

# Djibouti - Enterprise Survey 2013

**World Bank**

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# Sampling

## Sampling Procedure

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The sample for Djibouti was selected using stratified random sampling. Three levels of stratification were used in this country: industry, establishment size, and region.

Industry stratification was designed in the way that follows: the universe was stratified into one collective manufacturing industry, and two services industries (retail and other services).

Size stratification was defined following the standardized definition for the rollout: small (5 to 19 employees), medium (20 to 99 employees), and large (more than 99 employees). For stratification purposes, the number of employees was defined on the basis of reported permanent full-time workers. This seems to be an appropriate definition of the labor force since seasonal/casual/part-time employment is not common practice, apart from the construction and agriculture sectors which are not included in the survey.

Regional stratification was limited to one location - Djibouti City.

The sample frame used for the survey in Djibouti was from the Ministry of Justice of Trade.

The enumerated establishments were then used as the frame for the selection of a sample with the aim of obtaining interviews at 270 establishments with five or more employees. Given the impact that non-eligible units included in the sample universe may have on the results, adjustments may be needed when computing the appropriate weights for individual observations. The percentage of confirmed non-eligible units as a proportion of the total number of sampled establishments contacted for the survey was 13.3% (56 out of 420 contacted establishments).

The variables a2 (sampling region), a6a (sampling establishment's size), and a4a (sampling sector) contain the establishment's classification into the strata chosen for each country using information from the sample frame. The strata were defined according to the guidelines described above. Variable a4a is coded using ISIC Rev 3.1 codes for the chosen industries for stratification. These codes include most manufacturing industries (15 to 37), retail (52), and (45, 50, 51, 55, 60-64, 72) for other services.

## Response Rate

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The number of contacted establishments per realized interview was 0.63. This number is the result of two factors: explicit refusals to participate in the survey, as reflected by the rate of rejection (which includes rejections of the screener and the main survey) and the quality of the sample frame, as represented by the presence of ineligible units. The number of rejections per contact was 0.12.

Item non-response was addressed by two strategies:

- a- For sensitive questions that may generate negative reactions from the respondent, such as corruption or tax evasion, enumerators were instructed to collect the refusal to respond as a different option from don't know.
- b- Establishments with incomplete information were re-contacted in order to complete this information, whenever necessary.

Survey non-response was addressed by maximizing efforts to contact establishments that were initially selected for interview. Attempts were made to contact the establishment for interview at different times/days of the week before a replacement establishment (with similar strata characteristics) was suggested for interview. Survey non-response did occur but substitutions were made in order to potentially achieve strata-specific goals.

## Weighting

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For some units it was impossible to determine eligibility because the contact was not successfully completed. Consequently, different assumptions as to their eligibility result in different universe cells' adjustments and in different sampling weights. Three sets of assumptions were considered:

- a- Strict assumption: eligible establishments are only those for which it was possible to directly determine eligibility.
- b- Median assumption: eligible establishments are those for which it was possible to directly determine eligibility and those

that rejected the screener questionnaire or an answering machine or fax was the only response. Median weights are used for computing indicators on the [www.enterprisesurveys.org](http://www.enterprisesurveys.org) website.

c- Weak assumption: in addition to the establishments included in points a and b, all establishments for which it was not possible to finalize a contact are assumed eligible. This includes establishments with dead or out of service phone lines, establishments that never answered the phone, and establishments with incorrect addresses for which it was impossible to find a new address. Note that under the weak assumption only observed non-eligible units are excluded from universe projections.

# Questionnaires

## Overview

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The following survey instruments are available:

- Manufacturing Questionnaire;
- Services Questionnaire.

All variables are named using, first, the letter of each section and, second, the number of the variable within the section, i.e. a1 denotes section A, question 1. Variable names preceded by a prefix "MNA" indicate questions specific to the Middle East and North Africa region, therefore, they may not be found in the implementation of the rollout in other countries. All other suffixed variables are global and are present in all economy surveys over the world. All variables are numeric with the exception of those variables with an "x" at the end of their names. The suffix "x" denotes that the variable is alpha-numeric.

## Data Collection

### Data Collection Dates

Start	End	Cycle
2013-06	2013-09	N/A

### Data Collection Mode

Face-to-face [f2f]

#### DATA COLLECTION NOTES

Private contractors conduct the Enterprise Surveys on behalf of the World Bank. Due to sensitive survey questions addressing business-government relations and corruption-related topics, private contractors are preferred over any government agency or an organization/institution associated with government, and are hired by the World Bank to collect the data.

The Enterprise Surveys are usually implemented following a two-stage procedure. In the first stage, a screener questionnaire is applied over the phone to determine eligibility and to make appointments; in the second stage, a face-to-face interview takes place with the manager, owner or director of each establishment. All Enterprise Surveys are conducted in the local languages.

The Direction de la Statistique et des Etudes Dmographiques (DISED) was hired under the main implementing contractor, the Gallup Europe and the Gallup Organization, to implement the Djibouti 2013 Enterprise Survey.

### Data Collectors

Name	Abbreviation	Affiliation
The Direction de la Statistique et des Etudes Dmographiques	DISED	

# Data Processing

## Data Editing

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Data entry and quality controls are implemented by the contractor and data is delivered to the World Bank in batches (typically 10%, 50% and 100%). These data deliveries are checked for logical consistency, out of range values, skip patterns, and duplicate entries. Problems are flagged by the World Bank and corrected by the implementing contractor through data checks, callbacks, and revisiting establishments.

# Data Appraisal

No content available

# File Description

# Variable List

## Djibouti-2013-full data

Content	
Cases	266
Variable(s)	417
Structure	Type: Keys: ()
Version	
Producer	
Missing Data	

## Variables

ID	Name	Label	Type	Format	Question
V1	id	interview number	discrete	numeric	
V2	idstd	WEB STD FIRMID	discrete	numeric	
V3	phoneid	id	discrete	numeric	
V4	a14y	Year	discrete	numeric	Date face-to-face interview begins: Year (yyyy)
V5	a14m	Month	discrete	numeric	Date face-to-face interview begins: Month (mm)
V6	a14d	Day	contin	numeric	Date face-to-face interview begins: Day (dd)
V7	a14h	Hour	discrete	numeric	Time face-to-face interview begins: Hour (00 to 23)
V8	a14min	Minutes	discrete	numeric	Time face-to-face interview begins: Minutes (00 to 59)
V9	a15y	Year	discrete	numeric	Time face-to-face interview ends
V10	a15m	Month	discrete	numeric	Time face-to-face interview ends
V11	a15d	Day	discrete	numeric	Time face-to-face interview ends
V12	a15h	Hour	discrete	numeric	Time face-to-face interview ends
V13	a15min	Minutes	discrete	numeric	Time face-to-face interview ends
V14	a0	Questionnaire	discrete	numeric	
V15	a1	Country Code	discrete	numeric	
V16	a1a	Language Of The Interview	discrete	character	
V17	a2	Sampling Region	discrete	numeric	
V18	a3a	Region Of The Establishment	discrete	numeric	
V19	a3b	is this city the official capital city?	discrete	numeric	Is this city the official capital city?
V20	a3c	is this city the main business city?	discrete	numeric	Is this city the main business city?
V21	a3	Size Of Locality	discrete	numeric	
V22	a4a	Industry Sampling Sector	discrete	numeric	
V23	a4b	Industry Screener Sector	discrete	numeric	
V24	a5	Sector Match Between Screener Information And Sample Frame	discrete	numeric	Sector match between screener information and sample frame
V25	a6a	Sampling Size	discrete	numeric	

ID	Name	Label	Type	Format	Question
V26	a6b	Screening Size	discrete	numeric	
V27	a7a1	Establishment part of a larger firm?	discrete	numeric	
V28	a7b	Organization headquarter or subsidiary	discrete	numeric	
V29	a7a	Number Of Establishments In The Firm	discrete	numeric	Number of establishments that form the firm
V30	a8	Type Of Establishment	discrete	numeric	Type of establishment
V31	a9	Establishment's Financial Statements Prepared Separately from HQ Statements	discrete	numeric	Are establishment's financial statements prepared separately from HQ's statements?
V32	a10	Establishment's Financial Statements Separate from Other Establishments	discrete	numeric	Are establishment's financial statements prepared separately from other establishments of the same firm?
V33	a11	If HQ, Financial Statements Independent Of The Rest Of Establishment	discrete	numeric	If HQ, are financial statements independent from the rest of establishments?
V34	a11a	How Many Establishments Are Included In The Financial Statements?	discrete	numeric	
V35	b1	Legal Status of the Firm	discrete	numeric	What is this firm's current legal status?
V36	b1x	Other (Specify)	discrete	character	What is this firm's current legal status? Other
V37	b3	What Percentage Of This Firm Does The Largest Owner(s) Own?	discrete	numeric	What percent of this firm does the largest owner or owners own?
V38	b2a	% owned by Private Domestic Individuals, Companies Or Organizations	discrete	numeric	What percent of this firm is owned by each of the following: Private domestic individuals, companies or organizations
V39	b2b	% owned by Private Foreign Individuals, Companies Or Organizations	discrete	numeric	What percent of this firm is owned by each of the following: Private foreign individuals, companies or organizations
V40	b2c	% owned by Government/State	discrete	numeric	What percent of this firm is owned by each of the following: Government/State
V41	b2d	% owned by Other	discrete	numeric	What percent of this firm is owned by each of the following: Other
V42	MNAb4a	Is the Principal owner a female?	discrete	numeric	Is the principal owner, or one of the principal owners, a female? (The principal owner is the person or persons with the largest ownership share)
V43	b4	Amongst the owners of the firm, are there any females?	discrete	numeric	Amongst the owners of the firm, are there any females?
V44	b4a	% of the firm owned by females	discrete	numeric	What percentage of the firm is owned by females?
V45	MNAq5	How was the firm established?	discrete	numeric	How was this firm established?
V46	MNAq5x	How was the firm established (Other)	discrete	character	How was this firm established?
V47	b5	Year Establishment Began Operations	discrete	numeric	In what year did this establishment begin operations?

ID	Name	Label	Type	Format	Question
V48	b6	Number Of Full-Time Employees Of The Establishment When It Started Operations	discrete	numeric	How many full-time employees did this establishment employ when it started operations? Please include all employees and managers
V49	b6a	Was Establishment Formally Registered When It Began Operations?	discrete	numeric	Was this establishment formally registered when it began operations?
V50	b6b	In What Year Was This Establishment Formally Registered?	discrete	numeric	In what year was this establishment formally registered?
V51	b7	How Many Years Of Experience Working In This Sector Does The Top Manager Have?	discrete	numeric	How many years of experience working in this sector does the Top Manager have?
V52	b7a	Is The Top Manager Female?	discrete	numeric	Is the Top Manager female?
V53	MNAb7b	Highest level of Top Manager education	discrete	numeric	What is the highest level of education completed by the Top Manager?
V54	b8	Does Establishment Have An Internationally-Recognized Quality Certification?	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V55	c3	Application To Obtain An electrical connection Submitted Over The Last 2 Years	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an electrical connection?
V56	c4	How Many Days Did It Take For You To Receive An Electrical Connection Service?	discrete	numeric	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?
V57	c5	Informal Gift/Payment Expected Or Requested For An Electrical Connection?	discrete	numeric	In reference to that application for an electrical connection, was an informal gift or payment expected or requested?
V58	c6	Over last FY, Did This Establishment Experience Power Outages?	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment experience power outages?
V59	c7	Number Of Power Outages Experienced In A Typical Month In Last Fiscal Year	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], how many power outages did this establishment experience?
V60	c7x	Comment	discrete	character	In a typical month, over fiscal year [insert last complete fiscal year], how many power outages did this establishment experience?
V61	c8	How Long Did The Average Power Outage Last?	discrete	numeric	How long did these power outages last on average?
V62	c9a	In last FY, losses as % of annual sales due to power outages	discrete	numeric	Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. Loss as percent of total annual sales due to power outages
V63	c9b	In last FY, value of losses due to power outages	discrete	numeric	Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. Annual losses due to power outages
V64	c10	Generator Shared Or Owned Over The Course Of Last Fiscal Year?	discrete	numeric	Over the course of fiscal year [insert last complete fiscal year], did this establishment own or share a generator?

ID	Name	Label	Type	Format	Question
V65	c11	% Electricity From Generator Owned/Shared By The Establishment In Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's electricity came from a generator or generators that the establishment owned or shared?
V66	c12	Application To Obtain A Water Connection Submitted Over The Last 2 Years	discrete	numeric	Over the last two years, did this establishment submit an application to obtain a water connection?
V67	c13	How Many Days Did It Take For You To Obtain A Water Connection?	discrete	numeric	In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?
V68	c14	When You Applied For A Water Connection, Was An Informal Gift/payment Requested?	discrete	numeric	In reference to that application for a water connection, was an informal gift or payment expected or requested?
V69	c15	Did You Experience Insufficient Water Supply For Production In Last Fiscal Yr?	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment experience insufficient water supply for production?
V70	c16	Frequency Of Incidents Of Water Shortages In A Typical Month In Last Fiscal Yr	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], how many incidents of insufficient water supply did this establishment experience?
V71	c17	Average Length Of Water Shortages (Affecting Production) In Last Fiscal Year	discrete	numeric	How long did these incidents of insufficient water supply last on average?
V72	c18	% Of Water Supply (Used In Production) From Public Sources In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Water from public sources
V73	MNAc18a	% of water supply from own or shared well	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Your own well or shared well
V74	MNAc18b	% of water supply purchased from private vendors	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Purchased from private vendors
V75	MNAc18c	% of water supply from other	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Other
V76	c22a	Do You Currently Communicate With Clients And Suppliers By E-Mail?	discrete	numeric	At the present time, does this establishment use e-mail to communicate with clients or suppliers?
V77	c22b	Establishment has its own website	discrete	numeric	At the present time, does this establishment use its own website?
V78	c28	Cell phones used in operations of the establishment	discrete	numeric	Does this establishment currently use cell phones for the operations of the establishment?

ID	Name	Label	Type	Format	Question
V79	c30a	How Much Of An Obstacle: Electricity To Operations Of This Establishment?	discrete	numeric	Is electricity No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V80	MNAc31a1	Change in total costs if electricity no longer an obstacle	discrete	numeric	Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if electricity is no longer an obstacle?
V81	MNAc31a3	Expected % decrease in total costs - electricity no obstacle	discrete	numeric	By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?
V82	c30b	How Much Of An Obstacle: Telecommunications To Operations Of This Establishment?	discrete	numeric	Is Telecommunications No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V83	d1a2	First Product/Service Isic Code	contin	numeric	PLEASE CHOOSE THE 4-DIGIT ISIC REV 3.1 CODE THAT BEST APPLIES TO THE ESTABLISHMENT'S MAIN ACTIVITY AND PRODUCT.
V84	d1a3	First Product/Service, Percent Of Total Annual Sales	discrete	numeric	What percentage of total sales does the main product represent?
V85	d2	In Last Fiscal Year, What Were This Establishment'S Total Annual Sales?	discrete	numeric	In fiscal year [insert last complete fiscal year], what were this establishment's total annual sales?
V86	d2b	Total annual sales last fiscal yr (check)	contin	numeric	
V87	n3	What Were the Establishment Sales 3 years ago (FY 2009)	discrete	numeric	In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?
V88	d3a	% of sales: National sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were: National sales
V89	d3b	% o sales: Indirect exports	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were: Indirect exports (sold domestically to third party that exports products)
V90	d3c	% of sales: Direct exports	discrete	numeric	
V91	d4	In last FY, avg. num. of days for exported goods to clear customs?	discrete	numeric	In fiscal year [insert last complete fiscal year], when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs?
V92	d6	In last FY, Export Losses Due To Theft As % Of value of products	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of the consignment value of the products exported directly was lost while in transit because of theft?

ID	Name	Label	Type	Format	Question
V93	d7	In last FY, Export Losses Due To Breakage Or Spoilage As % Of value of products	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of the consignment value of the products exported directly was lost while in transit because of breakage or spoilage?
V94	d8	In What Year Did This Establishment First Export Directly Or Indirectly?	discrete	numeric	In which year did this establishment first export directly or indirectly?
V95	MNAAd7x	Main country of destination for this establishment's exports	discrete	character	In fiscal year [insert last complete fiscal year], what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?
V96	d10	In last FY, % of value of products lost in transit due to theft	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?
V97	d11	In last FY, % of value of products lost in transit due to breakage or spoilage?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?
V98	d12a	% Of Material Inputs And Supplies Of Domestic Origin In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were: Material inputs or supplies of domestic origin
V99	d12b	% Of Material Inputs And Supplies Of Foreign Origin In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were: Material inputs or supplies of foreign origin
V100	d13	Were Any Of These Material Inputs And Supplies Imported Directly?	discrete	numeric	Were any of the material inputs or supplies purchased in fiscal year [insert last complete fiscal year], imported directly?
V101	d14	Avg. num. of Days For Imported Goods To Clear Customs In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?
V102	MNAAd14b	Longest number of days to clear customs in last fiscal yr (direct import)	discrete	numeric	In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, what was the longest number of days that it took from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?

ID	Name	Label	Type	Format	Question
V103	d16	Avg. days of inventory of most important input kept by establishment	discrete	numeric	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?
V104	d17	Avg. days of inventory of main sales item kept by establishment	discrete	numeric	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?
V105	d30a	How Much Of An Obstacle: Transport?	discrete	numeric	Using the response options on the card; To what degree is Transport an obstacle to the current operations of this establishment?
V106	d30b	How Much Of An Obstacle: Customs And Trade Regulations?	discrete	numeric	Using the response options on the card; To what degree is Customs and Trade Regulation an obstacle to the current operations of this establishment?
V107	MNAAd31b1	Change in total costs if customs and trade regulations are no longer an obstacle	discrete	numeric	Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if customs and trade regulations are no longer an obstacle?
V108	MNAAd31b3	Expected % decrease in total costs - customs and trade regulations no obstacle	discrete	numeric	By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?
V109	e1	In last FY, main market for establishment's main product	discrete	numeric	In fiscal year [insert last complete fiscal year], which of the following was the main market in which this establishment sold its main product?
V110	e2b	In main market, number of competitors faced by establishment's main product	discrete	numeric	
V111	e6	Do You Use Technology Licensed From A Foreign-Owned Company?	discrete	numeric	Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?
V112	MNAe3a	Pressure from domestic competitors	discrete	numeric	How important are each of the following influences on this establishment to reduce the production costs of existing products and/or to develop new products on a scale of 1 to 4, 1 being "Not at all important" and 4 being "Very important".
V113	MNAe3b	Pressure from foreign competitors	discrete	numeric	How important are each of the following influences on this establishment to reduce the production costs of existing products and/or to develop new products on a scale of 1 to 4, 1 being "Not at all important" and 4 being "Very important". Pressure from foreign competitors
V114	MNAq53	National, regional, local government or EU subsidies over last 3 yrs?	discrete	numeric	Over the last three years has this establishment received any subsidies from the national, regional or local governments or European Union sources?

ID	Name	Label	Type	Format	Question
V115	MNAe20	Biggest obstacle faced by establishment from competitors	discrete	numeric	By looking at card [insert card number] can you tell me which of the practices of your competitors included in the list, if any, currently represents the biggest obstacle faced by this establishment
V116	e11	Does This Establishment Compete Against Unregistered Or Informal Firms?	discrete	numeric	Does this establishment compete against unregistered or informal firms?
V117	e30	How Much Of An Obstacle: Practices of competitors in informal sector?	discrete	numeric	Are practices of competitors in the informal sector No Obstacle, a Minor Obstacle, a Moderate Obstacle, Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V118	h1	New or signif. improved product introduced in last three years?	discrete	numeric	In the last three years, has this establishment introduced new products or services?
V119	h2	New or signif. improved product also new to the establishment's main market?	discrete	numeric	Was the new product or service also new for the establishment's main market?
V120	h3	New or sig. impvd method of manf product or offering services in last 3 years?	discrete	numeric	In the last three years, has this establishment introduced any new or significantly improved methods of manufacturing products or offering services?
V121	h4a	New method for input, products, or service introduced over last 3 yrs	discrete	numeric	During the last three years, has this establishment introduced any new or significantly improved logistics, delivery, or distribution methods for inputs, products, or services?
V122	h4b	New supporting activities for process introduced over last 3 yrs	discrete	numeric	During the last three years, has this establishment introduced any new or significantly improved supporting activities for your processes, such as maintenance systems or operations for purchasing, accounting, or computing?
V123	h5	New or sig. impvd organizational structure introduced in last 3 years?	discrete	numeric	During the last three years, has this establishment introduced any new or significantly improved organizational structures or management practices?
V124	h6	New or signif. improved marketing method introduced in last three years?	discrete	numeric	During the last three years, has this establishment introduced new or significantly improved marketing methods?
V125	h7	During the last three years, did establ. spend on formal R&D activities?	discrete	numeric	During the last three years, did this establishment spend on formal research and development activities, either in-house or contracted with other companies?
V126	h8	During the last 3 years, did establ. give employees time to develop new idea?	discrete	numeric	During the last three years, did this establishment give employees some time to develop or try out a new approach or new idea about products or services, business process, firm management, or marketing?
V127	f1	In last FY, What Was The Capacity Utilization (%) Of This Establishment?	discrete	numeric	In fiscal year [insert last complete fiscal year], what was this establishment's output produced as a proportion of the maximum output possible if using all facilities available (capacity utilization)?

ID	Name	Label	Type	Format	Question
V128	f2	Number Of Hours Per Week Operated By The Establishment In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], how many hours per week did this establishment normally operate?
V129	MNAf3	Planns to increase size of the establishment	discrete	numeric	Are you planning to increase the production capacity and/or volume of sales of this establishment over the next year?
V130	MNAf4	Satisfied with current size of esbalishtment?	discrete	numeric	Are you satisfied with the current production capacity and/or volume of sales of this establishment?
V131	MNAf5a	Satisfied because no more growth potential	discrete	numeric	What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?
V132	MNAf5b	Satisfied so to avoid increased regulatory burden	discrete	numeric	What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?
V133	MNAf5c	Satisfied so to avoid shareholder dispersion	discrete	numeric	What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?
V134	MNAf5d	Content with current workload	discrete	numeric	What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?
V135	g6a	Percentage Of The Building Occupied: Owned By This Establishment	discrete	numeric	Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Owned by this establishment
V136	g6b	Percentage Of The Building Occupied: Leased or Rented By This Establishment	discrete	numeric	Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Rented or leased by this establishment
V137	g6c	Percentage Of The Building Occupied: Other	discrete	numeric	Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Other
V138	g1a	Percentage Of The Land Occupied: Owned By This Establishment	discrete	numeric	Of the land occupied by this establishment, what percent is: Owned by this establishment
V139	g1b	Percentage Of The Land Occupied: Rented Or Leased By This Establishment	discrete	numeric	Of the land occupied by this establishment, what percent is: Rented or Leased by this establishment
V140	g1c	Percentage Of The Land Occupied: Other	discrete	numeric	Of the land occupied by this establishment, what percent is: Other
V141	g2	Applic. To Obtain A Construction-Related Permit Submitted Over The Last 2 Years	discrete	numeric	Over the last two years, did this establishment submit an application to obtain a construction-related permit?
V142	g3	How Many Days Did It Take For You To Obtain A Construction-Related Permit?	discrete	numeric	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?

ID	Name	Label	Type	Format	Question
V143	g4	Informal Gift/Payment Expected Or Requested For A Construction-Related Permit	discrete	numeric	In reference to that application for a construction-related permit, was an informal gift or payment expected or requested?
V144	g5a	What Is The Total Selling Area In This Establishment?	discrete	numeric	What is the total selling area of this establishment?
V145	g5b	The Area Is Measured In:	discrete	numeric	What is the total selling area of this establishment?
V146	g5bx	Specify Other Units (If Not Included Above) The Area Is Measured In	discrete	character	What is the total selling area of this establishment?
V147	g30a	How Much Of An Obstacle: Access To Land?	discrete	numeric	Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V148	i1	In last FY, Did This Establishment Pay For Security?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment pay for security, for example equipment, personnel, or professional security services?
V149	i2a	Percentage Of Total Annual Sales Paid For Security In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Percent of total annual sales for security
V150	i2b	In Last Fiscal Year, What Is The Total Annual Cost Of Security?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Total annual cost of security
V151	i3	Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft, robbery, vandalism or arson?
V152	i4a	Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales)	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Losses as percent of total annual sales
V153	i4b	Value Of Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V154	i30	How Much Of An Obstacle: Crime, Theft And Disorder?	discrete	numeric	Are crime, theft and disorder No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V155	k1c	In last FY, % Of Material Inputs Or Services Paid For After Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for after delivery?

ID	Name	Label	Type	Format	Question
V156	k2c	In last FY, % Of Total Annual Sales Paid For After Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were: Paid for after delivery?
V157	k3a	% Of Working Capital Financed From Internal Funds/Retained Earnings	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Internal funds/Retained earnings
V158	k3b	% of Working capital Borrowed from banks private	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources? Borrowed from private banks
V159	k3c	% of Working capital Borrowed from banks state owned	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources? Borrowed from state-owned banks
V160	k3e	% Of Working Capital Borrowed From Non-Bank Financial Institutions	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from non-bank financial institutions
V161	k3f	% Of Working Capital Purchased On Credit/Advances From Suppliers /Customers	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Purchases on credit from suppliers and advances from customers
V162	k3hd	% Of Working Capital Financed By Other (Money Lenders, Friends, Relatives, Etc)	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Other (moneylenders, friends, relatives, etc.)
V163	k3x	Working Capital - comment	discrete	character	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Other (moneylenders, friends, relatives, etc.)
V164	k4	Did This Establishment Purchase Any Fixed Assets In Last Fiscal Yr?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?
V165	n5a	Total Annual Expenditure For Purchases Of Equipment In Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of: Machinery, vehicles, and equipment (new or used)

ID	Name	Label	Type	Format	Question
V166	n5b	Total Annual Expenditure For Purchases Of Land And Buildings In Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of: Land and buildings
V167	k5a	Last FY, % Fixed Assets Funded By: Internal Funds/Retained Earnings	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Internal funds or retained earnings
V168	k5i	Last FY, % Fixed Assets Funded By: Owners' Contributions Or Issued New Equity	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Owners' contribution or issued new equity shares
V169	k5b	Last FY, % Fixed Assets Funded By: Bank Borrowing-Private	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Borrowed from private banks
V170	k5c	Last FY, % Fixed Assets Funded By: Bank Borrowing-State Owned	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Borrowed from state-owned banks
V171	k5e	Last FY, % Fixed Assets Funded By: Non-Bank Financial Institutions	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Borrowed from non-bank financial institutions
V172	k5f	Last FY, % Fixed Assets Funded By: Credit From Suppliers/Advances From Customers	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Purchases on credit from suppliers and advances from customers
V173	k5hdj	Last FY, % Fixed Assets Funded By: Other (Money Lenders\Friends\Relatives\Etc)	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Other (moneylenders, friends, relatives, bonds, commercial papers etc)
V174	k5x	Fixed Assets - Comment	discrete	character	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:

ID	Name	Label	Type	Format	Question
V175	MNAk4a	Leasing of fixed assets in last fiscal yr?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment lease any fixed assets, such as machinery, vehicles, equipment, land or buildings?
V176	k6	Does This Establishment Have A Checking And\Or Saving Account?	discrete	numeric	Now let's talk about the establishment's current situation. At this time, does this establishment have a checking or savings account?
V177	k7	At This Time, Does This Establishment Have An Overdraft Facility?	discrete	numeric	At this time, does this establishment have an overdraft facility?
V178	k8	Establishment has A Line Of Credit Or Loan From A Financial Institution?	discrete	numeric	At this time, does this establishment have a line of credit or a loan from a financial institution?
V179	MNAk8c	Reason for not having a line of credit/loan	discrete	numeric	What is the reason for not having a loan or line of credit currently?
V180	MNAk8d	Reason why loan application turned down	discrete	numeric	What was the main reason given when the application was turned down?
V181	k9	Type Of Financial Institution That Granted The Line Of Credit Or Loan	discrete	numeric	Referring to the most recent line of credit or loan, what type of financial institution granted this loan?
V182	k10	Year When The Most Recent Loan/Line Of Credit Approved	discrete	numeric	Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?
V183	k10x	Year When The Most Recent Loan/Line Of Credit Approved-comment	discrete	character	Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?
V184	k11	For The Most Recent Loan, What Was The Value At The Time Of Approval?	discrete	numeric	Referring only to this most recent loan or line of credit, what was its value at the time of approval?
V185	MNAq46f	Currency of the most recent line of credit/loan	discrete	numeric	In what currency is the most recent line of credit or loan denominated?
V186	MNAq46fx	Currency of the most recent line of credit/loan (Other)	discrete	character	In what currency is the most recent line of credit or loan denominated?
V187	MNAq46d	Annual nominal interest rate of the most recent line of credit/loan	discrete	numeric	What is the annual nominal interest rate (in percent) of the most recent line of credit or loan?
V188	MNAq46e	Original duration of the most recent line of credit/loan in months	discrete	numeric	What was the original duration of the most recent line of credit or loan in months?
V189	k13	Financing Required For The Most Recent Line Of Credit Or Loan	discrete	numeric	Referring only to this most recent loan or line of credit, did the financing require collateral?
V190	k14a	Type Of Collateral Required For The Most Recent Loan? Land, Buildings	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Land, buildings under ownership of the establishment
V191	k14b	Type Of Collateral Required For The Most Recent Loan? Equipment	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Machinery and equipment including movables

ID	Name	Label	Type	Format	Question
V192	k14c	Type Of Collateral Required For The Most Recent Loan? Accounts	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Accounts receivable and inventories
V193	k14d	Type Of Collateral Required For The Most Recent Loan? Personal Assets	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Personal assets of owner (house, etc.)
V194	k14e	Type Of Collateral Required For The Most Recent Loan? Other	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Other forms of collateral not included in the categories above
V195	k15a	Value Of Collateral Required For The Most Recent Credit/Loan	discrete	numeric	Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required?
V196	MNAk15a1	Outstanding balance on the most recent line of credit/loan (LCU)	discrete	numeric	What is the outstanding balance on this most recent line of credit or loan?
V197	k15b	Total number of outstanding loans/lines of credit held by this establishment	discrete	numeric	What is the total number of outstanding loans or lines of credit held by this establishment?
V198	k15c	Total value of outstanding loans/lines of credit held by this establishment (LCU)	discrete	numeric	What is the total value of outstanding loans or lines of credit held by this establishment?
V199	k15d	Outstanding personal loans used to finance establishment's business activities?	discrete	numeric	What is the total value of outstanding loans or lines of credit held by this establishment?
V200	k16	In Last Fiscal Yr, Did Establishment Apply For New Loans/Lines Of Credit?	discrete	numeric	Referring again to the last fiscal year [insert last complete fiscal year], did this establishment apply for any loans or lines of credit?
V201	k17	Main Reason For Not Applying For New Loans Or New Lines Of Credit	discrete	numeric	What was the main reason why this establishment did not apply for any line of credit or loan?
V202	k20a	Outcome of the most recent application for line of credit/loan	discrete	numeric	Referring only to this most recent application for a line of credit or loan, what was the outcome of that application?
V203	MNAk20b	Which source of funding was the most important to make up for the partial loan r	discrete	numeric	Referring only to this most recent application for a line of credit or loan, which source of funding was the most important to make up for the partial loan rejection?
V204	MNAk20c	Why did the establishment withdraw its application	discrete	numeric	Referring only to this most recent application for a line of credit or loan, why did this establishment withdraw its application?
V205	k21	Financial Statements Checked & Certified By External Auditor In Last Fiscal Yr?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment have its annual financial statements checked and certified by an external auditor?
V206	k30	How Much Of An Obstacle: Access To Finance	discrete	numeric	Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

ID	Name	Label	Type	Format	Question
V207	MNAq31e	Has the establishment been to court as plaintiff or defendant in last 3 yrs	discrete	numeric	Has this establishment been to court as a plaintiff or as a defendant in the last three years?
V208	h7a	The Court System Is Fair, Impartial And Uncorrupted	discrete	numeric	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. "The court system is fair, impartial and uncorrupted."
V209	MNAj1b	The court system is quick	discrete	numeric	I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is quick."
V210	MNAj1c	The court system is able to enforce its decisions	discrete	numeric	I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is able to enforce its decisions."
V211	MNAj1a	Judicial system will enforce contractual and property rights in business dispute	discrete	numeric	I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "I'm confident that the court system will enforce this establishment's contractual and property rights in business disputes."
V212	MNAj1d	Govt officials interpretation of regulations are consistent and predictable	discrete	numeric	I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "In general, government officials' interpretations of regulations affecting this establishment are consistent and predictable."
V213	j2	What % Of Senior Management Time Was Spent In Dealing With Govt Regulations?	discrete	numeric	In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? [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]
V214	j3	Over The Last 12 Months, Was This Establishment Inspected By Tax Officials?	discrete	numeric	Over the last year, was this establishment visited or inspected by tax officials?
V215	j4	Frequency Of Inspections/Requirement For Meeting By Tax Officials	discrete	numeric	Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?

ID	Name	Label	Type	Format	Question
V216	j5	In Any Of These Inspections Was A Gift/Informal payment Requested ?	discrete	numeric	In any of these inspections or meetings was a gift or informal payment expected or requested?
V217	j6a	Government Contract Secured (Or Attempted) In The Last 12 Months?	discrete	numeric	Over the last year, has this establishment secured or attempted to secure a government contract?
V218	j6	% Of Contract Value Avg. Firm Pays In Informal Gifts To Govt To Secure Contract?	discrete	numeric	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?
V219	j7a	Percent Of Total Annual Sales Paid In Informal Payments	discrete	numeric	It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose? Percent of total annual sales paid as informal payment
V220	j7b	Total Annual Informal Payment	discrete	numeric	It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose? Total annual informal payment
V221	j10	Application To Obtain An Import License Submitted Over The Last 2 Years?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an import license?
V222	j11	How Many Days Did It Take To Obtain Your Import License?	discrete	numeric	Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?
V223	j12	When You Applied For An Import License, Was An Informal Gift/payment Requested?	discrete	numeric	In reference to that application for an import license, was an informal gift or payment expected or requested?
V224	j13	Application To Obtain An Operating License Submitted Over Last 2 Years?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an operating license?
V225	j14	How Many Days Did It Take To Obtain Your Operating License?	discrete	numeric	Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?
V226	j15	When You Applied For Operating License Was An Informal Gift/payment Requested?	discrete	numeric	In reference to that application for an operating license, was an informal gift or payment expected or requested?

ID	Name	Label	Type	Format	Question
V227	j30a	How Much Of An Obstacle: Tax Rates	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Tax rates
V228	j30b	How Much Of An Obstacle: Tax Administrations	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Tax administration
V229	MNAj31b1	Change in total costs if tax administration no longer an obstacle	discrete	numeric	Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if tax administration is no longer an obstacle?
V230	MNAj31b3	Expected % decrease in total costs - tax administration no obstacle	discrete	numeric	By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?
V231	j30c	How Much Of An Obstacle: Business Licensing And Permits	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Business licensing and permits
V232	MNAj31c1	Change in total costs if business licensing and permits no longer an obstacle	discrete	numeric	Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if business licensing and permits are no longer an obstacle?
V233	MNAj31c3	Expected % decrease in total costs - business licensing and permits no obstacle	discrete	numeric	By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?
V234	j30e	How Much Of An Obstacle: Political Instability	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Political instability
V235	j30f	How Much Of An Obstacle: Corruption	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Corruption

ID	Name	Label	Type	Format	Question
V236	MNAj31f1	Change in total costs if corruption no longer an obstacle	discrete	numeric	Would your total annual costs increase, remain the same or decrease over the next fiscal year if corruption is no longer an obstacle?
V237	MNAj31f3	Expected % decrease in total costs - corruption no obstacle	discrete	numeric	By what percentage would your total annual costs DECREASE in the next fiscal year?
V238	h30	How Much Of An Obstacle: Courts	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Courts
V239	MNAj30g	Regulatory Policy Uncertainty	discrete	numeric	Using the response options on the card; To what degree is Regulatory Policy Uncertainty an obstacle to the current operations of this establishment?
V240	l1	Num. Permanent, Full-Time Employees At End Of Last Fiscal Year	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees did this establishment employ? Please include all employees and managers
V241	l2	Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago	discrete	numeric	Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers
V242	l3a	Num. Full-time Employees At End Of Last Fiscal Yr: production workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Production workers
V243	MNAI3a	Number of production workers under 30 yrs old	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were production workers younger than 30 years old:
V244	l3b	Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Non-production workers [e.g., managers, administration, sales]
V245	MNAI3b	Number of non-production workers under 30 yrs old	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were non-production workers younger than 30 years old:
V246	l4a	Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were skilled production workers:
V247	MNAI4a	Number of skilled workers under 30 yrs old	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were skilled production workers younger than 30 years old:

ID	Name	Label	Type	Format	Question
V248	I4b	Num. Full-time Employees At End Of Last Fiscal Yr: Unskilled Production Workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Unskilled production workers
V249	MNAI4b	Number of unskilled workers under 30 yrs old	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were unskilled production workers younger than 30 years old:
V250	MNAI4c	Did total wage cost of an average permanent full time employee change	discrete	numeric	Over the course of fiscal year [insert last complete fiscal year], did the total wage cost of an average permanent full-time employee
V251	MNAI4d	% increase in total wage cost of an average permanent full time employee	discrete	numeric	Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee increase?
V252	MNAI4e	% decrease in total wage cost of an average permanent full time employee	discrete	numeric	Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee decrease?
V253	MNAI4f	Main reason for total wage cost change	discrete	numeric	The main reason for this change was:
V254	MNAI4fx	Main reason for total wage cost change (other)	discrete	character	The main reason for this change was:
V255	I5a	Num. Full-time Employees At End Of Last Fiscal Yr: female production workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female? Female permanent full-time production employees
V256	I5b	Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female? Female permanent full-time non-production employees
V257	MNAI5c	Female permanent full-time professionals number	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many female, permanent, full-time professionals worked in this establishment? (Professional employees are those whose daily responsibilities include work of an intellectual nature and/or managerial responsibilities)
V258	I6	Num. Full-Time Temporary Employees At End Of Last Fiscal Yr	discrete	numeric	How many full-time temporary employees did this establishment employ in fiscal year [insert last complete fiscal year]?
V259	I6a	Female temporary, full-time workers employed throughout last fiscal yr	discrete	numeric	How many full-time temporary employees did this establishment employ throughout year [insert last complete fiscal year]? Female full-time seasonal or temporary workers employed last fiscal year

ID	Name	Label	Type	Format	Question
V260	I8	Avg. Length Of Employment Of All Full-time Temporary Employees In Last Fiscal Yr	discrete	numeric	What was the average length of employment of all full-time temporary employees in fiscal year [insert last complete fiscal year]?
V261	I9a	Average Years Of Education For Typical Production Worker	discrete	numeric	What is the average number of years of education of a typical permanent full-time production worker employed in this establishment? Average number of years of education of typical production worker
V262	I9a2	Average number of yrs of education of typical female production worker	discrete	numeric	What is the average number of years of education of a typical permanent full-time production worker employed in this establishment? Average number of years of education of typical female production worker
V263	MNAI9a1	Number of permanent employees with University degree or higher	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?
V264	MNAI9a2	Number of permanent employees with completed secondary (incl. vocational)	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?
V265	I10	Formal Training Programs For Permanent, Full-time Employees In Last Fiscal Yr	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment have formal training programs for its permanent, full-time employees?
V266	I11a	% Permanent Full-time Production Employees Received Formal Training In Last FFY	discrete	numeric	Referring to the training programs run over fiscal year [insert last complete fiscal year], what percent of permanent, full-time employees of the following categories received formal training? Production full-time permanent employees trained
V267	I11b	% Permanent Fulltime NonProduction Employees Received Formal Training In Last FY	discrete	numeric	And how many or what percentage of Non-production full-time permanent employees received formal training?
V268	I11c	# of non-production full-time permanent employees that received formal training	discrete	numeric	And how many or what percentage of Non-production full-time permanent employees received formal training? Non-production full-time permanent employees trained
V269	I11d	% of non-production full-time permanent employees that received formal training	discrete	numeric	And how many or what percentage of Non-production full-time permanent employees received formal training? Non-production full-time permanent employees trained
V270	I30a	How Much Of An Obstacle: Labor Regulations?	discrete	numeric	Using the response options on the card; To what degree are Labor Regulations an obstacle to the current operations of this establishment?
V271	I30b	How Much Of An Obstacle: Inadequately Educated Workforce?	discrete	numeric	Using the response options on the card; To what degree is an Inadequately Educated Workforce an obstacle to the current operations of this establishment?

ID	Name	Label	Type	Format	Question
V272	m1a	Biggest Obstacle Affecting The Operation Of This Establishment	discrete	numeric	By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment
V273	m1d	Rotation Order	discrete	numeric	By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment. Rotation
V274	n2a	Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual cost of labor (including wages, salaries, bonuses, social security payments)
V275	n2e	Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual cost of raw materials and intermediate goods used in production
V276	n2f	Total Annual Costs Of Fuel In Last Fiscal Year	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual costs of fuel
V277	n2b	Total Annual Costs Of Electricity In Last Fiscal Year	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual costs of electricity
V278	n2ra	Total rental cost of machinery, vehicles and equipment	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total rental cost of machinery, vehicles and equipment
V279	n2rb	Total rental cost of land and buildings	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total rental cost of land and buildings
V280	n2j	Other Cost Of Production	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Other cost of production not included above
V281	n2i	Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr	discrete	numeric	From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual cost of finished goods/materials bought to resell

ID	Name	Label	Type	Format	Question
V282	n6a	Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following: Machinery, vehicles, and equipment
V283	n6b	Net Book Value Of Land And Buildings In Last Fiscal Year	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following: Land and buildings
V284	MNAAn8a	value of total assets	discrete	numeric	What was the value of the following at the end of the fiscal year [insert last complete fiscal year]: Value of your total assets
V285	n7a	Cost For Establishment To Re-Purchase All Of Its Machinery	discrete	numeric	Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost? Machinery, vehicles, and equipment
V286	n7b	Cost For Establishment To Re-Purchase All Of Its Land And Buildings	discrete	numeric	Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased? Land and buildings
V287	MNAa20	Is the top mannger of the establishment also the owner	discrete	numeric	Is the top manager of this establishment also the owner of this establishment?
V288	a14iy	Time innovation module starts: Year	discrete	numeric	
V289	a14im	Time innovation module starts: Month	discrete	numeric	
V290	a14id	Time innovation module starts: Day	contin	numeric	
V291	a14ih	Time innovation module starts: Hour	discrete	numeric	
V292	a14imin	Time innovation module starts: Minutes	contin	numeric	
V293	MNAo1a	No. of new/significantly improved products/services introduced over last 3 yrs	discrete	numeric	During the last three years, how many new or significantly improved products did this establishment introduce in the market?
V294	MNAo1bx	Main new/significantly improved product/service	discrete	character	In fiscal year [insert last complete fiscal year], what was this establishment's main new or significantly improved product, that is, the new or significantly improved product that represented the largest proportion of annual sales (among all new or significantly improved products)?
V295	MNAo2a	Main new /significantly improved product/service new to local market	discrete	numeric	At the time of its introduction, was this establishment's main new or significantly improved product new to...? This establishment's local market

ID	Name	Label	Type	Format	Question
V296	MNAo2b	Main new /significantly improved product/service new to national market	discrete	numeric	At the time of its introduction, was this establishment's main new or significantly improved product new to...? [INSERT COUNTRY]
V297	MNAo2c	Main new /significantly improved product/service new to international market	discrete	numeric	At the time of its introduction, was this establishment's main new or significantly improved product new to...? International market
V298	MNAo3a	New product/service: Added new functions to existing product/service	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V299	MNAo3i	New product/service: Completed new function compared to the existing produce	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V300	MNAo3b	New product: Uses new materials/components that enhance its performance	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V301	MNAo3c	New product: Uses new technology	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V302	MNAo3d	New product: Looks different from the existing product	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V303	MNAo3h	New product/service: Cheaper to produce of offer	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V304	MNAo3e	New product/service: Completely new to the establishment	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V305	MNAo3g	New product/service: More efficient/easier to use	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V306	MNAo3f	New product/service: Other	discrete	numeric	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

ID	Name	Label	Type	Format	Question
V307	MNAo3fx	New product/service: Other specified	discrete	character	Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?
V308	MNAo4	% annual sales accounted for by new or significantly improved products/services	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales was accounted for by products that were introduced or significantly improved over the last three years?
V309	MNAo5	Way in which main new/significantly improved product/service introduced	discrete	numeric	Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?
V310	MNAo5x	Way in which main new/significantly improved product/service introduced (Other)	discrete	character	Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?
V311	MNAhb13a	Reason to introduce - replace an old product	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V312	MNAhb13d	Reason to introduce - extend the range of products	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V313	MNAhb13e	Reason to introduce - open up new markets	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V314	MNAhb13f	Reason to introduce - lower the cost	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V315	MNAhb13g	Reason to introduce - keep up with competition	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V316	MNAhb13h	Reason to introduce - comply with regulation	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V317	MNAhb13i	Reason to introduce - deal with a decrease in the demand	discrete	numeric	Does any of the following describe why this establishment introduced this main new or significantly improved product:
V318	MNAo6	Purchase/license inventions, patent, know-how to offer new product/service?	discrete	numeric	Did the establishment have to purchase or license any inventions, patent or know-how in order to start producing this new or significantly improved product?
V319	hb23	The source of the latest invention, patent or know-how licensed or purchased from	discrete	numeric	Was the latest invention, patent or know-how licensed or purchased from
V320	MNAo7a	Introduced new methods of supplying products/services over last 3 yrs	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved:

ID	Name	Label	Type	Format	Question
V321	MNAo7b	Introduced new logistics, delivery, distribution methods over last 3 yrs	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved:
V322	MNAo7c	Introduced new ancillary support services over last 3 yrs	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved:
V323	MNAo8x	Most important new/significantly improved method of supplying products/services	discrete	character	
V324	MNAo9a	New method of supplying products/services new to local market	discrete	numeric	At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:
V325	MNAo9b	New method of supplying products/services new to national market	discrete	numeric	At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:
V326	MNAo9c	New method of supplying products/services new to international market	discrete	numeric	At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:
V327	MNAo10a	New method of supplying products/services: change in techniques	discrete	numeric	Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:
V328	MNAo10b	New method of supplying products/services: change in machinery and equipment	discrete	numeric	Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:
V329	MNAo10c	New method of supplying products/services: change in software	discrete	numeric	Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:
V330	MNAo10d	New method of supplying products/services: management	discrete	numeric	Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:
V331	MNAhc8	Is this method similar to previous ones	discrete	numeric	Is this main new or significantly improved process similar to any process that was or is being used by this establishment?
V332	MNAhc9a	How the main new improved process is different - automates manual process	discrete	numeric	Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

ID	Name	Label	Type	Format	Question
V333	MNAhc9b	How the main new improved process is different - lower costs	discrete	numeric	Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?
V334	MNAhc9c	How the main new improved process is different - complements new machinery	discrete	numeric	Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?
V335	MNAhc9d	How the main new improved process is different - faster	discrete	numeric	Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?
V336	MNAhc9g	How the main new improved process is different - Other	discrete	numeric	Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?
V337	MNAhc9gx	How the main new improved process is different -Specify	discrete	character	Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?
V338	MNAo11	Way of intro of main new/significantly improved production/delivery method	discrete	numeric	Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?
V339	MNAo11x	Way of intro of main new/significantly improved production/delivery method (Oth)	discrete	character	Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?
V340	MNAhc16b	The reason to introduce - raise the quality of products or service	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V341	MNAhc16c	The reason to introduce - raise the volume of products or service	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V342	MNAhc16d	The reason to introduce - extend the range of the products or service	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V343	MNAhc16e	The reason to introduce - open up new market or increase the share	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?

ID	Name	Label	Type	Format	Question
V344	MNAhc16f	The reason to introduce - lower the cost of offering the service	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V345	MNAhc16g	The reason to introduce - keeo with competition	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V346	MNAhc16h	The reason to introduce - comply with regulation or standards	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V347	MNAhc16j	The reason to introduce - raise the flexibility	discrete	numeric	Does any of the following describe why this establishment introduced the main new or significantly improved process?
V348	MNAo12	Purchase/license inventions, patent, know-how to apply new process method?	discrete	numeric	Did the establishment have to purchase or license any inventions, patent or know-how in order to apply this new production or delivery method?
V349	MNAo13	Technology compared to the technology of establishment's main competitor	discrete	numeric	Thinking of this establishment's main product line and comparing this establishment's technology with that of its main competitor, which of the following best summarizes your position?
V350	MNAo14a	New knowledge management systems	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?
V351	MNAo14b	Introduction of management systems for general production or supply operations	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?
V352	MNAo14c	New methods for distributing responsibilities, decision making among employees	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?
V353	MNAo14d	Significant change to the management structure of the establishment	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?
V354	MNAo14e	New types of collaborations with businesses, research organisations, consumers	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?
V355	MNAo14f	Outsourcing, subcontracting of business activities for the first time	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?
V356	MNAo15a	Significant changes in the product's appearance	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

ID	Name	Label	Type	Format	Question
V357	MNAo15b	Introduction of a new method of advertising or product promotion	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?
V358	MNAo15c	Introduction of a new method of product placement or sales channels	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?
V359	MNAo15d	New pricing strategies to market the establishment's goods or services	discrete	numeric	During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?
V360	MNAo16	Spending on R&D within establishment over last 3 yrs?	discrete	numeric	During the last three years did this establishment spend on research and development activities within the establishment?
V361	MNAo17	Expenditures on R&D within establishment in last fiscal yr (LCU)	discrete	numeric	In fiscal year [INSERT last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? Please include personnel cost, materials and purchase of fixed assets.
V362	MNAo18	Spending on R&D contracted with other companies over last 3 yrs?	discrete	numeric	During the last three years, did this establishment spend on research and development activities contracted with other companies?
V363	MNAo19	Expenditures on R&D contracted with other companies in last fiscal yr (LCU)	discrete	numeric	In fiscal year [INSERT last complete fiscal year], how much did this establishment spend on research and development activities contracted with other companies?
V364	MNAo20	Spending on acquisition of external knowledge over last 3 yrs?	discrete	numeric	During the last three years, did this establishment spend on the acquisition of external knowledge? This includes purchase or licensing of patents and non-patented inventions, know-how and other types of knowledge from other businesses or organizations.
V365	MNAo21	Source of purchase or license of the latest invention, patent or know-how	discrete	numeric	Was the latest invention, patent or know-how licensed or purchased from:
V366	MNAo22a	% of workforce that regularly used PCs in their jobs at end last fiscal yr	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], what percent of this establishment's workforce regularly used personal computers in their jobs?
V367	MNAo22b	% of workforce that regularly used PCs in their jobs 3 fiscal yrs ago	discrete	numeric	Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], what percent of this establishment's workforce regularly used personal computers in their jobs?
V368	MNAo23a	Ever been granted a patent?	discrete	numeric	Has this establishment ever been granted a patent?
V369	MNAo23b	Apply for a patent/trademark over last 3 yrs?	discrete	numeric	During the last three years, did this establishment apply for a patent or a trademark?

ID	Name	Label	Type	Format	Question
V370	MNAo23cx	Country/countries where establishment applied for a patent/trademark	discrete	character	During the last three years, in which country or countries did this establishment apply for a patent or a trademark?
V371	MNAo23d	Granted a patent/trademark over last 3yrs?	discrete	numeric	During the last three years, has this establishment been granted a patent or a trademark?
V372	MNAr1	Dealing with problems in the production process over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what best describes what happened at this establishment when a problem in the production process arose?
V373	MNAr2	Number of production performance indicators monitored over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], how many production performance indicators were monitored at this establishment?
V374	MNAr6	Time frame of production targets over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what best describes the time frame of production targets at this establishment? Examples of production targets are: production, quality, efficiency, waste, on-time delivery.
V375	MNAr7	Achievement of production targets over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], how easy or difficult was it for this establishment to achieve its production targets?
V376	MNAr8	Awareness of production targets over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], who was aware of the production targets at this establishment?
V377	MNAr11	Basis for managers' performance bonuses over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what were managers' performance bonuses usually based on?
V378	MNAr13	Primary way of promoting non-managers over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what was the primary way non-managers were promoted at this establishment?
V379	MNAr15	Reassignment/dismissal of under-performing non-manager over last fiscal yr	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], when was an under-performing non-manager reassigned or dismissed?
V380	a15iy	Time innovation module ends: Year	discrete	numeric	Time innovation module interview ends:
V381	a15im	Time innovation module ends: Month	discrete	numeric	Time innovation module interview ends:
V382	a15id	Time innovation module ends: Day	contin	numeric	Time innovation module interview ends:
V383	a15ih	Time innovation module ends: Hour	discrete	numeric	Time innovation module interview ends:
V384	a15imin	Time innovation module ends: Minutes	contin	numeric	Time innovation module interview ends:
V385	a23	Mode of questionnaire implementation	discrete	numeric	

ID	Name	Label	Type	Format	Question
V386	a23x	Mode of questionnaire implementation (Other)	discrete	character	
V387	a24	Innovation module respondent same as main questionnaire respondent?	discrete	numeric	Same respondent as for the main interview?
V388	a15a1ax	Main Respondent Position In The Firm	discrete	character	Information about the respondent for the innovation module
V389	a15a2a	Main Respondent Years Working In The Firm:	discrete	numeric	Information about the respondent for the innovation module
V390	MNAa15a4a	Main respondent's yrs in the position	discrete	numeric	Information about the respondent for the innovation module
V391	a15a3a	Main Respondent Gender	discrete	numeric	Information about the respondent for the innovation module
V392	a15a1bx	Second Respondent Position In The Firm	discrete	character	Information about the respondent for the innovation module
V393	a15a2b	Second Respondent Years Working In The Firm:	discrete	numeric	Information about the respondent for the innovation module
V394	MNAa15a4b	Second respondent's yrs in the position	discrete	numeric	Information about the respondent for the innovation module
V395	a15a3b	Second Respondent Gender	discrete	numeric	Information about the respondent for the innovation module
V396	a15a1cx	Third Respondent Position In The Firm	discrete	character	Information about the respondent for the innovation module
V397	a15a2c	Third Respondent Years Working In The Firm:	discrete	numeric	Information about the respondent for the innovation module
V398	MNAa15a4c	Third respondent's yrs in the position	discrete	numeric	Information about the respondent for the innovation module
V399	a15a3c	Third Respondent Gender	discrete	numeric	Information about the respondent for the innovation module
V400	a16	Perception Of The Questions Regarding Opinions And Perceptions	discrete	numeric	It is my perception that the responses to the questions regarding opinions and perceptions:
V401	a17	Responses To The Questions About Figures Are...	discrete	numeric	The responses to the questions regarding figures (productivity and employment numbers):
V402	d1a1x	Main Product/Service (By The Largest % Of Annual Sales) In Last Fiscal Year	discrete	character	In fiscal year [insert last complete fiscal year], what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?
V403	I5	Num. Full-time Employees At End Of Last Fiscal Yr: female	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?
V404	proceed_refuse_innovation	Proceed refuse innovation	discrete	numeric	
V405	eligible_for_innovation	Eligible for innovation module	discrete	numeric	
V406	MNAI4	How many permanent, full-time individuals in this establishment were younger tha	discrete	numeric	
V407	A15a4	Number of respondents if more than 1	discrete	numeric	Information about the respondent for the innovation module

ID	Name	Label	Type	Format	Question
V408	a15a1dx	Position in the firm (fourth respondent)	discrete	character	Information about the respondent for the innovation module
V409	a15a2d	Years with the firm (fourth respondent)	discrete	numeric	Information about the respondent for the innovation module
V410	MNAa15a4d	Years in the position (fourth respondent)	discrete	numeric	Information about the respondent for the innovation module
V411	a15a3d	Gender (fourth respondent)	discrete	numeric	Information about the respondent for the innovation module
V412	a12	Interviewer Number	discrete	character	Interviewer code
V413	wstrict	Weight according to strict eligibility	contin	numeric	
V414	wmedian	Weight according to median eligibility	contin	numeric	
V415	wweak	Weight according to weak eligibility	contin	numeric	
V416	strata	group(a2 a4anew a6a)	discrete	numeric	
V417	a7	Establishment Is Part Of A Large Firm	discrete	numeric	



## interview number (id)

File: Djibouti-2013-full data

**Overview**

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 9	Minimum: 110100201
Decimals: 0	Maximum: 130327001
Range: 110100201-130327001	

## WEB STD FIRMIID (idstd)

File: Djibouti-2013-full data

**Overview**

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 6	Minimum: 544645
Decimals: 0	Maximum: 544910
Range: 544645-544910	

**Description**

Global unique identifier

## id (phoneid)

File: Djibouti-2013-full data

**Overview**

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 10	Minimum: 5900100001
Decimals: 0	Maximum: 5900561003
Range: 5900100001-5900561003	

**Description**

Economy unique identifier

## Year (a14y)

File: Djibouti-2013-full data

**Overview**

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: 2013-2013	

**Literal question**Date face-to-face interview begins:  
Year (yyyy)

## Month (a14m)

File: Djibouti-2013-full data

**Overview**

## Month (a14m)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 6-9

Valid cases: 266  
 Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Date face-to-face interview begins:  
 Month (mm)

## Day (a14d)

### File: Djibouti-2013-full data

#### Overview

Type: Continuous  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-31

Valid cases: 266  
 Invalid: 0  
 Minimum: 1  
 Maximum: 31

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Date face-to-face interview begins:  
 Day (dd)

## Hour (a14h)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 6-19

Valid cases: 266  
 Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Time face-to-face interview begins:  
 Hour (00 to 23)

## Minutes (a14min)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 0-59

Valid cases: 266  
 Invalid: 0  
 Minimum: 0  
 Maximum: 59

## Minutes (a14min)

File: Djibouti-2013-full data

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Time face-to-face interview begins:  
Minutes (00 to 59)

## Year (a15y)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: 2013-2013	

### Literal question

Time face-to-face interview ends

## Month (a15m)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 6-9	

### Literal question

Time face-to-face interview ends

## Day (a15d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 1-31	

### Literal question

Time face-to-face interview ends

## Hour (a15h)

File: Djibouti-2013-full data

### Overview

## Hour (a15h)

### File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 7-19

Valid cases: 266  
Invalid: 0

#### Literal question

Time face-to-face interview ends

## Minutes (a15min)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 0-59

Valid cases: 266  
Invalid: 0

#### Literal question

Time face-to-face interview ends

## Questionnaire (a0)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-3

Valid cases: 266  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Interviewer instructions

Questionnaire used in the interview. It is defined according to the screener sector of activity of the establishment

## Country Code (a1)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: 38-150

Valid cases: 266  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Language Of The Interview (a1a)

### File: Djibouti-2013-full data

## Language Of The Interview (a1a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: character	Invalid: 0
Width: 6	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Sampling Region (a2)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-1	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Sampling region defines the region stratum of the establishment  
It is defined by the regional classification of the establishment in the sample frame

## Region Of The Establishment (a3a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-1	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Codification of a3x into regions of homogeneous regulation and or business environment conditions, for ex. into regional clusters

## is this city the official capital city? (a3b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

## is this city the official capital city? (a3b)

File: Djibouti-2013-full data

Is this city the official capital city?

## is this city the main business city? (a3c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Is this city the main business city?

## Size Of Locality (a3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-5	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Location control variable: it is defined by the actual location of the establishment

## Industry Sampling Sector (a4a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-3	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Classification of the establishment's activity as defined in the sample frame

## Industry Screener Sector (a4b)

File: Djibouti-2013-full data

## Industry Screener Sector (a4b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: 0-6064	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Classification of the establishment's activity as defined by the screener questionnaire

## Sector Match Between Screener Information And Sample Frame (a5)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-3	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Sector match between screener information and sample frame

## Sampling Size (a6a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-3	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Size of the establishment taken from the sample frame

## Screener Size (a6b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-3	

## Screeners Size (a6b)

### File: Djibouti-2013-full data

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Interviewer instructions

Size of the establishment as determined with the screener questionnaire

## Establishment part of a larger firm? (a7a1)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 266  
Invalid: 0

## Organization headquarter or subsidiary (a7b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 25  
Invalid: 241

## Number Of Establishments In The Firm (a7a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 2-12

Valid cases: 25  
Invalid: 241

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Number of establishments that form the firm

## Type Of Establishment (a8)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 25  
Invalid: 241

## Type Of Establishment (a8)

### File: Djibouti-2013-full data

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Type of establishment

#### Interviewer instructions

Identifies type of establishment for those that are part of larger firms

## Establishment's Financial Statements Prepared Separately from HQ Statements (a9)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 6  
Invalid: 260

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Are establishment's financial statements prepared separately from HQ's statements?

#### Interviewer instructions

Information taken from the screener questionnaire

## Establishment's Financial Statements Separate from Other Establishments (a10)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 2  
Invalid: 264

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Are establishment's financial statements prepared separately from other establishments of the same firm?

#### Interviewer instructions

Information taken from the screener questionnaire

## If HQ, Financial Statements Independent Of The Rest Of Establishment (a11)

### File: Djibouti-2013-full data

#### Overview

## If HQ, Financial Statements Independent Of The Rest Of Establishment (a11)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 19  
Invalid: 247

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

If HQ, are financial statements independent from the rest of establishments?

### Interviewer instructions

Information taken from the screener questionnaire

## How Many Establishments Are Included In The Financial Statements? (a11a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 2-10

Valid cases: 24  
Invalid: 242

## Legal Status of the Firm (b1)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-6

Valid cases: 266  
Invalid: 0

### Pre question

1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. The goal of this survey is to gather information and opinions about the investment climate in this country. 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 your business will be used in any document based on this survey.

2) READ OUT THE FOLLOWING INTRODUCTORY SENTENCE ONLY IF A7 = 1 (yes): The first few questions apply to the firm which your establishment is part of.

3) SHOW CARD

### Literal question

What is this firm's current legal status?

### Post question

If answer is 3 then SKIP TO B.2

### Interviewer instructions

## Legal Status of the Firm (b1)

### File: Djibouti-2013-full data

A firm's legal status is information well known for the target respondent: CEO, General Manager or owner of the firm. ENUMERATORS DO NOT NEED TO KNOW THE DEFINITION OF EACH TYPE OF LEGAL STATUS.

A firm's legal status is first determined by whether participation on ownership is by shares (first 2 options) or not (options 3 and 4). The fifth option is a combination of the previous ones.

If a firm's shares are publicly traded, it is a shareholding company with shares traded in the stock market. If the shares are not traded or they are traded only privately it is a shareholding company with shares traded privately. A shareholding company with shares traded privately is a firm that is owned by partners or shareholders for whom their claims over the firm are not publicly traded. They may or may not be traded privately. In both of these categories firms have limited liability.

A sole proprietorship is a business owned and operated by one individual natural person. A natural person is a real human being, as opposed to an artificial legal entity such as a corporation or organization that the law treats for some purposes as if it were a person distinct from its members or owner(s).

A firm's legal status defines the extent of the liability which defines the level of responsibility of the owner over the firm's obligations. Under limited liability each owner is only responsible for the proportion of his/her shares.

A partnership allows two or more people to share profits and liabilities, with or without privately held shares. In a partnership, the parties could be individuals, corporations, trusts, other partnerships, or a combination of all of the above. The essential characteristic of this partnership is the unlimited liability of every partner.

Limited partnership is a legal form that includes one or several general partners and one or more limited partners who invest capital into the partnership, but do not take part in the daily operation or management of the business. The limited partners limit their amount of liability to the amount of capital invested in the partnership. The general partners personally shoulder all debts and obligations of the partnership. Business operations are governed, unless otherwise specified in a written agreement, by majority vote of voting partners. Limited liability partnerships are separate legal entities that provide liability protection for all general partners as well as management rights in the business.

Cooperatives and state owned firms should be designated as Other. When other is chosen, the actual form of legal status must be specified in writing by the enumerator on the survey instrument.

## Other (Specify) (b1x)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete

Format: character

Width: 10

Valid cases: 1

Invalid: 0

#### Literal question

What is this firm's current legal status?

Other

#### Interviewer instructions

## Other (Specify) (b1x)

### File: Djibouti-2013-full data

A firm's legal status is information well known for the target respondent: CEO, General Manager or owner of the firm. ENUMERATORS DO NOT NEED TO KNOW THE DEFINITION OF EACH TYPE OF LEGAL STATUS.

A firm's legal status is first determined by whether participation on ownership is by shares (first 2 options) or not (options 3 and 4). The fifth option is a combination of the previous ones.

If a firm's shares are publicly traded, it is a shareholding company with shares traded in the stock market. If the shares are not traded or they are traded only privately it is a shareholding company with shares traded privately. A shareholding company with shares traded privately is a firm that is owned by partners or shareholders for whom their claims over the firm are not publicly traded. They may or may not be traded privately. In both of these categories firms have limited liability.

A sole proprietorship is a business owned and operated by one individual natural person. A natural person is a real human being, as opposed to an artificial legal entity such as a corporation or organization that the law treats for some purposes as if it were a person distinct from its members or owner(s).

A firm's legal status defines the extent of the liability which defines the level of responsibility of the owner over the firm's obligations. Under limited liability each owner is only responsible for the proportion of his/her shares.

A partnership allows two or more people to share profits and liabilities, with or without privately held shares. In a partnership, the parties could be individuals, corporations, trusts, other partnerships, or a combination of all of the above. The essential characteristic of this partnership is the unlimited liability of every partner.

Limited partnership is a legal form that includes one or several general partners and one or more limited partners who invest capital into the partnership, but do not take part in the daily operation or management of the business. The limited partners limit their amount of liability to the amount of capital invested in the partnership. The general partners personally shoulder all debts and obligations of the partnership. Business operations are governed, unless otherwise specified in a written agreement, by majority vote of voting partners. Limited liability partnerships are separate legal entities that provide liability protection for all general partners as well as management rights in the business.

Cooperatives and state owned firms should be designated as Other. When other is chosen, the actual form of legal status must be specified in writing by the enumerator on the survey instrument.

## What Percentage Of This Firm Does The Largest Owner(s) Own? (b3)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

#### Literal question

What percent of this firm does the largest owner or owners own?

## % owned by Private Domestic Individuals, Companies Or Organizations (b2a)

### File: Djibouti-2013-full data

#### Overview

## % owned by Private Domestic Individuals, Companies Or Organizations (b2a)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

What percent of this firm is owned by each of the following:  
Private domestic individuals, companies or organizations

### Interviewer instructions

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % owned by Private Foreign Individuals, Companies Or Organizations (b2b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

What percent of this firm is owned by each of the following:  
Private foreign individuals, companies or organizations

### Interviewer instructions

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % owned by Government/State (b2c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-77

Valid cases: 266  
 Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

What percent of this firm is owned by each of the following:  
 Government/State

#### Post question

IF 100% TERMINATE

#### Interviewer instructions

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % owned by Other (b2d)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 266  
 Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

What percent of this firm is owned by each of the following:  
 Other

#### Interviewer instructions

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Is the Principal owner a female? (MNAb4a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Is the principal owner, or one of the principal owners, a female? (The principal owner is the person or persons with the largest ownership share)

## Amongst the owners of the firm, are there any females? (b4)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 222
Format: numeric	Invalid: 44
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Amongst the owners of the firm, are there any females?

## % of the firm owned by females (b4a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 57
Format: numeric	Invalid: 209
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

What percentage of the firm is owned by females?

## How was the firm established? (MNAq5)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-6	

### Literal question

How was this firm established?

## How was the firm established (Other) (MNAq5x)

File: Djibouti-2013-full data

## How was the firm established (Other) (MNAq5x)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: character  
Width: 33

Valid cases: 2  
Invalid: 0

#### Literal question

How was this firm established?

## Year Establishment Began Operations (b5)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2012

Valid cases: 266  
Invalid: 0

#### Pre question

READ ONLY IF A7=1 (yes)  
I want to proceed by asking you about this establishment only.

#### Literal question

In what year did this establishment begin operations?

#### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

#### Interviewer instructions

The objective of this question is to obtain the year in which operations started regardless of who was the owner at the time.

The year when the establishment began operation refers to the year in which the establishment actually started producing (or providing services), not to the year in which it was registered for the first time.

If the establishment was privatized, then the date provided should refer to when the original government-owned establishment began operations.

If the establishment changed its production significantly to change sector classification, then the year when that took place should be provided.

## Number Of Full-Time Employees Of The Establishment When It Started Operations (b6)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2001

Valid cases: 266  
Invalid: 0

#### Literal question

How many full-time employees did this establishment employ when it started operations? Please include all employees and managers

#### Interviewer instructions

The number of permanent, full-time employees for the time that the enterprise began operations should be provided. All employees and managers (including respondent) should be included.

## Was Establishment Formally Registered When It Began Operations? (b6a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Was this establishment formally registered when it began operations?

### Interviewer instructions

Registering refer to registration with the national registry (public or private).  
If and only if the respondent asks what formal registration means explain that it's when the establishment registered with: XXXXXXX "Ministry or department"

## In What Year Was This Establishment Formally Registered? (b6b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: -9-2012	

### Literal question

In what year was this establishment formally registered?

### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR.

### Interviewer instructions

Year of registration refers to the year in which the establishment completed the registration as explained in B.6a.

## How Many Years Of Experience Working In This Sector Does The Top Manager Have? (b7)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-60	

### Literal question

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

### Interviewer instructions

Top Manager as defined in B.7a. B.7 refers to years of Top Manager's managerial experience in the type of sector in which the establishment presently operates.

## Is The Top Manager Female? (b7a)

File: Djibouti-2013-full data

## Is The Top Manager Female? (b7a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Is the Top Manager female?

## Highest level of Top Manager education (MNAb7b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-5	

### Literal question

What is the highest level of education completed by the Top Manager?

## Does Establishment Have An Internationally-Recognized Quality Certification? (b8)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Does this establishment have an internationally-recognized quality certification?

### Post question

INTERVIEWER: If there is need for clarification, some examples are: ISO 9000, 9002 or 14000

### Interviewer instructions

The question refers exclusively to internationally recognized certifications. Examples are: ISO (International Organization for Standardization) for manufacturing and services, HACCP (Hazard Analysis and Critical Control Point) for food (especially, but not exclusively, for seafood and juices), and AATCC (American Association of Textiles Chemists and Colorists) for textiles.

Certificates granted only nationally not recognized in international markets are not included.

## Application To Obtain An electrical connection Submitted Over The Last 2 Years (c3)

File: Djibouti-2013-full data

### Overview

## Application To Obtain An electrical connection Submitted Over The Last 2 Years (c3)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. Now, we turn to the establishment's operations in fiscal year [insert last complete fiscal year].

### Literal question

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

### Post question

If answer is No or Don't Know then GO TO QUESTION C.6

### Interviewer instructions

Application for electrical connection.  
Electrical connection refers to a new connection or to an increase in voltage of an existing connection that requires an application.

## How Many Days Did It Take For You To Receive An Electrical Connection Service? (c4)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-210

Valid cases: 27  
Invalid: 239

### Literal question

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?

### Interviewer instructions

Wait for electrical connection. Self-explanatory

## Informal Gift/Payment Expected Or Requested For An Electrical Connection? (c5)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 27  
Invalid: 239

### Literal question

In reference to that application for an electrical connection, was an informal gift or payment expected or requested?

### Interviewer instructions

- 1) Bribe for electrical connection. Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Over last FY, Did This Establishment Experience Power Outages? (c6)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment experience power outages?

### Post question

If answer is No or Don't Know GO TO QUESTION C.10

### Interviewer instructions

A power outage occurs when there is equipment malfunction from the failure of adequate supply of power. Blackouts that cause some, but not all equipment to malfunction are also considered power outages.

## Number Of Power Outages Experienced In A Typical Month In Last Fiscal Year (c7)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 215
Format: numeric	Invalid: 51
Width: 2	
Decimals: 0	
Range: -9-70	

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], how many power outages did this establishment experience?

### Interviewer instructions

If power outages are seasonal the interviewer should ask the respondent to calculate the number of outages in a typical month, excluding both the months in which outages are most frequent and the months where outages are most infrequent. The concept of a typical month must be well understood since it is used several times throughout the questionnaire: it is the most common type of month in the year regarding the characteristic being asked. Thus, for answers such as "electrical outages once every 3 months" in a typical month there are 0 outages (since there will be outages only in 4 months of the year and in the rest 8 months there will be no outages). For the answer "once every other month" write 1 since there will be 6 months with outages and 6 months without them.

## Comment (c7x)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 3
Format: character	Invalid: 0
Width: 6	

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], how many power outages did this establishment experience?

## How Long Did The Average Power Outage Last? (c8)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-15

Valid cases: 182  
Invalid: 84

### Literal question

How long did these power outages last on average?

### Interviewer instructions

This refers to the duration of the power outages in a typical month. The respondent should calculate average duration of power outages in the typical month.

## In last FY, losses as % of annual sales due to power outages (c9a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-50

Valid cases: 199  
Invalid: 67

### Literal question

Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses.

Loss as percent of total annual sales due to power outages

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH c9a or c9b

### Interviewer instructions

Losses because of power outages: The Manager should estimate the amount of production lost because of power outages.

## In last FY, value of losses due to power outages (c9b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-2300000

Valid cases: 16  
Invalid: 250

### Literal question

Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses.

Annual losses due to power outages

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH c9a or c9b

### Interviewer instructions

Losses because of power outages: The Manager should estimate the amount of production lost because of power outages.

## Generator Shared Or Owned Over The Course Of Last Fiscal Year? (c10)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the course of fiscal year [insert last complete fiscal year], did this establishment own or share a generator?

### Post question

If answer is No or Don't Know then GO TO QUESTION C.12

### Interviewer instructions

Establishment owns or shares a generator. Self-explanatory

## % Electricity From Generator Owned/Shared By The Establishment In Last Fiscal Yr (c11)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 189
Format: numeric	Invalid: 77
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's electricity came from a generator or generators that the establishment owned or shared?

### Interviewer instructions

Percentage of electricity from own or shared generator. Self-explanatory

## Application To Obtain A Water Connection Submitted Over The Last 2 Years (c12)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last two years, did this establishment submit an application to obtain a water connection?

### Post question

If answer is No or Don't Know then GO TO QUESTION C.15

### Interviewer instructions

Application for water connection. Self-explanatory

## How Many Days Did It Take For You To Obtain A Water Connection? (c13)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-120

Valid cases: 24  
Invalid: 242

### Literal question

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

### Interviewer instructions

Wait for water connection. Self-explanatory

## When You Applied For A Water Connection, Was An Informal Gift/payment Requested? (c14)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 24  
Invalid: 242

### Literal question

In reference to that application for a water connection, was an informal gift or payment expected or requested?

### Interviewer instructions

- 1) Bribe for water connection. Self-explanatory
- 2) Sensitive question, no clarification can be offered.

## Did You Experience Insufficient Water Supply For Production In Last Fiscal Yr? (c15)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 64  
Invalid: 202

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment experience insufficient water supply for production?

### Interviewer instructions

Insufficient water supply: whenever there is equipment failure or cessation of production operations due to the lack of or reduction in water supply.

## Frequency Of Incidents Of Water Shortages In A Typical Month In Last Fiscal Yr (c16)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-30

Valid cases: 25  
Invalid: 241

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], how many incidents of insufficient water supply did this establishment experience?

### Interviewer instructions

Incidents of insufficient water supply per month can be estimated by considering the number of times water insufficiencies took place per month. The respondent should be asked to exclude months when water insufficiencies are rare or months when water insufficiencies are extreme from the calculation. The calculation should be made based on a typical month. Zero is the answer only if no insufficiencies occurred in a typical month.

## Average Length Of Water Shortages (Affecting Production) In Last Fiscal Year (c17)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-72

Valid cases: 17  
Invalid: 249

### Literal question

How long did these incidents of insufficient water supply last on average?

### Interviewer instructions

Duration of a water shortage can be estimated by considering the average duration of water insufficiencies that took place in a typical month.

## % Of Water Supply (Used In Production) From Public Sources In Last Fiscal Year (c18)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 55  
Invalid: 211

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following?

Water from public sources

## % of water supply from own or shared well (MNAc18a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-60

Valid cases: 55  
Invalid: 211

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following?  
Your own well or shared well

## % of water supply purchased from private vendors (MNAc18b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 55  
Invalid: 211

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following?  
Purchased from private vendors

## % of water supply from other (MNAc18c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-0

Valid cases: 55  
Invalid: 211

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Other

## Do You Currently Communicate With Clients And Suppliers By E-Mail? (c22a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

At the present time, does this establishment use e-mail to communicate with clients or suppliers?

## Do You Currently Communicate With Clients And Suppliers By E-Mail? (c22a)

File: Djibouti-2013-full data

### Interviewer instructions

E-mail and website use.

Web page should be considered as part of the website.

Website use includes cases when the establishment has its own website but does not actually do any direct communication with clients or suppliers via the website.

## Establishment has its own website (c22b)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: -9-2

Valid cases: 266

Invalid: 0

### Literal question

At the present time, does this establishment use its own website?

### Interviewer instructions

E-mail and website use.

Web page should be considered as part of the website.

Website use includes cases when the establishment has its own website but does not actually do any direct communication with clients or suppliers via the website.

## Cell phones used in operations of the establishment (c28)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: -9-2

Valid cases: 266

Invalid: 0

### Literal question

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

### Post question

If answer is No or Do Not Know then GO TO QUESTION C.30

## How Much Of An Obstacle: Electricity To Operations Of This Establishment? (c30a)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: -9-4

Valid cases: 266

Invalid: 0

### Pre question

## How Much Of An Obstacle: Electricity To Operations Of This Establishment? (c30a)

File: Djibouti-2013-full data

SHOW CARD

### Literal question

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

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered.

## Change in total costs if electricity no longer an obstacle (MNAc31a1)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 236  
Invalid: 30

### Literal question

Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if electricity is no longer an obstacle?

## Expected % decrease in total costs - electricity no obstacle (MNAc31a3)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-50

Valid cases: 35  
Invalid: 231

### Literal question

By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?

## How Much Of An Obstacle: Telecommunications To Operations Of This Establishment? (c30b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

## How Much Of An Obstacle: Telecommunications To Operations Of This Establishment? (c30b)

File: Djibouti-2013-full data

### Literal question

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

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered.

## First Product/Service Isic Code (d1a2)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 266
Format: numeric	Invalid: 0
Width: 4	Minimum: 1511
Decimals: 0	Maximum: 7290
Range: 1511-7290	

### Pre question

INTERVIEWER: THE FOLLOWING QUESTION IS NOT PART OF THE INTERVIEW. IT WILL BE FILLED OUT IN THE OFFICE.

### Literal question

PLEASE CHOOSE THE 4-DIGIT ISIC REV 3.1 CODE THAT BEST APPLIES TO THE ESTABLISHMENT'S MAIN ACTIVITY AND PRODUCT.

### Interviewer instructions

Categorize the products according to standard industry classification codes. The enumerator should show the respondent the list of codes that correspond to the products identified to ensure agreement with the categorization. The respondent should be directed to look at the card only after he has provided the answer to D.1a1. It may be that all major products fall into one category or that the establishment has only one main product. If the respondent does not know the code, the enumerator should write the sector and look for the corresponding code in the list of codes before submitting the completed questionnaire.

For the codes use United Nations ISIC Rev.3.1.

## First Product/Service, Percent Of Total Annual Sales (d1a3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

What percentage of total sales does the main product represent?

### Interviewer instructions

The main product is defined in terms of sales in monetary value not volume.

## In Last Fiscal Year, What Were This Establishment'S Total Annual Sales? (d2)

File: Djibouti-2013-full data

## In Last Fiscal Year, What Were This Establishment'S Total Annual Sales? (d2)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 10	
Decimals: 0	
Range: -9-5070000000	

### Literal question

In fiscal year [insert last complete fiscal year], what were this establishment's total annual sales?

### Interviewer instructions

Total sales include the value of all annual sales counting manufactured goods and goods the establishment has bought for trading. For ex. if an establishment makes blue jeans and also imports blue jeans for resale, total sales is the value of all blue jeans sold, both produced and imported. Revenue or receipts for all services rendered and any sales of merchandise for the year, even if the payment may have been received at a later date, are included in total sales.

## Total annual sales last fiscal yr (check) (d2b)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 238
Format: numeric	Invalid: 28
Width: 10	Minimum: 1200000
Decimals: 0	Maximum: 5070000000
Range: 1200000-5070000000	

## What Were the Establishment Sales 3 years ago (FY 2009) (n3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 10	
Decimals: 0	
Range: -9-4000000200	

### Literal question

In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?

### Interviewer instructions

Total sales three complete fiscal years ago include the value of all annual sales counting manufactured goods and goods the establishment has bought for trading. If an establishment makes blue jeans and also imports blue jeans for resale, total sales is the value of all blue jeans sold, both produced and imported. Revenue or receipts for all services rendered and any sales of merchandise for the year even though payment may have been received at a later date are included in total sales. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

## % of sales: National sales (d3a)

File: Djibouti-2013-full data

### Overview

## % of sales: National sales (d3a)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 266  
 Invalid: 0

#### Pre question

- 1) SHOW CARD
- 2) INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

#### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were:  
 National sales

#### Post question

IF 100, GO TO QUESTION D.10

#### Interviewer instructions

- 1) Where sales are made. The purpose of this question is to determine where the establishment's customers are located.

Domestic sales are when goods or services are sold inside the borders of the country.

An indirect export is when the manufacturer sells its goods to a trader or another agent who then exports the product without modifications. Products that the manager knows are smuggled abroad should be counted as indirect exports.

Direct export is the sale of goods where the immediate recipient is outside the borders of the country.

- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % o sales: Indirect exports (d3b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 266  
 Invalid: 0

#### Pre question

- 1) SHOW CARD
- 2) INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

#### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were:  
 Indirect exports (sold domestically to third party that exports products)

#### Post question

IF 100, GO TO QUESTION D.8

#### Interviewer instructions

- 1) Where sales are made. The purpose of this question is to determine where the establishment's customers are located.

Domestic sales are when goods or services are sold inside the borders of the country.

An indirect export is when the manufacturer sells its goods to a trader or another agent who then exports the product without modifications. Products that the manager knows are smuggled abroad should be counted as indirect exports.

Direct export is the sale of goods where the immediate recipient is outside the borders of the country.

- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % of sales: Direct exports (d3c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

## In last FY, avg. num. of days for exported goods to clear customs? (d4)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-45

Valid cases: 9  
Invalid: 257

### Literal question

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

### Interviewer instructions

Clearing customs for direct exports. The purpose of this question is to determine the efficiency of customs in clearing goods for export.

Main point of exit is the last domestic location (e.g. port, border crossing, airport, or internal custom) from which the goods leave the country.

Whenever different ports of exit are used this question refers to the port where "most goods" exit defined in terms of consignment value (not physical units).

Goods cleared customs They refer to the time it takes to obtain all clearances required from the moment the goods arrived at their point of exit until the moment they satisfy the requirements of the clearance procedures at the customs office. This includes transit procedures.

Average number of days to clear customs. Prompt the respondent to think of all shipments sent to the main point of exit and estimate an average time it took from the time the shipments arrived to the time they left that point of exit.

## In last FY, Export Losses Due To Theft As % Of value of products (d6)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-1

Valid cases: 9  
Invalid: 257

### Literal question

In fiscal year [insert last complete fiscal year], what percent of the consignment value of the products exported directly was lost while in transit because of theft?

## In last FY, Export Losses Due To Breakage Or Spoilage As % Of value of products (d7)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 9
Format: numeric	Invalid: 257
Width: 2	
Decimals: 0	
Range: -9-1	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of the consignment value of the products exported directly was lost while in transit because of breakage or spoilage?

## In What Year Did This Establishment First Export Directly Or Indirectly? (d8)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 77
Format: numeric	Invalid: 189
Width: 4	
Decimals: 0	
Range: -9-2012	

### Literal question

In which year did this establishment first export directly or indirectly?

### Interviewer instructions

First exported directly or indirectly. The purpose of this question is self-explanatory.

## Main country of destination for this establishment's exports (MNAd7x)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 77
Format: character	Invalid: 0
Width: 50	

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?

## In last FY, % of value of products lost in transit due to theft (d10)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 253
Format: numeric	Invalid: 13
Width: 2	
Decimals: 0	
Range: -9-50	

### Literal question

## In last FY, % of value of products lost in transit due to theft (d10)

### File: Djibouti-2013-full data

In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?

## In last FY, % of value of products lost in transit due to breakage or spoilage? (d11)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-35

Valid cases: 253  
Invalid: 13

#### Literal question

In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?

## % Of Material Inputs And Supplies Of Domestic Origin In Last Fiscal Year (d12a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 64  
Invalid: 202

#### Pre question

SHOW CARD

#### Literal question

In fiscal year [insert last complete fiscal year], as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were:  
Material inputs or supplies of domestic origin

#### Interviewer instructions

1) The purpose of this question is to determine from where the inputs for production are obtained and purchased.

The calculation is done as a percent of all purchases of supplies and inputs purchased by the establishment for the fiscal year.

Inputs are materials that go through a mechanical, physical, or chemical transformation that will ultimately make up some portion of the final good produced. Lumber in a furniture factory is a good example of an input.

Supplies are materials or products that are used, expended, consumed, but will not comprise the final good produced. Pencils and writing paper are good examples of a supply.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % Of Material Inputs And Supplies Of Foreign Origin In Last Fiscal Year (d12b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 64
Format: numeric	Invalid: 202
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were:  
Material inputs or supplies of foreign origin

## Were Any Of These Material Inputs And Supplies Imported Directly? (d13)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 48
Format: numeric	Invalid: 218
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

### Post question

If answer is No or Don't Know then GO TO QUESTION D.16

### Interviewer instructions

The purpose of this question is to determine if the establishment has any interaction with customs when importing inputs and other materials.

## Avg. num. of Days For Imported Goods To Clear Customs In Last Fiscal Year (d14)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 29
Format: numeric	Invalid: 237
Width: 2	
Decimals: 0	
Range: -9-10	

### Literal question

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

### Interviewer instructions

## Avg. num. of Days For Imported Goods To Clear Customs In Last Fiscal Year (d14)

File: Djibouti-2013-full data

The purpose of these questions is to measure the efficiency of customs clearance of imports.

Goods cleared customs includes all clearances required from the moment the goods arrived at their point of entry (e.g., port, airport) until the moment they satisfy the requirement of the clearance procedures at the customs office and can be picked up. It does not include time spent on transportation to reach the point of entry.

Average number of days to clear customs. Prompt respondent to think of various shipments destined to the establishment that originated from abroad, and to estimate an average of the time it took when the shipment arrived to the country's point of entry to the time the establishment was allowed to claim them and begin domestic transport.

## Longest number of days to clear customs in last fiscal yr (direct import) (MNAd14b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-30

Valid cases: 29  
Invalid: 237

### Literal question

In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, what was the longest number of days that it took from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?

## Avg. days of inventory of most important input kept by establishment (d16)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-365

Valid cases: 64  
Invalid: 202

### Literal question

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?

### Post question

INTERVIEWER: IF RESPONDENT REQUIRES CLARIFICATION, DEFINE AS STOCK ON HAND

### Interviewer instructions

Days of inventory of main input. The purpose of this question is to assess the efficiency in the supply chain. When firms have to maintain a high level of stock, because they cannot rely on a predictable supply of inputs, this is a source of economic inefficiency. Inversely, if supplies of the main input can be relied upon to be easily available, firms will keep low levels of stock on hand.

The main input is the input that accounts for the highest value among all inputs. It is not the input for which stock is maintained the longest. For example, if a company makes shirts, the most important input is the cloth, not the buttons and thread, though the establishment may actually keep a 90 day supply of buttons on hand and only a 30 day stock of cloth.

Days of inventory should be calculated as the number of days of normal production capacity before running out of stock.

## Avg. days of inventory of main sales item kept by establishment (d17)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 71
Format: numeric	Invalid: 195
Width: 3	
Decimals: 0	
Range: -9-365	

### Literal question

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?

### Post question

INTERVIEWER: IF RESPONDENT REQUIRES CLARIFICATION, DEFINE AS STOCK ON HAND

### Interviewer instructions

Days of inventory of main sales item The purpose of this question is to assess the efficiency in the supply chain. When firms have to maintain a high level of sales items in stock, because they cannot rely on a predictable supply, this is a source of economic inefficiency. Inversely, if supplies of the main sales can be relied upon to be easily available, firms will keep low levels of stock on hand.

The main sales item is the item that accounts for the highest percentage of sales among all items that the establishment sells. It is not the item for which stock is maintained the longest.

Days of inventory should be calculated as how many days it would take, under normal sales conditions, to deplete the main sales item held in supply at the establishment's premises.

## How Much Of An Obstacle: Transport? (d30a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

Using the response options on the card; To what degree is Transport an obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Customs And Trade Regulations? (d30b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

## How Much Of An Obstacle: Customs And Trade Regulations? (d30b)

File: Djibouti-2013-full data

### Pre question

SHOW CARD

### Literal question

Using the response options on the card; To what degree is Customs and Trade Regulation an obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## Change in total costs if customs and trade regulations are no longer an obstacle (MNAd31b1)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 166
Format: numeric	Invalid: 100
Width: 2	
Decimals: 0	
Range: -9-3	

### Literal question

Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if customs and trade regulations are no longer an obstacle?

## Expected % decrease in total costs - customs and trade regulations no obstacle (MNAd31b3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 21
Format: numeric	Invalid: 245
Width: 2	
Decimals: 0	
Range: -9-40	

### Literal question

By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?

## In last FY, main market for establishment's main product (e1)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-3	

### Literal question

## In last FY, main market for establishment's main product (e1)

### File: Djibouti-2013-full data

In fiscal year [insert last complete fiscal year], which of the following was the main market in which this establishment sold its main product?

#### Post question

If answer is 3, 4 or Don't Know then GO TO QUESTION E.6

#### Interviewer instructions

1) The purpose of this question is to get the establishment to define what it considers to be its main market.

The main product is defined by the output that generates the highest proportion of sales. The establishment's main market is defined by the market that generates the most sales for the main product as defined above.

It could be the case that an establishment's main product is sold in smaller proportions in a greater number of markets and that the main product is never the greatest total annual share of revenue in any one market. For example, 51 percent of revenue comes from selling nails, but that is distributed equally in the local, national, and international markets, 33 percent in each. Bolts make up 49 percent of total annual revenues. However, half of the revenue for bolts comes from selling in the international market and half in the local market.

It is clear that bolts sell more in its respective market with respect to nails, but does not generate as much revenue as nails do for the establishment. In such a case, nails should be used as the main product. Whenever local, national and international markets have equal shares choose the national market and do not follow the skip pattern.

2) SHOW CARD

## In main market, number of competitors faced by establishment's main product (e2b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 232  
Invalid: 34

## Do You Use Technology Licensed From A Foreign-Owned Company? (e6)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

#### Literal question

Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?

#### Interviewer instructions

Technology licensed from a foreign owned company: it measures access to foreign technology. The license may be held by the establishment's parent company. The answer is "no" if the establishment uses foreign technology without a license or a formal agreement.

## Pressure from domestic competitors (MNAe3a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 64
Format: numeric	Invalid: 202
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

How important are each of the following influences on this establishment to reduce the production costs of existing products and/or to develop new products on a scale of 1 to 4, 1 being "Not at all important" and 4 being "Very important".

## Pressure from foreign competitors (MNAe3b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 64
Format: numeric	Invalid: 202
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

How important are each of the following influences on this establishment to reduce the production costs of existing products and/or to develop new products on a scale of 1 to 4, 1 being "Not at all important" and 4 being "Very important".  
Pressure from foreign competitors

## National, regional, local government or EU subsidies over last 3 yrs? (MNAq53)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

## Biggest obstacle faced by establishment from competitors (MNAe20)

File: Djibouti-2013-full data

### Overview

## Biggest obstacle faced by establishment from competitors (MNAe20)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-7

Valid cases: 266  
Invalid: 0

### Literal question

By looking at card [insert card number] can you tell me which of the practices of your competitors included in the list, if any, currently represents the biggest obstacle faced by this establishment

## Does This Establishment Compete Against Unregistered Or Informal Firms? (e11)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Does this establishment compete against unregistered or informal firms?

### Interviewer instructions

- 1) Competition from unregistered or informal firms
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Practices of competitors in informal sector? (e30)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## New or signif. improved product introduced in last three years? (h1)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

And now we switch to a different topic. In this section "new" means new to the establishment but not necessarily new to the market.

### Literal question

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

### Post question

If answer is No or Don't Know, GO TO QUESTION H.3

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.  
INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## New or signif. improved product also new to the establishment's main market? (h2)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Was the new product or service also new for the establishment's main market?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.  
INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## New or sig. impvd method of manf product or offering services in last 3 years? (h3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD

### Literal question

## New or sig. impvd method of manf product or offering services in last 3 years? (h3)

File: Djibouti-2013-full data

In the last three years, has this establishment introduced any new or significantly improved methods of manufacturing products or offering services?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.

INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## New method for input, products, or service introduced over last 3 yrs (h4a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

During the last three years, has this establishment introduced any new or significantly improved logistics, delivery, or distribution methods for inputs, products, or services?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.

INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## New supporting activities for process introduced over last 3 yrs (h4b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

During the last three years, has this establishment introduced any new or significantly improved supporting activities for your processes, such as maintenance systems or operations for purchasing, accounting, or computing?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.

INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## New or sig. impvd organizational structure introduced in last 3 years? (h5)

File: Djibouti-2013-full data

## New or sig. impvd organizational structure introduced in last 3 years? (h5)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD

### Literal question

During the last three years, has this establishment introduced any new or significantly improved organizational structures or management practices?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.  
INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## New or signif. improved marketing method introduced in last three years? (h6)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD

### Literal question

During the last three years, has this establishment introduced new or significantly improved marketing methods?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.  
INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## During the last three years, did establ. spend on formal R&D activities? (h7)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD

### Literal question

## During the last three years, did establ. spend on formal R&D activities? (h7)

File: Djibouti-2013-full data

During the last three years, did this establishment spend on formal research and development activities, either in-house or contracted with other companies?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.

INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## During the last 3 years, did establ. give employees time to develop new idea? (h8)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

During the last three years, did this establishment give employees some time to develop or try out a new approach or new idea about products or services, business process, firm management, or marketing?

### Interviewer instructions

INTERVIEWER: SHOW CARDS IN THIS SECTION CONTAIN EXAMPLES OF INNOVATIONS. THEY ARE MEANT AS EXAMPLES ONLY - THEY DO NOT CONTAIN ALL POSSIBLE INNOVATIONS.

INTERVIEWER: PLEASE WRITE THE RESPONSES BELOW AS WELL AS COPY THEM TO THE DECISION MATRIX.

## In last FY, What Was The Capacity Utilization (%) Of This Establishment? (f1)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 64  
Invalid: 202

### Literal question

In fiscal year [insert last complete fiscal year], what was this establishment's output produced as a proportion of the maximum output possible if using all facilities available (capacity utilization)?

### Interviewer instructions

A capacity utilization estimate should be compared to a full production capacity capability.

This question only references the production facility and not the administrative offices.

Full production capacity is the maximum level of production that this establishment could reasonably expect to attain during regular working hours, and under normal and realistic operating conditions fully utilizing the machinery, equipment and employees in place.

## Number Of Hours Per Week Operated By The Establishment In Last Fiscal Year (f2)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-126

Valid cases: 64  
Invalid: 202

### Literal question

In fiscal year [insert last complete fiscal year], how many hours per week did this establishment normally operate?

### Interviewer instructions

Hours per week of operation are the hours per week in which machines and employees are engaged in some type of mechanical, physical, or chemical transformation of materials into new products or in which the assembly of components into new products takes place, including maintenance.

This question only references the production facility and not the administrative offices.

## Planns to increase size of the establishment (MNAf3)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Are you planning to increase the production capacity and/or volume of sales of this establishment over the next year?

## Satisfied with current size of esbalishtment? (MNAf4)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 45  
Invalid: 221

### Literal question

Are you satisfied with the current production capacity and/or volume of sales of this establishment?

## Satisfied because no more growth potential (MNAf5a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 6  
Invalid: 260

### Pre question

## Satisfied because no more growth potential (MNAf5a)

### File: Djibouti-2013-full data

INTERVIEWER: READ OUT

#### Literal question

What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?

## Satisfied so to avoid increased regulatory burden (MNAf5b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 6  
Invalid: 260

#### Pre question

INTERVIEWER: READ OUT

#### Literal question

What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?

## Satisfied so to avoid shareholder dispersion (MNAf5c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 6  
Invalid: 260

#### Pre question

INTERVIEWER: READ OUT

#### Literal question

What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?

## Content with current workload (MNAf5d)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 6  
Invalid: 260

#### Pre question

INTERVIEWER: READ OUT

#### Literal question

What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?

## Percentage Of The Building Occupied: Owned By This Establishment (g6a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased?  
Owned by this establishment

### Interviewer instructions

- 1) If establishment occupies several buildings the percentages should be computed for the summation of buildings.
- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Percentage Of The Building Occupied: Leased or Rented By This Establishment (g6b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased?  
Rented or leased by this establishment

### Interviewer instructions

- 1) If establishment occupies several buildings the percentages should be computed for the summation of buildings.
- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Percentage Of The Building Occupied: Other (g6c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Other

### Interviewer instructions

## Percentage Of The Building Occupied: Other (g6c)

File: Djibouti-2013-full data

- 1) If establishment occupies several buildings the percentages should be computed for the summation of buildings.
- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Percentage Of The Land Occupied: Owned By This Establishment (g1a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

- 1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The next topic to be covered is about the land.
- 2) INTERVIEWER: SHOW CARD

### Literal question

Of the land occupied by this establishment, what percent is:  
Owned by this establishment

## Percentage Of The Land Occupied: Rented Or Leased By This Establishment (g1b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

Of the land occupied by this establishment, what percent is:  
Rented or Leased by this establishment

## Percentage Of The Land Occupied: Other (g1c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

## Percentage Of The Land Occupied: Other (g1c)

### File: Djibouti-2013-full data

Of the land occupied by this establishment, what percent is:  
Other

## Applic. To Obtain A Construction-Related Permit Submitted Over The Last 2 Years (g2)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

#### Literal question

Over the last two years, did this establishment submit an application to obtain a construction-related permit?

#### Post question

If answer is No or Don't Know then GO TO QUESTION G.30

#### Interviewer instructions

Application for construction permit. Self-explanatory

## How Many Days Did It Take For You To Obtain A Construction-Related Permit? (g3)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-365

Valid cases: 34  
Invalid: 232

#### Literal question

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?

#### Interviewer instructions

Waiting time for construction permit. Self-explanatory

## Informal Gift/Payment Expected Or Requested For A Construction-Related Permit (g4)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 34  
Invalid: 232

#### Literal question

In reference to that application for a construction-related permit, was an informal gift or payment expected or requested?

## Informal Gift/Payment Expected Or Requested For A Construction-Related Permit (g4)

File: Djibouti-2013-full data

### Interviewer instructions

- 1) Bribe for construction permit. Self-explanatory
- 2) Sensitive question, no clarification can be offered

## What Is The Total Selling Area In This Establishment? (g5a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-15000

Valid cases: 71  
Invalid: 195

### Literal question

What is the total selling area of this establishment?

### Interviewer instructions

Total selling area refers to the space where sales take place. It does not include warehouses. Whenever the establishment is composed of several locations the selling areas of each location should be added.

## The Area Is Measured In: (g5b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 30  
Invalid: 236

### Literal question

What is the total selling area of this establishment?

### Post question

SPECIFY UNITS  
Square Feet  
Square Yards  
Square Meters

### Interviewer instructions

Total selling area refers to the space where sales take place. It does not include warehouses. Whenever the establishment is composed of several locations the selling areas of each location should be added.

## Specify Other Units (If Not Included Above) The Area Is Measured In (g5bx)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0  
Invalid: 0

### Literal question

## Specify Other Units (If Not Included Above) The Area Is Measured In (g5bx)

File: Djibouti-2013-full data

What is the total selling area of this establishment?

### Post question

SPECIFY UNITS

Other

### Interviewer instructions

Total selling area refers to the space where sales take place. It does not include warehouses. Whenever the establishment is composed of several locations the selling areas of each location should be added.

## How Much Of An Obstacle: Access To Land? (g30a)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: -9-4

Valid cases: 266

Invalid: 0

### Pre question

SHOW CARD

### Literal question

Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## In last FY, Did This Establishment Pay For Security? (i1)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: -9-2

Valid cases: 266

Invalid: 0

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: We now turn to another topic.

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment pay for security, for example equipment, personnel, or professional security services?

### Post question

If answer is No or Don't Know then GO TO QUESTION I.3

### Interviewer instructions

Pay for security. Self-explanatory

## Percentage Of Total Annual Sales Paid For Security In Last Fiscal Year (i2a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 116
Format: numeric	Invalid: 150
Width: 2	
Decimals: 0	
Range: -9-50	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security?  
Percent of total annual sales for security

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH i2a and i2b

### Interviewer instructions

How much pay for security. Self-explanatory

## In Last Fiscal Year, What Is The Total Annual Cost Of Security? (i2b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 18
Format: numeric	Invalid: 248
Width: 8	
Decimals: 0	
Range: -9-50000000	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security?  
Total annual cost of security

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH i2a and i2b

### Interviewer instructions

How much pay for security. Self-explanatory

## Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year (i3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft, robbery, vandalism or arson?

### Post question

## Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year (i3)

File: Djibouti-2013-full data

If answer is No or Don't Know then GO TO QUESTION I.30

### Interviewer instructions

Experienced losses from theft, robbery, vandalism, arson. Self-explanatory

## Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales) (i4a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-20

Valid cases: 31  
Invalid: 235

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment?s premises either as a percentage of total annual sales or as total annual losses? Losses as percent of total annual sales

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH i4a and i4b

### Interviewer instructions

Extent of losses from theft, robbery, vandalism, arson. Self-explanatory

## Value Of Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (i4b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-19000000

Valid cases: 8  
Invalid: 258

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment?s premises either as a percentage of total annual sales or as total annual losses? Total annual value of losses

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH i4a and i4b

### Interviewer instructions

Extent of losses from theft, robbery, vandalism, arson. Self-explanatory

## How Much Of An Obstacle: Crime, Theft And Disorder? (i30)

File: Djibouti-2013-full data

### Overview

## How Much Of An Obstacle: Crime, Theft And Disorder? (i30)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-4

Valid cases: 266  
 Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Are crime, theft and disorder No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## In last FY, % Of Material Inputs Or Services Paid For After Delivery (k1c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 266  
 Invalid: 0

#### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: I would like to ask you a few questions about how you finance the operations of this establishment.

#### Literal question

In fiscal year [insert last complete fiscal year], what percent, as a proportion of the value of total annual purchases of material inputs or services, were:

Paid for after delivery?

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## In last FY, % Of Total Annual Sales Paid For After Delivery (k2c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 266  
 Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were: Paid for after delivery?

#### Interviewer instructions

## In last FY, % Of Total Annual Sales Paid For After Delivery (k2c)

### File: Djibouti-2013-full data

1) The questions refer to an establishment's ability to provide and be provided trade credit arrangements with suppliers and customers.

- a. Paid before delivery means the invoice was paid before the shipment arrived.
- b. Paid for on delivery means that the payment was made at the time the shipment arrived.
- c. Paid for after delivery means that the payment was made at some period after the shipment had arrived.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % Of Working Capital Financed From Internal Funds/Retained Earnings (k3a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Internal funds/Retained earnings

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % of Working capital Borrowed from banks private (k3b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?

Borrowed from private banks

## % of Working capital Borrowed from banks state owned (k3c)

File: Djibouti-2013-full data

### Overview

## % of Working capital Borrowed from banks state owned (k3c)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-50

Valid cases: 266  
 Invalid: 0

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?  
 Borrowed from state-owned banks

## % Of Working Capital Borrowed From Non-Bank Financial Institutions (k3e)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-40

Valid cases: 266  
 Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
 Borrowed from non-bank financial institutions

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % Of Working Capital Purchased On Credit/Advances From Suppliers /Customers (k3f)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 266  
 Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
 Purchases on credit from suppliers and advances from customers

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % Of Working Capital Financed By Other (Money Lenders, Friends, Relatives, Etc) (k3hd)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 3	
Decimals: 0	
Range: -9-100	

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
Other (moneylenders, friends, relatives, etc.)

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Working Capital - comment (k3x)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 4
Format: character	Invalid: 0
Width: 81	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
Other (moneylenders, friends, relatives, etc.)

## Did This Establishment Purchase Any Fixed Assets In Last Fiscal Yr? (k4)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?

### Interviewer instructions

Purchase of fixed assets, investments, etc. Self-explanatory

## Total Annual Expenditure For Purchases Of Equipment In Last Fiscal Yr (n5a)

File: Djibouti-2013-full data

## Total Annual Expenditure For Purchases Of Equipment In Last Fiscal Yr (n5a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-459348000

Valid cases: 109  
Invalid: 157

### Literal question

In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of: Machinery, vehicles, and equipment (new or used)

### Interviewer instructions

The category machinery, vehicles and equipment is the annual investment of anything used directly by this establishment to produce. Vehicles include transport and loading and unloading vehicles. It should include not only the purchase cost but also all other costs involved in the investment such as transport of the item and installation cost. Computer hardware should be considered under equipment

Land, buildings is the annual investment in land, buildings and structures used directly or indirectly by this establishment to produce goods and services.

Included are expenditures for new and used structures (including those under construction at the end of last complete fiscal year), fixtures and equipment, additions, major alterations and improvements to existing facilities, and capitalized repairs.

## Total Annual Expenditure For Purchases Of Land And Buildings In Last Fiscal Yr (n5b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-50000000

Valid cases: 109  
Invalid: 157

### Literal question

In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of: Land and buildings

### Interviewer instructions

The category machinery, vehicles and equipment is the annual investment of anything used directly by this establishment to produce. Vehicles include transport and loading and unloading vehicles. It should include not only the purchase cost but also all other costs involved in the investment such as transport of the item and installation cost. Computer hardware should be considered under equipment

Land, buildings is the annual investment in land, buildings and structures used directly or indirectly by this establishment to produce goods and services.

Included are expenditures for new and used structures (including those under construction at the end of last complete fiscal year), fixtures and equipment, additions, major alterations and improvements to existing facilities, and capitalized repairs.

## Last FY, % Fixed Assets Funded By: Internal Funds/Retained Earnings (k5a)

File: Djibouti-2013-full data

## Last FY, % Fixed Assets Funded By: Internal Funds/Retained Earnings (k5a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 109  
Invalid: 157

### Pre question

SHOW CARD

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?  
Internal funds or retained earnings

### Interviewer instructions

1) Fixed assets include any indivisible purchase made by the establishment as described in K.4. Examples include machinery/equipment, land, buildings, building improvements, etc.

The source of funds for these purchases may be diverse, so it is important for the enumerator to make sure that the various sources do add up to 100%.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Last FY, % Fixed Assets Funded By: Owners' Contributions Or Issued New Equity (k5i)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-65

Valid cases: 109  
Invalid: 157

### Pre question

SHOW CARD

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?  
Owners' contribution or issued new equity shares

### Interviewer instructions

1) Fixed assets include any indivisible purchase made by the establishment as described in K.4. Examples include machinery/equipment, land, buildings, building improvements, etc.

The source of funds for these purchases may be diverse, so it is important for the enumerator to make sure that the various sources do add up to 100%.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Last FY, % Fixed Assets Funded By: Bank Borrowing-Private (k5b)

File: Djibouti-2013-full data

### Overview

## Last FY, % Fixed Assets Funded By: Bank Borrowing-Private (k5b)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-100

Valid cases: 109  
 Invalid: 157

#### Pre question

SHOW CARD

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:  
 Borrowed from private banks

## Last FY, % Fixed Assets Funded By: Bank Borrowing-State Owned (k5c)

File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-70

Valid cases: 109  
 Invalid: 157

#### Pre question

SHOW CARD

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:  
 Borrowed from state-owned banks

## Last FY, % Fixed Assets Funded By: Non-Bank Financial Institutions (k5e)

File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-30

Valid cases: 109  
 Invalid: 157

#### Pre question

SHOW CARD

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?  
 Borrowed from non-bank financial institutions

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Last FY, % Fixed Assets Funded By: Credit From Suppliers/Advances From Customers (k5f)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 157
Width: 3	
Decimals: 0	
Range: -9-100	

#### Pre question

SHOW CARD

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?  
Purchases on credit from suppliers and advances from customers

#### Interviewer instructions

1) Fixed assets include any indivisible purchase made by the establishment as described in K.4. Examples include machinery/equipment, land, buildings, building improvements, etc.

The source of funds for these purchases may be diverse, so it is important for the enumerator to make sure that the various sources do add up to 100%.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Last FY, % Fixed Assets Funded By: Other (Money Lenders\Friends\Relatives\Etc) (k5hdj)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 157
Width: 3	
Decimals: 0	
Range: -9-100	

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:  
Other (moneylenders, friends, relatives, bonds, commercial papers etc)

## Fixed Assets - Comment (k5x)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 1
Format: character	Invalid: 0
Width: 32	

#### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:

## Leasing of fixed assets in last fiscal yr? (MNAk4a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment lease any fixed assets, such as machinery, vehicles, equipment, land or buildings?

## Does This Establishment Have A Checking And\Or Saving Account? (k6)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Now let's talk about the establishment's current situation. At this time, does this establishment have a checking or savings account?

### Interviewer instructions

Checking/ savings account. Self-explanatory

## At This Time, Does This Establishment Have An Overdraft Facility? (k7)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

At this time, does this establishment have an overdraft facility?

### Interviewer instructions

An overdraft facility is a flexible account that allows firms to draw upon in the event their account balance becomes negative. The firm will incur fees or are subject to interest payments if they exercise this option.

## Establishment has A Line Of Credit Or Loan From A Financial Institution? (k8)

File: Djibouti-2013-full data

### Overview

## Establishment has A Line Of Credit Or Loan From A Financial Institution? (k8)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

At this time, does this establishment have a line of credit or a loan from a financial institution?

### Interviewer instructions

A line of credit is an available amount of credit that the establishment can draw upon or leave untapped. Lines of credit usually carry monthly interest rates, and are repaid quickly (as soon as the establishment's cash flow allows for repayment). They may or may not have a defined date of expiration.

A loan is generally a much less flexible form of finance. It comes in fixed amounts (rather than ranges), carry annual interest rates (either fixed or floating), and they carry a determined term to maturity (finite period for repayment).

## Reason for not having a line of credit/loan (MNAk8c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 180  
Invalid: 86

### Literal question

What is the reason for not having a loan or line of credit currently?

## Reason why loan application turned down (MNAk8d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 10  
Invalid: 256

### Literal question

What was the main reason given when the application was turned down?

## Type Of Financial Institution That Granted The Line Of Credit Or Loan (k9)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 79  
Invalid: 187

## Type Of Financial Institution That Granted The Line Of Credit Or Loan (k9)

File: Djibouti-2013-full data

### Pre question

SHOW CARD

### Literal question

Referring to the most recent line of credit or loan, what type of financial institution granted this loan?

### Interviewer instructions

Institutions that granted loan. Self-explanatory

## Year When The Most Recent Loan/Line Of Credit Approved (k10)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2013

Valid cases: 79  
Invalid: 187

### Literal question

Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?

### Interviewer instructions

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

## Year When The Most Recent Loan/Line Of Credit Approved-comment (k10x)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0  
Invalid: 0

### Literal question

Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?

## For The Most Recent Loan, What Was The Value At The Time Of Approval? (k11)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-300000000

Valid cases: 79  
Invalid: 187

### Literal question

Referring only to this most recent loan or line of credit, what was its value at the time of approval?

### Interviewer instructions

Value of the loan. Self-explanatory

## Currency of the most recent line of credit/loan (MNAq46f)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 79
Format: numeric	Invalid: 187
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

In what currency is the most recent line of credit or loan denominated?

## Currency of the most recent line of credit/loan (Other) (MNAq46fx)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 0
Format: character	Invalid: 0
Width: 1	

### Literal question

In what currency is the most recent line of credit or loan denominated?

## Annual nominal interest rate of the most recent line of credit/loan (MNAq46d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 79
Format: numeric	Invalid: 187
Width: 2	
Decimals: 0	
Range: -9-14	

### Literal question

What is the annual nominal interest rate (in percent) of the most recent line of credit or loan?

### Interviewer instructions

(INTERVIEWER: IF THE RESPONDENT SAYS THAT THE INTEREST RATE IS VARIABLE, PLEASE ASK THE RESPONDENT TO CALCULATE THE AVERAGE ANNUAL INTEREST RATE)

## Original duration of the most recent line of credit/loan in months (MNAq46e)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 79
Format: numeric	Invalid: 187
Width: 2	
Decimals: 0	
Range: -9-60	

### Literal question

What was the original duration of the most recent line of credit or loan in months?

## Financing Required For The Most Recent Line Of Credit Or Loan (k13)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 79
Format: numeric	Invalid: 187
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Referring only to this most recent loan or line of credit, did the financing require collateral?

### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

## Type Of Collateral Required For The Most Recent Loan? Land, Buildings (k14a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 57
Format: numeric	Invalid: 209
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

INTERVIEWER: READ OUT

### Literal question

Referring only to this most recent loan or line of credit, what type of collateral was required? Land, buildings under ownership of the establishment

### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

## Type Of Collateral Required For The Most Recent Loan? Equipment (k14b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 57
Format: numeric	Invalid: 209
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Referring only to this most recent loan or line of credit, what type of collateral was required? Machinery and equipment including movables

### Interviewer instructions

## Type Of Collateral Required For The Most Recent Loan? Equipment (k14b)

File: Djibouti-2013-full data

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

## Type Of Collateral Required For The Most Recent Loan? Accounts (k14c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 57  
Invalid: 209

### Literal question

Referring only to this most recent loan or line of credit, what type of collateral was required?  
Accounts receivable and inventories

### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

## Type Of Collateral Required For The Most Recent Loan? Personal Assets (k14d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 57  
Invalid: 209

### Literal question

Referring only to this most recent loan or line of credit, what type of collateral was required? Personal assets of owner  
(house, etc.)

### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

## Type Of Collateral Required For The Most Recent Loan? Other (k14e)

File: Djibouti-2013-full data

### Overview

## Type Of Collateral Required For The Most Recent Loan? Other (k14e)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 57  
Invalid: 209

### Literal question

Referring only to this most recent loan or line of credit, what type of collateral was required? Other forms of collateral not included in the categories above

### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

## Value Of Collateral Required For The Most Recent Credit/Loan (k15a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-404000000

Valid cases: 57  
Invalid: 209

### Literal question

Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required?

## Outstanding balance on the most recent line of credit/loan (LCU) (MNAk15a1)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-154000000

Valid cases: 79  
Invalid: 187

### Literal question

What is the outstanding balance on this most recent line of credit or loan?

## Total number of outstanding loans/lines of credit held by this establishment (k15b)

File: Djibouti-2013-full data

### Overview

## Total number of outstanding loans/lines of credit held by this establishment (k15b)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 79  
Invalid: 187

### Literal question

What is the total number of outstanding loans or lines of credit held by this establishment?

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

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-132000000

Valid cases: 4  
Invalid: 262

### Literal question

What is the total value of outstanding loans or lines of credit held by this establishment?

## Outstanding personal loans used to finance establishment's business activities? (k15d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

What is the total value of outstanding loans or lines of credit held by this establishment?

## In Last Fiscal Yr, Did Establishment Apply For New Loans/Lines Of Credit? (k16)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Referring again to the last fiscal year [insert last complete fiscal year], did this establishment apply for any loans or lines of credit?

## In Last Fiscal Yr, Did Establishment Apply For New Loans/Lines Of Credit? (k16)

File: Djibouti-2013-full data

### Interviewer instructions

Apply for new loans in last year. Self-explanatory

## Main Reason For Not Applying For New Loans Or New Lines Of Credit (k17)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-7

Valid cases: 217  
Invalid: 49

### Pre question

SHOW CARD

### Literal question

What was the main reason why this establishment did not apply for any line of credit or loan?

### Interviewer instructions

Reasons for not applying for loan last year. Self-explanatory

## Outcome of the most recent application for line of credit/loan (k20a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 30  
Invalid: 236

### Literal question

Referring only to this most recent application for a line of credit or loan, what was the outcome of that application?

## Which source of funding was the most important to make up for the partial loan r (MNAk20b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 0  
Invalid: 266

### Literal question

Referring only to this most recent application for a line of credit or loan, which source of funding was the most important to make up for the partial loan rejection?

## Why did the establishment withdraw its application (MNAk20c) File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 266
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Referring only to this most recent application for a line of credit or loan, why did this establishment withdraw its application?

## Financial Statements Checked & Certified By External Auditor In Last Fiscal Yr? (k21) File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment have its annual financial statements checked and certified by an external auditor?

### Interviewer instructions

Certification of financial statements by external auditor. Self-explanatory

## How Much Of An Obstacle: Access To Finance (k30) File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## Has the establishment been to court as plaintiff or defendant in last 3 yrs (MNAq31e) File: Djibouti-2013-full data

## Has the establishment been to court as plaintiff or defendant in last 3 yrs (MNAq31e)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Has this establishment been to court as a plaintiff or as a defendant in the last three years?

## The Court System Is Fair, Impartial And Uncorrupted (h7a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

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.  
"The court system is fair, impartial and uncorrupted."

### Interviewer instructions

Self-explanatory

## The court system is quick (MNAj1b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.  
"The court system is quick."

## The court system is able to enforce its decisions (MNAj1c)

File: Djibouti-2013-full data

### Overview

## The court system is able to enforce its decisions (MNAj1c)

### File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

#### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.  
"The court system is able to enforce its decisions."

## Judicial system will enforce contractual and property rights in business dispute (MNAj1a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

#### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.  
"I'm confident that the court system will enforce this establishment's contractual and property rights in business disputes."

## Govt officials interpretation of regulations are consistent and predictable (MNAj1d)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

#### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.  
"In general, government officials' interpretations of regulations affecting this establishment are consistent and predictable."

## What % Of Senior Management Time Was Spent In Dealing With Govt Regulations? (j2)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-80

Valid cases: 266  
Invalid: 0

## What % Of Senior Management Time Was Spent In Dealing With Govt Regulations? (j2)

File: Djibouti-2013-full data

### Literal question

In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? [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]

### Interviewer instructions

Percent of total senior management's time. Ask managers to estimate what percentage of their time senior managers spend dealing with government regulations, inspections, negotiations and other bureaucratic burden. This is time that would otherwise be spent on business matters. It should not include time spent negotiating procurement contracts with the government - only time dealing with red tape and bureaucracy.

## Over The Last 12 Months, Was This Establishment Inspected By Tax Officials? (j3)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Over the last year, was this establishment visited or inspected by tax officials?

### Post question

If answer is No or Don't Know then GO TO QUESTION J.6a

### Interviewer instructions

Visitations and inspections from tax inspectorate officials. Self-explanatory

## Frequency Of Inspections/Requirement For Meeting By Tax Officials (j4)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-7

Valid cases: 126  
Invalid: 140

### Literal question

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

### Interviewer instructions

Self-explanatory

## In Any Of These Inspections Was A Gift/Informal payment Requested ? (j5)

File: Djibouti-2013-full data

## In Any Of These Inspections Was A Gift/Informal payment Requested ? (j5)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 126
Format: numeric	Invalid: 140
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In any of these inspections or meetings was a gift or informal payment expected or requested?

### Interviewer instructions

- 1) Bribes from tax inspectors. Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Government Contract Secured (Or Attempted) In The Last 12 Months? (j6a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

### Post question

If answer is No or Don't Know then GO TO QUESTION J.7

### Interviewer instructions

Self-explanatory

## % Of Contract Value Avg. Firm Pays In Informal Gifts To Govt To Secure Contract? (j6)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 31
Format: numeric	Invalid: 235
Width: 2	
Decimals: 0	
Range: -9-3	

### Literal question

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?

### Interviewer instructions

## % Of Contract Value Avg. Firm Pays In Informal Gifts To Govt To Secure Contract? (j6)

File: Djibouti-2013-full data

1) Percent of the contract value. The question is designed to get at the size of the unaudited or unreported payment that is made to a government officials that directly aided in granting a government contract, in part or in whole, or expanded the size of the contract to include the establishment's business.

Again, notice the wording (phrasing) of the question: it asks for the respondent to answer for the "typical" establishment, rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

## Percent Of Total Annual Sales Paid In Informal Payments (j7a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-12

Valid cases: 243  
Invalid: 23

### Literal question

It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

Percent of total annual sales paid as informal payment

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH j7a and j7b

### Interviewer instructions

1) Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited or unreported. They are generally given to an official with the expectation that a service will be performed (such as granting a business license), a violation overlooked (such as violation of health regulation), or because the official threatens the business.

Notice the wording (phrasing) of the question: it asks for the respondent to answer for establishments "like this one" rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

## Total Annual Informal Payment (j7b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-0

Valid cases: 23  
Invalid: 243

### Literal question

It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

Total annual informal payment

### Post question

## Total Annual Informal Payment (j7b)

### File: Djibouti-2013-full data

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH j7a and j7b

#### Interviewer instructions

1) Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited or unreported. They are generally given to an official with the expectation that a service will be performed (such as granting a business license), a violation overlooked (such as violation of health regulation), or because the official threatens the business.

Notice the wording (phrasing) of the question: it asks for the respondent to answer for establishments "like this one" rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

## Application To Obtain An Import License Submitted Over The Last 2 Years? (j10)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

#### Literal question

Over the last two years, did this establishment submit an application to obtain an import license?

#### Post question

If answer is No or Don't Know then GO TO QUESTION J.13

#### Interviewer instructions

Application for import license Self-explanatory

## How Many Days Did It Take To Obtain Your Import License? (j11)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-38

Valid cases: 98  
Invalid: 168

#### Literal question

Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?

#### Interviewer instructions

Wait for import license Self-explanatory

## When You Applied For An Import License, Was An Informal Gift/payment Requested? (j12)

### File: Djibouti-2013-full data

#### Overview

## When You Applied For An Import License, Was An Informal Gift/payment Requested? (j12)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 98  
Invalid: 168

### Literal question

In reference to that application for an import license, was an informal gift or payment expected or requested?

### Interviewer instructions

- 1) Bribe for import license. Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Application To Obtain An Operating License Submitted Over Last 2 Years? (j13)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Over the last two years, did this establishment submit an application to obtain an operating license?

### Interviewer instructions

Application for operating license Self-explanatory-Includes renewals of operating licenses

## How Many Days Did It Take To Obtain Your Operating License? (j14)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-60

Valid cases: 63  
Invalid: 203

### Literal question

Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?

### Interviewer instructions

Wait for operating license. Self-explanatory

## When You Applied For Operating License Was An Informal Gift/payment Requested? (j15)

File: Djibouti-2013-full data

### Overview

## When You Applied For Operating License Was An Informal Gift/payment Requested? (j15)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 63  
Invalid: 203

### Literal question

In reference to that application for an operating license, was an informal gift or payment expected or requested?

### Interviewer instructions

Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Tax Rates (j30a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

Tax rates

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Tax Administrations (j30b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

Tax administration

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## Change in total costs if tax administration no longer an obstacle (MNAj31b1)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 177  
Invalid: 89

### Literal question

Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if tax administration is no longer an obstacle?

## Expected % decrease in total costs - tax administration no obstacle (MNAj31b3)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-50

Valid cases: 27  
Invalid: 239

### Literal question

By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?

## How Much Of An Obstacle: Business Licensing And Permits (j30c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

Business licensing and permits

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## Change in total costs if business licensing and permits no longer an obstacle (MNAj31c1)

File: Djibouti-2013-full data

## Change in total costs if business licensing and permits no longer an obstacle (MNAj31c1)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 156
Format: numeric	Invalid: 110
Width: 2	
Decimals: 0	
Range: -9-3	

### Literal question

Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if business licensing and permits are no longer an obstacle?

## Expected % decrease in total costs - business licensing and permits no obstacle (MNAj31c3)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 13
Format: numeric	Invalid: 253
Width: 2	
Decimals: 0	
Range: -9-50	

### Literal question

By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?

## How Much Of An Obstacle: Political Instability (j30e)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

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

Political instability

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Corruption (j30f)

File: Djibouti-2013-full data

### Overview

## How Much Of An Obstacle: Corruption (j30f)

### File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

Corruption

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## Change in total costs if corruption no longer an obstacle

### (MNAj31f1)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 159  
Invalid: 107

#### Literal question

Would your total annual costs increase, remain the same or decrease over the next fiscal year if corruption is no longer an obstacle?

## Expected % decrease in total costs - corruption no obstacle

### (MNAj31f3)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-50

Valid cases: 26  
Invalid: 240

#### Literal question

By what percentage would your total annual costs DECREASE in the next fiscal year?

## How Much Of An Obstacle: Courts (h30)

### File: Djibouti-2013-full data

#### Overview

## How Much Of An Obstacle: Courts (h30)

### File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

Courts

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## Regulatory Policy Uncertainty (MNAj30g)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 266  
Invalid: 0

#### Literal question

Using the response options on the card; To what degree is Regulatory Policy Uncertainty an obstacle to the current operations of this establishment?

## Num. Permanent, Full-Time Employees At End Of Last Fiscal Year (I1)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-700

Valid cases: 266  
Invalid: 0

#### Pre question

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

#### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees did this establishment employ? Please include all employees and managers

#### Post question

INTERVIEWER: include interviewee if applicable

#### Interviewer instructions

## Num. Permanent, Full-Time Employees At End Of Last Fiscal Year (l1)

File: Djibouti-2013-full data

Number of permanent, full-time employees last complete fiscal year 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 up to 8 or more hours per day.

All employees and managers (including respondent) should be counted.

## Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago (l2)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-600

Valid cases: 266  
Invalid: 0

### Literal question

Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers

### Post question

INTERVIEWER: include interviewee if applicable

### Interviewer instructions

Number of permanent, full-time employees three complete fiscal years ago. See definition of permanent, full-time employees in l1

## Num. Full-time Employees At End Of Last Fiscal Yr: production workers (l3a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-80

Valid cases: 64  
Invalid: 202

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Production workers

### Interviewer instructions

## Num. Full-time Employees At End Of Last Fiscal Yr: production workers (l3a)

### File: Djibouti-2013-full data

Number of permanent, full-time production employees are employees (up to the line supervisor level) engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Employees above the working-supervisor level are excluded from this item.

Number of permanent, full-time non-production employees are those employees not engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Managers and other supervisory personnel with responsibilities for the performance of shop floor supervisors and below are included. Do not include shop floor supervisors.

Employees in sales (including driver-salespersons), sales delivery (highway truck drivers and their helpers), janitorial and guard services, advertising, credit, collection, installation and servicing of own products, clerical and routine office functions, executive, purchasing, financing, legal, personnel (including cafeteria, medical, etc.) are included. Also included are employees on the payroll of the manufacturing establishment engaged in the construction of major additions or alterations utilized as a separate work force. Professional, and technical employees are included in this category.

## Number of production workers under 30 yrs old (MNA13a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-50

Valid cases: 47  
Invalid: 219

#### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were production workers younger than 30 years old:

## Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers (l3b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-20

Valid cases: 64  
Invalid: 202

#### Pre question

INTERVIEWER: READ EACH CATEGORY

#### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Non-production workers [e.g., managers, administration, sales]

#### Interviewer instructions

## Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers (l3b)

### File: Djibouti-2013-full data

Number of permanent, full-time production employees are employees (up to the line supervisor level) engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Employees above the working-supervisor level are excluded from this item.

Number of permanent, full-time non-production employees are those employees not engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Managers and other supervisory personnel with responsibilities for the performance of shop floor supervisors and below are included. Do not include shop floor supervisors.

Employees in sales (including driver-salespersons), sales delivery (highway truck drivers and their helpers), janitorial and guard services, advertising, credit, collection, installation and servicing of own products, clerical and routine office functions, executive, purchasing, financing, legal, personnel (including cafeteria, medical, etc.) are included. Also included are employees on the payroll of the manufacturing establishment engaged in the construction of major additions or alterations utilized as a separate work force. Professional, and technical employees are included in this category.

## Number of non-production workers under 30 yrs old (MNA13b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 24  
Invalid: 242

#### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were non-production workers younger than 30 years old:

## Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers (l4a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-22

Valid cases: 47  
Invalid: 219

#### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were skilled production workers:

#### Interviewer instructions

Numbers of different types of permanent, full-time skilled production workers have some special knowledge or (usually acquired) ability in their work. A skilled worker may have attended a college, university or technical school or, may have learned their skills on the job.

Unskilled production worker are unskilled in that it is not required that they have special training, education, or skill to perform their job.

## Number of skilled workers under 30 yrs old (MNA14a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 27
Format: numeric	Invalid: 239
Width: 2	
Decimals: 0	
Range: -9-15	

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were skilled production workers younger than 30 years old:

## Num. Full-time Employees At End Of Last Fiscal Yr: Unskilled Production Workers (14b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 47
Format: numeric	Invalid: 219
Width: 2	
Decimals: 0	
Range: -9-62	

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Unskilled production workers

### Interviewer instructions

Numbers of different types of permanent, full-time skilled production workers have some special knowledge or (usually acquired) ability in their work. A skilled worker may have attended a college, university or technical school or, may have learned their skills on the job.

Unskilled production worker are unskilled in that it is not required that they have special training, education, or skill to perform their job.

## Number of unskilled workers under 30 yrs old (MNA14b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 17
Format: numeric	Invalid: 249
Width: 2	
Decimals: 0	
Range: -9-9	

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were unskilled production workers younger than 30 years old:

## Did total wage cost of an average permanent full time employee change (MNA14c)

File: Djibouti-2013-full data

## Did total wage cost of an average permanent full time employee change (MNA14c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-3	

### Literal question

Over the course of fiscal year [insert last complete fiscal year], did the total wage cost of an average permanent full-time employee

## % increase in total wage cost of an average permanent full time employee (MNA14d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 166
Format: numeric	Invalid: 100
Width: 2	
Decimals: 0	
Range: -9-70	

### Literal question

Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee increase?

## % decrease in total wage cost of an average permanent full time employee (MNA14e)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 6
Format: numeric	Invalid: 260
Width: 2	
Decimals: 0	
Range: -9-38	

### Literal question

Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee decrease?

## Main reason for total wage cost change (MNA14f)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 172
Format: numeric	Invalid: 94
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

## Main reason for total wage cost change (MNA14f)

File: Djibouti-2013-full data

SHOW CARD

### Literal question

The main reason for this change was:

## Main reason for total wage cost change (other) (MNA14fx)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 26

Valid cases: 2  
Invalid: 0

### Literal question

The main reason for this change was:

## Num. Full-time Employees At End Of Last Fiscal Yr: female production workers (15a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-15

Valid cases: 64  
Invalid: 202

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

Female permanent full-time production employees

## Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers (15b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 64  
Invalid: 202

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

Female permanent full-time non-production employees

## Female permanent full-time professionals number (MNA15c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-40

Valid cases: 266  
 Invalid: 0

#### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female, permanent, full-time professionals worked in this establishment? (Professional employees are those whose daily responsibilities include work of an intellectual nature and/or managerial responsibilities)

## Num. Full-Time Temporary Employees At End Of Last Fiscal Yr (16)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-300

Valid cases: 266  
 Invalid: 0

#### Literal question

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

#### Interviewer instructions

Full-time temporary or seasonal employees are defined as all paid short-term (i.e. for less than a fiscal year) employees with no guarantee of renewal of employment contract and work 40 hours or more per week for the term of their contract.

## Female temporary, full-time workers employed throughout last fiscal yr (16a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-17

Valid cases: 99  
 Invalid: 167

#### Literal question

How many full-time temporary employees did this establishment employ throughout year [insert last complete fiscal year]? Female full-time seasonal or temporary workers employed last fiscal year

#### Interviewer instructions

(INTERVIEWER: Full-time, temporary workers are all paid short-term (i.e. for less than a year) employees with no guarantee of renewal of contract employment and work 8 or more hours per day)

## Avg. Length Of Employment Of All Full-time Temporary Employees In Last Fiscal Yr (18)

### File: Djibouti-2013-full data

#### Overview

## Avg. Length Of Employment Of All Full-time Temporary Employees In Last Fiscal Yr (l8)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-12

Valid cases: 99  
Invalid: 167

### Literal question

What was the average length of employment of all full-time temporary employees in fiscal year [insert last complete fiscal year]?

### Interviewer instructions

Average length of employment of all full-time temporary or seasonal employees refers to the number of months that the employee was contracted for work that occupied employees for 40 hours or more per week. If average full-time temporary or seasonal employment was for less than one month, enumerator should write 1.

## Average Years Of Education For Typical Production Worker (l9a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-20

Valid cases: 47  
Invalid: 219

### Literal question

What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?

Average number of years of education of typical production worker

### Interviewer instructions

INTERVIEWER: READ EACH CATEGORY

## Average number of yrs of education of typical female production worker (l9a2)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-13

Valid cases: 47  
Invalid: 219

### Literal question

What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?

Average number of years of education of typical female production worker

### Interviewer instructions

INTERVIEWER: READ EACH CATEGORY

## Number of permanent employees with University degree or higher (MNA19a1)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 266  
Invalid: 0

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?

## Number of permanent employees with completed secondary (incl. vocational) (MNA19a2)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-500

Valid cases: 266  
Invalid: 0

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?

## Formal Training Programs For Permanent, Full-time Employees In Last Fiscal Yr (I10)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment have formal training programs for its permanent, full-time employees?

### Interviewer instructions

Formal training has a structured and defined curriculum. Formal training may include classroom work, seminars, lectures, workshops, and audio-visual presentations and demonstrations. This does not include training to familiarize employees with equipment and machinery on the shop floor, training aimed at familiarizing employees with the establishment's standard operation procedures, or employee orientation at the beginning of an employee's tenure. In-house training may be conducted by other non-supervisory employees of the establishment, the establishment's supervisors or managers, or the establishments training centers.

## % Permanent Full-time Production Employees Received Formal Training In Last FFY (l11a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 6
Format: numeric	Invalid: 260
Width: 2	
Decimals: 0	
Range: -9-14	

### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], what percent of permanent, full-time employees of the following categories received formal training?  
Production full-time permanent employees trained

### Interviewer instructions

Percentage of production vs. non-production employees that were trained. Self-explanatory

## % Permanent Fulltime NonProduction Employees Received Formal Training In Last FY (l11b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 2
Format: numeric	Invalid: 264
Width: 2	
Decimals: 0	
Range: -9-25	

### Literal question

And how many or what percentage of Non-production full-time permanent employees received formal training?

### Interviewer instructions

Percentage of production vs. non-production employees that were trained. Self-explanatory

## # of non-production full-time permanent employees that received formal training (l11c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 7
Format: numeric	Invalid: 259
Width: 2	
Decimals: 0	
Range: -9-5	

### Literal question

And how many or what percentage of Non-production full-time permanent employees received formal training?  
Non-production full-time permanent employees trained

## % of non-production full-time permanent employees that received formal training (l11d)

File: Djibouti-2013-full data

## % of non-production full-time permanent employees that received formal training (l11d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 1
Format: numeric	Invalid: 265
Width: 2	
Decimals: 0	
Range: -9-5	

### Literal question

And how many or what percentage of Non-production full-time permanent employees received formal training?  
Non-production full-time permanent employees trained

## How Much Of An Obstacle: Labor Regulations? (l30a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

Using the response options on the card; To what degree are Labor Regulations an obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) Self-explanatory
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Inadequately Educated Workforce? (l30b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

SHOW CARD

### Literal question

Using the response options on the card; To what degree is an Inadequately Educated Workforce an obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Biggest Obstacle Affecting The Operation Of This Establishment (m1a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-15	

### Literal question

By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment

### Interviewer instructions

INTERVIEWER: DO NOT READ OUT

## Rotation Order (m1d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-3	

### Literal question

By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.

Rotation

## Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year (n2a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 9	
Decimals: 0	
Range: -9-690000000	

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

Now, we would like to ask you a few questions about the financial results of this establishment. 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.

2) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual cost of labor (including wages, salaries, bonuses, social security payments)

### Interviewer instructions

## Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year (n2a)

### File: Djibouti-2013-full data

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year (n2e)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-765000000

Valid cases: 64  
Invalid: 202

#### Pre question

1) SHOW CARD

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual cost of raw materials and intermediate goods used in production

#### Interviewer instructions

## Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year (n2e)

### File: Djibouti-2013-full data

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Total Annual Costs Of Fuel In Last Fiscal Year (n2f)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-127000000

Valid cases: 64  
Invalid: 202

#### Pre question

1) SHOW CARD

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual costs of fuel

#### Interviewer instructions

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Total Annual Costs Of Electricity In Last Fiscal Year (n2b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-135000000

Valid cases: 266  
 Invalid: 0

#### Pre question

1) SHOW CARD

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual costs of electricity

#### Interviewer instructions

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Total rental cost of machinery, vehicles and equipment (n2ra)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-177000000

Valid cases: 64  
 Invalid: 202

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total rental cost of machinery, vehicles and equipment

## Total rental cost of land and buildings (n2rb)

### File: Djibouti-2013-full data

#### Overview

## Total rental cost of land and buildings (n2rb)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-177000000

Valid cases: 64  
 Invalid: 202

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total rental cost of land and buildings

## Other Cost Of Production (n2j)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: -9-200000000

Valid cases: 64  
 Invalid: 202

#### Pre question

1) SHOW CARD

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Other cost of production not included above

## Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr (n2i)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-800000000

Valid cases: 71  
 Invalid: 195

#### Pre question

1) SHOW CARD

#### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual cost of finished goods/materials bought to resell

#### Interviewer instructions

## Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr (n2i)

### File: Djibouti-2013-full data

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year (n6a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-200000000

Valid cases: 64  
Invalid: 202

#### Literal question

At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following:  
Machinery, vehicles, and equipment

#### Interviewer instructions

Net book value equals the purchase value minus depreciation.

The net book value represents the actual cost of assets at the time they were acquired, including all costs incurred in making the assets usable (such as transportation and installation) minus depreciation accumulated since the date of purchase. Included in the assets are all buildings, structures, machinery, and equipment (production, office, and transportation equipment) for which depreciation reserves are maintained. Accordingly, the value of assets at the end of the year includes the value of construction in progress.

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-177000000

Valid cases: 64  
Invalid: 202

#### Literal question

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

### File: Djibouti-2013-full data

At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following:  
Land and buildings

#### Interviewer instructions

Net book value equals the purchase value minus depreciation.

The net book value represents the actual cost of assets at the time they were acquired, including all costs incurred in making the assets usable (such as transportation and installation) minus depreciation accumulated since the date of purchase. Included in the assets are all buildings, structures, machinery, and equipment (production, office, and transportation equipment) for which depreciation reserves are maintained. Accordingly, the value of assets at the end of the year includes the value of construction in progress.

## value of total assets (MNAn8a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-5682000000

Valid cases: 266  
Invalid: 0

#### Literal question

What was the value of the following at the end of the fiscal year [insert last complete fiscal year]:  
Value of your total assets

## Cost For Establishment To Re-Purchase All Of Its Machinery (n7a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-177000000

Valid cases: 64  
Invalid: 202

#### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?

Machinery, vehicles, and equipment

#### Interviewer instructions

This question is designed to ascertain the market value of the establishment's assets. Data on equipment is the most important. You can ask the manager to estimate the market value if all of the equipment, land and buildings were sold on the open market. If the respondent states that there is no market, ask how much the respondent would be willing to pay for the capital, knowing what it can produce in its current condition. Estimate how much it would cost to buy machinery in the current market which is similar in terms of age and characteristics. This estimate is to give an indication of the capital intensity of the firm. Keep in mind that it is one of the most important questions on the questionnaire.

## Cost For Establishment To Re-Purchase All Of Its Land And Buildings (n7b)

### File: Djibouti-2013-full data

#### Overview

## Cost For Establishment To Re-Purchase All Of Its Land And Buildings (n7b)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-300000000

Valid cases: 64  
Invalid: 202

### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased?

Land and buildings

### Interviewer instructions

This question is designed to ascertain the market value of the establishment's assets. Data on equipment is the most important. You can ask the manager to estimate the market value if all of the equipment, land and buildings were sold on the open market. If the respondent states that there is no market, ask how much the respondent would be willing to pay for the capital, knowing what it can produce in its current condition. Estimate how much it would cost to buy machinery in the current market which is similar in terms of age and characteristics. This estimate is to give an indication of the capital intensity of the firm. Keep in mind that it is one of the most important questions on the questionnaire.

## Is the top manager of the establishment also the owner (MNAa20)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 266  
Invalid: 0

### Literal question

Is the top manager of this establishment also the owner of this establishment?

### Interviewer instructions

INTERVIEWER: IF THE ANSWER IS MADE AVAILABLE IN THE INTERVIEW, CODE WITHOUTASKING QUESTION

## Time innovation module starts: Year (a14iy)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 2013-2013

Valid cases: 143  
Invalid: 123

## Time innovation module starts: Month (a14im)

File: Djibouti-2013-full data

### Overview

## Time innovation module starts: Month (a14im)

### File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 6-9

Valid cases: 143  
Invalid: 123

## Time innovation module starts: Day (a14id)

### File: Djibouti-2013-full data

#### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-31

Valid cases: 143  
Invalid: 123  
Minimum: 1  
Maximum: 31

## Time innovation module starts: Hour (a14ih)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 7-20

Valid cases: 143  
Invalid: 123

## Time innovation module starts: Minutes (a14imin)

### File: Djibouti-2013-full data

#### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 0-59

Valid cases: 143  
Invalid: 123  
Minimum: 0  
Maximum: 59

## No. of new/significantly improved products/services introduced over last 3 yrs (MNAo1a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-30

Valid cases: 87  
Invalid: 179

#### Literal question

During the last three years, how many new or significantly improved products did this establishment introduce in the market?

## Main new/significantly improved product/service (MNAo1bx)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: character  
Width: 44

Valid cases: 45  
Invalid: 0

#### Literal question

In fiscal year [insert last complete fiscal year], what was this establishment's main new or significantly improved product, that is, the new or significantly improved product that represented the largest proportion of annual sales (among all new or significantly improved products)?

## Main new /significantly improved product/service new to local market (MNAo2a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 45  
Invalid: 221

#### Literal question

At the time of its introduction, was this establishment's main new or significantly improved product new to...?  
This establishment's local market

#### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A product was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only producer of such a product in the local market/[INSERT COUNTRY]/international market at the time of the introduction of the product.)

## Main new /significantly improved product/service new to national market (MNAo2b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 45  
Invalid: 221

#### Literal question

At the time of its introduction, was this establishment's main new or significantly improved product new to...?  
[INSERT COUNTRY]

#### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A product was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only producer of such a product in the local market/[INSERT COUNTRY]/international market at the time of the introduction of the product.)

## Main new /significantly improved product/service new to international market (MNAo2c)

### File: Djibouti-2013-full data

## Main new /significantly improved product/service new to international market (MNAo2c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved product new to...?  
International market

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A product was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only producer of such a product in the local market/[INSERT COUNTRY]/international market at the time of the introduction of the product.)

## New product/service: Added new functions to existing product/service (MNAo3a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: Completed new function compared to the existing produce (MNAo3i)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product: Uses new materials/components that enhance its performance (MNAo3b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 16
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product: Uses new technology (MNAo3c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 16
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product: Looks different from the existing product (MNAo3d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 16
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: Cheaper to produce or offer (MNAo3h)

File: Djibouti-2013-full data

## New product/service: Cheaper to produce of offer (MNAo3h)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

SHOW CARD  
READ OUT

#### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: Completely new to the establishment (MNAo3e)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

SHOW CARD  
READ OUT

#### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: More efficient/easier to use (MNAo3g)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 29
Format: numeric	Invalid: 237
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

SHOW CARD  
READ OUT

#### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: Other (MNAo3f)

### File: Djibouti-2013-full data

## New product/service: Other (MNAo3f)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 45  
Invalid: 221

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: Other specified (MNAo3fx)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 47

Valid cases: 1  
Invalid: 0

### Pre question

SHOW CARD  
READ OUT

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## % annual sales accounted for by new or significantly improved products/services (MNAo4)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 45  
Invalid: 221

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales was accounted for by products that were introduced or significantly improved over the last three years?

## Way in which main new/significantly improved product/service introduced (MNAo5)

File: Djibouti-2013-full data

### Overview

## Way in which main new/significantly improved product/service introduced (MNAo5)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-9

Valid cases: 45  
Invalid: 221

### Literal question

Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?

## Way in which main new/significantly improved product/service introduced (Other) (MNAo5x)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 38

Valid cases: 1  
Invalid: 0

### Literal question

Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?

## Reason to introduce - replace an old product (MNAhb13a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 45  
Invalid: 221

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Reason to introduce - extend the range of products (MNAhb13d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 45  
Invalid: 221

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Reason to introduce - open up new markets (MNAhb13e)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

READ EACH OPTION ALOUD

#### Literal question

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Reason to introduce - lower the cost (MNAhb13f)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

READ EACH OPTION ALOUD

#### Literal question

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Reason to introduce - keep up with competition (MNAhb13g)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

READ EACH OPTION ALOUD

#### Literal question

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Reason to introduce - comply with regulation (MNAhb13h)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 45
Format: numeric	Invalid: 221
Width: 2	
Decimals: 0	
Range: -9-2	

#### Pre question

## Reason to introduce - comply with regulation (MNAhb13h)

File: Djibouti-2013-full data

READ EACH OPTION ALOUD

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Reason to introduce - deal with a decrease in the demand (MNAhb13i)

File: Djibouti-2013-full data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-2

Valid cases: 45  
 Invalid: 221

**Pre question**

READ EACH OPTION ALOUD

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:

## Purchase/license inventions, patent, know-how to offer new product/service? (MNAo6)

File: Djibouti-2013-full data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-2

Valid cases: 45  
 Invalid: 221

**Literal question**

Did the establishment have to purchase or license any inventions, patent or know-how in order to start producing this new or significantly improved product?

## The source of the latest invention, patent or know-how licensed or purchased from (hb23)

File: Djibouti-2013-full data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-5

Valid cases: 9  
 Invalid: 257

**Literal question**

Was the latest invention, patent or know-how licensed or purchased from

## Introduced new methods of supplying products/services over last 3 yrs (MNAo7a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 119  
Invalid: 147

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved production or delivery methods in the past three years. I would now like to ask some more questions related to that.

### Literal question

During the last three years, did this establishment introduce new or significantly improved:

### Interviewer instructions

READ OUT

## Introduced new logistics, delivery, distribution methods over last 3 yrs (MNAo7b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 119  
Invalid: 147

### Literal question

During the last three years, did this establishment introduce new or significantly improved:

### Interviewer instructions

READ OUT

## Introduced new ancillary support services over last 3 yrs (MNAo7c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 119  
Invalid: 147

### Literal question

During the last three years, did this establishment introduce new or significantly improved:

### Interviewer instructions

READ OUT

## Most important new/significantly improved method of supplying products/services (MNAo8x)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Valid cases: 91

Format: character

Width: 141

## New method of supplying products/services new to local market (MNAo9a)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Valid cases: 91

Format: numeric

Invalid: 175

Width: 2

Decimals: 0

Range: -9-2

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A production or delivery method was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT COUNTRY]/international market at the time of its introduction.)

## New method of supplying products/services new to national market (MNAo9b)

File: Djibouti-2013-full data

### Overview

Type: Discrete

Valid cases: 91

Format: numeric

Invalid: 175

Width: 2

Decimals: 0

Range: -9-2

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A production or delivery method was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT COUNTRY]/international market at the time of its introduction.)

## New method of supplying products/services new to international market (MNAo9c)

File: Djibouti-2013-full data

## New method of supplying products/services new to international market (MNAo9c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A production or delivery method was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT COUNTRY]/international market at the time of its introduction.)

## New method of supplying products/services: change in techniques (MNAo10a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:

## New method of supplying products/services: change in machinery and equipment (MNAo10b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:

## New method of supplying products/services: change in software (MNAo10c)

File: Djibouti-2013-full data

## New method of supplying products/services: change in software (MNAo10c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:

## New method of supplying products/services: management (MNAo10d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:

## Is this method similar to previous ones (MNAhc8)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

## How the main new improved process is different - automates manual process (MNAhc9a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 50
Format: numeric	Invalid: 216
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

## How the main new improved process is different - automates manual process (MNAhc9a)

File: Djibouti-2013-full data

READ EACH OPTION ALOUD

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

## How the main new improved process is different - lower costs (MNAhc9b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 50  
Invalid: 216

### Pre question

READ EACH OPTION ALOUD

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

## How the main new improved process is different - complements new machinery (MNAhc9c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 14  
Invalid: 252

### Pre question

READ EACH OPTION ALOUD

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

## How the main new improved process is different - faster (MNAhc9d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 50  
Invalid: 216

## How the main new improved process is different - faster (MNAhc9d)

File: Djibouti-2013-full data

### Pre question

READ EACH OPTION ALOUD

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

## How the main new improved process is different - Other (MNAhc9g)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 50  
Invalid: 216

### Pre question

READ EACH OPTION ALOUD

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

## How the main new improved process is different -Specify (MNAhc9gx)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 12

Valid cases: 1  
Invalid: 0

### Pre question

READ EACH OPTION ALOUD

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

## Way of intro of main new/significantly improved production/delivery method (MNAo11)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-9

Valid cases: 91  
Invalid: 175

## Way of intro of main new/significantly improved production/delivery method (MNAo11)

File: Djibouti-2013-full data

### Literal question

Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?

### Interviewer instructions

(INTERVIEWER: ONLY ONE ANSWER)  
SHOW CARD

## Way of intro of main new/significantly improved production/delivery method (Oth) (MNAo11x)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0  
Invalid: 0

### Literal question

Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?

### Interviewer instructions

(INTERVIEWER: ONLY ONE ANSWER)  
SHOW CARD

## The reason to introduce - raise the quality of products or service (MNAhc16b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - raise the volume of products or service (MNAhc16c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

## The reason to introduce - raise the volume of products or service (MNAhc16c)

File: Djibouti-2013-full data

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - extend the range of the products or service (MNAhc16d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - open up new market or increase the share (MNAhc16e)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - lower the cost of offering the service (MNAhc16f)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 91  
Invalid: 175

### Pre question

## The reason to introduce - lower the cost of offering the service (MNAhc16f)

File: Djibouti-2013-full data

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - keeo with competition (MNAhc16g)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - comply with regulation or standards (MNAhc16h)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## The reason to introduce - raise the flexibility (MNAhc16j)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

READ EACH OPTION ALOUD

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?

## Purchase/license inventions, patent, know-how to apply new process method? (MNAo12)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 91
Format: numeric	Invalid: 175
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Did the establishment have to purchase or license any inventions, patent or know-how in order to apply this new production or delivery method?

## Technology compared to the technology of establishment's main competitor (MNAo13)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 23
Format: numeric	Invalid: 243
Width: 2	
Decimals: 0	
Range: -9-3	

### Pre question

SHOW CARD

### Literal question

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

## New knowledge management systems (MNAo14a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 105
Format: numeric	Invalid: 161
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved organizational or management practices or structures in the past three years. I would now like to ask some more questions related to that.

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

### Interviewer instructions

SHOW CARD  
READ OUT

## Introduction of management systems for general production or supply operations (MNAo14b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 105
Format: numeric	Invalid: 161
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

### Interviewer instructions

SHOW CARD  
READ OUT

## New methods for distributing responsibilities, decision making among employees (MNAo14c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 105
Format: numeric	Invalid: 161
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

### Interviewer instructions

SHOW CARD  
READ OUT

## Significant change to the management structure of the establishment (MNAo14d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 105
Format: numeric	Invalid: 161
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

### Interviewer instructions

SHOW CARD  
READ OUT

## New types of collaborations with businesses, research organisations, consumers (MNAo14e)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 105
Format: numeric	Invalid: 161
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

### Interviewer instructions

SHOW CARD  
READ OUT

## Outsourcing, subcontracting of business activities for the first time (MNAo14f)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 105
Format: numeric	Invalid: 161
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

### Interviewer instructions

SHOW CARD  
READ OUT

## Significant changes in the product's appearance (MNAo15a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 64
Format: numeric	Invalid: 202
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved marketing methods in the past three years. I would now like to ask some more questions related to that.

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

## Introduction of a new method of advertising or product promotion (MNAo15b)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 64  
Invalid: 202

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

## Introduction of a new method of product placement or sales channels (MNAo15c)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 64  
Invalid: 202

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

## New pricing strategies to market the establishment's goods or services (MNAo15d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 64  
Invalid: 202

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

## Spending on R&D within establishment over last 3 yrs? (MNAo16)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 44  
Invalid: 222

### Pre question

## Spending on R&D within establishment over last 3 yrs? (MNAo16)

### File: Djibouti-2013-full data

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: I would now like to ask you questions related to spending on research and development activities.

#### Literal question

During the last three years did this establishment spend on research and development activities within the establishment?

#### Interviewer instructions

(INTERVIEWER: Research and development (R&D) is defined as creative work undertaken on a systematic basis in order to increase the stock of knowledge. For example, laboratory research for a new chemical compound of paint would be research and development while market research surveys or internet surfing would not be research and development.)

## Expenditures on R&D within establishment in last fiscal yr (LCU) (MNAo17)

File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 27
Format: numeric	Invalid: 239
Width: 7	
Decimals: 0	
Range: -9-1000000	

#### Literal question

In fiscal year [INSERT last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? Please include personnel cost, materials and purchase of fixed assets.

## Spending on R&D contracted with other companies over last 3 yrs? (MNAo18)

File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 44
Format: numeric	Invalid: 222
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

During the last three years, did this establishment spend on research and development activities contracted with other companies?

## Expenditures on R&D contracted with other companies in last fiscal yr (LCU) (MNAo19)

File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 27
Format: numeric	Invalid: 239
Width: 6	
Decimals: 0	
Range: -9-500000	

#### Literal question

## Expenditures on R&D contracted with other companies in last fiscal yr (LCU) (MNAo19)

File: Djibouti-2013-full data

In fiscal year [INSERT last complete fiscal year], how much did this establishment spend on research and development activities contracted with other companies?

## Spending on acquisition of external knowledge over last 3 yrs? (MNAo20)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 143  
Invalid: 123

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:  
I would now like to ask you questions related to the acquisition of external knowledge and use of computers.

### Literal question

During the last three years, did this establishment spend on the acquisition of external knowledge? This includes purchase or licensing of patents and non-patented inventions, know-how and other types of knowledge from other businesses or organizations.

## Source of purchase or license of the latest invention, patent or know-how (MNAo21)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 25  
Invalid: 241

### Literal question

Was the latest invention, patent or know-how licensed or purchased from:

## % of workforce that regularly used PCs in their jobs at end last fiscal yr (MNAo22a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 143  
Invalid: 123

### Literal question

At the end of fiscal year [insert last complete fiscal year], what percent of this establishment's workforce regularly used personal computers in their jobs?

## % of workforce that regularly used PCs in their jobs 3 fiscal yrs ago (MNAo22b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 153
Format: numeric	Invalid: 113
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], what percent of this establishment's workforce regularly used personal computers in their jobs?

## Ever been granted a patent? (MNAo23a)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 143
Format: numeric	Invalid: 123
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Has this establishment ever been granted a patent?

## Apply for a patent/trademark over last 3 yrs? (MNAo23b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 143
Format: numeric	Invalid: 123
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

During the last three years, did this establishment apply for a patent or a trademark?

## Country/countries where establishment applied for a patent/trademark (MNAo23cx)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 23
Format: character	Invalid: 0
Width: 28	

### Literal question

During the last three years, in which country or countries did this establishment apply for a patent or a trademark?

## Granted a patent/trademark over last 3yrs? (MNAo23d)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 23
Format: numeric	Invalid: 243
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

During the last three years, has this establishment been granted a patent or a trademark?

## Dealing with problems in the production process over last fiscal yr (MNAr1)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 16
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what best describes what happened at this establishment when a problem in the production process arose?

## Number of production performance indicators monitored over last fiscal yr (MNAr2)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 16
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], how many production performance indicators were monitored at this establishment?

## Time frame of production targets over last fiscal yr (MNAr6)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 16
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what best describes the time frame of production targets at this establishment? Examples of production targets are: production, quality, efficiency, waste, on-time delivery.

## Achievement of production targets over last fiscal yr (MNAr7)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 10  
Invalid: 256

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], how easy or difficult was it for this establishment to achieve its production targets?

## Awareness of production targets over last fiscal yr (MNAr8)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 10  
Invalid: 256

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], who was aware of the production targets at this establishment?

## Basis for managers' performance bonuses over last fiscal yr (MNAr11)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 16  
Invalid: 250

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what were managers' performance bonuses usually based on?

### Interviewer instructions

INTERVIEWER: INCLUDE ANY TYPE OF TARGET, INCLUDING TARGETS BASED ON PRODUCTION, SALES, THE FIRM'S STOCK PRICE, ETC.

## Primary way of promoting non-managers over last fiscal yr (MNAr13)

File: Djibouti-2013-full data

### Overview

## Primary way of promoting non-managers over last fiscal yr (MNAr13)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 16  
Invalid: 250

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what was the primary way non-managers were promoted at this establishment?

## Reassignment/dismissal of under-performing non-manager over last fiscal yr (MNAr15)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 16  
Invalid: 250

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], when was an under-performing non-manager reassigned or dismissed?

## Time innovation module ends: Year (a15iy)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 2013-2013

Valid cases: 143  
Invalid: 123

### Literal question

Time innovation module interview ends:

## Time innovation module ends: Month (a15im)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 6-9

Valid cases: 143  
Invalid: 123

### Literal question

Time innovation module interview ends:

## Time innovation module ends: Day (a15id)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 143
Format: numeric	Invalid: 123
Width: 2	Minimum: 1
Decimals: 0	Maximum: 31
Range: 1-31	

### Literal question

Time innovation module interview ends:

## Time innovation module ends: Hour (a15ih)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 143
Format: numeric	Invalid: 123
Width: 2	
Decimals: 0	
Range: 7-19	

### Literal question

Time innovation module interview ends:

## Time innovation module ends: Minutes (a15imin)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 143
Format: numeric	Invalid: 123
Width: 2	Minimum: 1
Decimals: 0	Maximum: 59
Range: 1-59	

### Literal question

Time innovation module interview ends:

## Mode of questionnaire implementation (a23)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 143
Format: numeric	Invalid: 123
Width: 2	
Decimals: 0	
Range: -8-4	

## Mode of questionnaire implementation (Other) (a23x)

File: Djibouti-2013-full data

### Overview

## Mode of questionnaire implementation (Other) (a23x)

File: Djibouti-2013-full data

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0  
Invalid: 0

## Innovation module respondent same as main questionnaire respondent? (a24)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-2

Valid cases: 143  
Invalid: 123

### Literal question

Same respondent as for the main interview?

## Main Respondent Position In The Firm (a15a1ax)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 37

Valid cases: 266  
Invalid: 0

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Main Respondent Years Working In The Firm: (a15a2a)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-42

Valid cases: 266  
Invalid: 0

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Main respondent's yrs in the position (MNAa15a4a)

File: Djibouti-2013-full data

### Overview

## Main respondent's yrs in the position (MNAa15a4a)

### File: Djibouti-2013-full data

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-42

Valid cases: 266  
 Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

#### Literal question

Information about the respondent for the innovation module

## Main Respondent Gender (a15a3a)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-2

Valid cases: 266  
 Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

#### Literal question

Information about the respondent for the innovation module

## Second Respondent Position In The Firm (a15a1bx)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: character  
 Width: 23

Valid cases: 19  
 Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

#### Literal question

Information about the respondent for the innovation module

## Second Respondent Years Working In The Firm: (a15a2b)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -7-11

Valid cases: 19  
 Invalid: 247

#### Pre question

Please complete the following information about the interviewee(s)

#### Literal question

Information about the respondent for the innovation module

## Second respondent's yrs in the position (MNAa15a4b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 19
Format: numeric	Invalid: 247
Width: 2	
Decimals: 0	
Range: -7-11	

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Second Respondent Gender (a15a3b)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 19
Format: numeric	Invalid: 247
Width: 2	
Decimals: 0	
Range: -7-2	

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Third Respondent Position In The Firm (a15a1cx)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 4
Format: character	Invalid: 0
Width: 23	

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Third Respondent Years Working In The Firm: (a15a2c)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 262
Width: 2	
Decimals: 0	
Range: -7-4	

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

## Third Respondent Years Working In The Firm: (a15a2c)

### File: Djibouti-2013-full data

Information about the respondent for the innovation module

## Third respondent's yrs in the position (MNAa15a4c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 262
Width: 2	
Decimals: 0	
Range: -7-4	

#### Pre question

Please complete the following information about the interviewee(s)

#### Literal question

Information about the respondent for the innovation module

## Third Respondent Gender (a15a3c)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 262
Width: 2	
Decimals: 0	
Range: -7-2	

#### Pre question

Please complete the following information about the interviewee(s)

#### Literal question

Information about the respondent for the innovation module

## Perception Of The Questions Regarding Opinions And Perceptions (a16)

### File: Djibouti-2013-full data

#### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-3	

#### Pre question

INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW

#### Literal question

It is my perception that the responses to the questions regarding opinions and perceptions:

## Responses To The Questions About Figures Are... (a17)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 266  
Invalid: 0

### Literal question

The responses to the questions regarding figures (productivity and employment numbers):

## Main Product/Service (By The Largest % Of Annual Sales) In Last Fiscal Year (d1a1x)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 79

Valid cases: 266  
Invalid: 0

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The next topic to be covered is how and where this establishment makes its sales.

### Literal question

In fiscal year [insert last complete fiscal year], what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?

### Interviewer instructions

Establishment's main product The purpose of this question is to determine what the company produces. The description should be written down exactly as provided by the respondent.

The main product is defined in terms of sales in monetary value not volume.

## Num. Full-time Employees At End Of Last Fiscal Yr: female (l5)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-203

Valid cases: 202  
Invalid: 64

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

## Proceed refuse innovation (proceed\_refuse\_innovation)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 3-4

Valid cases: 149  
Invalid: 117

## Eligible for innovation module (eligible\_for\_innovation)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 0-1

Valid cases: 266  
Invalid: 0

How many permanent, full-time individuals in this establishment were younger than (MNA14)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-600

Valid cases: 202  
Invalid: 64

Number of respondents if more than 1 (A15a4)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-4

Valid cases: 266  
Invalid: 0

### Literal question

Information about the respondent for the innovation module

Position in the firm (fourth respondent) (a15a1dx)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0  
Invalid: 0

### Literal question

Information about the respondent for the innovation module

Years with the firm (fourth respondent) (a15a2d)

File: Djibouti-2013-full data

### Overview

## Years with the firm (fourth respondent) (a15a2d)

File: Djibouti-2013-full data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-1

Valid cases: 0  
Invalid: 266

### Literal question

Information about the respondent for the innovation module

## Years in the position (fourth respondent) (MNAa15a4d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-1

Valid cases: 0  
Invalid: 266

### Literal question

Information about the respondent for the innovation module

## Gender (fourth respondent) (a15a3d)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-2

Valid cases: 0  
Invalid: 266

### Literal question

Information about the respondent for the innovation module

## Interviewer Number (a12)

File: Djibouti-2013-full data

### Overview

Type: Discrete  
Format: character  
Width: 8

Valid cases: 266  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Interviewer code

### Interviewer instructions

Information taken from the screener questionnaire

## Weight according to strict eligibility (wstrict)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 266
Format: numeric	Invalid: 0
Width: 16	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2.02357802625182	

## Weight according to median eligibility (wmedian)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 266
Format: numeric	Invalid: 0
Width: 16	Minimum: 1
Decimals: 0	Maximum: 2.2
Range: 1-2.23942634905202	

## Weight according to weak eligibility (wweak)

File: Djibouti-2013-full data

### Overview

Type: Continuous	Valid cases: 266
Format: numeric	Invalid: 0
Width: 16	Minimum: 1.3
Decimals: 0	Maximum: 2.7
Range: 1.29177631578947-2.72508507535246	

## group(a2 a4anew a6a) (strata)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-9	

## Establishment Is Part Of A Large Firm (a7)

File: Djibouti-2013-full data

### Overview

Type: Discrete	Valid cases: 266
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## Related Materials

### Questionnaires

#### Manufacturing Questionnaire

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Title Manufacturing Questionnaire  
 Language English  
 Filename ES\_Manufacturing\_MENA\_Djibouti.pdf

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#### Services Questionnaire

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Title Services Questionnaire  
 Language English  
 Filename ES\_Services\_MENA\_Djibouti.pdf

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#### Manufacturing Questionnaire - Innovation Module

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Title Manufacturing Questionnaire - Innovation Module  
 Language English  
 Filename MENA\_Innovation\_Manufacturing\_Djibouti.pdf

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#### Services Questionnaire - Innovation Module

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Title Services Questionnaire - Innovation Module  
 Language English  
 Filename MENA\_Innovation\_Services\_Djibouti.pdf

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### Reports

#### Djibouti Country Profile 2013

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Title Djibouti Country Profile 2013  
 Language English  
 Description Country Profiles provide key investment climate indicators for a country with benchmarks against their respective regional and income groups. The set of covered topics includes perceived obstacles, the average firm, corruption, taxes and regulations, access to finance, infrastructure, workforce, crime, informality, innovation, and trade. These 15-18 page documents contain mostly figures and tables for easy visual display.  
 Filename <http://www.enterprisesurveys.org/~media/GIAWB/EnterpriseSurveys/Documents/Profiles/English/Djibouti-2013.pdf>

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### Technical documents

#### Description of Djibouti ES 2013 Implementation

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Title Description of Djibouti ES 2013 Implementation  
 Language English  
 Filename Djibouti 2013 Implementation Report.pdf

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## Questionnaire Manual

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Title Questionnaire Manual  
Language English  
Filename QuestionnaireManual2011.pdf

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## Sampling Methodology

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Title Sampling Methodology  
Language English  
Filename Sampling\_Note.pdf

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## ISIC Revision 3.1 Codes

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Title ISIC Revision 3.1 Codes  
Language English  
Filename ISIC\_Rev\_3\_1\_english\_structure.xls

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