

**Productivity and the Investment Climate
Private Enterprise Survey**

Name of firm: _____								
Code: _____ <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr></table>								
Name of respondent:-----								
Position of respondent in the firm: _____ <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td> </td><td> </td><td> </td><td> </td></tr></table>								
Respondent gender: male....1 Female....2								
Tel-----								

The information obtained here is strictly confidential, and will be only used for purpose of scientific research.

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**Productivity and the Investment Climate
Private Enterprise Survey**

The purpose of this survey is to better understand conditions in the local investment climate and how they affect firm-level productivity. The goal is to advise government on ways to change policies that hinder private establishments like yours and to develop new policies and programs that support productivity growth. Your answers should reflect only your experience of doing business in your country. Please note that the information obtained here will be treated strictly confidentially. Neither your name nor the name of your firm will be used in any document based on this survey.

Interviewer: if the employees at the firm are the owners (even they are one or more) terminate the interview.

CONTROL INFORMATION	
Firm's address (where the interview took place):	
City.....	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>
Governorate.....	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>
Markaz.....	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>
What percentage of your total revenues comes from each of the following activities? Manufacturing ____ % Services ____ % Commerce ____ % Other (specify) ____ %	
What is the total number of employees in the firm? Including the owner?	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>
Is the factory located in an industrial zone? Yes.....1 No2	
↓	
What is its name?.....	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>

Name	Code	Date
Interviewer:	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>	/ /2006
Supervisor:	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>	/ / 2006
Reviewer:	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>	/ / 2006
Data Entry:	<input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>	/ / 2006

	business activity vary by season?	No	2	10								
.9	Indicate the level of business activity in your establishment for each month code High level of activity.....1 Medium level of activity.....2 Low level of activity.....3 No activity, establishment is inactive until next season....4											
	Jan	Feb	Mar	Apr.	May.	June	July	Aug	Sept	Oct	Nov	Dec
.10	How long does it take to reach the following and how many times in a month do you go to?											
	Destination	(10a) times a month that you go to the destination	(10b)hours it takes to go to the destination	They come by themselves								
	1-your most important market or customer to sell your products			95								
	2-your most important market or supplier to buy inputs			95								
	3- to the bank or financial institution.			95								

Section 3: Investment climate

.11	Please tell us if any of the following issues are a problem for the operation and growth of your business. If an issue poses a problem, please judge its severity as an obstacle on a four-point scale where: <i>0 = No obstacle</i> <i>1 = Minor obstacle</i> <i>2 = Moderate obstacle</i> <i>3 = Major obstacle</i> <i>4 = Very Severe Obstacle</i>	Obstacles	No problem	Degree of obstacle				Inapplicable	Don't know
				Min or	Mod erate	Maj or	Very severe		
		1. Telecommunications	0	1	2	3	4	7	8
		2. Electricity	0	1	2	3	4	7	8
		3. Transportation	0	1	2	3	4	7	8
		4. Water	0	1	2	3	4	7	8
		5. Access to Land	0	1	2	3	4	7	8
		6. Price of land	0	1	2	3	4	7	8
		7. Regulatory Policy Uncertainty	0	1	2	3	4	7	8
		8. Tax Rates	0	1	2	3	4	7	8
		9. Tax Administration	0	1	2	3	4	7	8
		10. Customs and Trade Regulations	0	1	2	3	4	7	8
		11. Labor Regulations (Like Social Insurance)	0	1	2	3	4	7	8
		12. Skills and Education of Available Workers	0	1	2	3	4	7	8
13. Business Licensing and Operating Permits	0	1	2	3	4	7	8		
.12	Please tell us if any of the following issues are a problem	Obstacles	No problem	Degree of obstacle				Inapplicable	Don't know
				Min or	Mod erate	Maj or	Very severe		

<p>for the operation and growth of your business and, if so, its severity for your establishment's operation and growth.</p> <p>0 = No obstacle 1 = Minor obstacle 2 = Moderate obstacle 3 = Major obstacle 4 = Very Severe Obstacle</p>	14. Access to Financing (Ex: Collateral)	0	1	2	3	4	7	8
	15. Cost of Financing (Ex: interest rates)	0	1	2	3	4	7	8
	16. Macroeconomic Uncertainty (Ex: inflation, exch. rate)	0	1	2	3	4	7	8
	17. Corruption	0	1	2	3	4	7	8
	18. Illegal Competition	0	1	2	3	4	7	8
	19. Legal System/ Conflict Resolution	0	1	2	3	4	7	8
	20. Smuggling or Dumping	0	1	2	3	4	7	8
21. Other (Specify like government subsidies...)	0	1	2	3	4	7	8	
.13	<p>Among all of the above alternatives in q11 a and q12 please indicate which one constitutes the biggest obstacle</p>	<p>The biggest obstacle.....</p> <p>The second biggest obstacle.....</p> <p>The third biggest obstacle.....</p>						

Section4: INFRASTRUCTURE AND SERVICES

.14	Does your establishment use name of service in production?	14a Number of times of interrupted (name of service) last 2 months	14b On average the number of hours the service is interrupted each time	14c What are the total losses caused by this interruption as a proportion of sales value? Please limit losses resulting from lost production time from the beginning of interruption. The time required to restart the machine Production and sales missing resulting from this interruption	14d Is this situation was the same last year? Same.....1 Better.....2 Worse.....3
1	Electricity Yes.....1 → No.....2 ↓	No.of times <input type="text"/>	Hours <input type="text"/>	Percentage % <input type="text"/> . <input type="text"/>	<input type="text"/>
2	Water Yes.....1 → No.....2 ↓	<input type="text"/>	<input type="text"/>	% <input type="text"/> . <input type="text"/>	<input type="text"/>
3	Mainline telephone Yes.....1 → No.....2 ↓	<input type="text"/>	<input type="text"/>	% <input type="text"/> . <input type="text"/>	<input type="text"/>
4	Transportation Yes.....1 → No.....2 ↓	<input type="text"/>	<input type="text"/>	% <input type="text"/> . <input type="text"/>	<input type="text"/>

No.	Question	Answer	Movement
.15	Does your establishment own or share a generator?	Yes 1 No 2	1 2 → 17
.16	What percentage of your electricity comes from your own or shared generator?	Percentage(%) <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
.17	Does your establishment regularly use these items in its interactions with clients and suppliers?		
		Yes	No
	fax	1	2
	Postal services	1	2
	E-mail	1	2
	Mobile phone	1	2

.18	During the two last years (2006-2007) did your establishment ask to deliver service/obtain	18a What is the actual waiting time from the day you applied to the day you received the service or approval to obtain these services?		Was a gift or informal payment asked for to obtain the service?	
		Waiting time	Still wait(from)	Yes	No
	1-a main line telephone connection Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> month	1	2
	2-An electrical connection Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2
	3. A water connection Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2
	4. A construction permit Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> month	1	2
	5. Main operating license Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2

.19	Does your firm belong to a business association?	Yes.....	1	→ 22
		No.....	2	

No.	Question	Answer			
.20	What kind of business association do you belong to?	Commercial chamber Federation of specialized industrial organizations Geographic union Other (specify)	A B C X		
.21	Regarding the main business association to which you belong please evaluate its service:				
	Service	It provides this service			
		always	often	occasionally	never
	1-Advice on legal matters.	1	2	3	4
	2-Information on markets	1	2	3	4
	3-Information on new products	1	2	3	4
	4-Information on other enterprises	1	2	3	4
	5-Help dealing with tax collectors	1	2	3	4
	6-Help dealing with police	1	2	3	4
7-Other help with government officials	1	2	3	4	

Section 5- FINANCE

.22	Please tell us the contribution of the following sources of finance for your establishment last year(2007) for working capital			
	A-Personal savings/legacy		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	B- Loan from local commercial banks		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	C-Loan from non-local commercial banks		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	D-non banking financial institutions(small loans)		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	E-Association of business		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	F-Investment funds		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	G-Family /friends		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	H-Informal sources(e.g. money lender)		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	X-Other (specify)		<input type="text"/> <input type="text"/> . <input type="text"/> %	
	Total		%100	
.23	In fiscal year (2007) did your establishment purchase fixed assets such as machinery, vehicles, equipment, land or building?	Yes	1	} 25
		No	2	
		Don't know	8	
.24	Source of money for buying (state what did the establishment buy)	Personal savings/legacy	A	
	Multiplies answers	Loan from local commercial banks	B	
		Loan from non-local commercial banks non	C	
		banking financial institutions(small loans)	D	
		Association of business	E	
		Investment funds	F	
		Family /friends	G	
		Informal sources(e.g. money lender)	H	
		Other (specify)	X	

	Question	Answer			
.37	What was the principal reason for not applying for a loan?	Do not need loans	01	40	
		Application procedures for bank loans are too burdensome	02		
		Collateral requirements of bank loans are too strict	03		
		Interest rates are too high	04		
		It is necessary to have contacts or give informal payments to get the loans (Corruption in the allocation of bank credit)	05		
		Did not think that it would be approved	06		
		It could create complications with tax administration	07		
		Did not want to deal in interest rates	08		
		Size of loan and maturity are insufficient	9		
		Other	96		
.38	In fiscal year (2007) how many times did your establishment apply for loans?	Times..... <input type="text"/> <input type="text"/>	98	40	
		Don't know.....			
.39	How many of those loans were rejected?	times <input type="text"/> <input type="text"/>			
.40	Does your establishment have a :		yes	No	Don't know
		Checking Account	1	2	8
		Saving Account	1	2	8
.41	Does your establishment own or lease the majority of its land?	Owned.....	1	45	48
		Rented.....	2		
		Can not answer \ no answer.....	3		
.42	From whom you have got the land?	Buying from people.....	1		
		Buying from government.....	2		
		For free.....	3		
		Other	4		
.43	Does the establishment have a legal right to occupy this land?	Yes.....	1		
		No.....	2		
		Can not answer \ no answer.....	3		
.44	What percentage of land is owned by the establishment?	percentage <input type="text"/> <input type="text"/> <input type="text"/> %			
.45	What percentage of land is rented by the establishment?	percentage <input type="text"/> <input type="text"/> <input type="text"/> %		995	48
		no rented land.....			
.46	What is the duration of the rental contract?	months <input type="text"/> <input type="text"/> <input type="text"/>		995	
		Open.....			

.47	What is the monthly payment required?	amount <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
.48	Does your establishment own or rent the majority of buildings?	Owned..... Rented..... Can not answer \ no answer.....	1 2 → 51 3 → 54
.49	Does the establishment have a legal right to occupy these buildings?	Owned..... Rented..... Can not answer \ no answer.....	1 2 3
.50	What percentage of building is owned by the establishment?	percentage <input type="text"/> <input type="text"/> <input type="text"/> %	
.51	What percentage of building is rented by the establishment?	percentage <input type="text"/> <input type="text"/> <input type="text"/> % No rented land.....	995 → 54
.52	What is the duration of the rental contract?	months <input type="text"/> <input type="text"/> <input type="text"/> Open.....	995
.53	What is the monthly payment required?	amount <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
.54	About the present time, is the establishment's main business location the owner's house?	Yes..... No..... Don't know.....	1 2 8
.55	About the present time, is the establishment's main business location in a permanent non-movable structure?	Yes (permanent non-movable..... No (non permanent)..... Don't know.....	1 2 8
.56	Has the enterprise had to move in the last 12 months due to a lack of secure title of its land or building?	Yes..... No.....	1 2

Section 6- LABOR RELATIONS

.57	Next I have a few questions about the employees working in this establishment			
		A currently	B-at the busiest time during the past 12 months	C Year(2005)
	1-How many people work at this establishment full time (paid and unpaid workers (including the owner)?	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	2-How many paid and unpaid workers work part time (including the owner)?	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	3-how many of your workers are relatives or members of your household?	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	4- How many of your workers are female?	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
5- How many of your workers are under the age of 18?	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	

		ذكر	أنثى	
.58	How many of your workers (male-female) have the following education levels?	1. Some university degree or higher	<input type="text"/>	<input type="text"/>
		2. Completed secondary (incl.vocational)	<input type="text"/>	<input type="text"/>
		3. Preparatory/ Incomplete secondary	<input type="text"/>	<input type="text"/>
		4. Completed primary	<input type="text"/>	<input type="text"/>
		5. Did not complete primary/ Did not enter school	<input type="text"/>	<input type="text"/>
		6.total	<input type="text"/>	<input type="text"/>
.59	In the last year(2007) how many permanent employees from your establishment:	1. Were dismissed or laid off? <input type="checkbox"/> .. 2. Left due to sickness or died?..... <input type="checkbox"/> .. 3. Left for other reasons?..... <input type="checkbox"/>		
.60	How many days of production in 2007 did you lose due to	A. Worker strikes or other labor disputes? <input type="checkbox"/>	days <input type="text"/>	
		B. Employee absenteeism due to illness, death, funerals? <input type="checkbox"/>	days <input type="text"/>	
.61	What is the highest level of education of the top manager?	Some university degree or higher	1	
		Completed secondary (incl.vocational)	2	
		Preparatory/ Incomplete secondary	3	
		Completed primary	4	
		Did not complete primary/did not enter school	5	
.62	What is the approximate age of the owner?	Less than 21.....	1	
		21-30.....	2	
		31-40.....	3	
		41-50.....	4	
		51+.....	5	
.63	Did the manager have previous work experience in the formal sector?	Yes.....	1	
		No.....	2 → 66	
.64	How many years?	Years.....	<input type="text"/>	
.65	Approximately how many employees were in that firm?	Number of employees.....	<input type="text"/>	

Section7- BUSINESS-GOVERNMENT RELATIONS

.66	How would you generally rate the efficiency of government in delivering services?(for example, public utilities, public transportation security ,education, health etc.	Very inefficient.....	1
		Inefficient.....	2
		Somewhat inefficient.....	3
		Somewhat efficient.....	4
		Efficient.....	5
		Very efficient.....	6
.67	In general, interpretations of regulations affecting my establishment are consistent and predictable; to what extent do you agree with this statement?	Fully disagree.....	1
		Disagree.....	2
		Agree.....	3
		Full agree.....	4
		Don't know.....	8

.68	In a typical week, within the last 12 months what is the percentage of time is spent in dealing with the requirements imposed by government regulations (e.g. taxes, customs, labor regulations, licensing and registration) including dealings with officials, completing forms... etc.	Percentage..... <input type="text"/> <input type="text"/> %						
.69	We've heard 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. Does this occur for establishments in your sector (not necessarily yours)?	Yes	No.....	1 2 → 71				
.70	On average, what percent of annual sales value would such expenses cost a typical establishment in your area of activity	percentage..... <input type="text"/> <input type="text"/> <input type="text"/> %						
.71	What percentage of total sales would you estimate the typical establishment in your sector reports for tax purposes?	Percentage..... <input type="text"/> <input type="text"/> <input type="text"/> %						
.72	What do you think is the percentage of total workforce that is reported for purposes of labor regulation and social insurance in a typical establishment in your sector?	Percentage..... <input type="text"/> <input type="text"/> <input type="text"/> %						
.73	The next question is about dealings with government agencies and officials.							
	A-During the 12 last months were you in contact with (name) to regulate your business?	B-How many times were you in contact with (name)	C-What was the total cost of fines or seized goods?	D-Was a gift or informal payment expected or requested?		E- what was the total value of gifts and informal payments required?	F-If the business was ever closed down please estimate the number of days over the last year?	Don't applicable
	1-the police yes.....1 → No.....2 ↓	times <input type="text"/> <input type="text"/>	cost <input type="text"/> <input type="text"/> <input type="text"/>	yes 1	no 2	cost <input type="text"/> <input type="text"/> <input type="text"/>	days <input type="text"/> <input type="text"/> <input type="text"/>	97
	2-Health environment or safety inspectors Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	97
	3-tax officials Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	97
	4-Community officials Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	97
	5-Others Yes.....1 → No.....2 ↓	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	1	2	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	97

.74	Was this establishment registered during 2006, 2007?	Yes..... 1 No..... 2	→ 79
.75	Where did you register your establishment?	Ministry/government body..... 1 Local Authority..... 2 Syndicate/chamber of commerce/industry 3 Other (specify)..... 4	
.76	How long did it take since you started preparing the required documents for registration till they were registered?	Days.....1 <input type="text"/> Months.....2 <input type="text"/>	
.77	How much did it cost including money you paid as informal payments?	Cost..... <input type="text"/> <input type="text"/> <input type="text"/> LE	
.78	How much did it cost excluding(any informal payments)?	Cost..... <input type="text"/> <input type="text"/> <input type="text"/> LE	

79	Please tell us if any of the following issues are a problem for the operation and growth of your business. If an issue poses a problem, please judge its severity as an obstacle on a four-point scale where: <i>0 = No obstacle</i> <i>1 = Minor obstacle</i> <i>2 = Moderate obstacle</i> <i>3 = Major obstacle</i> <i>4 = Very Severe Obstacle</i>	Obstacles	No problem	Degree of obstacle				Inapplicable	Do not know
				Minor	Moderate	Major	Very Severe		
		1.difficulty of getting information on what you need to do to register	0	1	2	3	4	7	8
		2.time to complete registration procedures	0	1	2	3	4	7	8
		3.financial cost of completing registration procedures	0	1	2	3	4	7	8
		4.Minimum capital requirements for registered enterprises in my sector	0	1	2	3	4	7	8
		5.Financial burden of taxes on registered enterprises	0	1	2	3	4	7	8
		6.Administrative burden of complying with all tax laws for registered enterprises	0	1	2	3	4	7	8
		7.Other administrative burdens imposed on registered businesses(e.g. inspections and meetings with government officials)	0	1	2	3	4	7	8
		8.Strict labor rules that registered business must comply with	0	1	2	3	4	7	8

Section8: CONFLICT RESOLUTION / LEGAL ENVIRONMENT

	Question	Answer	No.
80	To what degree do you agree or disagree with this statement: "I'm confident that the judicial system will enforce my contractual and property rights in business disputes."	Fully disagree..... 1 Disagree..... 2 Agree..... 3 Fully agree..... 4 Don't know..... 8	

81	I am going to read some statements that describe the courts and the way government officials interpret laws and regulations that affect this establishment's business. For each statement ,please tell me if you strongly disagree ,disagree ,agree ,or strongly agree					
		Fully disagree	Disagree	Agree	Fully agree	Don't know
	1-The court system is fair ,impartial ,and uncorrupted	1	2	3	4	8
	Government officials interpretations of the laws and regulations affecting this establishment are consistent and predictable	1	2	3	4	8
82	On average over 2007, what percent of your establishment's sales was...?	Pre paid (paid before delivery)	%		
		Paid at delivery	%		
		Sold on credit (or with deferred payment)	%		
		Total.....		100 %		
83	On average over 2004, what percent of your total sales to customers were not paid within the agreed time?	Percentage <input type="text"/> <input type="text"/> %				
84	How many weeks does it typically take to resolve an overdue payment with customers?	Number of weeks..... <input type="text"/> <input type="text"/>				

85	Over 2006 and 2007, what percent of your establishment's disputes over overdue payments with customers were resolved by taking the customer to village elder or respected member of the community?	Percentag..... <input type="text"/> <input type="text"/> %	
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Section 9: Crime

86	Please estimate the percentage of your establishment's cost over the last 12 months of providing security(equipment ,persona l, etc ...	Percentag..... <input type="text"/> <input type="text"/> %	
87	Please estimate the percentage of losses of the establishment from your total sales as a result of(theft, robbery, vandalism or fires.	Percentage..... <input type="text"/> <input type="text"/> %	
88	What share of crimes have you reported to the police?	percentage..... <input type="text"/> <input type="text"/> %	
89	What share of crimes have you reported to a neighborhood or community association?	percentage..... <input type="text"/> <input type="text"/> %	

Section10: Capacity

90	What was this establishment's average capacity utilization over the last year? (<i>Capacity utilization is the amount of output actually produced relative to the maximum amount that could be produced with your existing machinery and equipment and regular shifts.</i>)	Percentage..... <input type="text"/> <input type="text"/> %	
----	---	---	--

91	How far ahead has your establishment planned its activity?	Less than 1 month.....	1
		Between 1 and 3 months....	2
		Between 3 and 6 months....	3
		Between 6 and 12 months...	4
		More than one year....	5

Section 11: productivity

The following questions address the most recently completed fiscal year or for the most recent 12 month for which the information is available for your establishment

92	For each of the last 3 years (2005/2006/2007) how have total sales changed (increased/ decreased) relative to the previous year, and what is the percent of change of your establishment? Interviewer: if there is no change record zero, or (+/-) in case of increasing/decreasing.	Total sales	Increase	decrease	No change	%change
		2007				
		2006				
		2005				
93	how have the number of units produced relative to the most important product/ sales in(2007) and the average unit price(increased /decreased) Interviewer: if there is no change record zero, or (+/-) in case of increasing/decreasing.	Total sales	Increase	decrease	No change	%change
		Number of units produced				
		Average price of unit				
94	Approximately what was the total amount of sales made in the last year? Interviewer: if respondent cannot estimate please ask over last 3 months	Number of units.....	<input type="text"/>	<input type="text"/>		
		number of units(last 3 months).....	<input type="text"/>	<input type="text"/>		
		the amount.....	<input type="text"/>	<input type="text"/>		
		the amount (last3months).....	<input type="text"/>	<input type="text"/>		
95	How much did your establishment spend on purchases of...?					
		Amount by thousand				
	1-Machinery and equipment (new and/or used)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	2- Land, buildings, or improvements to leasehold	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	3-Rent for land or building	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	4-Raw materials/goods	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

	5-Power costs		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	6-Transportation costs(of workers and goods)		<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
96	What is the percent of debit in relation to your total assets?	percentage	<input type="text"/>	<input type="text"/>	<input type="text"/>	%

