

Questionnaire – World Bank And AICF Enterprise Survey

Introduction

“Greetings. My name is _____.

I work with an Afghan company in Kabul. The company is at the moment conducting a survey to find out what people, Afghans like you and me, think about the business environment in Afghanistan. Ultimately, the information gathered here will help to develop new policies and programs that enhance employment and economic growth. The information obtained here will be held in the strictest confidentiality.

Neither your name nor the name of this establishment will be used in any document based on this survey

That’s why I want to know your opinions.

Do you want to ask me anything about this survey before you decide to participate?

The interview will take around one to one and a half hours.

THIS SECTION TO BE COMPLETED BY THE INTERVIEWER BEFORE STARTING THE QUESTIONNAIRE

ID	Questionnaire ID (to be completed by Data Entry)	_ _ _ _												
Q1 Core Services Manuf	Time face-to-face interview begins at: (Interviewer to record)	Date: <table border="1" style="width: 100%; margin-top: 5px;"> <tr> <td style="width: 33%; text-align: center;">_ _</td> <td style="width: 33%; text-align: center;">_ _</td> <td style="width: 33%; text-align: center;">1387</td> </tr> <tr> <td style="text-align: center;">D D</td> <td style="text-align: center;">M M</td> <td style="text-align: center;">YYYY</td> </tr> </table> Beginning Time: _ _ : _ _ AM – PM <table border="1" style="width: 100%; margin-top: 5px;"> <tr> <td style="width: 50%; text-align: center;">Hour</td> <td style="width: 50%; text-align: center;">Minutes</td> </tr> <tr> <td style="text-align: center;">_ _</td> <td style="text-align: center;">_ _</td> </tr> <tr> <td colspan="2" style="text-align: center;">24 hour clock</td> </tr> </table>	_ _	_ _	1387	D D	M M	YYYY	Hour	Minutes	_ _	_ _	24 hour clock	
_ _	_ _	1387												
D D	M M	YYYY												
Hour	Minutes													
_ _	_ _													
24 hour clock														
Q2 Core Services Manuf	Interviewer Name and Code (Interviewer to record)	Code: _ _ _ Name: _____												

Q3 Core Services Manuf	Supervisor name and code (Interviewer to record)	Code: _ _ _ Name: _____
Q4 Core Services Manuf	Province (Interviewer to record)	1 Kabul 6 Ghazni 8 Nangarhar 13 Baghlan 14 Kunduz 16 Balkh 20 Herat 24 Kandahar 28 Bamyān 32 Khost
Q5 Core Services Manuf	Size of population in locality (Interviewer to record)	Don't Prompt One answer 1- Capital city 2- City with population over million – other than capital 3- Over 500.000 to million 4- 50.000 to 500.000 5- Less than 50.000

<p>Q6</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Which sector (Industry) are you working in?</p> <p>(Interviewer to record)</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Manufacturing <ol style="list-style-type: none"> a. Food b. Textiles c. Garments d. Chemicals e. Plastics & rubber f. Non metallic mineral products g. Basic metals h. Fabricate metal products i. Machinery and equipment j. Electronics k. Other manufacturing 2. Construction <ol style="list-style-type: none"> a. Building b. Civil engineering (roads, infrastructures) 3. Retail 4. Wholesale trade 5. Transportation and storage 6. Accommodation and Food service activities (incl. Hotels & restaurants) 7. Information and communication 8. Financial and insurance activities 9. Real estate activities 10. Professional, scientific and technical activities 11. Education 12. Other service activities
<p>Q7</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Number of employees in the business?</p> <p>(Interviewer to record)</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Less than 5 2. 5 to 19 3. 20 to 99 4. 100 or more <p>(SPECIFY A NUMBER – AN ESTIMATE IF YOU DO NOT HAVE ACCURATE NUMBERS)</p>
<p>B: GENERAL INFORMATION</p>		
<p>“First, let’s start with a few questions about your establishment”</p>		

“BUSINESS BACKGROUND AND HISTORY”		
Q8 Core Services Manuf	In what year did this establishment begin operations?	Don't Prompt One answer 1. <u> 1 </u> <u> 3 </u> _____ 2. <i>Don't know</i>
IF ANSWER TO Q8 IS 1387, TERMINATE INTERVIEW		
Q9 Core Services Manuf	How many full-time employees did this establishment employ when it started operations? <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> Please include all employees and managers and the interviewee if applicable </div>	Don't Prompt One answer 1. (_____) Persons (including respondent). -5. <i>Don't know</i>
Q10 Core Services Manuf	What is this establishment current legal status?	Prompt One answer (Show Card) 1. Shareholding company 2. Sole proprietorship GO TO Q12 3. Partnership 4. Limited partnership 5. <i>Other:</i> Specify _____ 6. <i>Don't know</i>
Q11 Core Services Manuf	What percentage of this establishment does the largest owner or owners own?	Don't Prompt One answer 1. (____) % 2. <i>Don't know</i>
Q12 Core Services Manuf	What percentage of this establishment is owned by each of the following:	Don't Prompt One answer (Show Card) 1. A. (____%) Private domestic individuals, companies or organizations. B. (____%) Private foreign individuals, companies or organizations. C. (____%) Government/State. D. (____%) Other: 2. <i>Don't know</i>

<p>Q13</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Amongst the owners of this establishment, are there any females?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i>
<p>Q14</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What is the highest level of education completed by the principle owner of this establishment?</p>	<p>Prompt One answer (Show card)</p> <ol style="list-style-type: none"> 1. None 2. Primary school 3. Mid or High School (A level) 4. Vocational or Technical Training (Professional Training) 5. University education 6. <i>Other</i> 7. <i>Don't know</i>
<p>Q15</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Did you live abroad at some point over the last 30 years?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q18 3. <i>Don't know</i> GO TO Q18
<p>Q16</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In which country outside of Afghanistan did you live for the longest?</p>	<p>Don't Prompt, one answers</p> <ol style="list-style-type: none"> 1. Pakistan 2. Iran 3. UAE 4. India 5. Russia or Central Asia 6. China 7. United States 8. Canada 9. Europe 10. Other
<p>Q17</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What was your main reason for returning to Afghanistan?</p>	<p>Prompt, One answer (Show Card)</p> <ol style="list-style-type: none"> 1. Perceived business opportunities in the country 2. Less competition 3. Financial incentives offered 4. To return to family 5. To return to native country 6. <i>Other</i>

REGISTERING YOUR BUSINESS

<p>Q18</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Was this establishment formally registered when it began operations?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don't know</i></p>												
<p>Q19</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In what year was this establishment formally registered?</p>	<p>Don't Prompt One answer</p> <p>1. (Year) _1_3 ___ GO TO Q21</p> <p>2. Never</p> <p>3. <i>Don't know</i></p>												
<p>Q20</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Why do you prefer not to register?</p>	<p>Prompt, One answer (Show card)</p> <p>1. Too expensive GO TO Q26</p> <p>2. I don't see any benefits GO TO Q26</p> <p>3. I don't know how to register GO TO Q26</p> <p>4. The process looks too complicated GO TO Q26</p> <p>5. I've heard bad experiences from other businessmen I know GO TO Q26</p> <p>6. I do not want to pay taxes GO TO Q26</p> <p>7. <i>Other</i> GO TO Q26</p>												
<p>Q21</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Are you registered with any of the following organizations?</p>	<p>Prompt Multiple answers</p> <p>1. AISA (Afghanistan Investment Support Agency)</p> <p>2. Ministry of Commerce</p> <p>3. Another Government Ministry GO TO Q26</p> <p>4. Municipality GO TO Q26</p> <p>5. <i>Other</i> GO TO Q26</p> <p>6. None GO TO Q26</p> <p>7. <i>Don't know</i> GO TO Q26</p>												
<p>REGISTRATION: AFFILIATIONS</p>														
<p>Q22</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to your registration with AISA or the Ministry of Commerce, what is:</p>	<p>Don't Prompt, one answer</p> <table border="1" data-bbox="886 1398 1430 1793"> <thead> <tr> <th></th> <th>Answer</th> <th>None</th> <th><i>Don't know</i></th> </tr> </thead> <tbody> <tr> <td>a)The main benefit you have experience as a result of registering</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b)The service you would most like to see provided</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Answer	None	<i>Don't know</i>	a)The main benefit you have experience as a result of registering				b)The service you would most like to see provided			
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a)The main benefit you have experience as a result of registering														
b)The service you would most like to see provided														

REGISTRATION: EXPERIENCE OF PROCESS		
Q23 Core Services Manuf	How easy did you find the registration process?	Prompt One answer 1. Very easy 2. Quite easy 3. Quite difficult 4. Very difficult 5. <i>Don't know</i>
Q24 Core Services Manuf	How much did you pay in legal fees at the time of registration?	Don't Prompt One answer 1. (_____) Afghanis 2. No fee 3. <i>Don't know</i>
Q25 Core Services Manuf	Did you have to pay any informal gift or payment during this registration process?	Don't Prompt One answer 1. Yes 2. No 3. <i>Don't know</i> 4. <i>Refused</i>
LICENSING		
Q26 Core Services Manuf	Over the last two years, did this establishment submit an application to obtain an operating license?	Don't Prompt One answer 1. Yes 2. No GO TO Q29 3. <i>Don't know</i> GO TO Q29
Q27 Core Services Manuf	Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?	Don't Prompt One answer Write 1 if less than 1 day 1. (_____) days 2. Still in process 3. Application denied 4. <i>Don't know</i>
Q28 Core Services Manuf	In reference to that application for an operating license, was an informal gift or payment expected or requested?	Don't Prompt One answer 1. Yes 2. No 3. <i>Don't know</i> 4. <i>Refused</i>
Q29 Core Services Manuf	Over the last two years, did this establishment submit an application to obtain an import (import / export) license?	Don't Prompt One answer 1. Yes 2. No GO TO 32 3. <i>Don't know</i> GO TO 32

<p>Q30</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Approximately how many days did it take to obtain this import (import / export) license from the day of the application to the day it was granted?</p>	<p>Don't Prompt One answer</p> <p>Write 1 if less than 1 day</p> <ol style="list-style-type: none"> 1. (_____) days 2. Still in process 3. Application denied 4. <i>Don't know</i>
<p>Q31</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for an import (import / export) license, was an informal gift or payment expected or requested?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i> 4. <i>Refused</i>
<p>MANAGEMENT</p>		
<p>Q32</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How many years of experience working in this sector does the Top Manager have?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (_____) Years -5 <i>Don't know</i>
<p>Q33</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Is the Top Manager female?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i>
<p>Q34</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Does this establishment have an internationally-recognized quality certification?</p> <p><i>(for clarification, some examples are: ISO 9000, 9002 or 14000)</i></p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. Still in process 4. <i>Don't know</i>
<p>Q35</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is business licensing and permits to the current operations of this establishment?</p>	<p>Prompt One answer</p> <p>(Show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i>
<p>Q36</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over the last two years, did this establishment submit an application to obtain an electrical connection?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q39 3. <i>Don't know</i> GO TO Q39

<p>Q37</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?</p>	<p>Don't Prompt One answer</p> <p>Write 1 if less than 1 day</p> <ol style="list-style-type: none"> (____) days Still in process Application denied <i>Don't know</i>
<p>Q38</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for an electrical connection, was an informal gift or payment expected or requested?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> Yes No <i>Don't know</i> <i>Refused</i>
<p>Q39</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over fiscal year 1386, did this establishment experience power outages?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> Yes No GO TO Q43 / Q45 My business has no electricity GO TO Q45 <i>Don't know</i> GO TO Q43 / Q45
<p>Q40</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In a typical month, over fiscal year 1386, how many power outages did this establishment experience?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> (____) Av number of power outages <i>Don't know</i>
<p>Q41</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How long did these power outages last on average?</p>	<p>Don't Prompt One answer</p> <p>Write 1 if less than 1 hour</p> <ol style="list-style-type: none"> (____) hours <i>Don't know</i>
<p>Q42</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Please estimate the losses that resulted from power outages as total annual losses?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> (____) Afghanis None <i>Don't know</i>
<p>Q43</p> <p>Manuf</p>	<p>Do you own or share a generator?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> Yes No GO TO Q45 <i>Don't know</i> GO TO Q45
<p>Q44</p> <p>Manuf</p>	<p>In fiscal year 1386 what percentage of this establishment's electricity came from a generator or generators that the establishment owned or shared?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> (____) % <i>Don't know</i>
<p>WATER CONNECTION</p>		

<p>Q45</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over the last two years, did this establishment submit an application to obtain a water connection?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No GO TO Q48 / Q52</p> <p>3. <i>Don't know</i> GO TO Q48 / Q52</p>
<p>Q46</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In Reference to that application for awater connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?</p>	<p>Don't Prompt One answer</p> <p>Write 1 if less than 1 day</p> <p>1. (_____) days</p> <p>2. Still in process</p> <p>3. Application denied</p> <p>4. <i>Don't know</i></p>
<p>Q47</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for a water connection, was an informal gift or payment expected or requested?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don't know</i></p> <p>4. <i>Refused</i></p>
<p>Q48</p> <p>Manuf</p>	<p>Over fiscal year 1386, did this establishment experience insufficient water supply for production?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No GO TO Q51</p> <p>3. <i>Don't know</i> GO TO Q51</p>
<p>Q49</p> <p>Manuf</p>	<p>In a typical month, over fiscal year 1386, how many incidents of insufficient water supply did this establishment experience?</p>	<p>Don't Prompt One answer</p> <p>1. (_____) Average number of incidents</p> <p>-5 <i>Don't know</i></p>
<p>Q50</p> <p>Manuf</p>	<p>How long did these incidents of insufficient water supply last on average?</p>	<p>Don't Prompt One answer</p> <p>If less than 1 hour, write 1</p> <p>1. (_____) hours</p> <p>-5 <i>Don't know</i></p>
<p>Q51</p> <p>Manuf</p>	<p>In fiscal year 1386, what percentage of this establishment's water supply, used in the production process, was from public sources?</p>	<p>Don't Prompt One answer</p> <p>1. (_____)%</p> <p>2. <i>Don't know</i></p>
<p>LANDLINE TELEPHONE</p>		
<p>Q52</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over the last two years, did this establishment submit an application to obtain a telephone connection?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No GO TO Q55</p> <p>3. <i>Don't know</i> GO TO Q55</p>

<p>Q53</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for a telephone connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?</p>	<p>Don't Prompt One answer</p> <p>Write 1 if less than 1 day</p> <ol style="list-style-type: none"> 1. (____) days 2. Still in process 3. Application denied 4. <i>Don't know</i>
<p>Q54</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for a telephone connection, was an informal gift or payment expected or requested?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i> 4. <i>Refused</i>
<p>MOBILE PHONE</p>		
<p>Q55</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Do you own a mobile phone for business purposes?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q57 3. <i>Don't know</i> GO TO Q57
<p>Q56</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What is your monthly expenditure for air time (phone cards) on your mobile for business purposes?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____) Afghanis GO TO Q58 2. <i>Don't know</i> GO TO Q58
<p>Q57</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Why do you <i>not</i> own a mobile phone for business purposes?</p>	<p>Prompt Multiple answers</p> <ol style="list-style-type: none"> 1. No coverage 2. I don't need it 3. I don't know how to use it 4. Too expensive 5. <i>Other</i>
<p>Q58</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What percentage of your employees own a mobile phone?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____) % 2. <i>Don't know</i>
<p>IT AND INTERNET ACCESS</p>		
<p>Q59</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What percentage of your employees use a computer as part of their job in this establishment?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____) % 2. <i>Don't know</i>

<p>Q60</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>At the present time, does this establishment use any of the following?</p>	<p>Prompt, Multiple answers</p> <table border="1"> <thead> <tr> <th></th> <th>Yes</th> <th>No</th> <th><i>Don't know</i></th> </tr> </thead> <tbody> <tr> <td>a) E-mail to communicate with clients or suppliers</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b) Your own website</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Yes	No	<i>Don't know</i>	a) E-mail to communicate with clients or suppliers				b) Your own website											
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<p>Q61</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Does this establishment have a high-speed Internet connection on its premises?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> Yes No , I use dial-up No, I do not have an internet connection GO TO Q66 <i>Don't know</i> GO TO Q66 																				
<p>Q62</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Is this establishment's Internet connection used to:</p>	<p>Prompt, Multiple answers</p> <table border="1"> <thead> <tr> <th></th> <th>Yes</th> <th>No</th> <th><i>Don't know</i></th> </tr> </thead> <tbody> <tr> <td>a) Make purchases for this establishment</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b) Deliver services to this establishment's clients</td> <td></td> <td></td> <td></td> </tr> <tr> <td>c) Do research and develop ideas on new products and services</td> <td></td> <td></td> <td></td> </tr> <tr> <td>d) Advertise job vacancies</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Yes	No	<i>Don't know</i>	a) Make purchases for this establishment				b) Deliver services to this establishment's clients				c) Do research and develop ideas on new products and services				d) Advertise job vacancies			
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<p>Q63</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over fiscal year 1386, did this establishment experience unavailability of Internet connection?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> Yes No GO TO Q66 <i>Does not apply</i> GO TO Q66 <i>Don't know</i> GO TO Q66 																				
<p>Q64</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In a typical month, over fiscal year 1386, how many times has this establishment experienced unavailability of Internet connection?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> (_____) times IF 0 GO TO Q66 <i>Don't know</i> 																				

<p>Q65</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In a typical month, over fiscal year 1386, on average how long did the unavailability of an Internet connection last?</p>	<p>Don't Prompt One answer</p> <p>1. (_____) Minutes -5 <i>Don't know</i></p>
<p>Q66</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is electricity to the current operations of this establishment?</p>	<p>Prompt One answer (Show card)</p> <p>1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i></p>
<p>Q67</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is Telecommunications to the current operations of this establishment?</p>	<p>Prompt One answer (Show card)</p> <p>1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i></p>

D: SALES AND SUPPLIES

ALL INTERVIEWEES

“The next topic to be covered is how and where this establishment makes its sales”

<p>Q68</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In fiscal year 1386 what was this establishment's main product or service (that is, the product that represented the largest proportion of annual sales in Afghans)?</p>	<p>Don't Prompt one answer</p> <p>1. _____ (Description)</p>
<p>Q69</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Using this card, please choose the 4-digit code that best applies to the main product of this establishment</p>	<p>Prompt one answer Show card</p> <p>1. _____ 2. <i>Don't know</i></p>
<p>Q70</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What percentage of total sales does the main product or service represent?</p>	<p>Don't Prompt One answer</p> <p>1. (____)% 2. <i>Don't know</i></p>

<p>Q71 Core Services Manuf</p>	<p>In fiscal year 1386, what were this establishment's total annual sales (in terms of value)?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____)Afghanis 2. <i>Don't know</i> 3. <i>Refused</i>
<p>Q72 Manuf</p>	<p>In fiscal year 1386 which of the following was the main market in which this establishment sold its main product?</p>	<p>Prompt One answer</p> <ol style="list-style-type: none"> 1. Local – main product sold mostly in same municipality where establishment is located 2. National – main product sold mostly across the country where establishment is located 3. International – (main product sold mostly to nations outside country where establishment is located) 4. <i>Don't know</i>
<p>Q73 Manuf</p>	<p>In fiscal year 1386, for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face?</p>	<p>Prompt One answer</p> <ol style="list-style-type: none"> 1. None 2. One 3. 2-5 4. More than 5 5. <i>Don't know</i>
<p>TECHNOLOGY AND EQUIPMENT</p>		
<p>Q74 Manuf</p>	<p>Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i>
<p>CAPACITY</p>		
<p>Q75 Manuf</p>	<p>In fiscal year 1386, what was this establishment's capacity utilization (output produced as a proportion of the maximum output possible if using all resources available)?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____)% 2. <i>Don't know</i>
<p>Q76 Manuf</p>	<p>In fiscal year 1386, how many hours per week did this establishment normally operate?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____) hours 2. <i>Don't know</i>

<p>Q77 Services</p>	<p>At the present time, when this establishment receives its main sales item, on average, how many days of inventory measured in days of sales, does this establishment keep?</p>	<p>Don't Prompt One answer</p> <p>1. (_____) Days -5 Don't know</p>												
<p>Q78 Manuf</p>	<p>At the present time, when this establishment receives delivery of its most important input, on average, how many days of inventory, measured in days of production, does this establishment keep?</p>	<p>Don't Prompt One answer</p> <p>1. (_____) Days -5 Don't know</p>												
<p>Q79 Core Services Manuf</p>	<p>In fiscal year 1386, what percentage of this establishment's sales were:</p>	<p>Prompt, Complete all</p> <table border="1" data-bbox="906 661 1339 1123"> <thead> <tr> <th></th> <th>%</th> <th>Don't know</th> </tr> </thead> <tbody> <tr> <td>a.)National sales IF 100%, GO TO q87/89</td> <td></td> <td></td> </tr> <tr> <td>b.)Indirect exports (sold domestically to third party that sells on to international buyers) IF 100%, GO TO Q86</td> <td></td> <td></td> </tr> <tr> <td>c.)Direct exports IF 0%, GO TO Q86</td> <td></td> <td></td> </tr> </tbody> </table> <p>CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)</p>		%	Don't know	a.)National sales IF 100%, GO TO q87/89			b.)Indirect exports (sold domestically to third party that sells on to international buyers) IF 100%, GO TO Q86			c.)Direct exports IF 0%, GO TO Q86		
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<p>EXPORTS</p>														
<p>Q80 Manuf</p>	<p>What are the 2 main countries that this establishment exports to, and what percentage of your total exports do they represent?</p>	<p>Don't Prompt Multiple answers</p> <table border="1" data-bbox="889 1407 1356 1612"> <thead> <tr> <th>a.) Country</th> <th>b)% of total exports</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> </tbody> </table>	a.) Country	b)% of total exports										
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<p>Q81</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In fiscal year 1386, when this establishment exported goods directly, how many days did it take on average from the time this establishment' goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs?</p>	<p>Prompt One answer</p> <p>1. (_____) Average number of days -5 <i>Don't know</i></p>
<p>Q82</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Do you find the customs clearing procedure for exports simple?</p>	<p>Don't Prompt One answer</p> <p>1. Yes 2. No 3. <i>Don't know</i></p>
<p>Q83</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to clearing your goods through customs, was an informal gift or payment expected or requested?</p>	<p>Don't Prompt One answer</p> <p>1. Yes 2. No 3. <i>Don't know</i> 4. <i>Refused</i></p>
<p>Q84</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In fiscal year 1386, what percentage of the consignment value of the products exported directly was lost while in transit because of theft?</p>	<p>Don't Prompt One answer</p> <p>1. (____)% 2. No losses 3. <i>Don't know</i></p>
<p>Q85</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In fiscal year 1386, what percentage of the consignment value of the products exported directly was lost while in transit because of breakage or spoilage?</p>	<p>Don't Prompt One answer</p> <p>1. (____)% 2. No losses 3. <i>Don't know</i></p>
<p>Q86</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In which year did this establishment first export directly or indirectly?</p>	<p>Don't Prompt One answer</p> <p>1. (_1_3____) Year 2. <i>Don't know</i></p>
<p>DOMESTIC DELIVERIES</p>		
<p>Q87</p> <p>Manuf</p>	<p>In fiscal year 1386 what percentage of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?</p>	<p>Don't Prompt One answer</p> <p>1. (____)% 2. No losses 3. Don't know</p>
<p>Q88</p> <p>Manuf</p>	<p>In fiscal year 1386, what percentage of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?</p>	<p>Don't Prompt One answer</p> <p>1. (____)% 2. No losses 3. <i>Don't know</i></p>

<p>Q89</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What is the main difficulty you face transporting your goods effectively?</p>	<p>Don't Prompt, one answers</p> <p>1. _____</p> <p>2. None</p> <p>3. <i>Don't know</i></p>
<p>Q90</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is transport to the current operations of this establishment?</p>	<p>Prompt One answer (show card)</p> <p>1. No obstacle</p> <p>2. Minor obstacle</p> <p>3. Moderate obstacle</p> <p>4. Major obstacle</p> <p>5. Very Severe obstacle</p> <p>6. <i>Does Not Apply</i></p> <p>7. <i>Don't know</i></p>

IMPORTS		
<p>Q91</p> <p>Manuf</p>	<p>In fiscal year 1386, as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were?</p>	<p>Prompt Multiple answers</p> <p>1. A. Material inputs or supplies of domestic origin (____)% IF 100%, GO TO Q98</p> <p>B. Material inputs or supplies of foreign origin (____)%</p> <p>2. <i>Don't know</i></p>
<p>Q92</p> <p>Manuf</p>	<p>Which country is the biggest source for this establishment's imported material inputs or supplies?</p>	<p>Prompt Multiple answers</p> <p>1. (_____)</p> <p>2. <i>Don't know</i></p>
<p>Q93</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Do you import directly?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No GO TO Q98</p> <p>3. <i>Don't know</i> GO TO Q98</p>
<p>Q94</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What duties do you pay, as a percentage of the imported products or services?</p>	<p>Don't Prompt One answer</p> <p>1. (____)% cost of duties of imports</p> <p>2. <i>Don't know</i></p>
<p>Q95</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In fiscal year 1386, when this establishment imported material inputs or supplies, how many days did it take on average from the time this establishment's goods arrived at their point of entry until the time these goods could be claimed from customs?</p>	<p>Prompt One answer</p> <p>1. (____) days</p> <p>-5 <i>Don't know</i></p>

<p>Q96</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Do you find the customs clearing procedure simple?</p>	<p>Don't Prompt One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don't know</i></p>
<p>Q97</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What is the main difficulty you face importing goods?</p>	<p>Don't Prompt, one answers</p> <p>1. _____</p> <p>2. None</p> <p>3. <i>Don't know</i></p>
<p>Q98</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is customs and trade regulations to the current operations of this establishment?</p>	<p>Prompt One answer (show card)</p> <p>1. No obstacle</p> <p>2. Minor obstacle</p> <p>3. Moderate obstacle</p> <p>4. Major obstacle</p> <p>5. Very Severe obstacle</p> <p>6. <i>Does Not Apply</i></p> <p>7. <i>Don't know</i></p>

E: DEGREE OF COMPETITION

<p>Q99</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Does this establishment compete against unregistered or informal firms?</p>	<p>Don't prompt One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don't know</i></p>
<p>Q100</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle are the practices of competitors in the informal sector current operations of this establishment?</p>	<p>Prompt One answer (show card)</p> <p>1. No obstacle</p> <p>2. Minor obstacle</p> <p>3. Moderate obstacle</p> <p>4. Major obstacle</p> <p>5. Very Severe obstacle</p> <p>6. <i>Does Not Apply</i></p> <p>7. <i>Don't know</i></p>

F: LAND AND PERMITS

<p>Q101</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Of the buildings occupied by this establishment, what percentage is:</p> <p>INTERVIEWER: CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)</p>	<p>Prompt, Multiple answers</p> <p>1.</p> <p>A. Owned by this establishment (%)</p> <p>IF 0% GO TO Q103</p> <p>B. Rented by this establishment (%)</p> <p>C. Under a ‘Gerawi’ arrangement (a long term lease given in return for an upfront lump sum)(%)</p> <p>D. <i>Other</i> (%)</p> <p>2. <i>Don’t know</i></p>
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OWNING PROPERTY

<p>Q102</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How did you come to own the buildings?</p>	<p>Don’t Prompt, multiple answer</p> <p>1. Inherited</p> <p>2. Bought from government</p> <p>3. Bought from private seller</p> <p>4. <i>Other</i></p> <p>5. <i>Don’t know</i></p>
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CONSTRUCTION-RELATED PERMITS

<p>Q103</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Are there any ongoing legal disputes over the title of the land where this establishment is located?</p>	<p>Don’t Prompt One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don’t know</i></p>
<p>Q104</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over the last two years, did this establishment submit an application to obtain a construction-related permit?</p>	<p>Don’t Prompt, One answer</p> <p>1. Yes</p> <p>2. No GO TO Q107 / Q108</p> <p>3. <i>Don’t know</i> GO TO Q107 / Q108</p>
<p>Q105</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted?</p>	<p>Don’t Prompt, One answer</p> <p>Write 1 if less than 1 day</p> <p>1. () Days</p> <p>2. Still in process</p> <p>3. Application denied</p> <p>4. <i>Don’t know</i></p>
<p>Q106</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In Reference to that application for a construction-related permit, was an informal gift or payment expected or requested?</p>	<p>Don’t Prompt, One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don’t know</i></p> <p>4. <i>Refused</i></p>

<p>Q107 Services</p>	<p>What is the total selling area of this establishment?</p>	<p>Don't Prompt, One answer 1. () square meters -5 <i>Don't know</i></p>
<p>ACQUIRING ADDITIONAL LAND</p>		
<p>Q108 Core Services Manuf</p>	<p>In the last three years, has this establishment attempted to acquire additional land or buildings to expand operations?</p>	<p>Don't Prompt, One answer 1. Yes 2. No GO TO Q112 3. <i>Don't know</i> GO TO Q112</p>
<p>Q109 Core Services Manuf</p>	<p>Did this establishment succeed in all of the attempts to acquire land?</p>	<p>Don't Prompt, One answer 1. Yes 2. No GO TO Q111 3. <i>Don't know</i> GO TO Q111</p>
<p>Q110 Core Services Manuf</p>	<p>For the most recent land acquisition, how long did the entire process take?</p>	<p>Prompt, One answer 1. () days GO TO Q112 -5 <i>Don't know</i> GO TO Q112</p>
<p>Q111 Core Services Manuf</p>	<p>Why did the attempt to acquire land fail?</p>	<p>Prompt, One answer (show card) 1. Government did not want to sell 2. You could not get zoning approval 3. Could not get secure title 4. Government would not provide infrastructure for selected site 5. Too expensive 6. Intervention from officials, mafia or commanders 7. <i>Other</i> 8. <i>Don't know</i></p>
<p>Q112 Core Services Manuf</p>	<p>How big an obstacle is access to land for current operations of this establishment?</p>	<p>Prompt, One answer (Show Card) 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very Severe obstacle 6. <i>Doesn't apply</i> 7. <i>Don't know</i></p>

G: CRIME

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING

“We now turn to another topic about the crime”

Q113 Core Services Manuf	In fiscal year 1386, did this establishment pay for security, for example equipment, personnel, or professional security services?	Don't Prompt, One answer 1. Yes 2. No GO TO Q115 3. <i>Don't know</i> GO TO Q115
Q114 Core Services Manuf	In fiscal year 1386, what was the total annual cost of security?	Don't Prompt, One answer 1. (____)AFs 2. <i>Don't know</i>
Q115 Core Services Manuf	Does this establishment have to make protection payments to government officials or commanders?	Don't Prompt, One answer 1. Yes 2. No 3. <i>Don't know</i> 4. <i>Refused</i>
Q116 Core Services Manuf	In fiscal year 1386, did this establishment experience losses as a result of theft, robbery, vandalism or arson?	Don't Prompt, One answer 1. Yes 2. No GO TO Q118 3. <i>Don't know</i> GO TO Q118
Q117 Core Services Manuf	In fiscal year 1386 what were the total annual losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises?	Don't Prompt, One answer 1. (_____)AFs 2. <i>Don't know</i>
Q118 Core Services Manuf	How big an obstacle is crime, theft and disorder to the current operations of this establishment?	Prompt, One answer (Show Card) 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very Severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i>

<p>Q119</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is corruption to the current operations of this establishment?</p>	<p>Prompt, One answer (Show Card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very Severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i>
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<h2>H: FINANCE</h2>		
<p>INTERVIEWER: READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:</p> <p>"I would like to ask you a few questions about how you finance the operations of this establishment"</p>		
<p>Q120</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Thinking of the material inputs or services you bought for this establishment in fiscal year 1386, what percentage were?</p> <p>CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)</p>	<p>Prompt, Complete all</p> <ol style="list-style-type: none"> 1. <ul style="list-style-type: none"> A: (%) Paid for before the delivery? B: (%) Paid for on delivery? C: (%) Paid for after delivery? 2. <i>Don't know</i>
<p>Q121</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Thinking about your establishment's total annual sales in fiscal year 1386, what percentage were?</p> <p>CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)</p>	<p>Prompt, Complete all</p> <ol style="list-style-type: none"> 1. <ul style="list-style-type: none"> A: (%) Paid for before the delivery? B: (%) Paid for on delivery? C: (%) Paid for after delivery? 2. <i>Don't know</i>
<p>Q122</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over fiscal year 1386, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?</p> <p>CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)</p>	<p>Prompt, Complete all (show card)</p> <ol style="list-style-type: none"> 1. <ul style="list-style-type: none"> A: (%) Internal funds/Retained earnings B: (%) Borrowed from banks (private and state-owned) C: (%) Borrowed from non-bank financial institutions D: (%) Purchases on credit from suppliers and advances from customers E: (%) Other (moneylenders, friends, relatives, etc.) 2. <i>Don't know</i>

FIXED ASSETS											
<p>Q123</p> <p>Core Services Manuf</p>	<p>In fiscal year 1386, did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, computers, land or buildings?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q126 3. <i>Don't know</i> GO TO Q126 									
<p>Q124</p> <p>Core Services Manuf</p>	<p>In fiscal year 1386, how much did this establishment spend on purchases of:</p>	<p>Don't Prompt, Complete all</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 80%;"></th> <th style="width: 10%;">Afs</th> <th style="width: 10%;">Don't know</th> </tr> </thead> <tbody> <tr> <td>a) Machinery, vehicles, and equipment (new or used) purchased</td> <td style="text-align: center;"><input type="text"/></td> <td style="text-align: center;"><input type="text"/></td> </tr> <tr> <td>b) Land and buildings purchased.</td> <td style="text-align: center;"><input type="text"/></td> <td style="text-align: center;"><input type="text"/></td> </tr> </tbody> </table>		Afs	Don't know	a) Machinery, vehicles, and equipment (new or used) purchased	<input type="text"/>	<input type="text"/>	b) Land and buildings purchased.	<input type="text"/>	<input type="text"/>
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a) Machinery, vehicles, and equipment (new or used) purchased	<input type="text"/>	<input type="text"/>									
b) Land and buildings purchased.	<input type="text"/>	<input type="text"/>									
<p>Q125</p> <p>Core Services Manuf</p>	<p>Over fiscal year 1386, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:</p> <p style="text-align: center; margin-top: 20px;">CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)</p>	<p>Don't Prompt, Complete all (show card)</p> <p>1. A: (<input type="text"/>)% Internal funds or retained earnings</p> <p>B: (<input type="text"/>)% Owners' contribution or issued new equity shares</p> <p>C: (<input type="text"/>)% Borrowed from banks (private and state-owned)</p> <p>D: (<input type="text"/>)% Borrowed from non-bank financial institutions</p> <p>E: (<input type="text"/>)% Purchases on credit from suppliers and advances from customers</p> <p>F: (<input type="text"/>)% Other (moneylenders, friends, relatives, etc)</p> <p>2. <i>Don't know</i></p>									
BANKING											

<p>Q126</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>At this time, does this establishment have a bank account (checking or savings)?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q131 3. <i>Don't know</i> GO TO Q131
<p>Q127</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>What is the main bank that you bank with?</p>	<p>Don't Prompt, one answer</p> <ol style="list-style-type: none"> 1. Azizi bank 2. Kabul Bank 3. AIB 4. First MicroFinance Bank 5. Da Afghanistan Bank 6. Pashtani Bank 7. Other 8. <i>Don't know</i>
<p>Q128</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How satisfied are you with the service your bank provides?</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> 1. Very satisfied 2. Quite satisfied 3. Quite dissatisfied 4. Very dissatisfied 5. <i>Don't know</i>
<p>Q129</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>At this time, does this establishment have an overdraft facility?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i>
<p>Q130</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Which banking services do you currently use?</p>	<p>Prompt, Multiple answers</p> <ol style="list-style-type: none"> 1. Deposit 2. ATM card 3. Credit card 4. Payment services 5. <i>Other</i> 6. <i>None</i> 7. <i>Don't know</i>
<p>LOANS</p>		
<p>Q131</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>At this time, does this establishment have a line of credit or loan from a financial institution?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q138 3. <i>Don't know</i> GO TO Q138

<p>Q132</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Referring to the most recent line of credit or loan, what type of financial institution granted this loan?</p>	<p>Prompt One answer (Show Card)</p> <ol style="list-style-type: none"> Private commercial banks State-owned banks or government agency Non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies <i>Other</i> <i>Don't know</i> 																								
<p>Q133</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Referring only to this most recent line of credit or loan, in what year was it approved?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> Year <u> 1 </u> <u> 3 </u> _____ <i>Don't know</i> 																								
<p>Q134</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Referring only to this most recent loan or line of credit, what was its value at the time of approval?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> (_____) AFs <i>Don't know</i> <i>Refused</i> 																								
<p>Q135</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Referring only to this most recent loan or line of credit, did the financing require collateral (security or guarantee of repayment)?</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> Yes No GO TO Q138 <i>Don't know</i> GO TO Q138 																								
<p>Q136</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Referring only to this most recent loan or line of credit, what type of collateral (security or guarantee of repayment) was required?</p>	<p>Prompt, Multiple answers (show card)</p> <table border="1"> <thead> <tr> <th></th> <th>Yes</th> <th>No</th> <th>Don't know</th> </tr> </thead> <tbody> <tr> <td>a) Land, buildings under ownership of the establishment</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b) Machinery and equipment including movables</td> <td></td> <td></td> <td></td> </tr> <tr> <td>c) Accounts receivable and inventories</td> <td></td> <td></td> <td></td> </tr> <tr> <td>d) Personal assets of owner (house, etc.)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>e) Other forms of collateral not included in the categories above</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Yes	No	Don't know	a) Land, buildings under ownership of the establishment				b) Machinery and equipment including movables				c) Accounts receivable and inventories				d) Personal assets of owner (house, etc.)				e) Other forms of collateral not included in the categories above			
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<p>Q137</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Referring only to this most recent line of credit or loan, what was the approximate value of the loan as a percentage of the collateral?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> ()% <i>Don't know</i> 																								

<p>Core Services Manuf</p> <p>Q138</p>	<p>In fiscal year 1386, how many times did this establishment apply for loans or lines of credit?</p>	<p>Prompt One answer</p> <p>1. (____) times IF 0 GO TO Q140 -5 <i>Don't know</i></p>
<p>Q139</p> <p>Core Services Manuf</p>	<p>How many of those loan or line of credit applications were accepted?</p>	<p>Don't Prompt, One answer</p> <p>1. (____) accepted GO TO Q141 -5 <i>Don't know</i> GO TO Q141</p>
<p>Q140</p> <p>Core Services Manuf</p>	<p>What was the main reason why this establishment did not apply for any line of credit or loan in fiscal year 1386?</p>	<p>Prompt One answer (show card)</p> <ol style="list-style-type: none"> 1. No need for a loan - establishment has sufficient capital 2. Application procedures for loans or lines of credit are complex 3. Interest rates are not favorable 4. Collateral requirements are too high 5. Size of loan and maturity are insufficient 6. Did not think it would be approved 7. It is prohibited in Islam 8. <i>Other</i> 9. <i>Don't know</i>
<p>Q141</p> <p>Core Services Manuf</p>	<p>In fiscal year 1386, was international aid to Afghanistan the primary source of funding for this establishment' activity?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i>
<p>Q142</p> <p>Core Services Manuf</p>	<p>How do domestic customers usually pay for this establishment's products?</p>	<p>Prompt One answer</p> <ol style="list-style-type: none"> 1. Cash 2. Hawalah transfer 3. Cheque 4. Bank transfer 5. Credit 6. <i>Other</i> 7. <i>Don't know</i>
<p>FINANCIAL STATEMENTS AND AUDITING</p>		
<p>Q143</p> <p>Core Services Manuf</p>	<p>Do you produce financial statements (formal balance sheets)?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q145 3. <i>Don't know</i> GO TO Q145

<p>Q144</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In fiscal year 1386, did this establishment have its annual financial statements checked and certified by an external auditor?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i>
<p>INSURANCE</p>		
<p>Q145</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Which insurance companies are you aware of operating in Afghanistan?</p>	<p>Don't Prompt, Multiple answers</p> <ol style="list-style-type: none"> 1. A. (_____) B. (_____) C. (_____) 2. <i>None</i>
<p>Q146</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, to the current operations of this establishment?</p>	<p>Prompt One answer (show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i>

I: BUSINESS-GOVERNMENT RELATIONS

INTERVIEWER: READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING

“The following questions assess how establishments, such as yours, deal with government officials and their agencies”

I am going to read some statements that describe the courts system and how it could affect business. For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.

<p>Q147</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>“The court system is fair, impartial and uncorrupted.”</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> 1. Strongly disagree 2. Tend to disagree 3. Tend to agree 4. Strongly agree 5. <i>Don't know</i>
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<p>Q148</p> <p>Core Services Manuf</p>	<p>“Government officials’ interpretations of the laws and regulations affecting this establishment are consistent and predictable.”</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> 1. Strongly disagree 2. Tend to disagree 3. Tend to agree 4. Strongly agree 5. <i>Don't know</i>
<p>Q149</p> <p>Core Services Manuf</p>	<p>In a typical month over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations?</p> <p><i>“IF CLARIFICATION REQUIRED: By senior management I mean managers, directors, and officers above direct supervisors of production/sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms”</i></p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. ()% 2. No time was spent 3. <i>Don't know</i>
<p>TAXES</p>		
<p>Q150</p> <p>Core Services Manuf</p>	<p>At which tax office do you pay your tax?</p>	<p>Prompt, Multiple answers</p> <ol style="list-style-type: none"> 1. Mustofiat 2. MTO (Medium Taxpayer Office) 3. LTO (Large Taxpayer Office) 4. <i>Other</i> (specify): _____ 5. I don't pay taxes GO TO Q152 6. <i>Don't know</i>
<p>Q151</p> <p>Core Services Manuf</p>	<p>Do you use a professional intermediary to pay your taxes?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No we are able to settle the tax ourselves 3. <i>Don't know</i>
<p>Q152</p> <p>Core Services Manuf</p>	<p>Over the last year, was this establishment visited or inspected by tax officials?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q155 3. <i>Don't know</i> GO TO Q155

<p>Q153</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?</p>	<p>Don't Prompt, One answer</p> <p>1. (_____) Times</p> <p>-5 <i>Don't know</i></p>
<p>Q154</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>In any of these inspections or meetings was a gift or informal payment expected or requested?</p>	<p>Don't Prompt, One answer</p> <p>1. Yes</p> <p>2. No</p> <p>3. <i>Don't know</i></p> <p>4. <i>Refused</i></p>
<p>CONTRACTS</p>		
<p>Q155</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Over the last year, has this establishment secured or attempted to secure a government contract?</p>	<p>Don't Prompt, One answer</p> <p>1. Yes</p> <p>2. No GO TO Q157</p> <p>3. <i>Don't know</i> GO TO Q157</p>
<p>Q156</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?</p>	<p>Don't Prompt, One answer</p> <p>1. (_____) %</p> <p>2. No payments/gifts paid</p> <p>3. <i>Don't know</i></p> <p>4. <i>Refused</i></p>
<p>Q157</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services, etc. On average, what percentage of total annual sales do establishments like this one pay in informal payments or gifts to public officials for this purpose?</p>	<p>Don't Prompt, One answer</p> <p>1. (_____) %</p> <p>2. No payments/gifts paid</p> <p>3. <i>Don't know</i></p> <p>4. <i>Refused</i></p>
<p>Q158</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle are Tax rates to the current operations of this establishment?</p>	<p>Prompt, One answer (Show card)</p> <p>1. No obstacle</p> <p>2. Minor obstacle</p> <p>3. Moderate obstacle</p> <p>4. Major obstacle</p> <p>5. Very severe obstacle</p> <p>6. <i>Doesn't apply</i></p> <p>7. <i>Don't know</i></p>

<p>Q159</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is Tax Administration to the current operations of this establishment?</p>	<p>Prompt, One answer (Show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Doesn't apply</i> 7. <i>Don't know</i>
<p>Q160</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is Political instability to the current operations of this establishment?</p>	<p>Prompt, One answer (Show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Doesn't apply</i> 7. <i>Don't know</i>
<p>Q161</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle are the Courts to the current operations of this establishment?</p>	<p>Prompt, One answer (Show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Doesn't apply</i> 7. <i>Don't know</i>

J: LABOR

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:
 “Now I would like to ask you a few questions about this establishment’s labor force.”

SIZE AND NATURE OF LABOR FORCE

<p>Q162</p> <p>Core Services Manuf</p>	<p>At the end of fiscal year 1386, how many <i>permanent employees</i> did this establishment employ? Please include all employees and managers – and interviewee if applicable</p> <p>PERMANENT, FULL-TIME EMPLOYEES ARE DEFINED AS ALL PAID EMPLOYEES THAT ARE CONTRACTED FOR A TERM OF ONE OR MORE FISCAL YEARS AND/OR HAVE A GUARANTEED RENEWAL OF THEIR EMPLOYMENT CONTRACT AND THAT WORK 8 OR MORE HOURS PER DAY)</p>	<p>Don't Prompt, One answer</p> <p>1. (___) people 5 <i>Don't know</i></p>
<p>Q163</p> <p>Manuf</p>	<p>At the end of fiscal year 1386, how many permanent, full-time employees were:</p>	<p>Prompt, Multiple answers</p> <p>1. A. (_____) Production employees B. (_____) Non-production employees (managers, administration, sales] 2. <i>Don't know</i></p>
<p>Q164</p> <p>Manuf</p>	<p>At the end of fiscal year 1386, how many permanent, full-time employees were:</p>	<p>Prompt, Multiple answers</p> <p>1. A. (_____) Skilled production workers B. (_____) Unskilled production workers 2. <i>Don't know</i></p>
<p>Q165</p> <p>Manuf</p>	<p>At the end of fiscal 1386, how many permanent full-time employees of this establishment for the following categories were female?</p>	<p>Prompt, Multiple answers</p> <p>1. A. (_____) Female permanent full-time production employees B. (_____) Female permanent full-time non-production employees 2. <i>Don't know</i></p>
<p>Q166</p> <p>Core Services Manuf</p>	<p><i>Three fiscal years ago</i>, at the end of fiscal year 1384, how many permanent, <i>full-time employees</i> did this establishment employ? Please include all employees and managers (please include interviewee if applicable)</p>	<p>Don't Prompt, One answer</p> <p>1. (___) people 2. Your business did not exist three years ago 3. <i>Don't know</i></p>

<p>Q167</p> <p>Core Services</p>	<p>At the end of fiscal year 1386, how many permanent full-time employees of this establishment were female?</p>	<p>Don't Prompt, One answer</p> <p>1. (____) people -5 <i>Don't know</i></p>
<p>Q168</p> <p>Core Services Manuf</p>	<p>How many full-time <i>temporary employees</i> did this establishment employ in fiscal year 1386?</p> <p>INTERVIEWER: FULL-TIME, TEMPORARY WORKERS ARE ALL PAID SHORT-TERM (I.E. FOR LESS THAN A FISCAL YEAR) EMPLOYEES WITH NO GUARANTEE OF RENEWAL OF CONTRACT EMPLOYMENT AND WORK 8 OR MORE HOURS PER DAY</p>	<p>Don't Prompt, One answer</p> <p>1. (____) people IF 0, GO TO Q170 / Q171 -5 <i>Don't know</i></p>
<p>Q169</p> <p>Core Services Manuf</p>	<p>What was the average length of employment of all full-time temporary employees in fiscal year 1386?</p>	<p>Don't Prompt, One answer If less than a month, record '1'</p> <p>1. _____ months -5 <i>Don't know</i></p>
<p>Q170</p> <p>Manuf</p>	<p>In fiscal 1386, what was the approximate average monthly salary, (including bonuses and social benefits) for a full-time production employee?</p>	<p>Don't Prompt, One answer</p> <p>1. (____)AFs 2. <i>Don't know</i> 3. <i>Refused</i></p>
<p>Q171</p> <p>Core Services Manuf</p>	<p>Do you employ any foreign workers?</p>	<p>Don't Prompt, One answer</p> <p>1. Yes 2. No 3. <i>Don't know</i></p>
<p>EDUCATION AND SKILLS</p>		
<p>Q172</p> <p>Core Services Manuf</p>	<p>What percentage of your staff is literate?</p>	<p>Don't Prompt, One answer</p> <p>1. (____)% 2. <i>Don't know</i></p>

<p>Q173 Manuf</p>	<p>What is the average educational attainment of a typical <i>production</i> worker employed in this establishment?</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> 0-3 years of education 4-6 years of education 7-9 years of education 10-12 years of education 13 years and above of education <i>Don't know</i> 									
<p>Q174 Core Services Manuf</p>	<p>Over fiscal year 1386, did this establishment have formal training programs for its permanent, full-time employees?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> Yes No GO TO Q177 <i>Don't know</i> GO TO Q177 									
<p>Q175 Manuf</p>	<p>Referring to the training programs run over fiscal year 1386, what percentage of permanent, full-time employees of the following categories received formal training?</p>	<table border="1"> <thead> <tr> <th></th> <th>%</th> <th><i>Don't know</i></th> </tr> </thead> <tbody> <tr> <td>a) Production, full-time employees trained</td> <td></td> <td></td> </tr> <tr> <td>b) Non-Production, full-time employees trained</td> <td></td> <td></td> </tr> </tbody> </table>		%	<i>Don't know</i>	a) Production, full-time employees trained			b) Non-Production, full-time employees trained		
	%	<i>Don't know</i>									
a) Production, full-time employees trained											
b) Non-Production, full-time employees trained											
<p>Q176 Core Services Manuf</p>	<p>Have you formally trained any of your staff to use computers?</p>	<p>Don't Prompt, one answer</p> <ol style="list-style-type: none"> Yes No <i>Don't know</i> 									
<p>Q177 Core Services Manuf</p>	<p>Do you need certain skills that you cannot find or struggle to find in Afghanistan?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> Yes No GO TO 179 <i>Don't know</i> GO TO 179 									
<p>Q178 Core Services Manuf</p>	<p>What is the main skill that cannot be found or is very difficult to find in Afghanistan?</p>	<p>Don't Prompt, one answer</p> <ol style="list-style-type: none"> _____ 									

<p>Q179</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How do you find staff to work for this establishment?</p>	<p>Prompt, Multiple answers (show card)</p> <ol style="list-style-type: none"> 1. Placing job announcements on public board in the media 2. Use of local contacts 3. Use of internal recruitment staff (HR) 4. Use of external recruitment agent 5. Other 6. <i>Don't know</i>
<p>Q180</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle are labor regulations to the current operations of this establishment?</p>	<p>Prompt, One answer (show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i>
<p>Q181</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>How big an obstacle is an inadequately educated workforce to the current operations of this establishment?</p>	<p>Prompt, One answer (show card)</p> <ol style="list-style-type: none"> 1. No obstacle 2. Minor obstacle 3. Moderate obstacle 4. Major obstacle 5. Very severe obstacle 6. <i>Does Not Apply</i> 7. <i>Don't know</i>

K: BUSINESS MANAGEMENT

INTERVIEWER: READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

“The next set of questions is designed to get a general picture of your opinion about the business environment that affects the operations of this establishment”

<p>Q182</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment?</p>	<p>Prompt, 1 answer (show card)</p> <ol style="list-style-type: none"> 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 <p>Please note rotation number:</p> <table border="1" data-bbox="889 982 1430 1016"> <tr> <td style="width: 60%;">Rotation number</td> <td></td> </tr> </table>	Rotation number	
Rotation number				
<p>PLANS FOR EXPANSION</p>				
<p>Q183</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Do you have plans to expand your operations in the next year?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q185 3. <i>Don't know</i> GO TO Q185 		
<p>Q184</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>At what level are these plans for expansion?</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> 1. Local (just within your city / town) 2. Regional 3. National 4. International 5. <i>Don't know</i> 6. <i>Refused</i> 		
<p>Q185</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Have you experienced obstacles to expansion in the last year?</p>	<p>Prompt, One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No 3. <i>Don't know</i> 		

L: COSTS AND REVENUE

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING

“The purpose of the following questions is to allow us to estimate the productivity of businesses like yours. Estimates are made at the aggregate level so the information you provide below will be compiled with the information from other establishments. It is important that this information be as accurate as possible. The individual data are treated as confidential – the identity of your establishment will not be revealed at any point. Please provide the following information from the financial statements of this establishment.”

Q186 Services	In fiscal year 1386, what was the total annual cost of the following for this establishment?	Prompt, Complete all																				
		<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 30%;"></th> <th style="width: 20%;">Afghanis</th> <th style="width: 20%;">Don't know</th> <th style="width: 30%;">Refused</th> </tr> </thead> <tbody> <tr> <td>a) Labor - including wages, bonuses, etc</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b) Finished goods and materials purchased to resell</td> <td></td> <td></td> <td></td> </tr> <tr> <td>c) Electricity</td> <td></td> <td></td> <td></td> </tr> <tr> <td>d) Communications services</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Afghanis	Don't know	Refused	a) Labor - including wages, bonuses, etc				b) Finished goods and materials purchased to resell				c) Electricity				d) Communications services			
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<p>Q187 Manuf</p>	<p>In fiscal year 1386, what was the total annual cost of the following for this establishment?</p>	<table border="1"> <thead> <tr> <th></th> <th>Afghanis</th> <th><i>Don't know</i></th> <th>Refused</th> </tr> </thead> <tbody> <tr> <td>a) Labor - including wages, bonuses, etc</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b) Raw materials and intermediate goods used in production</td> <td></td> <td></td> <td></td> </tr> <tr> <td>c) Fuel</td> <td></td> <td></td> <td></td> </tr> <tr> <td>d) Water</td> <td></td> <td></td> <td></td> </tr> <tr> <td>e) Electricity</td> <td></td> <td></td> <td></td> </tr> <tr> <td>f) Communications services</td> <td></td> <td></td> <td></td> </tr> <tr> <td>g) Transportation</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Afghanis	<i>Don't know</i>	Refused	a) Labor - including wages, bonuses, etc				b) Raw materials and intermediate goods used in production				c) Fuel				d) Water				e) Electricity				f) Communications services				g) Transportation			
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g) Transportation																																		
<p>Q188 Core</p>	<p>In fiscal year 1386, what was the total annual cost of Labor -including wages, bonuses, etc?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. (____)Afghanis 2. <i>Don't know</i> 3. <i>Refused</i> 																																
<p>Q189 Core Services Manuf</p>	<p>In fiscal year 1384, three fiscal years ago, what were total annual sales for this establishment?</p>	<p>Don't Prompt, One answer</p> <ol style="list-style-type: none"> 1. (_____)AFs 2. Company was not in business three years ago 3. <i>Don't know</i> 4. <i>Refused</i> 																																
<p>Q190 Manuf</p>	<p>At the end of fiscal year 1386 what was the value of assets after depreciation, of the following:</p>	<p>Prompt, Multiple answers</p> <ol style="list-style-type: none"> 1. <ul style="list-style-type: none"> A. Machinery, vehicles, and equipment: (_____)Afs B. Land and buildings: (_____)Afs 2. <i>Don't know</i> 																																

<p>Q191 Manuf</p>	<p>Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?</p>	<table border="1"> <thead> <tr> <th></th> <th>Afghanis</th> <th>Don't know</th> <th>Refused</th> </tr> </thead> <tbody> <tr> <td>a) Machinery, vehicles, and equipment</td> <td></td> <td></td> <td></td> </tr> <tr> <td>b) Land and buildings</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Afghanis	Don't know	Refused	a) Machinery, vehicles, and equipment				b) Land and buildings			
	Afghanis	Don't know	Refused											
a) Machinery, vehicles, and equipment														
b) Land and buildings														
<p>SOME FINAL QUESTIONS</p>														
<p>Q192 Core Services Manuf</p>	<p>What kind of business presence do you have overseas?</p>	<p>Prompt, Multiple answers</p> <ol style="list-style-type: none"> 1. None GO TO Q194 2. Export 3. Business partner 4. Office 5. Factory 6. <i>Other</i> 7. <i>Don't know</i> 												
<p>Q193 Core Services Manuf</p>	<p>What are the three main foreign countries where you have business activities?</p>	<p>Don't Prompt, Multiple answers</p> <ol style="list-style-type: none"> 1. _____ 2. _____ 3. _____ 4. <i>Don't know</i> 												
<p>Q194 Core Services Manuf</p>	<p>Are you a member of the Afghanistan Chamber of Commerce and Industry (ACCI)?</p>	<p>Don't Prompt One answer</p> <ol style="list-style-type: none"> 1. Yes 2. No GO TO Q196 3. <i>Don't know</i> GO TO Q196 												
<p>Q195 Core Services Manuf</p>	<p>How satisfied are you with the service the ACCI provide?</p>	<p>Prompt One answer</p> <ol style="list-style-type: none"> 1. Very satisfied 2. Quite satisfied 3. Quite dissatisfied 4. Very dissatisfied 5. <i>Don't know</i> 												

COMPLETING QUESTIONNAIRE

“Please complete the following information about the interviewee(s)”

Q196 Core Services Manuf	Main respondent Position?	_____
Q197 Core Services Manuf	Main respondent's years with the firm?	_____
Q198 Core Services Manuf	Main respondent's Gender? (Interviewer to record)	1. Man 2. Women
Q199 Core Services Manuf	Second respondent Position?	_____
Q200 Core Services Manuf	Second respondent's years with the firm?	_____
Q201 Core Services Manuf	Second respondent's Gender? (Interviewer to record)	1. Man 2. Women
THE SURVEY ENDS HERE. THANK YOU VERY MUCH FOR YOUR COOPERATION		

Q202 Core Services Manuf	Time face-to-face interview finish at: (Interviewer to record)	Date: ___ / ___ / 2008 Finishing Time: ___ : ___ AM - PM
Q203 Core Services Manuf	It is my perception that the responses to the questions regarding opinions and perceptions: (Interviewer to record)	1. Truthful 2. Somewhat truthful 3. Not truthful

<p>Q204</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>The responses to the questions regarding figures (productivity and employment numbers):</p> <p>(Interviewer to record)</p>	<ol style="list-style-type: none"> 1. Are taken directly from establishment records 2. Are estimates calculated with some precision 3. Are arbitrary and unreliable numbers
<p>Q205</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>This questionnaire was completed in which of the following:</p>	<ol style="list-style-type: none"> 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 with one person 4. Several visits with different managers/staff
<p>Q206</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>Address of the Firm</p>	<hr/> <hr/> <hr/> <p>Name of city – town – village</p>
<p>Q207</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>INTERVIEWER COMMENTS:</p>	
<p>Q208</p> <p>Core</p> <p>Services</p> <p>Manuf</p>	<p>(Problems occurred/extraordinary circumstances which could influence results)</p> <p>(Supervisor to record)</p>	

END