

NOTES

_dta:

1. Copyright 2015-18 The European Bank for Reconstruction and Development and The World Bank.
2. BEEPS Panel data set 2009-14, all variables are matched into the latest survey variables. Note that BEEPS IV section O variables were renamed to begin with "ecao" instead of "ecao", as the BEEPS V Innovation Module variables begin with "ecao".
3. Version as of 23 Aug 2017. Compared to the version of 15 October 2015, the dataset now also contains values for panel observations in BEEPS V.
4. All variables are in Local Currency Units (LCU) where applicable.
5. Refer to data in all uses as EBRD-World Bank Business Environment and Enterprise Performance Survey (BEEPS) IV-V.
6. Please read the Technical documentation before using the data. If a variable has only missing values for a particular round, it means that the question was not asked in that round. Please refer to the questionnaires for each round for more details.
7. Address comments and questions using the form at <http://ebrd-beeps.com/contact/> (EBRD) or email WB at r ru@worldbank.org (subject Enterprise Surveys Question).

a10:

1. .10 Establishment financial statements prepared separately from other establishments of same firm
2. a10. Establishment's fin. statements prepared separately from other establishments

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?
2. c28. Does this establishment currently use cell phones for the operations of this establishment?

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.

d1a2_new:

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?

d7:

1. d7. % of value of products exported directly lost in transit - breakage/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?

d11:

1. d11. % of value of products for domestic markets lost in transit - breakage/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)?
2. d12a. Domestic material inputs or supplies as a % of all material inputs or supplies

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)?
2. d12b. Foreign material inputs or supplies as a % of all material inputs or supplies

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)

ecad31b1:

1. ECAd31b1. Change in total costs if customs and trade regulations are no longer an obstacle

ecad31b2:

1. ECAd31b2. Expected % increase in total costs - customs and trade regulations no obstacle

ecad31b3:

1. ECAd31b3. Expected % decrease in total costs - customs and trade regulations no obstacle

e1:

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

e2b:

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?
2. e6. Does the company 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?

2. ECAq53. Over the past 3 years, has the firm received any subsidies from local, regional or national government, or EU 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?

ecao01:

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

ecao02:

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?

ecao03:

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

ecao04:

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)?

ecao06:

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

ecao011:

1. CAo11 In the last three years, has this establishment contracted with other companies (outsourced) activities previously performed in-house?

ecao012:

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

or service?

ecaool3:

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

ecaool4:

1. CAol4 Which of the following best corresponds to the main way employees are promoted in this establishment?

ecaool5:

1. CAol5 Which of the following best corresponds to this establishment's main policy when dealing with employees who do not meet expectations in their position?

h4:

1. h4. New organisational/management practices or structures introduced over last 3 yrs

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.

ecapl1:

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?
2. g4. Informal gift/ payment expected/requested to obtain construction-related permit?

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?

i2a:

1. .2.1 In fiscal year 2007, what percent of this establishment's total annual sales was paid for security?

i3:

1. .3 In fiscal year 2007, did this establishment experience losses as a result of theft, robbery, vandalism or arson?

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?

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?

- 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
- k1c:
1. k1c. Paid after delivery - % of total annual purchases of material inputs/services
- 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?
2. k9. Type of financial institution that granted the most recent line of credit/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
2. k14e. Collateral - Other forms of collateral not included in the categories above

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

k15a:

1. k15a. Approx. collateral value required for the most recent line of credit/loan (LCU)

k15b:

1. k15b. Total number of outstanding loans/lines of credit held by this establishment

k15c:

1. k15c. Total value of outstanding loans/lines of credit held by this establishment (LCU)

k15d:

1. k15d. Outstanding personal loans used to finance establishment's business activities?

k16:

1. .16 Referring again to the last fiscal year 2007, did this establishment apply for any loans or lines of credit?n

ecak17:

1. .17 What was the main reason why this establishment did not apply for any line of credit or loan in fiscal year 2007?

2. ECAk17. Main reason for not applying for line of credit/loan

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

ecaj31c1:

1. ECAj31c1. Change in total costs if business licensing and permits no longer an obstacle

ecaj31c2:

1. ECAj31c2. Expected % increase in total costs - business licensing and permits no obstacle

ecaj31c3:

1. ECAj31c3. Expected % decrease in total costs - business licensing and permits no obstacle

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
2. ECAq41c. Frequency of unofficial payments/gifts to deal with taxes and tax collection

ecaq44a:

1. ECAq44a. Private payments/gifts/other benefits to Parliamentarians - direct impact

ecaq44b:

1. ECAq44b. Private payments/gifts/other benefits to Government officials - direct impact

ecaq44c:

1. ECAq44c. Private payments/gifts/other benefits to local/regional officials -direct impact

ecar20x:

1. ECAr20x. Main reason the establishment did not hire an external consultant (Other)

11:

1. .1 At the end of fiscal year 2007, how many permanent, full-time employees did this establishment employ?n
2. 11. Number of permanent, full-time individuals working at the end of last fiscal yr

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)?"
2. 14a. Number of permanent, full-time individuals who are skilled production workers

14b:

1. .4b At the end of fiscal year 2007, how many permanent, full-time employees were: (Unskilled production workers)?"
2. 14b. Number of permanent, full-time individuals who are 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?
2. 15. Number of permanent, full-time individuals working at the end of last fiscal yr who are 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)
2. 15b. Female permanent full-time non-production workers at the end of last fiscal yr

16:

1. .6 How many full-time temporary employees did this establishment employ in fiscal year 2007?n

16a:

1. 16a. Number of temporary full-time workers employed at the end of last fiscal yr who are female
- 18:
1. .8 What was the average length of employment of all full-time temporary employees in fiscal year 2007?n
 2. 18. Average length of employment of full-time temporary employees in last fiscal yr (months)
- 110:
1. .10 Over fiscal year 2007, did this establishment have formal training programs for its permanent, full-time employees?n
 2. 110. Formal training programs for permanent full-time employees over last fiscal yr?
- 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
 2. 111a. % of production full-time permanent employees that received formal training
- 111b:
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
 2. 111b. % of non-production full-time permanent employees that received formal training
- ecaq69:
1. .69 What percent of this establishment's labor force employed at the end of fiscal year 2007 had a university degree?n
- 130a:
1. 130a 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
- 130b:
1. 130b 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
- ecal31b1:

1. ECA131b1. Change in total sales if inadequately educated workforce no longer an obstacle
- ecal31b2:
1. ECA131b2. Expected % increase in total sales - inadequately educated workforce no obstacle
- ecal31b3:
1. ECA131b3. Expected % decrease in total sales - inadequately educated workforce no obstacle
- 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.

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.

ecaola:

1. ECAo1a. No. of new/significantly improved products/services introduced over last 3 yrs

ecao2c:

1. ECAo2c. Main new /significantly improved product/service new to international market

ecao3g:

1. ECAo3g. New product/service is more efficient/easier to use than existing product/service

ecao4:

1. ECAo4. % annual sales accounted for by new or significantly improved products/services

ecao5x:

1. ECAo5x. Way in which main new/significantly improved product/service introduced (Other)

ecao8x:

1. ECAo8x. Most important new/significantly improved method of supplying products/services

ecao10b:

1. ECAo10b. New method of supplying products/services: change in machinery and equipment

ecao11:

1. ECAo11. Way of intro of main new/significantly improved production/delivery method

ecao11x:

1. ECAo11x. Way of intro of main new/significantly improved production/delivery method (Oth)

ecao12:

1. ECAo12. Purchase/license inventions required to apply new production/delivery method?

ecao14b:

1. ECAo14b. Introduction of management systems for general production or supply operations

ecao19:

1. ECAo19. Expenditures on R&D contracted with other companies in last fiscal yr (LCU)

ecao22a:

1. ECAo22a. % of workforce that regularly used PCs in their jobs at end last fiscal yr

ecao23cx:

1. ECAo23cx. Country or countries where the establishment applied for a patent or trademark

ecar15:

1. ECAr15. Reassignment/dismissal of under-performing non-manager over last fiscal yr

VARIABLE LABELS

obs: 28,564 (c) 2015-18 EBRD and World Bank. Type 'notes' for
citation instructions.
vars: 486 23 Aug 2017 10:05
size: 51,420,087 (_dta has notes)

| variable name | storage type | display format | value label | variable label |
|---------------|-----------------|-------------------|----------------|---|
| idstd | long | %12.0g | | WEB STD FIRMID |
| id | double | %12.0g | | interview number |
| qnrno | double | %20.0f | valllabel | QNRNO. QUESTIONNAIRE NUMBER |
| id2009 | double | %9.0g | | BEEPS IV questionnaire id for panel firms |
| panel | float | %9.0g | | Indicator for panel |
| panel_var | byte | %23.0g | panel_var | Panel origin |
| 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 |
| survey | float | %9.0g | survey | BEEPS round |
| a0 | byte | %8.0g | a0 | a.0 questionnaire |
| a1 | float | %23.0g | a1 | a.1 country code |
| country | str16 | %16s | | a.1 country code |
| ala | byte | %8.0g | ala | language of the interview |
| alax | str11 | %11s | | Language of the interview |
| a2x | strL | %9s | | a2. string variable |
| a2 | int | %8.0g | a2 | sampling region |
| a3 | byte | %35.0g | a3bl | a3 city - population |
| a3a | int | %8.0g | a3a | a.3a region of the establishment |
| a3b | byte | %8.0g | A3B | Official capital city? |
| a3c | byte | %8.0g | A3C | Main business city? |
| a3ax | strL | %9s | | 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 |
| a7a | int | %14.0g | valllabel | |
| | | | | Number of establishments that form the 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 |
| a11a | int | %14.0g | valllabel | |
| | | | | Number of establishments included in the financial statements kept in HQ |
| a12 | long | %8.0g | | a.12 inteviewer number |
| a13 | long | %8.0g | | a.13 supervisor number |
| a14d | byte | %10.0g | | day |
| a14m | byte | %10.0g | | month |
| a14y | int | %10.0g | | year |
| a14h | byte | %8.0g | | hour |
| a14min | byte | %8.0g | | minutes |
| b1 | byte | %8.0g | b1 | what is this firm's current legal status? |
| blx | strL | %9s | | blx.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? |
| b4a | byte | %8.0g | B4A | What percentage of the firm is owned by females? |
| ecaq5 | byte | %8.0g | ecaq5 | how was this firm established? |
| ecaq5x | strL | %9s | | how was this firm established? other |
| b5 | int | %8.0g | b5 | in what year did this establishment begin operations |

| | | | | |
|-----|-------|--------|--------|--|
| b6 | long | %8.0g | b6 | in this country? |
| b6a | byte | %8.0g | b6a | * number of full-time employees of the establishment when it started operations |
| b6b | int | %8.0g | b6b | was establishment formally registered when it began operations in this country? |
| b7 | byte | %8.0g | b7 | in what year was this establishment formally registered? |
| b7a | byte | %8.0g | b7 | * how many years of experience working in this sector does the top manager have? |
| b8 | byte | %8.0g | ecab7a | is the top manager female? |
| c3 | byte | %8.0g | b8 | * does establishment have an internationally-recognized quality certification? |
| c4 | int | %8.0g | c3 | * applied to obtain an electrical connection submitted over the last two years? |
| c5 | byte | %8.0g | c4 | * how many days did it take for you to receive an electrical connection service? |
| c6 | byte | %8.0g | c5 | * informal gift/payment expected or requested for an electrical connection? |
| c7 | int | %8.0g | c6 | over fiscal year 2007, did this establishment experience power outages? |
| c8 | int | %8.0g | c7 | * number of power outages experienced in a typical month in last fiscal year |
| c9a | float | %8.0g | c8 | how long did the average power outage last? |
| c9b | long | %12.0g | c9a | * in last fiscal year, what were your losses that resulted from power outages? |
| c10 | byte | %8.0g | c9b | * total annual losses due to power outages |
| c11 | byte | %8.0g | c10 | * generator shared or owned over the course of last fiscal year? |
| c12 | byte | %8.0g | c11 | * % electricity from generator owned/shared by the establishment in last fiscal yr |
| c13 | int | %8.0g | c12 | * application to obtain a water connection submitted over the last 2 fiscal years? |
| c14 | byte | %8.0g | c13 | * how many days did it take for you to obtain a water connection? |
| c15 | byte | %8.0g | c14 | * when you applied for a water connection, was an informal gift requested? |
| | | | 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 fiscal yr |
| c17 | int | %8.0g | c17 | 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? |
| ecac31a1 | byte | %8.0g | ECAC31A1 | Change in total costs if electricity no longer an obstacle |
| ecac31a2 | int | %8.0g | ECAC31A2 | Expected % increase in total costs - electricity no obstacle |
| ecac31a3 | float | %9.0g | ECAC31A3 | Expected % decrease in total costs - electricity no obstacle |

| | | | | |
|----------|--------|--------|---------|--|
| c30b | byte | %8.0g | c30b | * how much of an obstacle are telecommunications to the operations of this firm? |
| d1a1x | strL | %9s | | * main product\service (by the largest % of annual sales) in last fiscal year |
| d1a2 | int | %8.0g | d1a2 | * first product/service isic code |
| d1a2_new | int | %8.0g | d1a2 | * first product/service isic code - corrected |
| 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? |
| d2x | strL | %9s | | Total annual sales last fiscal yr (string) |
| 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 |
| d6 | byte | %8.0g | D6 | % of value of products exported directly lost in transit - theft |
| d7 | byte | %8.0g | D7 | * % of value of products exported directly lost in transit - 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 |
| d10 | byte | %8.0g | D10 | % of value of products for domestic markets lost in transit - theft |
| d11 | byte | %8.0g | D11 | * % of value of products for domestic markets lost in transit - breakage/spoi |
| ecaq15a | byte | %8.0g | ECAQ15A | % of national sales to government/government agencies |
| 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? |
| ecad31b1 | byte | %8.0g | ECAD31B1 | * Change in total costs if customs and trade regulations are no longer a |
| ecad31b2 | int | %8.0g | ECAD31B2 | * Expected % increase in total costs - customs and trade regulations no |
| ecad31b3 | byte | %8.0g | ECAD31B3 | * Expected % decrease in total costs - customs and trade regulations no |
| e1 | byte | %8.0g | e1 | * main mkt in which you sold your main product or service in last fiscal year |
| e2b | 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? |
| ecao01 | byte | %8.0g | ecao1 | * has this establishment introduced new products or services in the last 3 years? |
| ecao02 | byte | %8.0g | ecao2 | * % annual sales accounted for by products/services introduced in last 3 years? |
| ecao03 | byte | %8.0g | ecao3 | * invested in research and development (in-house or outsourced) in last 3 years? |
| ecao04 | long | %12.0g | ecao4 | * amount spent on research and development in last fiscal year |
| ecao06 | byte | %8.0g | ecao6 | * % of establishment's workforce that regularly use computers in their jobs |
| ecao011 | byte | %8.0g | ecao11 | * in last 3 years, has this estab. outsourced activities previously done in-house? |
| ecao012 | byte | %8.0g | ecao12 | * in last 3 years, has this estab. discontinued at least one product line/service? |
| ecao013 | byte | %8.0g | ecao13 | * in last 3 years, has this estab. upgraded an existing product line/service? |
| ecao014 | byte | %8.0g | ecao14 | * main way employees are promoted in this establishment |
| ecao015 | byte | %8.0g | ecao15 | * establishment's main policy in dealing with underperforming employees |
| ecao015x | str127 | %127s | | establishment's main policy in dealing with underperforming employees: other |

| | | | | |
|--------|--------|--------|--------|--|
| h1 | byte | %8.0g | H1 | New products/services introduced over last 3 yrs |
| h2 | byte | %8.0g | H2 | New products/services new to one of the establishment's markets? |
| h3 | byte | %8.0g | H3 | New production/supply methods introduced over last 3 yrs |
| h4 | byte | %8.0g | H4 | * New organisational/management practices or structures introduced over last 3 |
| h5 | byte | %8.0g | H5 | New marketing methods introduced over last 3 yrs |
| h6 | byte | %8.0g | H6 | h6. Spending on R&D over last 3 yrs |
| ecah4 | byte | %8.0g | ECAH4 | ecah4. New logistical or business support processes introduced over last 3 yrs |
| ecah8 | byte | %8.0g | ECAH8 | ecah8. Give employees time to develop or try out a new approach/idea about produ |
| 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 - offrcial 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 |

| | | | | |
|--------|-------|--------|--------|--|
| ecag9 | int | %8.0g | ecag9 | certificates? 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? |
| g1a | byte | %8.0g | G1A | Land - % owned by this establishment |
| g1b | byte | %8.0g | G1B | Land - % rented or leased by this establishment |
| g1c | byte | %8.0g | G1C | Land - % Other |
| 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 | str10 | %10s | | 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? |
| ecai31a1 | byte | %8.0g | ECAI31A1 | Change in total costs if crime |
| ecai31a2 | byte | %8.0g | ECAI31A2 | Expected % increase in total costs - crime |
| ecai31a3 | byte | %8.0g | ECAI31A3 | Expected % decrease in total costs - crime |
| k1c | byte | %8.0g | K1C | * Paid after delivery - % of total annual purchases of material inputs/serv |
| 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? |
| k3a | byte | %8.0g | K3A | Working capital - % Internal funds/Retained earnings |
| k3bc | byte | %8.0g | K3BC | Working capital - % Borrowed from banks (private and state-owned) |
| k3e | byte | %8.0g | K3E | Working capital - % Borrowed from non-bank financial institutions |
| k3f | byte | %8.0g | K3F | Working capital - % Purchases on credit from suppliers |
| k3hd | byte | %8.0g | K3HD | Working capital - % Other |
| 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 fiscal yr |
| 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 |
| k5bc | byte | %8.0g | K5BC | Fixed assets - % Borrowed from banks: private and state-owned |
| 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 |
| k5e | byte | %8.0g | K5E | Fixed assets - % Borrowed from non-bank financial institutions |
| k5hdj | byte | %8.0g | K5HDJ | Fixed assets - % Other |
| k5hdej | byte | %8.0g | k5hdej | * fixed assets:other (moneylenders, friends, relatives, |
| ecak4a | byte | %8.0g | ECAK4A | Leasing of fixed assets in last fiscal yr? |
| 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 |
| ecak9a | byte | %8.0g | ECAK9A | Bank that provided the most recent line of credit/loan |
| k10 | int | %14.0g | valllabel | Year of approval of the most recent line of credit/loan |
| k11 | double | %12.0g | k11 | * for the most recent loan, what was the value at the time of approval? |
| ecaq46f | byte | %8.0g | ECAQ46F | Currency of the most recent line of credit/loan |
| ecaq46fx | strL | %9s | | Currency of the most recent line of credit/loan (Other) |
| ecaq46d | double | %12.0g | ECAQ46D | Annual nominal interest rate of the most recent |

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|----------|--------|--------|-----------|--|
| | | | | line of credit/loan |
| ecaq46e | int | %8.0g | ECAQ46E | Original duration of the most recent line of credit/loan in months |
| 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 |
| k15a | double | %14.0g | valllabel | * Approx. collateral value required for the most recent line of credit/loan |
| ecak15a1 | double | %14.0g | valllabel | Outstanding balance on the most recent line of credit/loan (LCU) |
| k15b | int | %8.0g | K15B | * Total number of outstanding loans/lines of credit held by this establishme |
| k15c | double | %14.0g | valllabel | * Total value of outstanding loans/lines of credit held by this establishmen |
| k15d | byte | %8.0g | K15D | * Outstanding personal loans used to finance establishment's business activi |
| k16 | byte | %8.0g | k16 | * in last fiscal yr, did establishment apply for new loans/lines of credit? |
| ecak17 | 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? |
| k20a | byte | %8.0g | K20A | Outcome of the most recent application for line of credit/loan |

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|---------|--------|--------|---------|---|
| 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 |
| ecaj31e | byte | %8.0g | ecaj31e | * 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 | double | %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 |

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| | | | | 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 |
| ecaj31b1 | byte | %8.0g | ECAJ31B1 | Change in total costs if tax administration no longer an obstacle |
| ecaj31b2 | int | %8.0g | ECAJ31B2 | Expected % increase in total costs - tax administration no obstacle |
| ecaj31b3 | byte | %8.0g | ECAJ31B3 | Expected % decrease in total costs - tax administration no obstacle |
| j30c | byte | %8.0g | j30c | * obstacle to the current operations : business licensing and permits |
| ecaj31c1 | byte | %8.0g | ECAJ31C1 | * Change in total costs if business licensing and permits no longer an obstacle |
| ecaj31c2 | int | %8.0g | ECAJ31C2 | * Expected % increase in total costs - business licensing and permits no |
| ecaj31c3 | int | %8.0g | ECAJ31C3 | * Expected % decrease in total costs - business licensing and permits no |
| j30e | byte | %8.0g | j30e | * obstacle to the current operations : political instability |
| j30f | byte | %8.0g | j30f | * obstacle to the current operations : corruption |
| ecaj31f1 | byte | %8.0g | ECAJ31F1 | Change in total costs if corruption no longer an obstacle |
| ecaj31f2 | int | %8.0g | ECAJ31F2 | Expected % increase in total costs - corruption no obstacle |
| ecaj31f3 | byte | %8.0g | ECAJ31F3 | Expected % decrease in total costs - corruption no obstacle |
| h30 | byte | %8.0g | h30 | * obstacle to the current operations : courts |
| ecah31a1 | byte | %8.0g | ECAH31A1 | Change in total costs if courts no longer an obstacle |
| ecah31a2 | int | %8.0g | ECAH31A2 | Expected % increase in total costs - courts no obstacle |
| ecah31a3 | byte | %8.0g | ECAH31A3 | Expected % decrease in total costs - courts no obstacle |
| 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 |

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|---------|------|-------|---------|--|
| 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 |
| ecaq44a | byte | %8.0g | ECAQ44A | * Private payments/gifts/other benefits to Parliamentarians - direct impa |
| ecaq44b | byte | %8.0g | ECAQ44B | * Private payments/gifts/other benefits to Government officials - direct |
| ecaq44c | byte | %8.0g | ECAQ44C | * Private payments/gifts/other benefits to local/regional officials -dire |
| ecar16a | int | %8.0g | ECAR16A | Number of times an external consultant hired in last 3 fiscal yrs |
| ecar17a | byte | %8.0g | ECAR17A | ecar17a. Used consulting for business skills improvements |
| ecar17b | byte | %8.0g | ECAR17B | ecar17b. Used consulting for business process improvements |
| ecar17c | byte | %8.0g | ECAR17C | ecar17c. Used consulting for more sophisticated projects |
| ecar18 | byte | %8.0g | ECAR18 | Any external consultants hired from local consulting firms? |
| ecar20 | byte | %8.0g | ECAR20 | Main reason the establishment did not hire an external consultant |
| ecar20x | strL | %9s | | * Main reason the establishment did not hire an external consultant (Other |
| 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 |

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|----------|------|--------|-----------|--|
| | | | | end of last fiscal yr |
| 15b | int | %8.0g | 15b | * no. ft employees who were female non-prod. workers at end of last fiscal yr |
| 16 | int | %8.0g | 16 | * no. full-time temporary employees employed at end of last fiscal year |
| 16a | int | %14.0g | valllabel | * 16a. Number of female temporary full-time workers employed at the end of last fi |
| 18 | byte | %8.0g | 18 | * av.length of employment of all ft temporary employees in last fiscal year |
| 19a1 | byte | %8.0g | L9A1 | 19a1. Average number of yrs of education of typical permanent production worker |
| 19a2 | byte | %8.0g | L9A2 | 19a2. Average number of yrs of education of typical female permanent production |
| 110 | byte | %8.0g | 110 | * formal training programs for permanent, ft employees ran in last fiscal yr |
| 111a | byte | %8.0g | 111a | * % permanent ft prod. employees received formal training in last fiscal year |
| 111b | byte | %8.0g | 111b | * % ft non-production employees received formal training in last fiscal year |
| ecaq69 | byte | %8.0g | ecaq69 | * % employees at end of fiscal year with a university degree |
| 130a | byte | %8.0g | 130a | * how much of an obstacle are labour regulations to the operations of this firm? |
| ecal31a1 | byte | %8.0g | ECAL31A1 | Change in total costs if labor regulations no longer an obstacle |
| ecal31a2 | byte | %8.0g | ECAL31A2 | Expected % increase in total costs - labor regulations no obstacle |
| ecal31a3 | byte | %8.0g | ECAL31A3 | Expected % decrease in total costs - labor regulations no obstacle |
| 130b | byte | %8.0g | 130b | * how much of an obstacle is inadequately educated workforce to your firm? |
| ecal31b1 | byte | %8.0g | ECAL31B1 | * Change in total sales if inadequately educated workforce no longer an obstacle |
| ecal31b2 | int | %8.0g | ECAL31B2 | * Expected % increase in total sales - inadequately educated workforce no |
| ecal31b3 | byte | %8.0g | ECAL31B3 | * Expected % decrease in total sales - inadequately educated workforce no |

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| 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 |
| n2ra | double | %14.0g | valllabel | Total rental cost of machinery |
| n2rb | double | %14.0g | valllabel | Total rental cost of land and buildings |
| 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 |
| n2j | double | %14.0g | valllabel | Other cost of production not included above |
| 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 |
| ecas1a | byte | %8.0g | ECAS1A | Expectations about annual sales in next fiscal yr |
| ecas1b | int | %8.0g | ECAS1B | % of expected increase in annual sales in the next fiscal yr |

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|-----------|--------|--------|----------|--|
| ecas1c | byte | %8.0g | ECAS1C | % of expected decrease in annual sales in the next fiscal yr |
| vin1a | byte | %8.0g | VIN1A | Perception of corruption - Town no. 1 |
| vin1b | byte | %8.0g | VIN1B | Perception of corruption - Town no. 2 |
| vin1c | byte | %8.0g | VIN1C | Perception of corruption - Town no. 3 |
| vin1d | byte | %8.0g | VIN1D | Perception of corruption - Town no. 4 |
| vin1e | byte | %8.0g | VIN1E | Perception of corruption - Town no. 5 |
| b20 | byte | %8.0g | b20 | * can we provide the wb with your contact information? |
| a15d | byte | %10.0g | | day |
| a15m | byte | %10.0g | | month |
| a15y | int | %10.0g | | |
| a15h | byte | %8.0g | | hour |
| a15min | byte | %8.0g | | minutes |
| a15alax | strL | %9s | | main respondent's position in the firm |
| a15a2a | float | %8.0g | a15a2a | main respondent years working in the firm: |
| ecaa15a4a | byte | %8.0g | ECAA15A4 | Main respondent's yrs in the position |
| a15a3a | byte | %8.0g | a15a3a | main respondent gender |
| a15albx | str57 | %57s | | second respondent position in the firm: |
| a15a2b | byte | %8.0g | a15a2b | second respondent years working in the firm |
| ecaa15a4b | byte | %8.0g | V294_A | Second respondent's yrs in the position |
| a15a3b | byte | %8.0g | a15a3b | second respondent gender |
| a15alcx | str47 | %47s | | a15alcx. Third respondent's position in the firm |
| a15a2c | byte | %8.0g | A15A2C | Third respondent's yrs with the firm |
| ecaa15a4c | byte | %8.0g | V298_A | Third respondent's yrs in the position |
| a15a3c | byte | %8.0g | A15A3C | Third respondent's 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 |

| | | | | |
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| 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 - BEEPS IV |
| wstrict2 | float | %9.0g | | Weights - strict assumption, extended sample for Poland and Russia only |
| | | | | Weights - median assumption, extended sample for Poland and Russia only |
| wmedian2 | float | %9.0g | | Weights - weak assumption, extended sample for Poland and Russia only |
| wweak2 | float | %9.0g | | |
| a17 | byte | %8.0g | A17 | Accuracy of responses to questions regarding figures |
| a19m | byte | %8.0g | A19M | Estimated duration of the whole interview: Minutes |
| a23 | byte | %8.0g | A23 | Mode of questionnaire implementation |
| a23x | strL | %9s | | Mode of questionnaire implementation (Other) |
| a14id | byte | %10.0g | | Time face-to-face innovation module interview starts: Day |
| | | | | Time face-to-face innovation module interview starts: Month |
| a14im | byte | %10.0g | | Time face-to-face innovation module interview starts: Year |
| a14iy | int | %10.0g | | Time face-to-face innovation module interview starts: Hour |
| a14ih | byte | %10.0g | | Time face-to-face innovation module interview starts: Minutes |
| a14imin | byte | %10.0g | | |
| ecaola | byte | %8.0g | ECA01A | * No. of new/significantly improved products/services introduced over last |
| ecaolbx | strL | %9s | | Main new/significantly improved product/service |
| ecao2a | byte | %8.0g | ECA02A | Main new /significantly improved product/service new to local market |
| ecao2b | byte | %8.0g | ECA02B | Main new /significantly improved product/service new to national market |
| ecao2c | byte | %8.0g | ECA02C | * Main new /significantly improved product/service new to international ma |

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|---------|------|-------|---------|---|
| ecao3a | byte | %8.0g | ECA03A | New product/service: Added new functions to existing product/service |
| ecao3b | byte | %8.0g | ECA03B | New product: Uses new materials/components that enhance its performance |
| ecao3c | byte | %8.0g | ECA03C | New product: Uses new technology |
| ecao3d | byte | %8.0g | ECA03D | New product: Looks different from the existing product |
| ecao3e | byte | %8.0g | ECA03E | New product/service: Completely new to the establishment |
| ecao3g | byte | %8.0g | ECA03G | * New product/service is more efficient/easier to use than existing product |
| ecao3f | byte | %8.0g | ECA03F | New product/service: Other |
| ecao3fx | strL | %9s | | New product/service: Other specified |
| ecao4 | byte | %8.0g | ECA04 | * % annual sales accounted for by new or significantly improved products/se |
| ecao5 | byte | %8.0g | ECA05 | Way in which main new/significantly improved product/service introduced |
| ecao5x | strL | %9s | | * Way in which main new/significantly improved product/service introduced |
| ecao6 | byte | %8.0g | ECA06 | Purchase/license inventions |
| ecao7a | byte | %8.0g | ECA07A | Introduced new methods of supplying products/services over last 3 yrs |
| ecao7b | byte | %8.0g | ECA07B | Introduced new logistics |
| ecao7c | byte | %8.0g | ECA07C | Introduced new ancillary support services over last 3 yrs |
| ecao8x | strL | %9s | | * Most important new/significantly improved method of supplying products/s |
| ecao9a | byte | %8.0g | ECA09A | New method of supplying products/services new to local market |
| ecao9b | byte | %8.0g | ECA09B | New method of supplying products/services new to national market |
| ecao9c | byte | %8.0g | ECA09C | New method of supplying products/services new to international market |
| ecao10a | byte | %8.0g | ECA010A | New method of supplying products/services: change in techniques |
| ecao10b | byte | %8.0g | ECA010B | * New method of supplying products/services: change in machinery and equi |
| ecao10c | byte | %8.0g | ECA010C | New method of supplying products/services: change |

| | | | | |
|---------|--------|--------|-----------|---|
| eca010d | byte | %8.0g | ECA010D | in software New method of supplying products/services: changes in management |
| eca011 | byte | %8.0g | ECA011 | * Way of intro of main new/significantly improved production/delivery meth |
| eca011x | strL | %9s | | * Way of intro of main new/significantly improved production/delivery met |
| eca012 | byte | %8.0g | ECA012 | * Purchase/license inventions |
| eca013 | byte | %8.0g | ECA013 | Technology compared to the technology of establishment's main competitor |
| eca014a | byte | %14.0g | ECA014A | New knowledge management systems |
| eca014b | byte | %14.0g | ECA014B | * Introduction of management systems for general production or supply ope |
| eca014c | byte | %14.0g | ECA014C | New methods for distributing responsibilities |
| eca014d | byte | %14.0g | ECA014D | Significant change to the management structure of the establishment |
| eca014e | byte | %14.0g | ECA014E | New types of collaborations with businesses |
| eca014f | byte | %14.0g | ECA014F | Outsourcing |
| eca015a | byte | %14.0g | ECA015A | Significant changes in the product's appearance |
| eca015b | byte | %14.0g | ECA015B | Introduction of a new method of advertising or product promotion |
| eca015c | byte | %14.0g | ECA015C | Introduction of a new method of product placement or sales channels |
| eca015d | byte | %14.0g | ECA015D | New pricing strategies to market the establishment's goods or services |
| eca016 | byte | %8.0g | ECA016 | Spending on R&D within establishment over last 3 yrs? |
| eca017 | double | %14.0g | valllabel | Expenditures on R&D within establishment in last fiscal yr (LCU) |
| eca018 | byte | %8.0g | ECA018 | Spending on R&D contracted with other companies over last 3 yrs? |
| eca019 | long | %14.0g | valllabel | * Expenditures on R&D contracted with other companies in last fiscal yr (L |
| eca020 | byte | %8.0g | ECA020 | Spending on acquisition of external knowledge over last 3 yrs? |
| eca021 | byte | %8.0g | ECA021 | Source of purchase or license of the latest |

| | | | | |
|----------|-------|--------|---------|--|
| | | | | invention |
| ecao22a | byte | %8.0g | ECAO22A | * % of workforce that regularly used PCs in their jobs at end last fiscal |
| ecao22b | byte | %8.0g | ECAO22B | % of workforce that regularly used PCs in their jobs 3 fiscal yrs ago |
| ecao23a | byte | %8.0g | ECAO23A | Ever been granted a patent? |
| ecao23b | byte | %8.0g | ECAO23B | Apply for a patent/trademark over last 3 yrs? |
| ecao23cx | strL | %9s | | * ECAO23cx. Country or countries where the establishment applied for a patent or t |
| ecao23d | byte | %8.0g | ECAO23D | Granted a patent/trademark over last 3yrs? |
| ecar1 | byte | %8.0g | ECAR1 | Dealing with problems in the production process over last fiscal yr |
| ecar2 | byte | %44.0g | ECAR2 | Number of production performance indicators monitored over last fiscal yr |
| ecar6 | byte | %68.0g | ECAR6 | Time frame of production targets over last fiscal yr |
| ecar7 | byte | %50.0g | ECAR7 | Achievement of production targets over last fiscal yr |
| ecar8 | byte | %41.0g | ECAR8 | Awareness of production targets over last fiscal yr |
| ecar11 | byte | %8.0g | ECAR11 | Basis for managers' performance bonuses over last fiscal yr |
| ecar13 | byte | %8.0g | ECAR13 | Primary way of promoting non-managers over last fiscal yr |
| ecar15 | byte | %8.0g | ECAR15 | * Reassignment/dismissal of under-performing non-manager over last fiscal |
| a15id | byte | %10.0g | | Time face-to-face innovation module interview ends: Day |
| a15im | byte | %10.0g | | Time face-to-face innovation module interview ends: Month |
| a15iy | int | %10.0g | | Time face-to-face innovation module interview ends: Year |
| a15ih | byte | %10.0g | | Time face-to-face innovation module interview ends: Hour |
| a15imin | byte | %10.0g | | Time face-to-face innovation module interview ends: Minutes |
| a24 | byte | %8.0g | A24 | Innovation module respondent same as main questionnaire respondent? |
| a15a1dx | str35 | %35s | | Innovation module respondent's position in the firm |
| a15a2d | byte | %8.0g | | Innovation module respondent's yrs with the firm |

| | | | | |
|------------|-------|--------|------------|--|
| ecaa15a4d | byte | %8.0g | | Innovation module respondent's yrs in the position |
| a15a3d | byte | %8.0g | A15A3D | Innovation module respondent's gender |
| innov_elig | byte | %39.0g | innov_elig | Source of eligibility for the innovation module |
| fy | int | %9.0g | | Year used for last fiscal year |
| fy_n3 | int | %9.0g | | Year used for 3 fiscal years ago for variable n3 |
| lcu | str46 | %46s | | Local currency used for monetary value questions |

* indicated variables have notes

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 Herz.
 65 Azerbaijan
 66 FYR Macedonia
 67 Armenia
 68 Kyrgyz Rep.
 69 Mongolia
 70 Estonia
 71 Kosovo
 72 Czech Rep.
 73 Hungary
 74 Latvia
 75 Lithuania
 76 Slovak Rep.
 77 Slovenia
 78 Bulgaria

79 Croatia
 80 Montenegro
 90 Germany
 196 Cyprus
 300 Greece

survey:

1 BEEPS IV
 2 BEEPS V

panel:

0 Not panel observation
 1 Panel observation

provider:

1 TNS MIC
 2 Romir
 3 Factum Invenio
 4 TNS AISA

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\

a17a: 3 several visits
 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
m1a: -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
 130b:
 -9 don't know
 -7 does not apply
 0 no obstacle
 1 minor obstacle
 2 moderate obstacle
 3 major obstacle
 4 very severe obstacle
 130a:
 -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
 111b:
 -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:

16: -9 don't know
 1 less than one month
 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

ecaq41a: 6 always
 -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 |

i4b: 4 very severe obstacle
 i4a: -9 don't know
 i3: -9 don't know
 -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:

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
 -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

wave:

- 1 Baseline survey
- 2 Follow up survey

dow:

- 0 Sunday
- 1 Monday
- 2 Tuesday
- 3 Wednesday
- 4 Thursday
- 5 Friday
- 6 Saturday

A15A3D:

- 9 Don't know
- 8 Refusal
- 7 Does not apply
- 1 Male

e2b: 2 Female

-9 Don't know

-4 Too Many To Count

valllabel: -9 Don't know

-8 Refusal

-7 Does not apply

A24: -8 Refused

1 Yes

2 No

ECAR15: -9 Don't know

-8 Refused

-7 DOES NOT APPLY (NO UNDER-PERFORMING NON-MANAGERS IN THE LAST COMPLETE FISCAL YEAR)

1 Within 6 months of identifying non-manager under-performance

2 After 6 months of identifying non-manager under-performance

3 Rarely or never

ECAR13: -9 Don't know

-8 Refused

-7 DOES NOT APPLY (NO PROMOTIONS OF NON-MANAGERS IN THE LAST COMPLETE FISCAL YEAR)

1 Promotions were based solely on performance and ability

2 Promotions were based partly on performance and ability_ and partly on other factors

> (for example_ tenure or family conn

3 Promotions were based mainly on factors other than performance and ability (for examp

> le_ tenure or family connections)

4 Non-managers are normally not promoted

ECAR11: -9 Don't know

-8 Refused

-7 DOES NOT APPLY

1 Their own performance as measured by production targets

2 Their team or shift performance as measured by production targets

3 Their establishment's performance as measured by production targets

4 Their company's performance as measured by production targets

5 No performance bonuses

ECAR1:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY
- 1 We fixed it but did not take further action
- 2 We fixed it and took action to make sure it did not happen again
- 3 We fixed it and took action to make sure that it did not happen again_ and had a cont

> inuous improvement process to antic

- 4 No action was taken

ECAO23D:

- 9 Don't know
- 8 Refused
- 1 Yes_ for a patent only
- 2 Yes_ for a trademark only
- 3 Yes_ for both a patent and a trademark
- 4 No

ECAO23B:

- 9 Don't know
- 8 Refused
- 1 Yes_ for a patent only
- 2 Yes_ for a trademark only
- 3 Yes_ for both a patent and a trademark
- 4 No

ECAO23A:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

ECAO22B:

- 9 Don't know
- 8 Refused
- 7 THE ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO

ECAO22A:

- 9 Don't know
- 8 Refused

ECAO21:

- 9 Don't know
- 8 Refused

1 A (COUNTRY) firm
 2 A (COUNTRY) research institute or university
 3 A foreign firm
 4 A foreign research institute or university
 5 Other

ECAO20:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO18:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO16:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO13:

-9 Don't know
 -8 Refused
 -7 NO COMPETITORS
 1 My firm's technology is less advanced than that of my main competitor
 2 My firm's technology is about the same as that of my main competitor
 3 My firm's technology is more advanced than that of my main competitor

ECAO12:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO11:

-9 Don't know
 -8 Refused
 1 Developed or adapted by this establishment_ from its own ideas
 2 Licensed products or services from another firm
 3 Developed in cooperation with domestic suppliers

4 Developed in cooperation with suppliers abroad
 5 Developed in cooperation with domestic client firms
 6 Developed in cooperation with client firms abroad
 7 Developed in cooperation with external academic or research institutions
 8 Introduced the establishment's own version of a product or service already supplied (
 > by another firm)
 9 Other_ SPONTANEOUS - please specify

ECAO10D:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO10C:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO10B:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO10A:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO9C:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO9B:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO9A:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO7C:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO7B:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO7A:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO6:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAO5:

-9 Don't know
 -8 Refused
 1 Developed or adapted by this establishment_ from its own ideas
 2 Licensed products or services from another firm
 3 Developed in cooperation with domestic suppliers
 4 Developed in cooperation with suppliers abroad
 5 Developed in cooperation with domestic client firms
 6 Developed in cooperation with client firms abroad
 7 Developed in cooperation with external academic or research institutions
 8 Introduced the establishment's own version of a product or service already supplied (> by another firm)
 9 Other_ SPONTANEOUS - please specify

ECAO4:

-9 Don't know
-8 Refused
-6 ALL NEW OR SIGNIFICANTLY IMPROVED PRODUCTS WERE INTRODUCED IN THE CURRENT FISCAL YEAR

ECAO3G:

-9 Don't know
-8 Refused
-7 DOES NOT APPLY
1 Yes
2 No

ECAO3F:

-9 Don't know
-8 Refused
-7 DOES NOT APPLY
1 Yes
2 No

ECAO3E:

-9 Don't know
-8 Refused
-7 DOES NOT APPLY
1 Yes
2 No

ECAO3D:

-9 Don't know
-8 Refused
-7 DOES NOT APPLY
1 Yes
2 No

ECAO3C:

-9 Don't know
-8 Refused
-7 DOES NOT APPLY
1 Yes
2 No

ECAO3B:

-9 Don't know
-8 Refused
-7 DOES NOT APPLY
1 Yes

ECAO3A: 2 No
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 1 Yes
 2 No
 ECAO2C:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 ECAO2B:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 ECAO2A:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 ECAO1A:
 -9 Don't know
 -8 Refused
 A23:
 -8 Refused
 1 Face-to-face interview_ immediately after the main survey
 2 Face-to-face interview_ second visit
 3 Phone interview
 4 Other_ please can you specify
 A19M:
 -8 Refused
 A19H:
 -8 Refused
 A18:
 -8 Refused
 1 One visit in face-to-face interview with one person

2 One visit in face-to-face interview with different managers/staff
 3 Several visits
 A17:
 -8 Refused
 1 Are taken directly from establishment records
 2 Are estimates computed with some precision
 3 Are arbitrary and unreliable numbers
 4 Are partially taken directly from establishment records and partially estimated
 A16:
 -8 Refused
 1 Truthful
 2 Somewhat truthful
 3 Not truthful
 A15A3C:
 -8 Refused
 -7 does not apply code
 1 Male
 2 Female
 V298_A:
 -8 Refused
 -7 does not apply code
 A15A2C:
 -8 Refused
 -7 does not apply code
 A15A3B:
 -8 Refused
 -7 does not apply code
 1 Male
 2 Female
 V294_A:
 -8 Refused
 -7 does not apply code
 A15A2B:
 -8 Refused
 -7 does not apply code
 A15A3A:
 -8 Refused
 1 Male

2 Female
 ECAA15A4:
 -8 Refused
 A15A2A:
 -8 Refused
 VIN1E:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 VIN1D:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 VIN1C:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 VIN1B:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle

2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 VIN1A:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 ECAS1C:
 -9 Don't know
 -8 Refused
 ECAS1B:
 -9 Don't know
 -8 Refused
 ECAS1A:
 -9 Don't know
 -8 Refused
 1 Increase
 2 Stay the same
 3 Decrease
 M1D:
 -8 Refused
 1 Option 1
 2 Option 2
 3 Option 3
 M1A:
 -9 Don't know
 -8 Refused
 -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

ECAL31B3:

- 9 Don't know
- 8 Refused

ECAL31B2:

- 9 Don't know
- 8 Refused

ECAL31B1:

- 9 Don't know
- 8 Refused
- 1 Increase
- 2 Remain the same
- 3 Decrease

L30B:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY
- 0 No obstacle
- 1 Minor obstacle
- 2 Moderate obstacle
- 3 Major obstacle
- 4 Very severe obstacle

ECAL31A3:

- 9 Don't know
- 8 Refused

ECAL31A2:

- 9 Don't know
- 8 Refused

ECAL31A1:

| | |
|---------|---------------------------------|
| | -9 Don't know |
| | -8 Refused |
| | 1 Increase |
| | 2 Remain the same |
| | 3 Decrease |
| L30A: | |
| | -9 Don't know |
| | -8 Refused |
| | -7 DOES NOT APPLY |
| | 0 No obstacle |
| | 1 Minor obstacle |
| | 2 Moderate obstacle |
| | 3 Major obstacle |
| | 4 Very severe obstacle |
| L11B: | |
| | -9 Don't know |
| | -8 Refused |
| L11A: | |
| | -9 Don't know |
| | -8 Refused |
| L10: | |
| | -9 Don't know |
| | -8 Refused |
| | 1 Yes |
| | 2 No |
| ECAQ69: | |
| | -9 Don't know |
| | -8 Refused |
| L9A2: | |
| | -9 Don't know |
| | -8 Refused |
| | -7 NO FEMALE PRODUCTION WORKERS |
| L9A1: | |
| | -9 Don't know |
| | -8 Refused |
| L8: | |
| | -9 Don't know |
| | -8 Refused |

1 Less than one month
 ECAR20:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 1 No need for external consultants
 2 External consultants are too expensive
 3 External consultants do not offer the services needed
 4 There are no external consultants available
 5 Not aware of consultancy services offered
 6 Other_ SPONTANEOUS - please specify
 ECAR18:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 ECAR17C:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 1 Yes
 2 No
 ECAR17B:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 1 Yes
 2 No
 ECAR17A:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 1 Yes
 2 No
 ECAR16A:
 -9 Don't know
 -8 Refused
 ECAQ44C:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY
- 1 No impact
- 2 Minor impact
- 3 Moderate impact
- 4 Major impact
- 5 Decisive impact

ECAQ44B:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY
- 1 No impact
- 2 Minor impact
- 3 Moderate impact
- 4 Major impact
- 5 Decisive impact

ECAQ44A:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY
- 1 No impact
- 2 Minor impact
- 3 Moderate impact
- 4 Major impact
- 5 Decisive impact

ECAQ41C:

- 9 Don't know
- 8 Refused
- 1 Never
- 2 Seldom
- 3 Sometimes
- 4 Frequently
- 5 Very frequently
- 6 Always

ECAQ41B:

- 9 Don't know
- 8 Refused

- 1 Never
- 2 Seldom
- 3 Sometimes
- 4 Frequently
- 5 Very frequently
- 6 Always

ECAQ41A:

- 9 Don't know
- 8 Refused
- 1 Never
- 2 Seldom
- 3 Sometimes
- 4 Frequently
- 5 Very frequently
- 6 Always

ECAQ39:

- 9 Don't know
- 8 Refused
- 1 Never
- 2 Seldom
- 3 Sometimes
- 4 Frequently
- 5 Very frequently
- 6 Always

ECAH31A3:

- 9 Don't know
- 8 Refused

ECAH31A2:

- 9 Don't know
- 8 Refused

ECAH31A1:

- 9 Don't know
- 8 Refused
- 1 Increase
- 2 Remain the same
- 3 Decrease

H30:

- 9 Don't know

-8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 ECAJ31F3:
 -9 Don't know
 -8 Refused
 ECAJ31F2:
 -9 Don't know
 -8 Refused
 ECAJ31F1:
 -9 Don't know
 -8 Refused
 1 Increase
 2 Remain the same
 3 Decrease
 J30F:
 -9 Don't know
 -8 Refused
 -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
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 ECAJ31C3:

-9 Don't know
 -8 Refused
 ECAJ31C2:
 -9 Don't know
 -8 Refused
 ECAJ31C1:
 -9 Don't know
 -8 Refused
 1 Increase
 2 Remain the same
 3 Decrease
 J30C:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 ECAJ31B3:
 -9 Don't know
 -8 Refused
 ECAJ31B2:
 -9 Don't know
 -8 Refused
 ECAJ31B1:
 -9 Don't know
 -8 Refused
 1 Increase
 2 Remain the same
 3 Decrease
 J30B:
 -9 Don't know
 -8 Refused
 -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
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 J15:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 J14:
 -9 Don't know
 -6 STILL IN PROCESS
 -5 APPLICATION DENIED
 J13:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 J12:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 J11:
 -9 Don't know
 -6 STILL IN PROCESS
 -5 APPLICATION DENIED
 J10:
 -9 Don't know
 -8 Refused

1 Yes
 2 No
 J7A:
 -9 Don't know
 -8 Refused
 -7 No answer
 J6:
 -9 Don't know
 -8 Refused
 J6A:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 J5:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 J4:
 -9 Don't know
 -8 Refused
 J3:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 J2:
 -9 Don't know
 -8 Refused
 ECAJ1C:
 -9 Don't know
 -8 Refused
 1 Strongly disagree
 2 Tend to disagree
 3 Tend to agree
 4 Strongly agree
 ECAJ1B:

- 9 Don't know
- 8 Refused
- 1 Strongly disagree
- 2 Tend to disagree
- 3 Tend to agree
- 4 Strongly agree

H7A:

- 9 Don't know
- 8 Refused
- 1 Strongly disagree
- 2 Tend to disagree
- 3 Tend to agree
- 4 Strongly agree

ECAQ31E:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

K30:

- 9 Don't know
- 8 Refused
- 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
- 8 Refused
- 1 Yes
- 2 No

K20A:

- 9 Don't know
- 8 Refused
- 6 APPLICATION STILL IN PROCESS
- 3 APPLICATION WITHDRAWN BY THE ESTABLISHMENT
- 1 Application was approved

2 Application was rejected

ECAK17:

- 9 Don't know
- 8 Refused
- 1 No need for a loan - establishment had sufficient capital
- 2 Application procedures were complex
- 3 Interest rates were not favorable
- 4 Collateral requirements were too high
- 5 Size of loan and maturity were 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
- 8 Refused
- 1 Yes
- 2 No

K15D:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

K15B:

- 9 Don't know
- 8 Refused

K14E:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

K14D:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

K14C:

- 9 Don't know
- 8 Refused

| | |
|----------|---------------------------------------|
| | 1 Yes |
| | 2 No |
| K14B: | |
| | -9 Don't know |
| | -8 Refused |
| | 1 Yes |
| | 2 No |
| K14A: | |
| | -9 Don't know |
| | -8 Refused |
| | 1 Yes |
| | 2 No |
| K13: | |
| | -9 Don't know |
| | -8 Refused |
| | 1 Yes |
| | 2 No |
| ECAQ46E: | |
| | -9 Don't know |
| | -8 Refused |
| ECAQ46D: | |
| | -9 Don't know |
| | -8 Refused |
| ECAQ46F: | |
| | -8 Refused |
| | 1 Local currency |
| | 2 Euro |
| | 3 US Dollar |
| | 4 Other_ SPONTANEOUS - please specify |
| ECAK9A: | |
| | -9 Don't know |
| | -8 Refused |
| | 1 Bank 1 |
| | 2 Bank 2 |
| | 3 Bank 3 |
| | 4 Bank 4 |
| | 5 Bank 5 |
| | 6 Bank 6 |

7 Bank 7
8 Bank 8
9 Bank 9
10 Bank 10
11 Bank 11
12 Other, SPONTANEOUS - please specify

K9:

-9 Don't know
-8 Refused
1 Private commercial banks
2 State-owned banks or government agency
3 Non-bank financial institutions
4 Other

K8:

-9 Don't know
-8 Refused
1 Yes
2 No

K7:

-9 Don't know
-8 Refused
1 Yes
2 No

K6:

-9 Don't know
-8 Refused
1 Yes
2 No

ECAK4A:

-9 Don't know
-8 Refused
1 Yes
2 No

K5HDJ:

-9 Don't know
-8 Refused

K5F:

-9 Don't know

| | |
|-------|---------------|
| | -8 Refused |
| K5E: | -9 Don't know |
| | -8 Refused |
| K5BC: | -9 Don't know |
| | -8 Refused |
| K5I: | -9 Don't know |
| | -8 Refused |
| K5A: | -9 Don't know |
| | -8 Refused |
| K4: | -9 Don't know |
| | -8 Refused |
| | 1 Yes |
| | 2 No |
| K3HD: | -9 Don't know |
| | -8 Refused |
| K3F: | -9 Don't know |
| | -8 Refused |
| K3E: | -9 Don't know |
| | -8 Refused |
| K3BC: | -9 Don't know |
| | -8 Refused |
| K3A: | -9 Don't know |
| | -8 Refused |
| K2C: | -9 Don't know |
| | -8 Refused |
| K1C: | -9 Don't know |

ECAI31A3: -8 Refused
 -9 Don't know
 -8 Refused
 ECAI31A2: -9 Don't know
 -8 Refused
 ECAI31A1: -9 Don't know
 -8 Refused
 1 Increase
 2 Remain the same
 3 Decrease
 I30: -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle
 4 Very severe obstacle
 I4A: -9 Don't know
 -8 Refused
 I3: -9 Don't know
 -8 Refused
 1 Yes
 2 No
 I2A: -9 Don't know
 -8 Refused
 I1: -9 Don't know
 -8 Refused
 1 Yes
 2 No

G30A:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY
- 0 No obstacle
- 1 Minor obstacle
- 2 Moderate obstacle
- 3 Major obstacle
- 4 Very severe obstacle

G6C:

- 9 Don't know
- 8 Refused

G6B:

- 9 Don't know
- 8 Refused

G6A:

- 9 Don't know
- 8 Refused

G5B:

- 8 Refused
- 1 Square Feet
- 2 Square Yards
- 3 Square Meters
- 4 Other_ please specify

G4:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

G2:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

G1C:

- 9 Don't know
- 8 Refused
- 7 DOES NOT APPLY

G1B:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY

G1A:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY

F2:
 -9 Don't know
 -8 Refused

F1:
 -9 Don't know
 -8 Refused

ECAH8:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No

ECAH4:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No

H6:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No

H5:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No

H4:
 -9 Don't know
 -8 Refused
 1 Yes

H3: 2 No
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 H2:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 H1:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 E30:
 -9 Don't know
 -8 Refused
 -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
 -8 Refused
 1 Yes
 2 No
 E11:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 E6:
 -9 Don't know
 -8 Refused

1 Yes
 2 No
 E1:
 -9 Don't know
 -8 Refused
 1 Local - main product sold mostly in same municipality where establishment is located
 2 National - main product sold mostly across the country where establishment is located
 3 International - main product sold mostly to nations outside country where establishment is located
 > nt is located
 ECAD31B3:
 -9 Don't know
 -8 Refused
 ECAD31B2:
 -9 Don't know
 -8 Refused
 ECAD31B1:
 -9 Don't know
 -8 Refused
 1 Increase
 2 Remain the same
 3 Decrease
 D30B:
 -9 Don't know
 -8 Refused
 -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
 -8 Refused
 -7 DOES NOT APPLY
 0 No obstacle
 1 Minor obstacle
 2 Moderate obstacle
 3 Major obstacle

D17: 4 Very severe obstacle
 -9 Don't know
 -8 Refused
 D16:
 -9 Don't know
 -8 Refused
 D14:
 -9 Don't know
 -8 Refused
 D13:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 D12B:
 -9 Don't know
 -8 Refused
 D12A:
 -9 Don't know
 -8 Refused
 ECAQ15A:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY (FOR COMPANIES THAT DO NOT DO NOT HAVE DOMESTIC SALES)
 D11:
 -9 Don't know
 -8 Refused
 -7 NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)
 D10:
 -9 Don't know
 -8 Refused
 -7 NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)
 D7:
 -9 Don't know
 -8 Refused
 -7 DOES NOT APPLY
 D6:

| | |
|-----------|------------------------|
| | -9 Don't know |
| | -8 Refused |
| | -7 DOES NOT APPLY |
| D3C: | |
| | -9 Don't know |
| | -8 Refused |
| D3B: | |
| | -9 Don't know |
| | -8 Refused |
| D3A: | |
| | -9 Don't know |
| | -8 Refused |
| D1A3: | |
| | -9 Don't know |
| | -8 Refused |
| C30B: | |
| | -9 Don't know |
| | -8 Refused |
| | -7 DOES NOT APPLY |
| | 0 No obstacle |
| | 1 Minor obstacle |
| | 2 Moderate obstacle |
| | 3 Major obstacle |
| | 4 Very severe obstacle |
| ECAC31A3: | |
| | -9 Don't know |
| | -8 Refused |
| ECAC31A2: | |
| | -9 Don't know |
| | -8 Refused |
| ECAC31A1: | |
| | -9 Don't know |
| | -8 Refused |
| | 1 Increase |
| | 2 Remain the same |
| | 3 Decrease |
| C30A: | |
| | -9 Don't know |

-8 Refused
 -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
 -8 Refused
 1 Yes
 2 No

C23:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

C22B:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

C22A:

-9 Don't know
 -8 Refused
 1 Yes
 2 No

C17:

-9 Don't know
 -8 Refused

C16:

-9 Don't know
 -8 Refused

C15:

-9 Don't know
 -8 Refused
 -7 The establishment does not use water for production
 1 Yes

C14: 2 No
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 C12:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 C11:
 -9 Don't know
 -8 Refused
 C10:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 C9A:
 -9 Don't know
 -8 Refused
 C8:
 -9 Don't know
 -8 Refused
 C7:
 -9 Don't know
 -8 Refused
 C6:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No
 C5:
 -9 Don't know
 -8 Refused
 1 Yes
 2 No

C3:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

B8:

- 9 Don't know
- 8 Refused
- 6 STILL IN PROCESS
- 1 Yes
- 2 No

B7A:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

B7:

9998 Less than one year

B6A:

- 9 Don't know
- 8 Refused
- 1 Yes
- 2 No

ECAQ5:

- 8 Refused
- 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_ SPONTANEOUS - please specify

B4A:

- 9 Don't know
- 8 Refused

B4:

- 9 Don't know
- 8 Refused
- 1 Yes

B2D: 2 No
 -9 Don't know
 -8 Refused
 B2C: -9 Don't know
 -8 Refused
 B2B: -9 Don't know
 -8 Refused
 B2A: -9 Don't know
 -8 Refused
 B3: -9 Don't know
 -8 Refused
 B1: -9 Don't know
 -8 Refused
 1 Shareholding company with shares traded in the stock market
 2 Shareholding company with non-traded shares or shares traded privately
 3 Sole proprietorship
 4 Partnership
 5 Limited partnership
 6 Other_ SPONTANEOUS - please specify
 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 establishments of the same firm
 4 Establishment physically separated from HQ but with other establishments of the same

> firm

A7:

1 Yes
 2 No_ a firm on its own

A6B:

0 Micro<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 still does activities wh

> ich match sample frame

3 No_ does not match

A4B:

15 Food
 16 Tobacco products
 17 Textiles
 18 Garments
 19 Tanning & leather
 20 Wood
 21 Paper & paper products
 22 Publishing_ printing and recorded media
 23 Coke & refined petroleum
 24 Chemicals
 25 Plastics & rubber
 26 Non metallic mineral products
 27 Basic metals
 28 Fabricated metal products
 29 Machinery and equipment
 30 Office machinery
 31 Electronics
 32 Communication equipment

33 Precision instruments
34 Motor vehicles
35 Other transport equipment
36 Furniture
37 Recycling
45 Construction
50 Services of motor vehicles
51 Wholesale
52 Retail
55 Hotel and restaurants
60 Transport
63 Supporting transport activities
64 Post and telecommunications
72 IT

A4A:

15 Food
16 Tobacco products
17 Textiles
18 Garments
19 Tanning & leather
20 Wood
21 Paper & paper products
22 Publishing_ printing and recorded media
23 Coke & refined petroleum
24 Chemicals
25 Plastics & rubber
26 Non metallic mineral products
27 Basic metals
28 Fabricated metal products
29 Machinery and equipment
30 Office machinery
31 Electronics
32 Communication equipment
33 Precision instruments
34 Motor vehicles
35 Other transport equipment
36 Furniture
37 Recycling

45 Construction
 50 Services of motor vehicles
 51 Wholesale
 52 Retail
 55 Hotel and restaurants
 60 Transport
 63 Supporting transport activities
 64 Post and telecommunications
 72 IT
 A3C:
 1 Yes
 2 No
 A3B:
 1 Yes
 2 No
 A1A:
 1 Local language
 2 Russian
 A0:
 1 Manufacturing
 2 Retail
 3 Core
 sizelabels:
 0 Micro (1 to 5)
 1 Small (5 to 19)
 2 Medium (20 to 99)
 3 Large (100+)
 innov_elig:
 -8 Refusal
 0 Not eligible
 1 Section H and sector & size
 2 Section H only
 3 Sector & size only
 4 Eligible, but not completed
 5 Not eligible, but some answers provided
 country:
 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
196 Cyprus
300 Greece

ECAO14A:

-9 Don't know
-8 Refused
-7 Does not apply
1 Yes
2 No

ECAO14B:

-9 Don't know

-8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO14C:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO14D:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO14E:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO14F:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO15A:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO15B:
 -9 Don't know
 -8 Refused
 -7 Does not apply

1 Yes
 2 No
 ECAO15C:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAO15D:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Yes
 2 No
 ECAR2:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 1-2 production performance indicators
 2 3-9 production performance indicators
 3 10 or more production performance indicators
 4 No production performance indicators
 ECAR6:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Main focus was on short-term (less than one year) production targets
 2 Main focus was on long-term (more than one year) production targets
 3 Combination of short term and long term production targets
 4 No production targets
 ECAR7:
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Possible to achieve without much effort
 2 Possible to achieve with some effort
 3 Possible to achieve with normal amount of effort
 4 Possible to achieve with more than normal effort

ECAR8: 5 Only possible to achieve with extraordinary effort
 -9 Don't know
 -8 Refused
 -7 Does not apply
 1 Only senior managers
 2 Most managers and some production workers
 3 Most managers and most production workers
 4 All managers and most production workers
 A3:
 1 Capital city
 2 City with population over 1 million - other than capital
 3 Population: over 250000 to 1 million
 4 Population: 50000-250000
 5 Population: less than 50000
 _merge:
 1 master only (1)
 2 using only (2)
 3 matched (3)
 4 missing updated (4)
 5 nonmissing conflict (5)
 panel_var:
 1 BEEPS IV only
 2 BEEPS V only
 3 BEEPS IV and V