1. .2 For fiscal year 2007, please provide the following information about Total annual costs of communications services.n
- n2h:
1. .2 For fiscal year 2007, please provide the following information about Total annual costs of water.n
- n3:
1. .3 In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?n
- n4a:
1. .4a In fiscal year 2007, what was the approximate average monthly compensation, including benefits when applicable, for a full-time production employee?n
- n6a:
1. .6a.At the end of fiscal year 2007, what was the net book value, that is the value of assets after depreciation, of the following:Machinery, vehicles, and equipment
- n6b:
1. .6b At the end of fiscal year 2007, what was the net book value, that is the value of assets after depreciation, of the following (Land and buildings)?n
- n7a:
1. .7a.Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?Machinery, vehicles, and equipment
- n7b:
1. .7b Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost (Land and buildings)?n
- ecaq52a:
1. 52a Does this establishment currently have any payments overdue by more than 90 days with (Utilities).n
- ecaq52b:
1. 52b Does this establishment currently have any payments overdue by more than 90 days with (Taxes).n
- b20:
1. .20 The World Bank might be interested in getting in touch with you to follow up on some aspects of this interview. Would you have any objection if we provide them with your contact information?

a16:

1. .16 It is my perception that the responses to the questions regarding opinions and perceptions

a17a:

1. .17 The responses to the questions regarding figures (productivity and employment numbers)

a17x:

1. .17 The responses to the questions regarding figures (productivity and employment numbers)

a19min:

1. .19 If option 2 or 3 in A.18, estimate duration of the whole interview (Minutes)

wmedian:

1. Eligible establishments are those for which it was possible to directly determine eligibility and those that rejected the screener questionnaire or an answering machine or fax was the only response. For Albania, the weights are based on the actual situation, not on the assumptions.

wweak:

1. Eligible establishments are those for which it was possible to directly determine eligibility and those that rejected the screener questionnaire or an answering machine or fax was the only response as well as all establishments for which it was not possible to finalize a contact are assumed eligible.

wstrict:

1. Eligible establishments are only those for which it was possible to directly determine eligibility.

VARIABLE LABELS

obs: 11,998 (c) 2009 EBRD and World Bank. Type 'notes' for citation instructions.
vars: 293 30 Apr 2010 11:10
size: 15,729,378 (98.3% of memory free) (_dta has notes)

variable name	storage type	display format	value label	variable label
id	double	%12.0g		interview number
a1	byte	%22.0g	a1	a.1 country code
idstd	long	%12.0g		WEB STD FIRMID
es2007	byte	%8.0g	es2007	Was the firm interviewed in 2007?
id2007	long	%12.0g		ID in 2007
id2005	int	%8.0g		ID in 2005
a0	byte	%8.0g	a0	a.0 questionnaire
a1a	byte	%8.0g	a1a	language of the interview
a2x	str36	%36s		a2. string variable
a2	byte	%8.0g	a2	sampling region
a3	byte	%35.0g	a3lbl	a3 city - population
a3a	byte	%8.0g	a3a	a.3a region of the establishment
a3ax	str36	%36s		a.3a region of the establishment
a4a	byte	%8.0g	a4a	a.4.a industry samplig sector
a4b	byte	%8.0g	a4b	a.4.b industry screener sector
a5	byte	%8.0g	a5	a.5 sector match between screener information and sample frame
a6a	byte	%8.0g	a6a	a.6.a samplig size
a6b	byte	%8.0g	a6b	a.6.b screener size
a7	byte	%8.0g	a7	a.7 establishment is part of a large firm
a8	byte	%8.0g	a8	a.8 type of establishment
a9	byte	%8.0g	a9	a.9 establishment financial statements prepared separately of hq statements
a10	byte	%8.0g	a10	* a.10 establishment financial statements separate from other establishments
a11	byte	%8.0g	a11	* a.11 if hq, financial statements independent of the rest of establishment
a12	long	%8.0g		a.12 inteviewer number
a13	long	%8.0g		a.13 supervisor number
a14d	byte	%8.0g		day
a14m	byte	%8.0g		month
a14y	int	%8.0g		year
a14h	byte	%8.0g		hour
a14min	byte	%8.0g		minutes
b1	byte	%8.0g	b1	what is this firm's current legal status?

b1x	str74	%74s	b1x.other (specify)
b3	byte	%8.0g	b3 what percentage of this firm does the largest owner(s) own?
b2a	byte	%8.0g	b2a * b.2a private domestic individuals, companies or organizations
b2b	byte	%8.0g	b2b * b.2b private foreign individuals, companies or organizations
b2c	byte	%8.0g	b2c b.2c government/state
b2d	byte	%8.0g	b2d b.2d other
b4	byte	%8.0g	b4 are any of the owners female?
ecaq5	byte	%8.0g	ecaq5 how was this firm established?
ecaq5x	str77	%77s	ecaq5x how was this firm established? other
b5	int	%8.0g	b5 in what year did this establishment begin operations in this country?
b6	long	%8.0g	b6 * number of full-time employees of the establishment when it started operations
b6a	byte	%8.0g	b6a was establishment formally registered when it began operations in this country?
b6b	int	%8.0g	b6b in what year was this establishment formally registered?
b7	byte	%8.0g	b7 * how many years of experience working in this sector does the top manager have?
ecab7a	byte	%8.0g	ecab7a is the top manager female?
b8	byte	%8.0g	b8 * does establishment have an internationally-recognized quality certification?
c3	byte	%8.0g	c3 * applied to obtain an electrical connection submitted over the last two years?
c4	int	%8.0g	c4 * how many days did it take for you to receive an electrical connection service?
c5	byte	%8.0g	c5 * informal gift/payment expected or requested for an electrical connection?
c6	byte	%8.0g	c6 over fiscal year 2007, did this establishment experience power outages?
c7	int	%8.0g	c7 * number of power outages experienced in a typical month in last fiscal year
c8	int	%8.0g	c8 how long did the average power outage last?
c9a	float	%8.0g	c9a * in last fiscal year, what were your losses that resulted from power outages?
c9b	long	%12.0g	c9b * total annual losses due to power outages
c10	byte	%8.0g	c10 * generator shared or owned over the course of last fiscal year?
c11	byte	%8.0g	c11 * % electricity from generator owned/shared by the establishment in last fiscal yr
c12	byte	%8.0g	c12 * application to obtain a water connection submitted over the last 2 fiscal years?
c13	int	%8.0g	c13 * how many days did it take for you to obtain a water connection?
c14	byte	%8.0g	c14 * when you applied for a water connection, was an informal gift requested?
c15	byte	%8.0g	c15 * did you experience insufficient water supply for production in last fiscal yr?
c16	int	%8.0g	c16 * frequency of incidents of water shortages in a typical month in last

c17	int	%8.0g	c17	fiscal yr average length of water shortage (affecting production) in last fiscal year
c19	byte	%8.0g	c19	* application to obtain a telephone connection submitted over the last two years
c20	int	%8.0g	c20	* how many days did it take for you to receive a telephone connection service?
c21	byte	%8.0g	c21	* when you applied for a telephone connection was an informal gift requested?
c22a	byte	%8.0g	c22a	* do you currently communicate with clients and suppliers by e-mail?
c22b	byte	%8.0g	c22b	do you currently communicate with clients and suppliers via your website?
c23	byte	%8.0g	c23	* does the firm have a high-speed, broadband internet connection on its premises?
c24b	byte	%8.0g	c24b	* is the internet connection used to: order purchases for this establishment?
c24c	byte	%8.0g	c24c	* is the internet connection used to: deliver services to your clients?
c24d	byte	%8.0g	c24d	* is internet used to: do research and develop ideas on new products and services?
c25	byte	%8.0g	c25	* was unavailability of internet connection experienced in last fiscal year?
c26	int	%8.0g	c26	* frequency of unavailability of internet connection in av. month in last fisc yr
c27	int	%8.0g	c27	* length of unavailability of internet connection in av. month in last fiscal yr
c28	byte	%8.0g	c28	* do security or authentication concerns affect purchases you make by internet?
c30a	byte	%8.0g	c30a	* how much of an obstacle is electricity to the current operations of this firm?
c30b	byte	%8.0g	c30b	* how much of an obstacle are telecommunications to the operations of this firm?
d1a1x	str80	%80s		* main product\service (by the largest % of annual sales) in last fiscal year
d1a2	int	%8.0g	d1a2	* first product/service isic code
d1a3	byte	%8.0g	d1a3	first product/service, percent of total annual sales
d2	double	%12.0g	d2	in last fiscal year, what were this establishment's total annual sales?
d3a	byte	%8.0g	d3a	* what % of establishment's sales were: national sales?
d3b	byte	%8.0g	d3b	* what % of establishment's sales were: indirect exports? (using a third party)
d3c	byte	%8.0g	d3c	* what % of establishment's sales were: direct exports?
d4	int	%8.0g	d4	* in 2007, how many av. days did it take for your exported goods to clear customs?
d6a	byte	%8.0g	d6a	* % consignment value dir. exports lost in transit due to

				theft/breakage/spoilage
d8	int	%8.0g	d8	in what year did this establishment first export directly or indirectly?
ecad8a	double	%12.0g	ecad8a	* total value of exports of this establishment in last complete fiscal year
d10a	int	%8.0g	d10a	* % consignment value dom. exports lost in transit due to theft/breakage/spoilage
d12a	byte	%8.0g	d12a	* % of material inputs and supplies of domestic origin in last fiscal year
d12b	byte	%8.0g	d12b	* % of material inputs and supplies of foreign origin in last fiscal year
d13	byte	%8.0g	d13	* were any of these material inputs and supplies imported directly?
d14	int	%8.0g	d14	* av. no. days for imported goods to clear customs in last fiscal year
d16	int	%8.0g	d16	* when you receive your most key input, how many days of stock is available?
d17	int	%8.0g	d17	* av. number of days of inventory on hand after receiving sales item
d30a	byte	%8.0g	d30a	* how much of an obstacle is: transportation of goods, supplies, and inputs?
d30b	byte	%8.0g	d30b	* how much of an obstacle is: customs and trade regulations?
e1	byte	%8.0g	e1	* main mkt in which you sold your main product or service in last fiscal year
e2	byte	%8.0g	e2	* how many competitors did this establishment's main product/product line face?
e3	byte	%8.0g	e3	* no. sales of main product increase/remain the same/decrease in last fiscal yr?
e4	byte	%8.0g	e4	* did price of main product increase/remain the same/decrease in last fiscal yr?
e6	byte	%8.0g	e6	* do you use technology licensed from a foreign-owned company?
e11	byte	%8.0g	e11	does this establishment compete against unregistered or informal firms?
ecaq63a	byte	%8.0g	ecaq63a	* effect on decisions to develop new products: pressure from domestic competitors
ecaq63b	byte	%8.0g	ecaq63b	* effect on decisions to develop new products: pressure from foreign competitors
ecaq63c	byte	%8.0g	ecaq63c	* effect on decisions to develop new products: pressure from customers
ecaq64a	byte	%8.0g	ecaq64a	* effect on decisions on production costs: pressure from domestic competitors
ecaq64b	byte	%8.0g	ecaq64b	* effect on decisions on production costs: pressure from foreign competitors
ecaq64c	byte	%8.0g	ecaq64c	* effect on decisions on production costs: pressure from customers
e16	byte	%8.0g	e16	* over last fisc. yr, did purchases of main input increase/stay the same/decrease?
e17	byte	%8.0g	e17	* over last fiscal year, did price of main input increase/stay the same/decrease?
ecaq53	byte	%8.0g	ecaq53	* over the last 3 years, has this establishment received any government subsidies?
e30	byte	%8.0g	e30	* how much of an obstacle are the informal sector competitors to your operations?

ecae30	byte	%8.0g	ecae30	* how much of an obstacle are the formal sector competitors to your operations?
ecao1	byte	%8.0g	ecao1	* has this establishment introduced new products or services in the last 3 years?
ecao2	byte	%8.0g	ecao2	* % annual sales accounted for by products/services introduced in last 3 years?
ecao3	byte	%8.0g	ecao3	* invested in research and development (in-house or outsourced) in last 3 years?
ecao4	long	%12.0g	ecao4	* amount spent on research and development in last fiscal year
ecao6	byte	%8.0g	ecao6	* % of establishment's workforce that regularly use computers in their jobs
ecao11	byte	%8.0g	ecao11	* in last 3 years, has this estab. outsourced activities previously done in-house?
ecao12	byte	%8.0g	ecao12	* in last 3 years, has this estab. discontinued at least one product line/service?
ecao13	byte	%8.0g	ecao13	* in last 3 years, has this estab. upgraded an existing product line/service?
ecao14	byte	%8.0g	ecao14	* main way employees are promoted in this establishment
ecao15	byte	%8.0g	ecao15	* establishment's main policy in dealing with underperforming employees
ecao15x	str127	%127s		establishment's main policy in dealing with underperforming employees: other
f1	byte	%8.0g	f1	* in 2007, what was the % capacity utilization of this establishment?
f2	int	%8.0g	f2	* number of hours per week operated by the establishment in last fiscal year
ecaw1	int	%8.0g	ecaw1	total number of inspections in last fiscal year
ecaw2	long	%12.0g	ecaw2	* total cost of inspections - official and unofficial payments
ecaw3	double	%8.0g	ecaw3	* no. working days spent by staff dealing with inspections procedures
ecaw30	byte	%8.0g	ecaw30	* how much of an obstacle are: business inspections?
ecap1	byte	%8.0g	ecap1	* compulsory to have a certificate to produce/sell any products/services?
ecap2	byte	%8.0g	ecap2	* % of sales from products/services subject to compulsory certificates
ecap3	int	%8.0g	ecap3	* no. compulsory certificates obtained in last fiscal year
ecap4	int	%8.0g	ecap4	* no. days spent by staff obtaining compulsory certificates in last fiscal year
ecap5	int	%8.0g	ecap5	* average number of days to obtain compulsory certificate
ecap6	double	%12.0g	ecap6	* amount spent on obtaining compulsory certificates in last fiscal year
ecap7	byte	%8.0g	ecap7	* in order to obtain any compulsory certificates was a gift expected or requested?
ecap30	byte	%8.0g	ecap30	* how much of an obstacle are: compulsory certificates?
ecag9	int	%8.0g	ecag9	how many permits did this establishment obtain in the last two years?
ecag10	int	%8.0g	ecag10	* what was the av. validity, in months, of the permits obtained in last 2 years?
ecag11	int	%8.0g	ecag11	* no. days spent by staff on permit-related procedures in last 2 years

ecag12	long	%12.0g	ecag12	* average cost of obtaining a permit in last 2 years
ecag13	int	%8.0g	ecag13	* average number of days to obtain a permit over last 2 years
ecag14	byte	%8.0g	ecag14	* for any permit applications, was an informal gift/payment expected or requested?
g2	byte	%8.0g	g2	* applic. to obtain a construction-related permit submitted over the last 2 years
g3	int	%8.0g	g3	* how many days did it take for you to obtain a construction-related permit?
g4	byte	%8.0g	g4	* informal gift/payment expected or requested for a construction-related permit
g5a	long	%12.0g	g5a	what is the total selling area in this establishment?
g5b	byte	%8.0g	g5b	the area is measured in:
g5bx	str8	%9s		other
g6a	byte	%8.0g	g6a	* percentage of the building owned by this establishment
g6b	byte	%8.0g	g6b	* percentage of the building leased by this establishment
g6c	byte	%8.0g	g6c	* and what percent is occupied in any other way?
g7	byte	%8.0g	g7	* acquired additional land or buildings to expand operations in the last 3 years?
g8a	byte	%8.0g	g8a	* in the last 3 years, has this est. been succes. in acquiring land ?
g30a	byte	%8.0g	g30a	* how much of an obstacle is access to land to the operations of this firm?
g30b	byte	%8.0g	g30b	* how much of an obstacle are zoning restrictions to the operations of this firm?
i1	byte	%8.0g	i1	* in fiscal year 2007, did this establishment pay for security?
i2a	byte	%8.0g	i2a	* percentage of total annual sales paid for security in last fiscal year
i2b	double	%12.0g	i2b	in last fiscal year, what is the total annual cost of security?
i3	byte	%8.0g	i3	* losses due to theft, robbery, vandalism or arson experienced in last fiscal year
i4a	byte	%8.0g	i4a	* losses due to theft, robbery,vandalism or arson in last fiscal yr (% of sales)
i4b	long	%12.0g	i4b	* value of losses due to theft, robbery,vandalism or arson in last fiscal yr
i30	byte	%8.0g	i30	* how much of an obstacle are crime, theft and disorder to this establishment?
k1d	byte	%8.0g	k1d	* in last fiscal yr, did you pay for any material inputs/services after delivery?
k1e	byte	%8.0g	k1e	* % material inputs/services paid for after delivery in last fiscal year
k2a	byte	%8.0g	k2a	* % of total annual sales paid for before the delivery in last fiscal year
k2b	byte	%8.0g	k2b	* and what percent were: paid on delivery?
k2c	byte	%8.0g	k2c	* and what percent were: paid after delivery?
k4	byte	%8.0g	k4	* did this establishment purchase any fixed assets in last fiscal yr?
n5a	double	%12.0g	n5a	* total annual expenditure for purchases of equipment in last fiscal yr
n5b	double	%12.0g	n5b	* total annual expenditure for purchases of land and buildings in last

k5a	byte	%8.0g	k5a	* % of fixed assets funded by internal funds\ retained earnings in last fiscal yr
k5i	byte	%8.0g	k5i	* owners' contributions or issued new equity
ecak5b	byte	%8.0g	ecak5b	* fixed assets : borrowed from private banks
ecak5c	byte	%8.0g	ecak5c	* fixed assets: borrowed from state-owned banks
k5f	byte	%8.0g	k5f	* purchases on credit from suppliers and advances from customers
k5hdej	byte	%8.0g	k5hdej	* fixed assets:other (moneylenders, friends, relatives,
k6	byte	%8.0g	k6	* does this establishment have a checking and\or saving account?
k7	byte	%8.0g	k7	at this time, does this establishment have an overdraft facility?
k8	byte	%8.0g	k8	* does this establishment have a line of credit or loan from a financial inst.?
k9	byte	%8.0g	k9	* type of financial institution that granted the line of credit or loan
k11	double	%12.0g	k11	* for the most recent loan, what was the value at the time of approval?
k13	byte	%8.0g	k13	* financing required for the most recent line of credit or loan
k14a	byte	%8.0g	k14a	type of collateral required for the most recent loan? land, buildings
k14b	byte	%8.0g	k14b	* type of collateral required for the most recent loan? equipment
k14c	byte	%8.0g	k14c	* type of collateral required for the most recent loan? accounts
k14d	byte	%8.0g	k14d	* type of collateral required for the most recent loan? personal assets
k14e	byte	%8.0g	k14e	* type of collateral required for the most recent loan? other
k15	int	%8.0g	k15	* approx. collateral needed as % of the loan value \ value of the line of credit
k16	byte	%8.0g	k16	* in last fiscal yr, did establishment apply for new loans/lines of credit?
k17	byte	%8.0g	k17	* main reason for not applying for new loans or new lines of credit
k18a	byte	%8.0g	k18a	apply for any new loans/lines of credit that were rejected in last fiscal year?
k21	byte	%8.0g	k21	* financial statements checked & certified by external auditor in last fiscal yr?
k30	byte	%8.0g	k30	* how much of an obstacle is: access to finance
ecaq31e	byte	%8.0g	ecaq31e	* has this establishment been to court as a plaintiff/defendant in last 3 years?
h7a	byte	%8.0g	h7a	* the court system is fair, impartial and uncorrupted
ecaj1b	byte	%8.0g	ecaj1b	* "the court system is quick"
ecaj1c	byte	%8.0g	ecaj1c	* "the court system is able to enforce its decisions"
j2	byte	%8.0g	j2	* what % of senior management time was spent in dealing with govt regulations?
j3	byte	%8.0g	j3	* over the last 12 months, was this establishment inspected by tax officials?
j4	int	%8.0g	j4	* frequency of inspections/requirement for meeting by tax officials
j5	byte	%8.0g	j5	* in any of these inspections was a gift or informal requested ?
ecaj5a	int	%8.0g	ecaj5a	* no. working days spent by all staff members involved in the process
j6a	byte	%8.0g	j6a	* government contract secured (or attempted) in the last 12 months?

j6	byte	%8.0g	j6	* % of contract value av. firm pays in informal gifts to govt to secure contract?
j7a	byte	%8.0g	j7a	* percent of total annual sales paid in informal payments
j7b	long	%12.0g	j7b	* total annual informal payment
j10	byte	%8.0g	j10	* application to obtain an import license submitted over the last 2 years?
j11	int	%8.0g	j11	* how many days did it take to obtain your import license?
j12	byte	%8.0g	j12	* when you applied for an import license, was an informal gift requested?
j13	byte	%8.0g	j13	* application to obtain an operating license submitted over last 2 years?
j14	int	%8.0g	j14	* how many days did it take to obtain your operating license?
j15	byte	%8.0g	j15	* when you applied for an operating license was an informal gift requested?
ecaj14a	long	%12.0g	ecaj14a	* cost of obtaining all operating licenses applied for in last 2 years
j30a	byte	%8.0g	j30a	* obstacle to the current operations : tax rates
j30b	byte	%8.0g	j30b	* obstacle to the current operations : tax administrations
j30c	byte	%8.0g	j30c	* obstacle to the current operations : business licensing and permits
j30e	byte	%8.0g	j30e	* obstacle to the current operations : political instability
j30f	byte	%8.0g	j30f	* obstacle to the current operations : corruption
h30	byte	%8.0g	h30	* obstacle to the current operations : courts
ecaq39	byte	%8.0g	ecaq39	* how often do firms like you pay additional payments/informal gifts?
ecaq41a	byte	%8.0g	ecaq41a	* unofficial payments/gifts :to deal with customs/imports
ecaq41b	byte	%8.0g	ecaq41b	* unofficial payments/gifts :to deal with courts
ecaq41c	byte	%8.0g	ecaq41c	* unofficial payments/gifts :to deal with taxes/tax collection
l1	long	%8.0g	l1	* no. permanent, full-time employees of this firm at end of last fiscal year
l2	long	%8.0g	l2	* no. permanent, full-time employees of this firm at end of 3 fiscal years ago
l3a	int	%8.0g	l3a	* no. ft employees who were production workers at end of last fiscal yr
l3b	int	%8.0g	l3b	* no. who were non-production workers (e.g., managers, admin, sales)?
l4a	int	%8.0g	l4a	* no. ft employees who were skilled prod. workers at end of last fiscal yr
l4b	int	%8.0g	l4b	* no. ft employees who were unskilled prod. workers at end of last fiscal yr
l5	int	%8.0g	l5	* no. ft employees who were female at end of last fiscal yr
l5a	int	%8.0g	l5a	* no. ft employees who were female prod. workers at end of last fiscal yr
l5b	int	%8.0g	l5b	* no. ft employees who were female non-prod. workers at end of last fiscal yr
l6	int	%8.0g	l6	* no. full-time temporary employees employed at end of last fiscal year
l8	byte	%8.0g	l8	* av.length of employment of all ft temporary employees in last fiscal year
l10	byte	%8.0g	l10	* formal training programs for permanent, ft employees ran in last fiscal yr
l11a	byte	%8.0g	l11a	* % permanent ft prod. employees received formal training in last fiscal year
l11b	byte	%8.0g	l11b	* % ft non-production employees received formal training in last fiscal

ecaq69	byte	%8.0g	ecaq69	year	* % employees at end of fiscal year with a university degree
l30a	byte	%8.0g	l30a		* how much of an obstacle are labour regulations to the operations of this firm?
l30b	byte	%8.0g	l30b		* how much of an obstacle is inadequately educated workforce to your firm?
m1a	byte	%8.0g	m1a		* most serious obstacle affecting the operation of this establishment
m1d	byte	%8.0g	m1d		* rotation order
n2a	double	%12.0g	n2a		* total labor cost (incl. wages, salaries, bonuses, etc) in last fiscal year
n2e	double	%12.0g	n2e		* cost of raw materials and intermediate goods used in prod. in last fiscal year
n2f	double	%12.0g	n2f		* total annual costs of fuel in last fiscal year
n2i	double	%12.0g	n2i		* total annual cost of finished goods/materials bought to resell in last fiscal yr
n2b	double	%12.0g	n2b		* total annual costs of electricity in last fiscal year
n2c	double	%12.0g	n2c		* total annual costs of communications services in last fiscal year
n2h	long	%12.0g	n2h		* total annual costs of water in last fiscal year
n3	double	%12.0g	n3		* what were the establishment's total annual sales three fiscal years ago?
n4a	double	%12.0g	n4a		* average monthly compensation of a production full-time worker in last fiscal yr
n6a	double	%12.0g	n6a		* net book value of machinery vehicles, and equipment in last fiscal year
n6b	double	%12.0g	n6b		* net book value of land and buildings in last fiscal year
n7a	double	%12.0g	n7a		* cost for establishment to re-purchase all of its machinery
n7b	double	%12.0g	n7b		* cost for establishment to re-purchase all of its land and buildings
ecaq52a	byte	%8.0g	ecaq52a		* payments overdue by more than 90 days:utilities
ecaq52b	byte	%8.0g	ecaq52b		* payments overdue by more than 90 days:taxes
b20	byte	%8.0g	b20		* can we provide the wb with your contact information?
a15d	byte	%8.0g		day	
a15m	byte	%8.0g		month	
a15h	byte	%8.0g		hour	
a15min	byte	%8.0g		minutes	
a15a1a	str80	%80s		main respondent's position in the firm	
a15a2a	float	%8.0g	a15a2a	main respondent years working in the firm:	
a15a3a	byte	%8.0g	a15a3a	main respondent gender	
a15a1b	str57	%57s		second respondent position in the firm:	
a15a2b	byte	%8.0g	a15a2b	second respondent years working in the firm	
a15a3b	byte	%8.0g	a15a3b	second respondent gender	
a16	byte	%8.0g	a16		* perception of the questions regarding opinions and perceptions
a17a	byte	%8.0g	a17a		* perception of responses to the questions regarding figures/numbers
a17x	str126	%126s			* interviewer comments

a18	byte	%8.0g	a18	this questionnaire was completed in:
a19h	byte	%8.0g		if option 2 or 3 in a.18, estimate duration of the whole interview: hours
a19min	byte	%8.0g	*	if option 2 or 3 in a.18, estimate duration of the whole interview:minutes
p3	int	%8.0g		number of minutes the interview lasted
p4	byte	%8.0g	p4	number of persons present during the interview, including interviewer
p5	byte	%8.0g	p5	respondent cooperation
weights_al	float	%9.0g		Weights - Albania, block enumeration
wmedian	double	%9.0g	*	Weights - median assumption
wweak	double	%9.0g	*	Weights - weak assumption
wstrict	double	%9.0g	*	Weights - strict assumption
strata	int	%9.0g		Strata unique identifier
provider	byte	%14.0g	provider	provider
wave	byte	%16.0g	wave	Survey information
wstrict2	float	%9.0g		Weights - strict assumption, extended sample for Poland and Russia only
wmedian2	float	%9.0g		Weights - median assumption, extended sample for Poland and Russia only
wweak2	float	%9.0g		Weights - weak assumption, extended sample for Poland and Russia only
country	str23	%23s		Country
coun	str23	%23s		Country name
			*	indicated variables have notes

Sorted by:

VALUE LABELS

a1:

- 44 Albania
- 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
- 69 Mongolia
- 70 Estonia
- 71 Kosovo
- 72 Czech Republic
- 73 Hungary
- 74 Latvia
- 75 Lithuania
- 76 Slovak Republic
- 77 Slovenia
- 78 Bulgaria
- 79 Croatia
- 80 Montenegro
- 90 Germany

wave:

- 1 Baseline survey
- 2 Follow up survey

a3lbl:

- 1 capital city
- 2 city with population over 1 million
- 3 over 250,000 to 1million
- 4 50,000 to 250,000
- 5 less than 50,000 population

p5:

- 1 excellent
- 2 fair
- 3 average
- 4 bad

p4:

- 1 two (interviewer and respondent)
- 2 three
- 3 four
- 4 five or more

es2007:

- 1 yes
- 2 no

a18:

- 1 one visit in face-to-face interview with one person
- 2 one visit in face-to-face interview with different managers\
- 3 several visits

a17a:

- 1 are taken directly from establishment records
- 2 are estimates computed with some precision
- 3 are arbitrary and unreliable numbers

a16:

- 1 truthful
- 2 somewhat truthful
- 3 not truthful

a15a3b:

- 1 male
- 2 female

a15a2b:

- 9 don't know
- 8 refusal
- 1 less than 1 year

a15a3a:

- 1 male
- 2 female

a15a2a:

- 9 don't know
- 8 refusal
- 1 less than 1 year

b20:

- 1 yes
- 2 no

ecaq52b:
-9 don't know
1 yes
2 no

ecaq52a:
-9 don't know
1 yes
2 no

n7b:
-9 don't know

n7a:
-9 don't know

n6b:
-9 don't know

n6a:
-9 don't know

n4a:
-9 don't know

n3:
-9 don't know
-7 not in business three years ago

n2h:
-9 don't know

n2c:
-9 don't know

n2b:
-9 don't know

n2i:
-9 don't know
-7 does not apply

n2f:
-9 don't know

n2e:
-9 don't know

n2a:
-9 don't know

m1d:
1 rotation a
2 rotation b
3 rotation c

mla:

- 9 don't know
- 7 does not apply
- 1 access to finance
- 2 access to land
- 3 business licensing and permits
- 4 corruption
- 5 courts
- 6 crime, theft and disorder
- 7 customs and trade regulations
- 8 electricity
- 9 inadequately educated workforce
- 10 labor regulations
- 11 political instability
- 12 practices of competitors in the informal sector
- 13 tax administration
- 14 tax rates
- 15 transport

l30b:

- 9 don't know
- 7 does not apply
- 0 no obstacle
- 1 minor obstacle
- 2 moderate obstacle
- 3 major obstacle
- 4 very severe obstacle

l30a:

- 9 don't know
- 7 does not apply
- 0 no obstacle
- 1 minor obstacle
- 2 moderate obstacle
- 3 major obstacle
- 4 very severe obstacle

ecaq69:

- 9 don't know
- 0 no one had universty degree

l11b:

- 9 don't know
- 0 no employees trained

111a: -9 don't know
0 no employees trained

110: -9 don't know
1 yes
2 no

18: -9 don't know
1 less than one month

16: -9 don't know

15b: -9 don't know

15a: -9 don't know

15: -9 don't know

14b: -9 don't know

14a: -9 don't know

13b: -9 don't know

13a: -9 don't know

12: -9 don't know
-7 not in business three years ago

11: -9 don't know

ecaq41c: -9 don't know
1 never
2 seldom
3 sometimes
4 frequently
5 usually
6 always

ecaq41b:
-9 don't know
1 never
2 seldom
3 sometimes
4 frequently
5 usually
6 always

ecaq41a:
-9 don't know
1 never
2 seldom
3 sometimes
4 frequently
5 usually
6 always

ecaq39:
-9 don't know
1 never
2 seldom
3 sometimes
4 frequently
5 usually
6 always

h30:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

j30f:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

j30e:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

j30c:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

j30b:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

j30a:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

ecaj14a:
-9 don't know
-8 refusal

j15:
-9 don't know
-8 refusal
1 yes
2 no

j14:
-9 don't know
-6 still in process
-5 application denied
1 less than one day

j13:
-9 don't know
1 yes
2 no

j12:
-9 don't know
-8 refusal
1 yes
2 no

j11:
-9 don't know
-6 still in process
-5 application denied
1 less than one day

j10:
-9 don't know
1 yes
2 no

j7b:
-9 don't know
-8 refusal
0 no payments/gifts are typically paid

j7a:
-9 don't know
-8 refusal
0 no payments/gifts are typically paid

j6:
-9 don't know
-8 refusal
0 no payments/gifts are typically paid

j6a:
-9 don't know
1 yes
2 no

ecaj5a:
-9 don't know

j5:
-9 don't know
-8 refusal
1 yes
2 no

j4:
-9 don't know

j3:
-9 don't know
1 yes
2 no

j2:
-9 don't know
0 no time was spent

ecaj1c:
-9 don't know
1 strongly disagree
2 tend to disagree
3 tend to agree
4 strongly agree

ecaj1b:
-9 don't know
1 strongly disagree
2 tend to disagree
3 tend to agree
4 strongly agree

h7a:
-9 don't know
1 strongly disagree
2 tend to disagree
3 tend to agree
4 strongly agree

ecaq31e:
-9 don't know
1 yes
2 no

k30:
 -9 don't know
 -7 does not apply
 0 no obstacle
 1 minor obstacle
 2 moderate obstacle
 3 major obstacle
 4 very severe obstacle

k21:
 -9 don't know
 1 yes
 2 no

k18a:
 -9 don't know
 1 yes
 2 no

k17:
 -9 don't know
 1 no need for a loan - establishment has sufficient capital
 2 application procedures for loans or lines of credit are comp
 3 interest rates are not favorable
 4 collateral requirements are too high
 5 size of loan or maturity are insufficient
 6 it is necessary to make informal payments to get bank loans
 7 did not think it would be approved
 8 other

k16:
 -9 don't know
 1 yes
 2 no

k15:
 -9 don't know

k14e:
 -9 don't know
 1 yes
 2 no

k14d:
 -9 don't know
 1 yes
 2 no

k14c: -9 don't know
 1 yes
 2 no
 k14b: -9 don't know
 1 yes
 2 no
 k14a: -9 don't know
 1 yes
 2 no
 k13: -9 don't know
 1 yes
 2 no
 k11: -9 don't know
 -8 refusal
 k9: -9 don't know
 1 private commercial banks
 2 state-owned banks or government agency
 3 non-bank financial institutions which include microfinance i
 4 other
 k8: -9 don't know
 1 yes
 2 no
 k7: -9 don't know
 1 yes
 2 no
 k6: -9 don't know
 1 yes
 2 no
 k5hdej: -9 don't know
 k5f: -9 don't know

ecak5c: -9 don't know
ecak5b: -9 don't know
k5i: -9 don't know
k5a: -9 don't know
n5b: -9 don't know
n5a: -9 don't know
k4: -9 don't know
1 yes
2 no
k2c: -9 don't know
k2b: -9 don't know
k2a: -9 don't know
k1e: -9 don't know
k1d: -9 don't know
1 yes
2 no
i30: -9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle
i4b: -9 don't know
i4a: -9 don't know

i3: -9 don't know
1 yes
2 no

i2b: -9 don't know

i2a: -9 don't know

i1: -9 don't know
1 yes
2 no

g30b: -9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

g30a: -9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

g8a: -9 don't know
1 yes
2 no

g7: -9 don't know
1 yes
2 no

g6c: -9 don't know

g6b: -9 don't know

g6a: -9 don't know

g5b:
-9 don't know
1 square feet
2 square yards
3 square meters
4 other

g5a:
-9 don't know
-7 does not apply

g4:
-9 don't know
-8 refusal
1 yes
2 no

g3:
-9 don't know
-6 still in process
-5 application denied
1 less than one day

g2:
-9 don't know
1 yes
2 no

ecag14:
-9 don't know
-8 refusal
1 yes
2 no

ecag13:
-9 don't know
1 less than one day

ecag12:
-9 don't know
-8 refusal

ecag11:
-9 don't know

ecag10:
-9 don't know
-5 termless
1 less than one month

ecag9: -9 don't know
ecap30: -9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle
ecap7: -9 don't know
-8 refusal
1 yes
2 no
ecap6: -9 don't know
-7 does not apply
ecap5: -9 don't know
-7 application denied
-6 still in process
1 less than one day
ecap4: -9 don't know
ecap3: -9 don't know
ecap2: -9 don't know
ecap1: -9 don't know
1 yes
2 no
ecaw30: -9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle
ecaw3:

-9 don't know

ecaw2:
 -9 don't know
 -8 refusal

ecaw1:
 -9 don't know

f2:
 -9 don't know

f1:
 -9 don't know

ecao15:
 -9 don't know
 -7 does not apply
 1 they are rarely or never moved from their position
 2 they usually stay in their position for at least one year be
 3 they are rapidly helped and re-trained and then dismissed if
 4 other

ecao14:
 -9 don't know
 -7 does not apply
 1 promotions are based solely on individual's effort and abili
 2 promotions are based partly on individual's effort and abili
 3 promotions are based mainly on factors other than on individ

ecao13:
 -9 don't know
 1 yes
 2 no

ecao12:
 -9 don't know
 1 yes
 2 no

ecao11:
 -9 don't know
 1 yes
 2 no

ecao6:
 -9 don't know

ecao4:
 -9 don't know

ecao3:
 -9 don't know
 1 yes
 2 no

ecao2:
 -9 don't know
 ecao1:
 -9 don't know
 1 yes
 2 no
 ecae30:
 -9 don't know
 -7 does not apply
 0 no obstacle
 1 minor obstacle
 2 moderate obstacle
 3 major obstacle
 4 very severe obstacle
 e30:
 -9 don't know
 -7 does not apply
 0 no obstacle
 1 minor obstacle
 2 moderate obstacle
 3 major obstacle
 4 very severe obstacle
 ecaq53:
 -9 don't know
 1 yes
 2 no
 e17:
 -9 don't know
 1 increased
 2 remained the same
 3 decreased
 e16:
 -9 don't know
 1 increased
 2 remained the same
 3 decreased
 ecaq64c:
 -9 don't know
 1 not at all important
 2 slightly important
 3 fairly important
 4 very important

ecaq64b:
-9 don't know
1 not at all important
2 slightly important
3 fairly important
4 very important

ecaq64a:
-9 don't know
1 not at all important
2 slightly important
3 fairly important
4 very important

ecaq63c:
-9 don't know
1 not at all important
2 slightly important
3 fairly important
4 very important

ecaq63b:
-9 don't know
1 not at all important
2 slightly important
3 fairly important
4 very important

ecaq63a:
-9 don't know
1 not at all important
2 slightly important
3 fairly important
4 very important

e11:
-9 don't know
1 yes
2 no

e6:
-9 don't know
1 yes
2 no

e4:
 -9 don't know
 1 increased
 2 remained the same
 3 decreased

e3:
 -9 don't know
 1 increased
 2 remained the same
 3 decreased

e2:
 -9 don't know
 1 none
 2 one
 3 2 to 5
 4 more than 5

e1:
 -9 don't know
 1 local - main product sold mostly in same municipality where
 2 national - main product sold mostly across the country where
 3 international - main product sold mostly to nations outside

d30b:
 -9 don't know
 -7 does not apply
 0 no obstacle
 1 minor obstacle
 2 moderate obstacle
 3 major obstacle
 4 very severe obstacle

d30a:
 -9 don't know
 -7 does not apply
 0 no obstacle
 1 minor obstacle
 2 moderate obstacle
 3 major obstacle
 4 very severe obstacle

d17:
 -9 don't know

d16:
 -9 don't know

d14: -9 don't know
-7 does not apply
1 less than one day

d13: -9 don't know
1 yes
2 no

d12b: -9 don't know

d12a: -9 don't know

d10a: -9 don't know
-7 no internal shipment made
0 no losses

ecad8a: -9 don't know

d8: -9 don't know

d6a: -9 don't know

d4: -9 don't know
-7 does not apply
1 less than one day

d3c: -9 don't know

d3b: -9 don't know

d3a: -9 don't know

d2: -9 don't know

d1a3: -9 don't know

d1a2: -9 don't know

c30b:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

c30a:
-9 don't know
-7 does not apply
0 no obstacle
1 minor obstacle
2 moderate obstacle
3 major obstacle
4 very severe obstacle

c28:
-9 don't know
-7 not applicable
1 yes
2 no

c27:
-9 don't know
1 less than one minute

c26:
-9 don't know

c25:
-9 don't know
1 yes
2 no

c24d:
-9 don't know
-7 not applicable
1 yes
2 no

c24c:
-9 don't know
-7 not applicable
1 yes
2 no

c24b:
-9 don't know
-7 not applicable
1 yes
2 no

c23:
-9 don't know
1 yes
2 no

c22b:
-9 don't know
1 yes
2 no

c22a:
-9 don't know
1 yes
2 no

c21:
-9 don't know
-8 refusal
1 yes
2 no

c20:
-9 don't know
-6 still in process
-5 application denied
1 less than one day

c19:
-9 don't know
1 yes
2 no

c17:
-9 don't know
1 less than one hour

c16:
-9 don't know

c15:
-9 don't know
1 yes
2 no

c14: -9 don't know
-8 refusal
1 yes
2 no

c13: -9 don't know
-6 still in process
-5 application denied
1 less than one day

c12: -9 don't know
1 yes
2 no

c11: -9 don't know

c10: -9 don't know
1 yes
2 no

c9b: -9 don't know

c9a: -9 don't know

c8: -9 don't know
1 less than one hour

c7: -9 don't know

c6: -9 don't know
1 yes
2 no

c5: -9 don't know
-8 refusal
1 yes
2 no

c4:
-9 don't know
-6 still in process
-5 application denied
1 less than one day

c3:
-9 don't know
1 yes
2 no

b8:
-9 don't know
-6 still in process
1 yes
2 no

ecab7a:
-9 don't know
1 yes
2 no

b7:
-9 don't know
1 less than one year

b6b:
-9 don't know
-7 establishment has never registered

b6a:
-9 don't know
1 yes
2 no

b6:
-9 don't know

b5:
-9 don't know

ecaq5:
-9 don't know
1 privatization of a 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 state-owned firm
6 other

b4: -9 don't know
 1 yes
 2 no
 b2d: -9 don't know
 b2c: -9 don't know
 b2b: -9 don't know
 b2a: -9 don't know
 b3: -9 don't know
 b1: -9 don't know
 1 publicly listed company
 2 privately held, limited liability company
 3 sole proprietorship
 4 partnership
 5 limited partnership
 6 other
 a11: -7 does not apply
 1 yes
 2 no
 a10: -7 does not apply
 1 yes
 2 no
 a9: -7 does not apply
 1 yes
 2 no
 a8: -7 does not apply
 1 hq without production and/or sales in this location
 2 hq with production and/or sales in this location
 3 establishment physically separated from hq and other establi
 4 establishment physically separated from hq but with other es

a7:
1 yes
2 no, a firm on its own

a6b:
0 less than 5
1 small ≥ 5 and ≤ 19
2 medium ≥ 20 and ≤ 99
3 large ≥ 100

a6a:
0 less than 5
1 small ≥ 5 and ≤ 19
2 medium ≥ 20 and ≤ 99
3 large ≥ 100

a5:
1 yes, screener and sample frame info match
2 no, screener and sample frame do not match but establishment
3 no, does not match

a4b:
2 other manufacturing
15 food
17 textiles
18 garments
24 chemicals
25 plastics & rubber
26 non metallic mineral products
27 basic metals
28 fabricate metal products
29 machinery and equipment
31 electronics (31 & 32)
45 construction section f:
50 other services
51 wholesale
52 retail
55 hotel and restaurants: section h
60 transport section i: (60-64)
72 it

a4a:
2 other manufacturing
15 food
17 textiles
18 garments
24 chemicals
25 plastics & rubber
26 non metallic mineral products
27 basic metals
28 fabricate metal products
29 machinery and equipment
31 electronics (31 & 32)
45 construction section f:
50 other services
51 wholesale
52 retail
55 hotel and restaurants: section h
60 transport section i: (60-64)
72 it

ala:
1 local language
2 local language
3 russian

a0:
1 manufacturing
2 services
3 core

provider:
1 TNS MIC
2 Romir
3 Factum Invenio
4 TNS AISA