

## NOTES

### \_dta:

1. Copyright 2015-17 The European Bank for Reconstruction and Development.
2. Version as of 23 Aug 2017. Compared to the version of 5 October 2015, data for Cyprus and Greece were added, variable a3 was corrected for several cases in Russia and a3b for one case in Armenia and weights were added for West Bank and Gaza.
3. All variables are in Local Currency Units (LCU) where applicable.
4. Refer to data in all uses as EBRD-WB BEEPS V and Joint WBG-EBRD-EIB MENA Enterprise Surveys. The combined dataset is provided as a courtesy to users.
5. Please read the Technical documentation before using the data.
6. Address comments and questions using the form at <http://ebrd-beeps.com/contact/> (EBRD).

### a10:

1. a10. Establishment's fin. statements prepared separately from other establishments

### b6a:

1. Was Establishment Formally Registered When It Began Operations In This Country?

### c11:

1. % Electricity From Generator Owned/Shared By The Establishment In Last Fiscal Yr

### c12:

1. Application To Obtain A Water Connection Submitted Over The Last 2 Fiscal Years?

### c16:

1. how many incidents of insufficient water supply did this establishment experience?

### c28:

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

### d2:

1. what were this establishment's total annual sales for ALL products and services?

### d4:

1. 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 customs?

d6:

1. what percentage of the value of the products exported directly was lost while in transit because of theft?

d7:

1. d7. % of value of products exported directly lost in transit - breakage/spoilage
2. what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?

d10:

1. what percentage of the value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?

d11:

1. d11. % of value of products for domestic markets lost in transit - breakage/spoilage
2. what percentage of value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?

d12a:

1. d12a. Domestic material inputs or supplies as a % of all material inputs or supplies

d12b:

1. d12b. Foreign material inputs or supplies as a % of all material inputs or supplies

d13:

1. Were any of the material inputs or supplies purchased in fiscal year [insert last complete fiscal year], imported directly?

d14:

1. In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods

mnad14b:

1. Longest no of days between goods arrived and goods could be claimed from customs
2. when this establishment imported material inputs or supplies, what was the longest number of days that it took from the time these goods arrived to their point of entry (e.g. port,

airport) until the time these goods could be claimed from customs?

ecad31b1:

1. ECAd31b1. Change in total costs if customs and trade regulations are no longer an obstacle
2. Change in total annual costs if customs and trade regulations no longer 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. which of the following was the main market in which this establishment sold its main product?

e2b:

1. In fiscal year [insert last complete fiscal year], for the main market in which this establishment sold its main product, how many competitors did this establishment's main productface?

e6:

1. e6. Does the company use technology licensed from a foreign-owned company (excluding office software)?

ecaq53:

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

e30:

1. How Much Of An Obstacle Are The Informal Sector Competitors To Your Operations?
2. what degree are Practices of Competitors in the Informal Sector an obstacle to the current operations of this establishment?

h2:

1. New/improved products/services were also new for the establishment's main market

h3:

1. New / significantly improved methods of manufacturing products/offering services

h4:

1. h4. New organisational/management practices or structures introduced over last 3 yrs
2. New or significantly improved organizational structures or management practices

ecah8:

1. Time to employees to develop/try out new approach /idea about products/services

f1:

1. what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)?

g2:

1. Applic. To Obtain A Construction-Related Permit Submitted Over The Last 2 Years

g4:

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

g30a:

1. what degree is Access to Land an obstacle to the current operations of this establishment?

i1:

1. did this establishment pay for security, for example equipment, personnel, or professional security services?

i3:

1. Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year
2. did this establishment experience losses as a result of theft, robbery, vandalism or arson on this establishment's premises?

i4a:

1. Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales)

k1c:

1. k1c. Paid after delivery - % of total annual purchases of material inputs/services
2. what percentage of this establishment's total annual purchases of material inputs or

services was purchased on credit (paid after delivery)?

k2c:

1. what percentage of this establishment's total annual sales of its goods or services was sold on credit (paid after delivery)?

k3e:

1. Borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies

k3hd:

1. % Of Working Capital Financed By Other (Money Lenders, Friends, Relatives, Etc)

k4:

1. did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?

n5a:

1. how much did this establishment spend on purchases of: Machinery, vehicles, and equipment (new or used)

k5a:

1. % Of Fixed Assets Funded By Internal Funds\ Retained Earnings In Last Fiscal Yr

k5f:

1. % Of Fixed Assets Purchased on credit from suppliers and advances from customers

ecak4a:

1. did this establishment lease any fixed assets, such as machinery, vehicles, equipment, land or buildings?

k9:

1. k9. Type of financial institution that granted the most recent line of credit/loan

k14e:

1. k14e. Collateral - Other forms of collateral not included in the categories above

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)

2. 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?

ecak17:

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

mnak20b:

1. Which source of funding was the most important to make up for the partial loan rejection

2. Which source of funding was the most important to make up for the partial loan re

k21:

1. Financial Statements Checked & Certified By External Auditor In Last Fiscal Yr?

2. did this establishment have its annual financial statements checked and certified by an external auditor?

mnaj1a:

1. Confidence that judicial system will enforce the contractual and property rights

2. Judicial system will enforce contractual and property rights in business disputes

j6:

1. % Of Contract Value Av. Firm Pays In Informal Gifts To Govt To Secure Contract?

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

ecaq41c:

1. 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)

l1:

1. l1. Number of permanent, full-time individuals working at the end of last fiscal yr

l4a:

1. l4a. Number of permanent, full-time individuals who are skilled production workers

mnal4:

1. How many permanent, full-time individuals in this establishment were younger than 30 years old
2. How many permanent, full-time individuals in this establishment were younger than 30 years old

l4b:

1. l4b. Number of permanent, full-time individuals who are unskilled production workers

mnal4d:

1. how much did the total wage cost of an average permanent full-time employee increase?

mnal4e:

1. how much did the total wage cost of an average permanent full-time employee decrease?

15:

1. 15. Number of permanent, full-time individuals working at the end of last fiscal yr who are female

15b:

1. 15b. Female permanent full-time non-production workers at the end of last fiscal yr

mnal5c:

1. how many female, permanent, full-time professionals worked in this establishment?

16:

1. How many full-time temporary employees did this establishment employ throughout [insert last complete fiscal year]?

16a:

1. 16a. Number of temporary full-time workers employed at the end of last fiscal yr who are female
2. How many full-time temporary employees employed throughout [insert last complete fiscal year] were female?

18:

1. 18. Average length of employment of full-time temporary employees in last fiscal yr (months)
2. What was the average length in months of employment of all full-time temporary employees in fiscal year [insert last complete fiscal year]?

mnal9a1:

1. how many full-time permanent employees in this establishment had the following as their highest education level? University degree or higher

mnal9a2:

1. how many full-time permanent employees in this establishment had the following as their highest education level? Completed Secondary school including Vocational

110:

1. 110. Formal training programs for permanent full-time employees over last fiscal yr?
2. did this establishment have formal training programs for its permanent, full-time employees?

111a:



- 1. l11a. % of production full-time permanent employees that received formal training
- l11b:
- 1. l11b. % of non-production full-time permanent employees that received formal training
- 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
- n2i:
- 1. Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr
- a16:
- 1. It is my perception that the responses to the questions regarding opinions and perceptions are:
- a17:
- 1. The responses to the questions regarding figures (productivity and employment numbers):
- ecaz3:
- 1. ECAz3. What is the highest level of formal education the Top manager has completed?
- ecaz10:
- 1. ECAz10. What was the primary reason for the main decision maker to join the establishment?
- ecaz11:
- 1. ECAz11. Previous to joining this establishment, which of the following applied to the main decision maker?
- ecaz13:
- 1. ECAz13. Which of the following best describes this establishment's decision making process?
- ecat2:

1. ECAt2. Have you ever paid less in personal taxes than you should have under the law?

ecat3:

1. ECAt3. Have you ever paid less in business taxes than you should have under the law?

ecat7:

1. ECAt7. Have you ever deliberately not given your suppliers or clients what was due to them?

ecat13a:

1. ECAt11a. Referring to the coin toss question: Did the respondent correctly follow the instructions for this question?

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

ecao3b:

1. New product uses new materials or components that enhance its performance compared to the existing product

ecao3g:

1. ECAo3g. New product/service is more efficient/easier to use than existing product/service
2. New product or service is more efficient or easier to use than the existing product or 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
2. Description of establishment's most important new or significantly improved production or delivery method

eca010b:

1. ECA010b. New method of supplying products/services: change in machinery and equipment

mnahc8:

1. Is this main new or significantly improved process similar to any process that was or is being used by this establishment?

eca011:

1. ECA011. Way of intro of main new/significantly improved production/delivery method

eca011x:

1. ECA011x. Way of intro of main new/significantly improved production/delivery method (Oth)

mnahc16b:

1. To raise the quality of products sold or services offered by this establishment

eca012:

1. ECA012. Purchase/license inventions required to apply new production/delivery method?
2. Purchase /license any inventions, patent, know-how to apply this new production

eca013:

1. Thinking of this establishment's main product line and comparing this establishment's technology with that of its main competitor, which of the following best summarizes your position?

eca014b:

1. ECA014b. Introduction of management systems for general production or supply operations

eca014c:

1. New methods for distributing responsibilities & decision making among employees

eca017:

1. how much did this establishment spend on research and development activities performed within this establishment?

eca019:

1. ECA019. Expenditures on R&D contracted with other companies in last fiscal yr (LCU)
2. how much did this establishment spend on research and development activities contracted with

other companies?

ecao22a:

1. ECAo22a. % of workforce that regularly used PCs in their jobs at end last fiscal yr
2. what percent of this establishment's workforce regularly used personal computers in their jobs?

ecao23cx:

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

ecar1:

1. what best describes what happened at this establishment when a problem in the production process arose?

ecar2:

1. how many production performance indicators were monitored at this establishment?

ecar7:

1. how easy or difficult was it for this establishment to achieve its production targets?

ecar15:

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

diyindicator:

1. TURKEY ONLY - Were some sections of the survey completed by the respondent or solely by the interviewer?

**VARIABLE LABELS**

obs: 23,132  
vars: 559 23 Aug 2017 10:03  
size: 68,210,972 (\_dta has notes)

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variable name	storage type	display format	value label	variable label
id	double	%20.0f		Respondent unique ID
idstd	long	%14.0g	valllabel	WEB STD FIRMID

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id2009	long	%12.0g		ID number in 2008-2009 round
phoneid	double	%15.0f	valllabel	
				ID
idstd2008	long	%12.0g		Panel id, 2008
idstd2009	long	%12.0g		Unique ID number in 2008-2009 round
idstd2010	float	%9.0g		YEMEN: panel id from prev. rd
panel	float	%9.0g		panel
a0	byte	%8.0g	A0	Questionnaire module
a1	double	%22.0g	country	Country code
country	str18	%18s		Country
a1a	double	%14.0g	ala	Interview language
a2	double	%9.0g		Sampling region
a2x	strL	%9s		a2x. Sampling region
a3a	double	%9.0g		Screeener region
a3ax	strL	%9s		a3ax. Screeener region
a3b	byte	%8.0g	A3B	Official capital city?
a3c	byte	%8.0g	A3C	Main business city?
a3	byte	%56.0g	A3	Size of locality
a4a	float	%8.0g	A4A	Industry sampling sector
a4b	int	%8.0g	A4B	Industry screeener sector
a5	byte	%8.0g	A5	Sector match between screeener information and sample frame
a6a	double	%17.0g	sizelabels	
				Sampling size
a6b	byte	%8.0g	A6B	Screeener size
a7	byte	%8.0g	A7	Establishment part of a larger firm?
a7a	int	%14.0g	valllabel	
				Number of establishments that form the firm
a7b	byte	%8.0g	A7B	Organization headquarter or subsidiary
a8	byte	%8.0g	A8	Type of establishment
a9	byte	%8.0g	A9	Establishment's financial statements prepared separately from HQ statements
a10	byte	%8.0g	A10	* Establishment's fin. statements prepared separately from other establishmen
a11	byte	%8.0g	A11	a11. If HQ, financial statements independent from the rest of the establishments
a11a	int	%14.0g	valllabel	
				Number of establishments included in the financial

Variable	Type	Format	Label	Description
a12	long	%14.0g	valllabel	statements kept in HQ
a13	long	%14.0g	valllabel	Inteviewer number
a14d	byte	%10.0g		aSupervisor number
a14m	byte	%10.0g		Time face-to-face main interview starts: Day
a14y	int	%10.0g		Time face-to-face main interview starts: Month
a14h	byte	%10.0g		Time face-to-face main interview starts: Year
a14min	byte	%10.0g		Time face-to-face main interview starts: Hour
b1	byte	%8.0g	B1	Time face-to-face main interview starts: Minutes
b1x	strL	%9s		Firm's current legal status
b3	double	%8.0g	B3	Firm's current legal status (Other)
b2a	double	%8.0g	B2A	% of this firm owned by the largest owner(s)
b2b	float	%8.0g	B2B	% owned by private domestic individuals
b2c	double	%8.0g	B2C	% owned by private foreign individuals
b2d	byte	%8.0g	B2D	% owned by Government/State
mna4a	byte	%8.0g	LABD	% owned by Other
b4	byte	%8.0g	B4	Is the principal owner or one of the principal owners a female?
b4a	double	%8.0g	B4A	Amongst the owners of the firm
ecaq5	byte	%8.0g	ECAQ5	What percentage of the firm is owned by females?
ecaq5x	strL	%9s		How was the firm established?
b5	int	%14.0g	valllabel	How was the firm established (Other)
b6	int	%14.0g	valllabel	In what yr did this establishment begin operations?
b6a	byte	%8.0g	B6A	Full-time employees employed by the establishment at the start of operations
b6b	int	%14.0g	valllabel	* Establishment formally registered when it began operations?
b7	byte	%8.0g	B7	Year of formal registration of the establishment
b7a	byte	%8.0g	B7A	Top Manager's number of yrs of experience working in this sector
mna7b	byte	%8.0g	MNAB7B	Female Top Manager?
b8	byte	%8.0g	B8	What is the highest level of education completed by the Top Manager?
				Have an internationally-recognized quality

c3	byte	%8.0g	C3	certification? Submit application to obtain an electrical connection over last 2 yrs?
c4	int	%14.0g	valllabel	Number of days it took to obtain electrical connection
c5	byte	%8.0g	C5	Informal gift/ payment expected/requested to obtain electrical connection?
c6	byte	%8.0g	C6	Power outages over last fiscal yr?
c7	int	%8.0g	C7	c7. "Number of power outages over last fiscal yr
c8	int	%8.0g	C8	Average duration of power outages
c9a	float	%8.0g	C9A	% of total annual sales lost due to power outages
c9b	long	%14.0g	valllabel	Annual losses due to power outages (LCU)
c10	byte	%8.0g	C10	Own or share a generator over last fiscal yr?
c11	byte	%8.0g	C11	* % of establishment's electricity from generator(s) owned/shared
c12	byte	%8.0g	C12	* Submit application to obtain a water connection over last 2 yrs?
c13	int	%14.0g	valllabel	Number of days it took to obtain water connection
c14	byte	%8.0g	C14	Informal gift/ payment expected/requested to obtain water connection?
c15	byte	%8.0g	C15	Insufficient water supply for production over last fiscal yr?
c16	int	%8.0g	C16	* Insufficient water supply over last fiscal yr
c17	int	%8.0g	C17	Average duration of incidents of insufficient water supply
c18	byte	%8.0g	LABC	% Of Water Supply (Used In Production) From Public Sources In Last Fiscal Year
mnacl8a	byte	%8.0g	LABC	Your own well or shared well
mnacl8b	byte	%8.0g	LABC	Purchased from private vendors
mnacl8c	byte	%8.0g	LABC	Other
c22a	byte	%8.0g	C22A	Use e-mail to communicate with clients or suppliers?
c22b	byte	%8.0g	C22B	Have its own website?
c23	byte	%8.0g	C23	High-speed Internet connection on establishment's premises?

c28	byte	%8.0g	C28	* Does this establishment currently use cell phones for the operations of thi
c30a	byte	%8.0g	C30A	Electricity - obstacle to current operations
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	Telecommunications - obstacle to current operations
d1a1x	strL	%9s		Establishment's main product/service last fiscal yr
d1a2	int	%14.0g	valllabel	The 4-digit ISIC code that best applies to the main product/service
d1a3	byte	%8.0g	D1A3	Share of main product/service in total sales
d2	double	%14.0g	valllabel	
d2b	double	%12.0g	D2B	* Total annual sales last fiscal yr (LCU)
d2x	strL	%9s		Last complete fiscal year's total sales, check.
n3	double	%14.0g	valllabel	Total annual sales last fiscal yr (string)
d3a	double	%8.0g	D3A	Total annual sales 3 yrs ago (LCU)
d3b	byte	%8.0g	D3B	National sales as a % of total annual sales
d3c	double	%8.0g	D3C	Indirect exports as a % of total annual sales
d3ca	byte	%8.0g	LABC	Direct exports as a % of total annual sales
d3cb	byte	%8.0g	LABC	% of sales: Direct exports to Israel [WEST BANK AND GAZA ONLY]
d4	int	%14.0g	valllabel	% of sales: Direct exports to countries excluding Israel [WEST BANK AND GAZA ONL
d6	float	%8.0g	D6	* Average number of days to clear customs in last fiscal yr (direct export)
d7	byte	%8.0g	D7	* % of value of products exported directly lost in transit - theft
d8	int	%14.0g	valllabel	* % of value of products exported directly lost in transit - breakage/spoilage
				Year of exporting directly or indirectly for the first time



mnad7x	str95	%95s		Main country of destination for this establishment's export
d10	float	%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	* Domestic material inputs or supplies as a % of all material inputs or supp
d12b	byte	%8.0g	D12B	* Foreign material inputs or supplies as a % of all material inputs or suppl
d12ba	byte	%14.0g	valllabel	% material inputs and supplies of Israeli origin in last fiscal year [WEST BANK
d12bb	byte	%14.0g	valllabel	% material inputs and supplies of foreign origin, excluding Israel, in last fisc
d13	byte	%8.0g	D13	* Direct import of material inputs or supplies purchased in last fiscal yr?
d14	int	%8.0g	D14	* Average number of days to clear customs in last fiscal yr (direct import)
mnad14b	int	%8.0g	MNAD14B	* Longest no of days between goods arrived and goods could be claimed from custom
d16	int	%8.0g	D16	Average days of inventory of most important input
d17	int	%8.0g	D17	At the present time
d30a	byte	%8.0g	D30A	Transport - obstacle to current operations
d30b	byte	%8.0g	D30B	Customs and trade regulations - obstacle to current operations
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 market for the main product/service in last fiscal yr
e2b	int	%17.0g	e2b	* Competitors for the main product/service in the

				main market
e6	byte	%8.0g	E6	* Technology licensed from a foreign-owned company
mnae3a	byte	%8.0g	LABO	Pressure from domestic competitors
mnae3b	byte	%8.0g	MNAE3B	Pressure from foreign competitors
mnae3c	byte	%8.0g	LABO	Pressure from Israeli competitors [WEST BANK AND GAZA ONLY]
mnae3d	byte	%8.0g	LABO	Pressure from foreign competitors, excluding Israel [WEST BANK AND GAZA ONLY]
mnae20	byte	%8.0g	MNAE20	Practices of competitors that represent the biggest obstacle
e11	byte	%8.0g	E11	Competition against unregistered or informal firms?
ecaq53	byte	%8.0g	ECAQ53	* National
e30	byte	%8.0g	E30	* Practices of informal competitors - obstacle to current operations
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
h4b	byte	%8.0g	LABD	New or significantly improved supporting activities for your processes
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	* Capacity utilisation in last fiscal yr
f2	int	%8.0g	F2	Typical hours of operation in a week
mnaf3	byte	%8.0g	LABD	Plan to increase the production capacity /volume of sales over the next year
mnaf4	byte	%8.0g	LABD	Satisfaction with the current production capacity / volume of sales
mnaf5a	byte	%8.0g	LABP	No more growth potential
mnaf5b	byte	%8.0g	LABP	Avoid increased regulatory burden licensing or reporting requirements

mna5c	byte	%8.0g	LABP	Avoid shareholder dispersion
mna5d	byte	%8.0g	LABP	Content with current workload
g1a	double	%8.0g	G1A	Land - % owned by this establishment
g1b	byte	%8.0g	G1B	Land - % rented or leased by this establishment
g1c	double	%8.0g	G1C	Land - % Other
g2	byte	%8.0g	G2	* Submit application to obtain a construction-related permit over last 2 yrs?
g3	int	%14.0g	valllabel	Number of days it took to obtain a construction-related permit
g4	byte	%8.0g	G4	* Informal gift/ payment expected/requested to obtain construction-related per
g5a	long	%14.0g	valllabel	What is the total selling area of this establishment? - Area
g5b	byte	%8.0g	G5B	What is the total selling area of this establishment? - Units
g5bx	str43	%43s		Other
g6a	byte	%8.0g	G6A	Buildings occupied - % owned by this establishment
g6b	byte	%8.0g	G6B	Buildings occupied - % rented or leased by this establishment
g6c	byte	%8.0g	G6C	Buildings occupied - % Other
g30a	byte	%8.0g	G30A	* Access to land - obstacle to current operations
i1	byte	%8.0g	I1	* Pay for security in last fiscal yr?
i2a	double	%8.0g	I2A	% of total annual sales for security
i2b	long	%14.0g	valllabel	Total annual cost of security (LCU)
i3	byte	%8.0g	I3	* Losses as a result of theft
i4a	byte	%8.0g	I4A	* Losses due to theft
i4b	long	%14.0g	valllabel	Total annual value of losses due to theft
i30	byte	%8.0g	I30	Crime
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
k2c	byte	%8.0g	K2C	* Paid after delivery - % of total annual sales of

				goods and services
k3a	byte	%8.0g	K3A	Working capital - % Internal funds/Retained earnings
k3b	byte	%8.0g	LABC	% Of Working Capital Borrowed from private commercial banks
k3c	byte	%8.0g	LABC	% Of Working Capital Borrowed from state-owned banks
k3bc	double	%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	* Purchase of fixed assets in last fiscal yr?
n5a	double	%14.0g	valllabel	* n5a. Spending on purchases of machinery, vehicles and equipment in last fiscal y
n5b	double	%14.0g	valllabel	n5b. Spending on purchases of land and buildings in last fiscal yr (LCU)
k5a	byte	%8.0g	K5A	* Fixed assets - % Internal funds or retained earnings
k5i	byte	%8.0g	K5I	Fixed assets - % Owners' contribution or issued new equity shares
k5b	byte	%8.0g	LABC	% Of Fixed Assets Borrowed from private commercial banks
k5c	byte	%8.0g	LABC	% Of Fixed Assets Borrowed from state-owned banks
k5bc	double	%8.0g	K5BC	Fixed assets - % Borrowed from banks: private and state-owned
k5e	byte	%8.0g	K5E	Fixed assets - % Borrowed from non-bank financial institutions
k5f	byte	%8.0g	K5F	* Fixed assets - % Purchases on credit from suppliers
k5hdj	byte	%8.0g	K5HDJ	Fixed assets - % Other
ecak4a	byte	%8.0g	ECAK4A	* Leasing of fixed assets in last fiscal yr?
k6	byte	%8.0g	K6	k6. Have a checking or savings account at time of the interview?
k7	byte	%8.0g	K7	k7. Have an overdraft facility at time of the interview?

k8	byte	%8.0g	K8	k8. Have a line of credit or a loan from a financial institution at time of the
mnak8c	byte	%8.0g	MNAK8C	What is the reason for not having a loan or line of credit currently?
mnak8d	byte	%8.0g	MNAK8D	What was the main reason given to you when the application was turned down?
k9	byte	%38.0g	K9	* Type of financial institution that granted the most recent line of credit/lo
ecak9a	double	%8.0g	ECAK9A	Bank that provided the most recent line of credit/loan
ecak9ax	strL	%9s		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	%14.0g	valllabel	Value of the most recent line of credit/loan at the time of approval (LCU)
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 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	Collateral required for the most recent line of credit/loan?
k14a	byte	%8.0g	K14A	Collateral - Land
k14b	byte	%8.0g	K14B	Collateral - Machinery and equipment including movables
k14c	byte	%8.0g	K14C	Collateral - Accounts receivable and inventories
k14d	byte	%8.0g	K14D	Collateral - Personal assets of owner (house
k14e	byte	%8.0g	K14E	* Collateral - Other forms of collateral not included in the categories above
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	long	%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	Apply for any loans/lines of credit in last fiscal yr?
ecak17	byte	%8.0g	ECAK17	* Main reason for not applying for line of credit/loan
k17	byte	%8.0g	K17	Main Reason For Not Applying For New Loans Or New Lines Of Credit
k20a	byte	%51.0g	K20A	Outcome of the most recent application for line of credit/loan
mnak20b	byte	%8.0g	MNAK20B	* The most important source of funding to make up for the partial loan rejection
mnak20c	byte	%8.0g	MNAK20C	Why did this establishment withdraw its application
k21	byte	%8.0g	K21	* Annual financial statements checked and certified by an external auditor?
k30	byte	%8.0g	K30	Access to finance - obstacle to current operations
ecaq31e	byte	%8.0g	ECAQ31E	Plaintiff or defendant in court in the last 3 yrs?
h7a	byte	%8.0g	H7A	H7a. The court system is fair, impartial and uncorrupted
mnaj1a	byte	%8.0g	LABS	* Confidence that judicial system will enforce the contractual and property right
ecaj1b	byte	%8.0g	ECAJ1B	The court system is quick
ecaj1c	byte	%8.0g	ECAJ1C	The court system is able to enforce its decisions
mnaj1d	byte	%8.0g	LABS	Interpretations of regulations are consistent and predictable
j2	float	%8.0g	J2	% Senior management's time spent on dealing with regulations
j3	byte	%8.0g	J3	Visited or inspected by tax officials over last yr?
j4	int	%8.0g	J4	Number of inspections by/required meetings with tax officials over last yr
j5	byte	%8.0g	J5	Informal gift/payment expected/requested in

j6a	byte	%8.0g	J6A	meetings/tax inspections? Secured or attempted to secure a government contract over last yr?
j6	byte	%8.0g	J6	* % of contract value typically paid to secure a government contract
j7a	float	%8.0g	J7A	% of total annual sales paid as informal payment/gift
j7b	double	%14.0g	valllabel	Total annual informal payment (LCU)
j10	byte	%8.0g	J10	Submit application to obtain an import license over last 2 yrs?
j11	int	%8.0g	J11	Number of days it took to obtain import license
j12	byte	%8.0g	J12	Informal gift/ payment expected/requested to obtain import license?
j13	byte	%8.0g	J13	Submit application to obtain an operating license over last 2 yrs?
j14	int	%8.0g	J14	Number of days it took to obtain operating license
j15	byte	%8.0g	J15	Informal gift/ payment expected/requested to obtain operating license?
j30a	byte	%8.0g	J30A	Tax rates - obstacle to current operations
j30b	byte	%8.0g	J30B	Tax administration - obstacle to current operations
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	float	%8.0g	ECAJ31B3	Expected % decrease in total costs - tax administration no obstacle
j30c	byte	%8.0g	J30C	Business licensing and permits - obstacle to current operations
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	float	%8.0g	ECAJ31C3	* Expected % decrease in total costs - business licensing and permits no
j30e	byte	%8.0g	J30E	Political instability - obstacle to current operations
j30f	byte	%8.0g	J30F	Corruption - obstacle to current operations

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	double	%8.0g	ECAJ31F3	Expected % decrease in total costs - corruption no obstacle
h30	byte	%8.0g	H30	Courts - obstacle to current operations
mnaj30g	byte	%8.0g	LABN	Obstacle To The Current Operations: Regulatory Policy Uncertainty
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	Frequency of informal payments/gifts to get things done
ecaq41a	byte	%8.0g	ECAQ41A	Frequency of unofficial payments/gifts to deal with customs/imports
ecaq41b	byte	%8.0g	ECAQ41B	Frequency of unofficial payments/gifts to deal with courts
ecaq41c	byte	%8.0g	ECAQ41C	* Frequency of unofficial payments/gifts to deal with taxes and tax colle
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



ecar20	byte	%8.0g	ECAR20	consulting firms? 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	int	%14.0g	valllabel	* 11. Number of permanent, full-time individuals working at the end of last fiscal
l2	long	%14.0g	valllabel	12. Number of permanent, full-time individuals working 3 fiscal yrs ago
l3a	int	%14.0g	valllabel	13a. Number of permanent, full-time individuals who are production workers
mnal3a	int	%8.0g	MNAL3A	Number of production workers under 30 yrs old
l3b	int	%14.0g	valllabel	13b. Number of permanent, full-time individuals who are non-production workers
mnal3b	int	%8.0g	MNAL3B	Number of non-production workers under 30 yrs old
l4a	int	%14.0g	valllabel	* 14a. Number of permanent, full-time individuals who are skilled production worke
mnal4	int	%8.0g	MNAL4	* How many permanent, full-time individuals in this establishment were younger th
mnal4a	int	%8.0g	MNAL4A	Number of skilled workers under 30 yrs old
l4b	int	%14.0g	valllabel	* 14b. Number of permanent, full-time individuals who are unskilled production wor
mnal4b	int	%8.0g	MNAL4B	Number of unskilled workers under 30 yrs old
mnal4c	byte	%8.0g	MNAL4C	Change of the total wage cost of an average permanent full-time employee
mnal4d	byte	%8.0g	LABC	* Increase of the total wage cost of an average permanent full-time employee, %
mnal4e	byte	%8.0g	LABC	* Decrease of the total wage cost of an average permanent full-time employee, %
mnal4f	byte	%8.0g	MNAL4F	The main reason for this change was
mnal4fx	str110	%110s		The main reason for this change was - Other
l5	float	%14.0g	valllabel	

				* Number of permanent, full-time individuals working at the end of last fiscal yea
15a	int	%14.0g	valllabel	15a. Female permanent full-time production workers at the end of last fiscal yea
15b	int	%14.0g	valllabel	* 15b. Female permanent full-time non-production workers at the end of last fiscal
mna15c	int	%8.0g	LABC	* Female permanent full-time professional workers
16	int	%14.0g	valllabel	* 16. Number of temporary full-time workers employed at the end of last fiscal yea
16a	int	%14.0g	valllabel	* 16a. Number of female temporary full-time workers employed at the end of last fi
18	byte	%8.0g	L8	* 18. Average length of employment of full-time temporary employees in last fiscal
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
mna19a1	int	%8.0g	LABC	* University degree or higher
mna19a2	int	%8.0g	LABC	* Completed Secondary school including Vocational
ecaq69	double	%8.0g	ECAQ69	% of full time employees who completed a university degree
l10	byte	%8.0g	L10	* Formal training programs for permanent
l11a	int	%8.0g	L11A	* % of production full-time permanent employees that received formal trainin
l11b	byte	%8.0g	L11B	* % of non-production full-time permanent employees that received formal tra
l11c	int	%8.0g	LABV	Number Permanent Full-time Production Employees Received Formal Training In Last
l11d	byte	%8.0g	LABV	% Permanent Full-time Production Employees Received Formal Training In Last FY
l30a	byte	%8.0g	L30A	Labor regulations - obstacle to current operations
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

ecal31a3	byte	%8.0g	ECAL31A3	regulations no obstacle Expected % decrease in total costs - labor
l30b	byte	%8.0g	L30B	regulations no obstacle Inadequately educated workforce - obstacle to current operations
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
m1a	byte	%8.0g	M1A	Business environment - biggest obstacle faced
m1d	byte	%8.0g	M1D	Card rotation number (pre-defined)
n2a	double	%14.0g	valllabel	Total cost of labor (LCU)
n2e	double	%14.0g	valllabel	Total cost of raw materials and intermediate goods used in production (LCU)
n2f	double	%14.0g	valllabel	Total costs of fuel (LCU)
n2b	double	%14.0g	valllabel	Total costs of electricity (LCU)
n2i	double	%14.0g	valllabel	* Total annual cost of finished goods and materials purchased to resell
n2ra	double	%14.0g	valllabel	Total rental cost of machinery
n2rb	double	%14.0g	valllabel	Total rental cost of land and buildings
n2j	double	%14.0g	valllabel	Other cost of production not included above
n6a	double	%14.0g	valllabel	Net book value of machinery
n6b	double	%14.0g	valllabel	Net book value of land and buildings (LCU)
mnan8a	double	%12.0g	LABC	Value of your total assets
n7a	double	%14.0g	valllabel	Replacement cost for machinery

n7b	double	%14.0g	valllabel	Replacement cost for land and buildings (LCU)
mnaa20	byte	%8.0g	LABD	Is the top manager of this establishment also the owner of this establishment?
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
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
a15a4	byte	%8.0g		Number of respondents interviewed
a15alax	strL	%9s		a15alax. Main respondent's position in the firm
a15a2a	byte	%8.0g	A15A2A	Main respondent's yrs with the firm
ecaa15a4a	byte	%8.0g	ECAA15A4	Main respondent's yrs in the position
a15a3a	byte	%8.0g	A15A3A	Main respondent's gender
a15albx	str45	%45s		a15albx. Second respondent's position in the firm
a15a2b	byte	%8.0g	A15A2B	Second respondent's yrs with the firm
ecaa15a4b	byte	%8.0g	V294_A	Second respondent's yrs in the position
a15a3b	byte	%8.0g	A15A3B	Second respondent's 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
a15d	byte	%10.0g		Time face-to-face main interview ends: Day
a15m	byte	%10.0g		Time face-to-face main interview ends: Month
a15y	int	%10.0g		Time face-to-face main interview ends: Year
a15h	byte	%10.0g		Time face-to-face main interview ends: Hour
a15min	byte	%10.0g		Time face-to-face main interview ends: Minutes
a16	byte	%8.0g	A16	* Truthfullness of responses to questions regarding opinions and perceptions
a17	byte	%8.0g	A17	* Accuracy of responses to questions regarding figures
a17x	strL	%9s		a17x. Interviewer comments
a18	byte	%8.0g	A18	Questionnaire completion information

a19h	byte	%8.0g	A19H	Estimate duration of the whole interview: Hours
a19m	byte	%8.0g	A19M	Estimated duration of the whole interview: Minutes
ecaz1	byte	%8.0g	ECAZ1	Is the top manager the owner or one of the owners of this establishment?
ecaz2	byte	%14.0g	valllabel	What is the age of the Top manager?
ecaz3	byte	%8.0g	ECAZ3	* What is the highest level of formal education the Top manager has complet
ecaz4	byte	%8.0g	ECAZ4	Is the Top manager married?
ecaz5	byte	%8.0g	ECAZ5	How many children does the main decision maker have?
ecaz6a	byte	%8.0g	ECAZ6A	Stating from oldest to youngest how old is: the first child?
ecaz6b	byte	%8.0g	ECAZ6B	The second child
ecaz6c	byte	%8.0g	ECAZ6C	The third child
ecaz6d	byte	%8.0g	ECAZ6D	The fourth child
ecaz7	byte	%8.0g	ECAZ7	Is the Top manager the main decision maker for this establishment?
ecaz8	byte	%8.0g	ECAZ8	How did the main decision maker join this establishment?
ecaz8x	str54	%54s		Other (specify)
ecaz9	byte	%8.0g	ECAZ9	If joined a family company
ecaz9x	str60	%60s		Other (specify)
ecaz10	byte	%8.0g	ECAZ10	* What was the primary reason for the main decision maker to join the esta
ecaz10x	str48	%48s		Other (specify)
ecaz11	byte	%8.0g	ECAZ11	* Previous to joining this establishment
ecaz11x	str74	%74s		Other (specify)
ecaz12	byte	%8.0g	ECAZ12	Does the main decision maker belong to any business associations?
ecaz13	byte	%8.0g	ECAZ13	* Which of the following best describes this establishment's decision maki
ecaz13x	str61	%61s		Other (specify)
ecaz14	byte	%8.0g	ECAZ14	Is the largest owner female?
ecaz15	byte	%8.0g	ECAZ15	How many females are among the decision makers?
ecat1	byte	%8.0g	ECAT1	INTERVIEWER: write the answer to the envelope question below:
ecat2	byte	%8.0g	ECAT2	* Have you ever paid less in personal taxes than you

ecat3	byte	%8.0g	ECAT3	* should have under the Have you ever paid less in business taxes than you should have under the
ecat4	byte	%8.0g	ECAT4	Have you ever made a misstatement on a job application?
ecat5	byte	%8.0g	ECAT5	Have you ever used the office telephone for personal businesses?
ecat6	byte	%8.0g	ECAT6	Have you ever inappropriately promoted an employee for personal reasons?
ecat7	byte	%8.0g	ECAT7	* Have you ever deliberately not given your suppliers or clients what was d
ecat8	byte	%8.0g	ECAT8	Have you ever lied in your self-interest?
ecat9	byte	%8.0g	ECAT9	Have you ever inappropriately hired a staff member for personal reasons?
ecat10	byte	%8.0g	ECAT10	Have you ever been purposely late for work?
ecat11	byte	%8.0g	ECAT11	Have you ever unfairly dismissed an employee for personal reasons?
ecat12	byte	%8.0g	ECAT12	Have you ever in your life done anything formally illegal?
ecat13a	byte	%8.0g	ECAT11A	* Referring to the coin toss question: Did the respondent correctly follo
ecat13b	byte	%8.0g	ECAT11B	If the respondent refused to answer, please provide the reasons.
ecat13bx	str68	%68s		Other (specify)
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
a14im	byte	%10.0g		Time face-to-face innovation module interview starts: Month
a14iy	int	%10.0g		Time face-to-face innovation module interview starts: Year
a14ih	byte	%10.0g		Time face-to-face innovation module interview starts: Hour
a14imin	byte	%10.0g		Time face-to-face innovation module interview starts: Minutes
ecaola	long	%8.0g	ECA01A	* No. of new/significantly improved products/services introduced over last

ecao1bx	strL	%9s		Main new/significantly improved product/service
ecao2a	byte	%8.0g	ECAO2A	Main new /significantly improved product/service new to local market
ecao2b	byte	%8.0g	ECAO2B	Main new /significantly improved product/service new to national market
ecao2c	byte	%8.0g	ECAO2C	* Main new /significantly improved product/service new to international ma
ecao3a	byte	%8.0g	ECAO3A	New product/service: Added new functions to existing product/service
mnao3i	byte	%8.0g	LABP	New product has completely new functions compared to the existing product
mnao3h	byte	%8.0g	LABP	New product is cheaper to produce compared to the existing product
ecao3b	byte	%8.0g	ECAO3B	* New product: Uses new materials/components that enhance its performance
ecao3c	byte	%8.0g	ECAO3C	New product: Uses new technology
ecao3d	byte	%8.0g	ECAO3D	New product: Looks different from the existing product
ecao3e	byte	%8.0g	ECAO3E	New product/service: Completely new to the establishment
ecao3g	byte	%8.0g	ECAO3G	* New product/service is more efficient/easier to use than existing produc
ecao3f	byte	%8.0g	ECAO3F	New product/service: Other
ecao3fx	strL	%9s		New product/service: Other specified
ecao4	float	%8.0g	ECAO4	* % annual sales accounted for by new or significantly improved products/se
ecao5	byte	%8.0g	ECAO5	Way in which main new/significantly improved product/service introduced
ecao5x	strL	%9s		* Way in which main new/significantly improved product/service introduced
mnahb13a	byte	%8.0g	LABP	To replace an old product sold by this establishment
mnahb13d	byte	%8.0g	LABP	To extend the range of products sold by this establishment
mnahb13e	byte	%8.0g	LABP	To open up new markets or increase market share
mnahb13f	byte	%8.0g	LABP	To lower the cost of production
mnahb13g	byte	%8.0g	LABP	To keep up with competition
mnahb13h	byte	%8.0g	LABP	To comply with regulations or standards

mna hb13i	byte	%8.0g	LABP	To deal with a decrease in the demand for other products
eca o6	byte	%8.0g	ECAO6	Purchase/license inventions
hb23	byte	%8.0g	HB23	The latest invention patent or know-how was licensed or purchased from
eca o7a	byte	%8.0g	ECAO7A	Introduced new methods of supplying products/services over last 3 yrs
eca o7b	byte	%8.0g	ECAO7B	Introduced new logistics
eca o7c	byte	%8.0g	ECAO7C	Introduced new ancillary support services over last 3 yrs
eca o8x	strL	%9s		* Most important new/significantly improved method of supplying products/s
eca o9a	byte	%8.0g	ECAO9A	New method of supplying products/services new to local market
eca o9b	byte	%8.0g	ECAO9B	New method of supplying products/services new to national market
eca o9c	byte	%8.0g	ECAO9C	New method of supplying products/services new to international market
eca o10a	byte	%8.0g	ECAO10A	New method of supplying products/services: change in techniques
eca o10b	byte	%8.0g	ECAO10B	* New method of supplying products/services: change in machinery and equi
eca o10c	byte	%8.0g	ECAO10C	New method of supplying products/services: change in software
eca o10d	byte	%8.0g	ECAO10D	New method of supplying products/services: changes in management
mna hc8	byte	%8.0g	LABD	* Main new/significantly improved process was similar to any (other) process
mna hc9a	byte	%8.0g	LABX	It automates manual processes partially or fully
mna hc9b	byte	%8.0g	LABX	It lowers costs compared to the old process
mna hc9c	byte	%8.0g	LABX	It complements new machinery
mna hc9d	byte	%8.0g	LABX	Is it faster than the old process
mna hc9g	byte	%8.0g	LABB	Other aspects (SPECIFY)
mna hc9gx	str100	%100s		Other, string
eca o11	byte	%8.0g	ECAO11	* Way of intro of main new/significantly improved production/delivery meth
eca o11x	strL	%9s		* Way of intro of main new/significantly improved production/delivery met



mna16b	byte	%8.0g	LABP	* To raise the quality of products sold or services offered by this establishment
mna16c	byte	%8.0g	LABP	To raise the volume of products sold or services offered
mna16d	byte	%8.0g	LABP	To extend the range of products sold or services offered by this establishment
mna16e	byte	%8.0g	LABP	To open up new markets or increase market share
mna16f	byte	%8.0g	LABP	To lower the cost of offering services
mna16g	byte	%8.0g	LABP	To keep up with competition
mna16h	byte	%8.0g	LABP	To comply with regulations or standards
mna16j	byte	%8.0g	LABP	To raise the flexibility or speed of selling products or offering services
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
ecao20	byte	%8.0g	ECAO20	Spending on acquisition of external knowledge over last 3 yrs?
ecao21	byte	%8.0g	ECAO21	Source of purchase or license of the latest invention
ecao22a	double	%8.0g	ECAO22A	* % of workforce that regularly used PCs in their jobs at end last fiscal
ecao22b	double	%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
veb1a	byte	%8.0g	VEB1A	Familiarity with Vneshekonombank activities/projects
veb1b	byte	%8.0g	VEB1B	Familiarity with Russian Technologies activities/projects
veb1c	byte	%8.0g	VEB1C	Familiarity with Rusnano activities/projects
veb1d	byte	%8.0g	VEB1D	Familiarity with Investment Fund activities/projects
veb1e	byte	%8.0g	VEB1E	Familiarity with activities/projects of other Russian development institutions
veblex	str106	%106s		Name of other Russian development institution respondent is familiar with

veb2	byte	%8.0g	VEB2	Do projects implemented by Vneshekonombank affect your business?
veb3	byte	%8.0g	VEB3	Private business involvement in provision of public services
veb4	byte	%8.0g	VEB4	% of establishment's costs that depend on the quality of public services
veb5a	byte	%8.0g	VEB5A	PPP risk: Review of long-term obligations due to regional management change
veb5b	byte	%8.0g	VEB5B	PPP risk: Termination of financing due to lack of/lower budget revenue
veb5c	byte	%8.0g	VEB5C	PPP risk: Lobbying, non-transparent selection process
veb5d	byte	%8.0g	VEB5D	PPP risk: Higher cost of services due to private business participation
veb5e	byte	%8.0g	VEB5E	PPP risk: People unhappy about public services provided by private business
veb6	byte	%8.0g	VEB6	Positive changes in regional legislation over the last 2-3 years
veb7	byte	%8.0g	VEB7	Evaluation of PPPs - transparency, openness and genuine competition
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	str40	%40s		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
strata_sector2	str19	%19s		Sector of stratification
strata	double	%14.0g	valllabel	

				group(a2 a4anew a6a panel)
wstrict	double	%14.0g	valllabel	Weight according to strict eligibility
wmedian	double	%14.0g	valllabel	Weight according to median eligibility
wweak	double	%14.0g	valllabel	Weight according to weak eligibility
agency	float	%17.0g	AGENCY	agency
innov_elig	double	%39.0g	innov_elig	Source of eligibility for the innovation module
alax	str17	%17s		Language of the interview
innov	byte	%8.0g	INNOV	Given innovation module?
qnrno	double	%20.0f	valllabel	QNRNO. QUESTIONNAIRE NUMBER
panelfirmoriginal	byte	%14.0g	valllabel	panelfirmoriginal
diyindicator	byte	%8.0g		* TURKEY ONLY - Were some sections of the survey completed by the respondent or so
completionmethod	byte	%8.0g	COMPLETI	Method of survey completion
countryb	str18	%18s		
fy	double	%9.0g		Year used for last fiscal year
fy_n3	double	%9.0g		Year used for 3 fiscal years ago for variable n3
datet_begin	double	%tc		Date and time on which the main questionnaire interview began
datet_end	double	%tc		Date and time on which the main questionnaire interview ended
datet_begini	double	%tc		Date and time on which the innovation module interview began
datet_endi	double	%tc		Date and time on which the innovation module interview ended
d1a2x	int	%10.0g		
lat	double	%12.0g		LAT. Latitude - Degrees North
lon	double	%12.0g		LON. Longitude - Degrees East
stratificationregionname	str37	%37s		
stratificationsizename				

stratificationsectorname	str11	%11s	
lcu	str31	%31s	
length	str46	%46s	Local currency used for monetary value questions
wstrict_smoothed	int	%14.0g	valllabel Length of interview, min
wmedian_smoothed	double	%8.0g	
wweak_smoothed	double	%8.0g	
survey	byte	%23.0g	survey

\* indicated variables have notes

**VALUE LABELS**

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
- 3 Application was granted only in part (MENA ES only)

country:

- 38 West Bank and Gaza
- 42 Morocco
- 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  
92 Egypt  
124 Yemen  
129 Lebanon  
146 Djibouti  
147 Israel  
150 Tunisia  
152 Jordan  
196 Cyprus  
300 Greece

ala:

1 Local language  
2 Russian  
3 Arabic  
4 Other

K9:

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

```
survey:
  1 BEEPS V
  2 MENA ES

_merge:
  1 master only (1)
  2 using only (2)
  3 matched (3)
  4 missing updated (4)
  5 nonmissing conflict (5)

A1:
  38 West Bank and Gaza
  42 Morocco
  43 Algeria
  52 Jordan
  92 Egypt
 124 Yemen
 129 Lebanon
 146 Djibouti
 147 Israel
 148 Libya
 150 Tunisia
 152 Jordan

mnak9a:
  -9 Don't know (SPONTANEOUS)
  -8 Refusal (SPONTANEOUS)
   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 - SPECIFY)

a7correct:
```

1 Yes  
 2 No  
 FIELDWOR:  
 1 CAPI  
 2 PAPI  
 ROTATION:  
 1 1  
 2 2  
 3 3  
 A7B:  
 1 Headquarters  
 2 Subsidiary site  
 LABB:  
 1 Yes  
 2 No  
 LABC:  
 -9 Don't know (SPONTANEOUS)  
 LABD:  
 -9 Don't know (SPONTANEOUS)  
 1 Yes  
 2 No  
 MNAQ5:  
 -9 Don't know (SPONTANEOUS)  
 1 Privatization of a state-owned firm  
 2 Originally private  
 3 Private subsidiary of a formerly state-owned firm  
 4 Joint venture with foreign partner(s)  
 5 State-owned firm  
 6 Other  
 B6B:  
 -9 Don't know (SPONTANEOUS)  
 -7 NEVER REGISTERED (SPONTANEOUS)  
 MNAB7B:  
 -9 Don't know (SPONTANEOUS)  
 1 University degree or higher  
 2 Completed Secondary school including Vocational  
 3 Preparatory or Incomplete Secondary school  
 4 Completed Primary school



5 Incomplete Primary school or did not enter school

LABE:  
 -9 Don't know (SPONTANEOUS)  
 -6 STILL IN PROCESS  
 -5 APPLICATION DENIED  
 1 LESS THAN ONE DAY

LABF:  
 -9 Don't know (SPONTANEOUS)  
 -8 REFUSE (SPONTANEOUS)  
 1 Yes  
 2 No

LABG:  
 -9 Don't know (SPONTANEOUS)  
 0 NONE

LABH:  
 -9 Don't know (SPONTANEOUS)  
 -8 REFUSAL (SPONTANEOUS)  
 1 Yes  
 2 No

LABI:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY (SPONTANEOUS)  
 0 No obstacle  
 1 Minor obstacle  
 2 Moderate obstacle  
 3 Major obstacle  
 4 Very severe obstacle

LABJ:  
 -9 Don't know (SPONTANEOUS)  
 1 Increase  
 2 Remain the same  
 3 Decrease

D2:  
 -9 Don't know (SPONTANEOUS)  
 -8 Refusal (SPONTANEOUS)  
 -6 Other category

D2B:  
 -6 Other category

LABK:  
 -9 Don't know (SPONTANEOUS)  
 -7 IF ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO

D4:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY  
 1 LESS THAN ONE DAY

LABL:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY  
 0 NO LOSSES

LABM:  
 -9 Don't know (SPONTANEOUS)  
 -7 NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)  
 0 NO LOSSES

MNAD14B:  
 -9 Don't know (SPONTANEOUS)  
 1 LESS THAN ONE DAY

LABN:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY(SPONTANEOUS)  
 0 No obstacle  
 1 Minor obstacle  
 2 Moderate obstacle  
 3 Major obstacle  
 4 Very severe obstacle

LABO:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY(SPONTANEOUS)  
 1 Not at all important  
 2 Slightly important  
 3 Fairly important  
 4 Very important

MNAE20:  
 -9 Don't know (SPONTANEOUS)  
 1 They avoid VAT or other sales taxes  
 2 They do not pay duties or observe trade regulations  
 3 They avoid labor taxes or regulations

- 4 They have favored access to credit
- 5 They have favored access to infrastructure services
- 6 They conspire to limit my access to markets or supplies
- 7 None of the listed practices represent an obstacle for this

LABP:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 1 Yes
- 2 No

LABQ:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY IS A FLOOR IN A BUILDING (SPONTANEOUS )

MNAK8C:

- 9 Don't know (SPONTANEOUS)
- 1 Because I did not apply for a loan or line of credit
- 2 Because the last application for a loan or line of credit wa
- 3 Because the approval of the application for a loan or line o

MNAK8D:

- 9 Don't know (SPONTANEOUS)
- 1 Lack of accepted collateral
- 2 Incompleteness of application
- 3 Perceived lack of profitability of project
- 4 Credit history of the establishment or owner

K11:

- 9 Don't know (SPONTANEOUS)
- 8 REFUSE (SPONTANEOUS)

MNAQ46D:

- 9 Don't know (SPONTANEOUS)
- 8 REFUSAL (SPONTANEOUS)
- 7 DOES NOT APPLY, uses principles of Islamic banking

LABR:

- 9 Don't know (SPONTANEOUS)
- 8 REFUSAL (SPONTANEOUS)

MNAK15A1:

- 9 Don't know (SPONTANEOUS)
- 8 REFUSAL

K17:

- 9 Don't know (SPONTANEOUS)

- 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 Did not think it would be approved
- 7 Other

MNAK20B:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 1 Outside equity
- 2 Internal funding
- 3 Down-scaling of investment
- 4 Loan from relatives
- 5 Other non-bank funding

MNAK20C:

- 9 Don't know (SPONTANEOUS)
- 1 Offered interest rate was too high
- 2 Collateral requirement was too high
- 3 Maturity was too short
- 4 Maturity was too long

LABS:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 1 Strongly disagree
- 2 Tend to disagree
- 3 Tend to agree
- 4 Strongly agree

LABT:

- 9 Don't know (SPONTANEOUS)
- 8 REFUSAL (SPONTANEOUS)
- 0 NO PAYMENTS OR GIFTS ARE PAID

LABU:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 0 No obstacle
- 1 Minor obstacle
- 2 Moderate obstacle

3 Major obstacle  
 4 Very Severe Obstacle  
 MNAL4:  
 -9 Don't know (SPONTANEOUS)  
 MNAL4C:  
 -9 Don't know (SPONTANEOUS)  
 1 Increase  
 2 Decrease  
 3 Stay the same  
 MNAL4F:  
 -9 Don't know (SPONTANEOUS)  
 1 Changes in social contributions paid by the employer  
 2 Changes in net wage paid by the employer to the employee  
 3 Changes in bonuses and extra payments (not part of the regul  
 4 Other  
 L6:  
 -9 Don't know (SPONTANEOUS)  
 0 NO FULL-TIME SEASONAL OR TEMPORARY WORKERS  
 LABV:  
 -9 Don't know (SPONTANEOUS)  
 0 IF NO EMPLOYEES IN A CATEGORY WERE TRAINED  
 N2I:  
 -9 Don't know (SPONTANEOUS)  
 N7A:  
 -9 Don't know (SPONTANEOUS)  
 -6 Other category  
 MNAO3G:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY (SPONTANEOUS)  
 1 Yes  
 2 No  
 MNAO4:  
 -9 Don't know (SPONTANEOUS)  
 -6 ALL NEW OR SIGNIFICANTLY IMPROVED PRODUCTS WERE INTRODUCED I  
 MNAO5:  
 -9 Don't know (SPONTANEOUS)  
 1 Developed or adapted by this establishment  
 2 Licensed products or services from another firm

- 3 Developed in cooperation with domestic suppliers
- 4 Developed in cooperation with suppliers from abroad
- 5 Developed in cooperation with domestic client firms
- 6 Developed in cooperation with client firms from abroad
- 7 Developed in cooperation with external academic or research
- 8 Introduced the establishment own version of a product or ser
- 9 Other

HB23:

- 9 Don't know (SPONTANEOUS)
- 1 A COUNTRY firm
- 2 A COUNTRY research institute or university
- 3 A foreign firm
- 4 A foreign research institute or university
- 5 Other

LABW:

- 9 Don't know (SPONTANEOUS)
- 1 Yes
- 2 No

LABX:

- 9 DON KNOW (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 1 Yes
- 2 No

MNAO11:

- 9 Don't know (SPONTANEOUS)
- 1 Developed or adapted by this establishment
- 2 Licensed technology or process 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
- 8 Bought a new machine or equipment to adopt the new technolog
- 9 Other

MNAO13:

- 9 Don't know (SPONTANEOUS)
- 7 NO COMPETITORS (SPONTANEOUS)
- 1 This establishment technology is less advanced than that of

2 This establishment technology is about the same as that of i  
3 This establishment technology is more advanced than that of

LABY:

-9 Don't know (SPONTANEOUS)  
-7 ESTABLISHMENT SPENT ON R&D PRIOR TO FISCAL YEAR INSERT last

MNAO21:

-9 Don't know (SPONTANEOUS)  
1 A [COUNTRY] firm  
2 A [COUNTRY] research institute or university  
3 A foreign firm  
4 A foreign research institute or university  
5 Other

MNAO22B:

-9 Don't know (SPONTANEOUS)  
-7 THE ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO (SPONT

MNAO23B:

-9 Don't know (SPONTANEOUS)  
1 Yes, for a patent only  
2 Yes, for a trademark only  
3 Yes, for both a patent and a trademark  
4 No

MNAO23D:

-9 Don't know (SPONTANEOUS)  
1 Yes, a patent only  
2 Yes, a trademark only  
3 Yes, both a patent and a trademark  
4 No

MNAR1:

-9 Don't know (SPONTANEOUS)  
-7 DOES NOT APPLY (SPONTANEOUS)  
1 We fixed it but did not take further action  
2 We fixed it and took action to make sure it did not happen a  
3 We fixed it and took action to make sure that it did not hap  
4 No action was taken

MNAR2:

-9 Don't know (SPONTANEOUS)  
1 1-2 production performance indicators  
2 3-9 production performance indicators

- 3 10 or more production performance indicators
- 4 No production performance indicators

MNAR6:

- 9 Don't know (SPONTANEOUS)
- 1 Main focus was on short-term (less than one year) production
- 2 Main focus was on long-term (more than one year) production
- 3 Combination of short term and long term production targets
- 4 No production targets

MNAR7:

- 9 Don't know (SPONTANEOUS)
- 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
- 5 Only possible to achieve with extraordinary effort

MNAR8:

- 9 Don't know (SPONTANEOUS)
- 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

MNAR11:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 1 Their own performance as measured by targets
- 2 Their team or shift performance as measured by targets
- 3 Their establishment performance as measured by targets
- 4 Their company performance as measured by targets
- 5 No performance bonuses

MNAR13:

- 9 Don't know (SPONTANEOUS)
- 7 DOES NOT APPLY (SPONTANEOUS)
- 1 Promotions were based solely on performance and ability
- 2 Promotions were based partly on performance and ability
- 3 Promotions were based mainly on factors other than performan
- 4 Non-managers are normally not promoted

MNAR15:

- 9 Don't know (SPONTANEOUS)



-7 DOES NOT APPLY (SPONTANEOUS)  
 1 Within 6 months of identifying non-manager under-performance  
 2 After 6 months of identifying non-manager under-performance  
 3 Rarely or never

MNAA15A4:  
 1 Less than one year

LABAC:  
 -7 DOES NOT APPLICABLE  
 1 Less than one year

V496\_A:  
 -7 DOES NOT APPLICABLE  
 1 Less than one year

LABAD:  
 -7 DOES NOT APPLICABLE  
 1 Male  
 2 Female

LABAE:  
 -7 DOES NOT APPLICABLE  
 1 Less than one year

MNAQ46F\_p:  
 -9 Don't know  
 1 Shekel  
 2 Euro  
 3 US Dollar  
 4 Other

MNAL4B:  
 -9 Don't know (SPONTANEOUS)

MNAL4A:  
 -9 Don't know (SPONTANEOUS)

MNAL3B:  
 -9 Don't know (SPONTANEOUS)

MNAL3A:  
 -9 Don't know (SPONTANEOUS)

MNAE3B:  
 -9 Don't know (SPONTANEOUS)  
 -7 DOES NOT APPLY (SPONTANEOUS)  
 1 Not at all important  
 2 Slightly important

3 Fairly important  
 4 Very important  
 E2B:  
 -9 Don't know (SPONTANEOUS)  
 -4 TOO MANY TO COUNT (SPONTANEOUS)  
 ind:  
 -9 Don't know  
 -6 No information  
 15 Food  
 16 Tobacco  
 17 Textiles  
 18 Garments  
 19 Leather  
 20 Wood  
 21 Paper  
 22 Publishing printing and recorded media  
 23 Refined petroleum product  
 24 Chemicals  
 25 Plastics & rubber  
 26 Non metallic mineral products  
 27 Basic metals  
 28 Fabricated metal products  
 29 Machinery and equipment  
 31 Electronics (31 & 32)  
 33 Precision instruments  
 34 Motor vehicles  
 35 Other transport equipment  
 36 Furniture  
 37 Recycling  
 45 Construction: section F  
 50 Services of motor vehicles  
 51 Wholesale  
 52 Retail  
 55 Hotels and restaurants: section H  
 60 Transport (60-62)  
 63 Supporting transport activities (incl travel agencies)  
 64 Post and telecommunications  
 72 IT

100 Manufacturing  
101 Other manufacturing  
102 Retail and wholesale  
103 Transport and telecom (60-64)  
104 Other services  
551 Hotels  
552 Restaurants

size:

-9 Don't know  
-6 No information  
0 Micro <5  
1 Small >=5 and <=19  
2 Medium >=20 and <=99  
3 Large >=100  
4 Small or medium >=5 and <=99  
5 1-9 employees (Jordan only)  
6 10-49 employees (Jordan only)  
7 50-250 employees (Jordan only)  
8 250+ employees (Jordan only)

AGENCY:

1 Ipsos Tambor  
2 Median  
3 DataCollect  
4 acrc  
5 Ipsos Turkey  
6 Yontem  
7 CMRC Cypronetwork  
8 Lipa Consultancy

ECAT11A:

-8 Refused  
1 Yes  
2 No

ECAR8:

-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

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
- 5 Only possible to achieve with extraordinary effort

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

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

ECAO15D:

- 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  
ECAO15B:  
-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  
ECAO14F:  
-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  
ECAO14D:  
-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  
ECAO14B:

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

ECAO14A:

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

dow:

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

COMPLETI:

1 CAPI  
 2 PAPI

A3:

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

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

sizelabels:

0 Micro (1 to 5)  
 1 Small (5 to 19)

2 Medium (20 to 99)  
 3 Large (100+)

A0:

1 Manufacturing  
 2 Retail  
 3 Core

A1A:

1 Local language  
 2 Russian

A3B:

1 Yes  
 2 No

A3C:

1 Yes  
 2 No

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

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

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

A6B:

0 Micro<5  
1 Small >=5 and <=19  
2 Medium >=20 and <=99  
3 Large >=100

A7:

1 Yes  
2 No\_ a firm on its own

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

A9:

-7 DOES NOT APPLY  
1 Yes  
2 No

A10:

-7 DOES NOT APPLY  
1 Yes  
2 No

A11:

-7 DOES NOT APPLY  
1 Yes  
2 No

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

B3:

- 9 Don't know
- 8 Refused

B2A:

- 9 Don't know
- 8 Refused

B2B:

- 9 Don't know
- 8 Refused

B2C:

- 9 Don't know
- 8 Refused

B2D:

- 9 Don't know
- 8 Refused

B4:

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

B4A:

- 9 Don't know
- 8 Refused

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

B6A:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

B7:  
9998 Less than one year

B7A:  
-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

C3:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

C5:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

C6:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

C7:  
-9 Don't know  
-8 Refused

C8:

C9A: -9 Don't know  
-8 Refused

C10: -9 Don't know  
-8 Refused

C11: -9 Don't know  
-8 Refused  
1 Yes  
2 No

C12: -9 Don't know  
-8 Refused  
1 Yes  
2 No

C14: -9 Don't know  
-8 Refused  
1 Yes  
2 No

C15: -9 Don't know  
-8 Refused  
-7 The establishment does not use water for production  
1 Yes  
2 No

C16: -9 Don't know  
-8 Refused

C17: -9 Don't know  
-8 Refused

C22A: -9 Don't know  
-8 Refused

1 Yes  
 2 No  
 C22B:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 C23:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 C28:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 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  
 ECAC31A1:  
 -9 Don't know  
 -8 Refused  
 1 Increase  
 2 Remain the same  
 3 Decrease  
 ECAC31A2:  
 -9 Don't know  
 -8 Refused  
 ECAC31A3:  
 -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

D1A3:

- 9 Don't know
- 8 Refused

D3A:

- 9 Don't know
- 8 Refused

D3B:

- 9 Don't know
- 8 Refused

D3C:

- 9 Don't know
- 8 Refused

D6:

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

D7:

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

D10:

- 9 Don't know
- 8 Refused
- 7 NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)

D11:

- 9 Don't know
- 8 Refused
- 7 NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY)

ECAQ15A:

-9 Don't know  
 -8 Refused  
 -7 DOES NOT APPLY (FOR COMPANIES THAT DO NOT DO NOT HAVE DOMESTIC SALES)

D12A:

-9 Don't know  
 -8 Refused

D12B:

-9 Don't know  
 -8 Refused

D13:

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

D14:

-9 Don't know  
 -8 Refused

D16:

-9 Don't know  
 -8 Refused

D17:

-9 Don't know  
 -8 Refused

D30A:

-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

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

ECAD31B1:

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

ECAD31B2:

-9 Don't know  
 -8 Refused

ECAD31B3:

-9 Don't know  
 -8 Refused

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 establishme

> nt is located

E6:

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

E11:

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

ECAQ53:

-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

H1:

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

H2:

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

H3:

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

H4:

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

H5:

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

H6:

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

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

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

F1:  
-9 Don't know  
-8 Refused

F2:  
-9 Don't know  
-8 Refused

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

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

G1C:  
-9 Don't know  
-8 Refused  
-7 DOES NOT APPLY

G2:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

G4:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

G5B:
 

- 8 Refused
- 1 Square Feet
- 2 Square Yards
- 3 Square Meters
- 4 Other\_ please specify

G6A:
 

- 9 Don't know
- 8 Refused

G6B:
 

- 9 Don't know
- 8 Refused

G6C:
 

- 9 Don't know
- 8 Refused

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

I1:
 

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

I2A:
 

- 9 Don't know
- 8 Refused

I3:
 

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

I4A:

-9 Don't know  
-8 Refused

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

ECAI31A1:  
-9 Don't know  
-8 Refused  
1 Increase  
2 Remain the same  
3 Decrease

ECAI31A2:  
-9 Don't know  
-8 Refused

ECAI31A3:  
-9 Don't know  
-8 Refused

K1C:  
-9 Don't know  
-8 Refused

K2C:  
-9 Don't know  
-8 Refused

K3A:  
-9 Don't know  
-8 Refused

K3BC:  
-9 Don't know  
-8 Refused

K3E:  
-9 Don't know  
-8 Refused

K3F:  
-9 Don't know  
-8 Refused

K3HD:  
-9 Don't know  
-8 Refused

K4:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K5A:  
-9 Don't know  
-8 Refused

K5I:  
-9 Don't know  
-8 Refused

K5BC:  
-9 Don't know  
-8 Refused

K5E:  
-9 Don't know  
-8 Refused

K5F:  
-9 Don't know  
-8 Refused

K5HDJ:  
-9 Don't know  
-8 Refused

ECAK4A:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K6:  
-9 Don't know  
-8 Refused  
1 Yes

2 No  
 K7:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 K8:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 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  
 ECAQ46F:  
 -8 Refused  
 1 Local currency  
 2 Euro  
 3 US Dollar  
 4 Other\_ SPONTANEOUS - please specify  
 ECAQ46D:  
 -9 Don't know  
 -8 Refused  
 ECAQ46E:  
 -9 Don't know  
 -8 Refused

K13:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K14A:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K14B:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K14C:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K14D:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K14E:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K15B:  
-9 Don't know  
-8 Refused

K15D:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

K16:

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

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

K21:

- 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

ECAQ31E:

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

H7A:

- 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

ECAJ1C:

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

J2:

- 9 Don't know
- 8 Refused

J3:

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

J4:

- 9 Don't know
- 8 Refused

J5:

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

J6A:

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

J6: 2 No  
-9 Don't know  
-8 Refused

J7A: -9 Don't know  
-8 Refused  
-7 No answer

J10: -9 Don't know  
-8 Refused  
1 Yes  
2 No

J11: -9 Don't know  
-6 STILL IN PROCESS  
-5 APPLICATION DENIED

J12: -9 Don't know  
-8 Refused  
1 Yes  
2 No

J13: -9 Don't know  
-8 Refused  
1 Yes  
2 No

J14: -9 Don't know  
-6 STILL IN PROCESS  
-5 APPLICATION DENIED

J15: -9 Don't know  
-8 Refused  
1 Yes  
2 No

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

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

ECAJ31B1:

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

ECAJ31B2:

- 9 Don't know
- 8 Refused

ECAJ31B3:

- 9 Don't know
- 8 Refused

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

ECAJ31C1:

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

ECAJ31C2:

- 9 Don't know
- 8 Refused

ECAJ31C3:

- 9 Don't know
- 8 Refused

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

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

ECAJ31F1:

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

ECAJ31F2:

- 9 Don't know
- 8 Refused

ECAJ31F3:

- 9 Don't know
- 8 Refused

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

ECAH31A1:

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

ECAH31A2:

- 9 Don't know
- 8 Refused

ECAH31A3:

- 9 Don't know
- 8 Refused

ECAQ39:

- 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

ECAQ41B:

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

ECAQ41C:

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

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

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

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

ECAR16A:

-9 Don't know  
-8 Refused

ECAR17A:

-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

ECAR17C:

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

ECAR18:

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

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

L8:

- 9 Don't know
- 8 Refused
- 1 Less than one month

L9A1:

- 9 Don't know
- 8 Refused

L9A2:

- 9 Don't know
- 8 Refused
- 7 NO FEMALE PRODUCTION WORKERS

ECAQ69:

- 9 Don't know
- 8 Refused

L10:

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

L11A:

- 9 Don't know
- 8 Refused

L11B:

- 9 Don't know
- 8 Refused

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

ECAL31A1:

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

ECAL31A2:

-9 Don't know  
-8 Refused

ECAL31A3:

-9 Don't know  
-8 Refused

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

ECAL31B1:

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

ECAL31B2:

-9 Don't know  
-8 Refused

ECAL31B3:

-9 Don't know  
-8 Refused

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

M1D:

- 8 Refused
- 1 Option 1
- 2 Option 2
- 3 Option 3

ECAS1A:

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

ECAS1B:

- 9 Don't know
- 8 Refused

ECAS1C:

- 9 Don't know
- 8 Refused

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

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

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

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

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

A15A2A: -8 Refused

ECAA15A4: -8 Refused

A15A3A: -8 Refused  
 1 Male  
 2 Female

A15A2B: -8 Refused  
 -7 does not apply code

V294\_A: -8 Refused  
 -7 does not apply code

A15A3B: -8 Refused  
 -7 does not apply code  
 1 Male  
 2 Female

A15A2C: -8 Refused  
 -7 does not apply code

V298\_A: -8 Refused  
 -7 does not apply code

A15A3C: -8 Refused  
 -7 does not apply code  
 1 Male  
 2 Female

A16: -8 Refused  
 1 Truthful

2 Somewhat truthful  
 3 Not truthful  
 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  
 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  
 A19H:  
 -8 Refused  
 A19M:  
 -8 Refused  
 INNOV:  
 -8 Refused  
 1 Yes  
 2 No  
 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  
 ECAO1A:  
 -9 Don't know  
 -8 Refused  
 ECAO2A:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 ECAO2B:  
 -9 Don't know  
 -8 Refused

1 Yes  
2 No  
ECAO2C:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No  
ECAO3A:  
-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  
2 No  
ECAO3C:  
-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  
ECAO3E:  
-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

ECAO3G:

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

ECAO4:

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

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

ECAO6:

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

ECAO7A:

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

ECAO7B:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO7C:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO9A:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO9B:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO9C:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO10A:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO10B:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

ECAO10C:  
-9 Don't know  
-8 Refused



1 Yes  
 2 No  
 ECAO10D:  
 -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  
 ECAO12:  
 -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  
 ECAO16:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No  
 ECAO18:

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

ECAO20:  
-9 Don't know  
-8 Refused  
1 Yes  
2 No

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

ECAO22A:  
-9 Don't know  
-8 Refused

ECAO22B:  
-9 Don't know  
-8 Refused  
-7 THE ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO

ECAO23A:  
-9 Don't know  
-8 Refused  
1 Yes  
2 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

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

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

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

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

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  
 A24:  
 -8 Refused  
 1 Yes  
 2 No  
 valllabel:  
 -9 Don't know  
 -8 Refusal  
 -7 Does not apply  
 ECAT1:  
 -8 Refused  
 1 Yes  
 2 No  
 ECAT2:  
 -8 Refused  
 1 Yes  
 2 No  
 ECAT3:  
 -8 Refused  
 1 Yes  
 2 No  
 ECAT4:  
 -8 Refused  
 1 Yes  
 2 No  
 ECAT5:  
 -8 Refused  
 1 Yes  
 2 No  
 ECAT6:  
 -8 Refused  
 1 Yes  
 2 No  
 ECAT7:  
 -8 Refused  
 1 Yes  
 2 No

ECAT8:  
     -8 Refused  
     1 Yes  
     2 No

ECAT9:  
     -8 Refused  
     1 Yes  
     2 No

ECAT10:  
     -8 Refused  
     1 Yes  
     2 No

ECAT11:  
     -8 Refused  
     1 Yes  
     2 No

ECAT12:  
     -8 Refused  
     1 Yes  
     2 No

ECAT11B:  
     1 Found it offensive  
     2 Found it a waste of time  
     3 Did not understand the experiment  
     4 OTHER (SPONTANEOUS-SPECIFY)

ECAZ1:  
     -9 Don't know  
     -8 Refused  
     1 Yes  
     2 No

ECAZ3:  
     -9 Don't know  
     -8 Refused  
     1 Primary school or less  
     2 Secondary school  
     3 Bachelor  
     4 Master degree  
     5 Doctorate

ECAZ4:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No

ECAZ5:  
 -9 Don't know  
 -8 Refused

ECAZ6A:  
 -9 Don't know  
 -8 Not applicable

ECAZ6B:  
 -9 Don't know  
 -8 Not applicable

ECAZ6C:  
 -9 Don't know  
 -8 Not applicable

ECAZ6D:  
 -9 Don't know  
 -8 Not applicable

ECAZ7:  
 -9 Don't know  
 -8 Refused  
 1 Yes  
 2 No

ECAZ8:  
 -9 Don't know  
 -8 Refused  
 1 By founding the establishment (individually or with partners)  
 2 By buying shares  
 3 By joining family owned firm  
 4 Other - specify

ECAZ9:  
 -9 Don't know  
 -8 Refused  
 1 Heritage  
 2 Marriage  
 3 Other - specify

ECAZ10:

- 9 Don't know
- 8 Refused
- 1 Business opportunity
- 2 Family tradition
- 3 Discontent with previous job
- 4 Previous business failed
- 5 More flexible working hours
- 6 New job offers more independence in decision making
- 7 Other - specify

ECAZ11:

- 9 Don't know
- 8 Refused
- 1 Employed in the formal sector
- 2 Self-employed in the formal sector
- 3 Employed in the informal sector
- 4 Self-employed in the informal sector
- 5 Entrepreneur
- 6 Unemployed
- 7 Other - specify

ECAZ12:

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

ECAZ13:

- 9 Don't know
- 8 Refused
- 1 The largest owner is the main decision maker
- 2 The owners or partners are the main decision makers
- 3 The board of directors is the main decision maker

ECAZ14:

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

ECAZ15:

- 9 Don't know

e2b: -8 Refused  
-9 Don't know  
-4 Too Many To Count

VEB1A: -9 Don't know  
-7 Does not apply  
1 Know well  
2 Heard something  
3 Don't know anything

VEB1B: -9 Don't know  
-7 Does not apply  
1 Know well  
2 Heard something  
3 Don't know anything

VEB1C: -9 Don't know  
-7 Does not apply  
1 Know well  
2 Heard something  
3 Don't know anything

VEB1D: -9 Don't know  
-7 Does not apply  
1 Know well  
2 Heard something  
3 Don't know anything

VEB1E: -9 Don't know  
-7 Does not apply  
1 Know well  
2 Heard something  
3 Don't know anything

VEB2: -9 Don't know  
1 Yes  
2 No



3 I am not aware of Vnesheconombank projects

VEB3:  
-9 Don't know  
-8 Refusal  
-7 Does not apply  
1 Yes  
2 No

VEB4:  
-9 Don't know  
-8 Refusal  
-7 Does not apply

VEB5A:  
-9 Don't know  
-7 Does not apply  
1 None  
2 Minor  
3 Moderate  
4 Major  
5 Severe

VEB5B:  
-9 Don't know  
-7 Does not apply  
1 None  
2 Minor  
3 Moderate  
4 Major  
5 Severe

VEB5C:  
-9 Don't know  
-7 Does not apply  
1 None  
2 Minor  
3 Moderate  
4 Major  
5 Severe

VEB5D:  
-9 Don't know  
-7 Does not apply

- 1 None
- 2 Minor
- 3 Moderate
- 4 Major
- 5 Severe

VEB5E:

- 9 Don't know
- 7 Does not apply
- 1 None
- 2 Minor
- 3 Moderate
- 4 Major
- 5 Severe

VEB6:

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

VEB7:

- 9 Don't know
- 7 Does not apply
- 1 Absolutely transparent
- 2 Mostly transparent
- 3 Sometimes transparent, sometimes non-transparent
- 4 Mostly non-transparent
- 5 Absolutely non-transparent

A15A3D:

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