

# Tanzania - Enterprise Survey 2013, Innovation Follow-up Survey

**World Bank**

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# Sampling

## Sampling Procedure

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Respondents were randomly selected from a list of establishments interviewed for Tanzania 2013 Enterprise Survey. The goal was to have a final sample of 75% of the original businesses.

## Response Rate

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103 firms refused to participate in the survey.

## Weighting

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Weights for the innovation survey are calculated from the original Enterprise Survey weights through upwards adjustment by multiplying with a cell-specific factor which equals the proportion of originally completed ES interviews to completed innovation interviews.

# Questionnaires

No content available

## Data Collection

### Data Collection Dates

Start	End	Cycle
2013-10	2014-02	N/A

### Data Collection Mode

Face-to-face [f2f]

### Data Collectors

Name	Abbreviation	Affiliation
TNS RMS East Africa Limited		

## Data Processing

No content available

# Data Appraisal

No content available

## File Description



## Variable List

## tanzania\_2013\_innovation\_data

### Content

Cases	543
Variable(s)	189
Structure	Type: Keys: ()
Version	
Producer	
Missing Data	

## Variables

ID	Name	Label	Type	Format	Question
V1	idstd	WEB STD FIRMID	discrete	numeric	
V2	id	Questionnaire number	discrete	numeric	
V3	recnumber	Record number	discrete	numeric	
V4	preference	Preference	discrete	numeric	
V5	a4a	a4a Industry Sampling Sector	discrete	numeric	
V6	a4b	a4b Industry Screener Sector	discrete	numeric	
V7	a6a	a6a Sampling Size	discrete	numeric	
V8	a6b	a6b Screener Size	discrete	numeric	
V9	b5	Year firm began operations	discrete	numeric	
V10	ha0	Questionnaire	discrete	numeric	
V11	ha14d	Day when the interview begins	contin	numeric	
V12	ha14m	Month when the interview begins	discrete	numeric	
V13	ha14y	Year when the interview begins	discrete	numeric	
V14	ha14h	Hour when the interview begins	discrete	numeric	
V15	ha14min	Minutes when the interview begins	contin	numeric	
V16	ha0b	Same respondent as the ES	discrete	numeric	
V17	hb1	Did the firm introduce any innovative product or service?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce any innovative product or service?
V18	hb2	How many innovative products or services did the firm introduced?	discrete	numeric	From fiscal year 2010 thru 2012, how many innovative products or services did this establishment introduce?
V19	hb3	Percentage of sales from all innovative products	discrete	numeric	In fiscal year 2012, what percentage of this establishment's total sales was represented by sales from all innovative products or services introduced from fiscal year 2010 thru 2012?
V20	hb5x	Describe the main innovative product or service that the firm introduced	discrete	character	Please describe in detail the main innovative product or service that this establishment introduced from fiscal year 2010 thru 2012.
V21	hb6	Year the main innovative product or service was introduced	discrete	numeric	In which year did this establishment introduce the main innovative product or service?

ID	Name	Label	Type	Format	Question
V22	hb4	Percentage of the main innovative product or service	discrete	numeric	In fiscal year 2012, what percentage of this establishment's total sales was represented by sales from the main innovative product or service?
V23	hb7x	How the main innovative product/service is different than the most similar one?	discrete	character	Please describe in detail how the main innovative product or service is different than the most similar product or service, if any, previously produced by this establishment
V24	hb7	The product or service is completely new	discrete	numeric	Please describe in detail how the main innovative product or service is different than the most similar product or service, if any, previously produced by this establishment . The product or service is completely new, there are no similar products
V25	hb9a	Does the main innovative product/service have completely new functions?	discrete	numeric	
V26	hb9b	Is it cheaper to produce or offer?	discrete	numeric	I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.
V27	hb9c	Is it a better quality product/service?	discrete	numeric	I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.
V28	hb9d	Does it use different inputs?	discrete	numeric	I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.
V29	hb9f	Is it based on a techno/indust. design not already used by the firm?	discrete	numeric	I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.
V30	hb10a	To replace a product or service offered by firm	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V31	hb10b	To extend the range of products or service offered by firm	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V32	hb10c	To open up new markets or increase market share	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V33	hb10d	To decrease the cost of production or offering the service	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V34	hb10e	To offer products or service already offered by competitors	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V35	hb10f	To comply with regulations or standards	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V36	hb10g	To deal with a decrease in the demand for other products or service	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product:
V37	hb11a	The main innovative product : New to the local market	discrete	numeric	When this main innovative product or service was introduced by this establishment, was it
V38	hb11b	The main innovative product : New to the national market	discrete	numeric	When this main innovative product or service was introduced by this establishment, was it

ID	Name	Label	Type	Format	Question
V39	hb11c	The main innovative product : New to the international market	discrete	numeric	When this main innovative product or service was introduced by this establishment, was it
V40	hb12	How did the firm develop the idea for this main innovative product/service?	discrete	numeric	How did this establishment develop the idea for this main innovative product or service?
V41	hb13	Was the main innovative product or service developed entirely by firm?	discrete	numeric	Was the main innovative product or service developed entirely by this establishment?
V42	hb14	Was the main innovative product or service developed entirely by another firm?	discrete	numeric	Was the main innovative product or service developed entirely by another firm (e.g. headquarter, sister company or any other firm within your company or independent from your company)?
V43	hb15a	Developed in cooperation with: Any domestic firms	discrete	numeric	Was the main innovative product or service developed in cooperation with any of the following?
V44	hb15b	Developed in cooperation with: Any foreign firms or a foreign-owned parent firm	discrete	numeric	Was the main innovative product or service developed in cooperation with any of the following?
V45	hb15c	Developed in cooperation with: Domestic academic or research institutions	discrete	numeric	Was the main innovative product or service developed in cooperation with any of the following?
V46	hb15d	Developed in cooperation with: Foreign academic or research institutions	discrete	numeric	Was the main innovative product or service developed in cooperation with any of the following?
V47	hb15e	Developed in cooperation with: Private consulting company or individuals	discrete	numeric	Was the main innovative product or service developed in cooperation with any of the following?
V48	hb15f	Developed in cooperation with: Government	discrete	numeric	Was the main innovative product or service developed in cooperation with any of the following?
V49	hb16	Were employees hired for the purpose of developing the main innovative product?	discrete	numeric	Were employees hired specifically for the purpose of developing the main innovative product or service?
V50	hb17	Number of skilled workers increased, decreased or remained the same?	discrete	numeric	From fiscal year 2010 thru 2012, as a consequence of introducing any innovative product or service, did the number of skilled workers employed by the establishment increase, decrease or remain the same?
V51	hb18	Number of unskilled workers increased, decreased or remained the same?	discrete	numeric	From fiscal year 2010 thru 2012, as a consequence of introducing any innovative product or service, did the number of unskilled workers employed by the establishment increase, decrease or remain the same?
V52	hb19a	Attempt to develop innovative product: Abandoned/suspended before completion	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment attempt to develop an innovative product or service that was
V53	hb19b	Attempt to develop innovative product: Ongoing at the end of fiscal year 2012	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment attempt to develop an innovative product or service that was
V54	hc1	Introduced any innovative methods of manufacturing products/offering services?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce any innovative methods of manufacturing products or offering services?
V55	hc2	Introduced any innovative logistics, del./dist. methods/ products/services?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce any innovative logistics, delivery, or distribution methods for inputs, products, or services?

ID	Name	Label	Type	Format	Question
V56	hc3	Introduced any innovative supporting activity for processes?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce any innovative supporting activity for processes, such as maintenance systems or operations for purchasing, accounting, or computing?
V57	hc4	ANY or NONE of above 3 questions are "yes"	discrete	numeric	
V58	hc5x	Describe in detail firm's main innovative process	discrete	character	Please describe in detail this establishment's main innovative process
V59	hc6	Year the most important innovative process was introduced	discrete	numeric	In which year did this establishment introduce this most important innovative process?
V60	hc7x	How the innovative process is different from the most similar process	discrete	character	Please describe in detail how the innovative process is different from the most similar process, if any, that is or was used by this establishment
V61	hc7	The process is completely new, there is no similar process	discrete	numeric	Please describe in detail how the innovative process is different from the most similar process, if any, that is or was used by this establishment. The process is completely new, there is no similar process
V62	hc8a	The most important innovative process: Automate manual processes?	discrete	numeric	Does the most important innovative process
V63	hc8b	The most important innovative process: Adapt a technology used by firm?	discrete	numeric	Does the most important innovative process
V64	hc8c	The most important innovative process: Introduce a new technology or method?	discrete	numeric	Does the most important innovative process
V65	hc8d	The most important innovative process: Use efficient tech. already used by firm	discrete	numeric	Does the most important innovative process: Use a more efficient technology or method already used by this establishment
V66	hc9	Most imp. inno. process associated with an inno.product introduced by firm?	discrete	numeric	Is the most important innovative process associated with an innovative product or service introduced by this establishment?
V67	hc10a	Introduced the most imp. inno. pro.: To increase quality of products/services	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To increase the quality of products or services
V68	hc10b	Introduced the most imp. inno. pro.: To increase total prod./amount of services	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To increase the total production or amount of services offered
V69	hc10c	Introduced the most imp. inno. pro.: To increase flexibility of prod./service	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To increase the flexibility of production or offering service
V70	hc10d	Introduced the most imp. inno. pro.: To increase speed of production/ service	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To increase the speed of production or offering service
V71	hc10e	Introduced the most imp. inno. pro.: To increase speed of delivery to customer	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To increase the speed of delivery to the customer
V72	hc10f	Introduced the most imp. inno. pro.: To decrease the cost of production/service	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To decrease the cost of production or offering service

ID	Name	Label	Type	Format	Question
V73	hc10g	Introduced the most imp. inno. pro.: To reduce waste or errors	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To reduce waste or errors (defect rate or rejection rate )
V74	hc10h	Introduced the most imp. inno. pro.: To comply with regulations or standards	discrete	numeric	Do any of the following describe why this establishment introduced the most important innovative process? To comply with regulations or standards (e.g. safety or environmental regulations)
V75	hc11a	When the most imp. inno. process was introduced: New to the local market	discrete	numeric	When the most important innovative process was introduced in this establishment, was it
V76	hc11b	When the most imp. inno. process was introduced: New to the national market	discrete	numeric	When the most important innovative process was introduced in this establishment, was it
V77	hc11c	When the most imp. inno. process was introduced: New to the international market	discrete	numeric	When the most important innovative process was introduced in this establishment, was it
V78	hc12	How did firm develop the idea for this most important innovative process?	discrete	numeric	How did this establishment develop the idea for this most important innovative process?
V79	hc13	Was the most important innovative process developed entirely by firm?	discrete	numeric	Was the most important innovative process developed entirely by this establishment?
V80	hc14	Was the most important innovative process developed entirely by another firm?	discrete	numeric	Was the most important innovative process developed entirely by another firm (e.g. headquarter, sister company or any other firm within your company or independent from your company)?
V81	hc15a	Developed in cooperation with: Domestic firms or a domestic-owned parent firm	discrete	numeric	Was the most important innovative process developed in cooperation with any of the following?
V82	hc15b	Developed in cooperation with: Foreign firms or a foreign-owned parent firm	discrete	numeric	Was the most important innovative process developed in cooperation with any of the following?
V83	hc15c	Developed in cooperation with: Domestic academic or research institutions	discrete	numeric	Was the most important innovative process developed in cooperation with any of the following?
V84	hc15d	Developed in cooperation with: Foreign academic or research institutions	discrete	numeric	Was the most important innovative process developed in cooperation with any of the following?
V85	hc15e	Developed in cooperation with: Private consulting company or individuals	discrete	numeric	Was the most important innovative process developed in cooperation with any of the following?
V86	hc15f	Developed in cooperation with: Government	discrete	numeric	Was the most important innovative process developed in cooperation with any of the following?
V87	hc16	Employees hired specifically for developing the most imp. innovative process?	discrete	numeric	Were employees hired specifically for the purpose of developing the most important innovative process?
V88	hc17	With introduction of innovative processes: The number of skilled workers?	discrete	numeric	From fiscal year 2010 thru 2012, as a consequence of introducing any innovative processes, did the number of skilled workers employed by the establishment increase, decrease or remain the same?
V89	hc18	With introduction of innovative processes: The number of unskilled workers?	discrete	numeric	From fiscal year 2010 thru 2012, as a consequence of introducing any innovative processes, did the number of unskilled workers employed by the establishment increase, decrease or remain the same?

ID	Name	Label	Type	Format	Question
V90	hd1a	Number of employees reporting directly to Top Manager in fiscal year 2012	discrete	numeric	In fiscal year 2012, how many employees reported directly to the Top Manager of this establishment? (An employee who reports directly implies the employee meets with the Top Manager on a regular basis (middle manager)).
V91	hd1b	Number of employees reporting directly to Top Manager in fiscal year 2010	discrete	numeric	In fiscal year 2010, how many employees reported directly to the Top Manager of this establishment?
V92	hd2a	Number of layers of direct reporting in fiscal year 2012	discrete	numeric	In fiscal year 2012, how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?
V93	hd2b	Number of layers of direct reporting in fiscal year 2010	discrete	numeric	In fiscal year 2010, how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?
V94	hd3a	Changes in its structure: Create a new unit or department	discrete	numeric	From fiscal year 2010 thru 2012, did the establishment make any changes in its organizational structure in any of the following ways:
V95	hd3b	Changes in its structure: Dissolve any units or department	discrete	numeric	From fiscal year 2010 thru 2012, did the establishment make any changes in its organizational structure in any of the following ways:
V96	hd3c	Changes in its structure: Merge any units or department	discrete	numeric	From fiscal year 2010 thru 2012, did the establishment make any changes in its organizational structure in any of the following ways:
V97	hd7	Contracted other firms to perform any activities previously done in-house?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment contract other firms to perform any activities previously done in-house (outsourcing)?
V98	hd8	Started doing in-house any activities previously contracted to other firms?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment start doing in-house any activities previously contracted to other firms (insourcing)?
V99	hd4	Introduce any change in the method of hiring employees?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce any change in the method of hiring employees, excluding managerial and supervisory staff?
V100	hd5	Introduce any change in the method of hiring managerial and supervisory staff?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce any change in the method of hiring managerial and supervisory staff?
V101	hd6a	Manager(s) learn about management practices from: Suppliers or customers	discrete	numeric	From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from
V102	hd6b	Manager(s) learn about management practices from: Trade associations or workshop	discrete	numeric	From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from
V103	hd6c	Manager(s) learn about management practices from: New employees	discrete	numeric	From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from
V104	hd6d	Manager(s) learn about management practices from: Competitors	discrete	numeric	From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from
V105	hd6e	Manager(s) learn about management practices from: Consultants	discrete	numeric	From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from

ID	Name	Label	Type	Format	Question
V106	hd9a	Year 2012: Best describes when a problem arose in the production process	discrete	numeric	In fiscal year 2012 what best describes what happened at this establishment when a problem arose in the production process, such as a quality defect or machinery or equipment break-downs?
V107	hd9b	Year 2010: Best describes when a problem arose in the production process	discrete	numeric	In fiscal year 2010 what best describes what happened at this establishment when a problem arose in the production process, such as a quality defect or machinery or equipment break-downs?
V108	hd10a	Year 2012, were key performance indicators monitored at firm?	discrete	numeric	In fiscal year 2012, were key performance indicators monitored at this establishment? Examples of performance indicators are metrics on production, cost, waste, quality, inventory, energy, absenteeism and on-time delivery.
V109	hd10b	Year 2012, how many key performance indicators were monitored at firm?	discrete	numeric	In fiscal year 2012, how many key performance indicators were monitored at this establishment?
V110	hd10c	Year 2012, how frequently key performance indicators were reviewed by managers?	discrete	numeric	In fiscal year 2012, how frequently were the key performance indicators reviewed by managers at this establishment?
V111	hd11a	Year 2010, were key performance indicators monitored at firm?	discrete	numeric	In fiscal year 2010, were key performance indicators monitored at this establishment?
V112	hd11b	Year 2010, how many key performance indicators were monitored at firm?	discrete	numeric	In fiscal year 2010, how many key performance indicators were monitored at this establishment?
V113	hd11c	Year 2010, how frequently key performance indicators were reviewed by managers?	discrete	numeric	In fiscal year 2010, how frequently were the key performance indicators reviewed by managers at this establishment?
V114	hd12a	Year 2012, best describes the time frame of production/sales targets at firm?	discrete	numeric	In fiscal year 2012, what best describes the time frame of production/sales targets at this establishment? (Production targets may include desired amounts of production, quality, efficiency, waste reduction, and on-time delivery).
V115	hd12b	Year 2012, did firm have any performance bonus for employees or managers?	discrete	numeric	In fiscal year 2012, did this establishment have any performance bonus for employees or managers?
V116	hd12c	What were these performance bonuses usually based on?	discrete	numeric	What were these performance bonuses usually based on?
V117	hd13a	Year 2010, best describes the time frame of production/sales targets at firm?	discrete	numeric	In fiscal year 2010, what best describes the time frame of production/sales targets at this establishment?
V118	hd13b	Year 2010, had any performance bonus for employees or managers?	discrete	numeric	In fiscal year 2010, did this establishment have any performance bonus for employees or managers?
V119	hd13c	What were these performance bonuses usually based on?	discrete	numeric	What were these performance bonuses usually based on?
V120	he1a	Introduced/Significantly changed: Packaging	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V121	he1b	Introduced/Significantly changed: Branding, logo, name, or trademark	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V122	he1c	Introduced/Significantly changed: Products' appearance	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V123	he1d	Introduced/Significantly changed: Advertising methods	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?



ID	Name	Label	Type	Format	Question
V124	he1e	Introduced/Significantly changed: Promotion of the product or service	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V125	he1f	Introduced/Significantly changed: Sales channels or sales points	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V126	he1g	Introduced/Significantly changed: Discount schemes	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V127	he1h	Introduced/Significantly changed: Pricing strategies, excluding discount schemes	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V128	he1i	Introduced/Significantly changed: Payment schemes	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V129	he1j	Introduced/Significantly changed: Customer loyalty rewards	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?
V130	he2a	Used services of a marketing firm/ consumer research firm/ advertising firm?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment use the services of a marketing firm, consumer research firm, or advertising firm?
V131	he2b	Total cost serv. of a marketing firm/ consumer research firm/ advertising firm	discrete	numeric	From fiscal year 2010 thru 2012, how much did this establishment pay in total for those services?
V132	hf1a	Did firm conduct internal R&D?	discrete	numeric	From fiscal year 2010 thru 2012 did this establishment conduct internal R&D? (Internal R&D is defined as creative work undertaken to increase knowledge for developing innovative products and processes.)
V133	hf1b	Total cost of internal R&D	discrete	numeric	How much did this establishment spend in total from fiscal year 2010 thru 2012 on internal R&D?
V134	hf2a	Did firm conduct external R&D?	discrete	numeric	From fiscal year 2010 thru 2012 did this establishment conduct external R&D? (External R&D is defined as creative work, undertaken by other enterprises, public or private research organizations, which was paid for by this establishment.)
V135	hf2b	Total cost of external R&D	discrete	numeric	How much did this establishment spend in total from fiscal year 2010 thru 2012 on external R&D?
V136	hf3a	Provided formal training to employees for innovative products/ services?	discrete	numeric	From fiscal year 2010 thru 2012 did this establishment provide formal training to any of its employees specifically for the development and/or introduction of innovative products or services and processes?
V137	hf3b	Total cost of formal training for employees	discrete	numeric	How much did this establishment spend in total from fiscal year 2010 thru 2012 on that formal training?
V138	hf4a	Purchased new equip./ machinery/ software for innovative products/ services?	discrete	numeric	From fiscal year 2010 thru 2012 did this establishment purchase new equipment, machinery, or software to develop or produce any innovative products or services and processes?
V139	hf4b	Total cost of new equipment, machinery, or software	discrete	numeric	How much did this establishment spend in total from fiscal year 2010 thru 2012 on the purchase of that new equipment, machinery, or software?

ID	Name	Label	Type	Format	Question
V140	hf5a	Purchased/Licensed any patented or non-patented inventions?	discrete	numeric	From fiscal year 2010 thru 2012 did this establishment purchase or license any patented or non-patented inventions, or other types of knowledge for the development of innovative products or services and processes?
V141	hf5b	Total cost of inventions or other types of knowledge	discrete	numeric	How much did this establishment spend in total from fiscal year 2010 thru 2012 on any patented or non-patented inventions, or other types of knowledge?
V142	hf7a	Did firm fund its innovation activities from: Own funds	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:
V143	hf7b	Did firm fund its innovation activities from: Private or state-owned banks	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:
V144	hf7c	Did firm fund its innovation activities from: Government agencies/departments	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:
V145	hf7d	Did firm fund its innovation activities from: NGOs/ international organizations	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:
V146	hf7e	Did firm fund its innovation activities from: Other	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:
V147	hf8	Received non-financial support from the government for inno.-rel. activities?	discrete	numeric	Between fiscal years 2010 and 2012, did this establishment receive any non-financial support from the government for innovation-related activities? (This includes training in the use of innovation equipment, assistance in research and product development, and assistance and training for marketing innovations)
V148	hf6	Most important source of information	discrete	numeric	Thinking about innovation, which of the following is the most important source of information or ideas for any innovation activity for this establishment?
V149	hf9a	Did firm: Apply for a patent concerning a product innovation	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment:
V150	hf9b	Did firm: Apply for a patent concerning a process innovation	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment:
V151	hf9c	Did firm: Apply for a utility model	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment:
V152	hf9d	Did firm: Register an industrial design	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment:
V153	hf9e	Did firm: Apply for a trademark	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment:
V154	hf9f	Did firm: Apply for a copyright	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment:
V155	ha1	Percentage of employees regularly using computers	discrete	numeric	Currently, what percentage of this establishment's employees regularly uses computers in their jobs, including management?
V156	ha2	Did firm purchase or develop in-house any software?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment purchase or develop in-house any software, which was customized to meet its needs?
V157	ha3	Did firm have any employees entirely designated for IT?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment have any employees entirely designated for IT?

ID	Name	Label	Type	Format	Question
V158	ha4	Did firm use the services of an external computer/software consultant?	discrete	numeric	From fiscal year 2010 thru 2012, did this establishment use the services of an external computer consultant or software consultant?
V159	ha5	Total cost of external computer or software consultants	discrete	numeric	From fiscal year 2010 thru 2012, what was the total cost of these external computer consultant or software consultant?
V160	ha6	Currently, does firm have an internet connection?	discrete	numeric	Currently, does this establishment have an internet connection?
V161	ha7	Year the firm first obtain an internet connection	discrete	numeric	When did this establishment first obtain an internet connection?
V162	ha8a	E-mail with clients and suppliers	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V163	ha8b	Internal communication amongst employees	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V164	ha8c	Online purchases of inputs or finished goods purchased to resell ha8c	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V165	ha8d	Online sales and order fulfillment	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V166	ha8e	Manage the inventory	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V167	ha8f	Marketing of products	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V168	ha8g	Do research and develop ideas on new products and services	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities:
V169	ha15d	Day when the interview ends	contin	numeric	
V170	ha15m	Month when the interview ends	discrete	numeric	
V171	ha15y	Year when the interview ends	discrete	numeric	
V172	ha15h	Hour when the interview ends	discrete	numeric	
V173	ha15min	Minutes when the interview ends	contin	numeric	
V174	ha21x	Main respondent: Position in the firm	discrete	character	
V175	ha21a	Main respondent: Years with the firm	contin	numeric	
V176	ha21c	Main respondent: Gender	discrete	numeric	
V177	ha22x	Second respondent: Position in the firm	discrete	character	
V178	ha22a	Second respondent: Years with the firm	discrete	numeric	
V179	ha22c	Second respondent: Gender	discrete	numeric	
V180	ha23x	Third respondent: Position in the firm	discrete	character	
V181	ha23a	Third respondent: Years with the firm	discrete	numeric	
V182	ha23c	Third respondent: Gender	discrete	numeric	
V183	ha17x	Interviewer comments	discrete	character	
V184	a1	Country Code	discrete	numeric	
V185	a3a	Region Of The Establishment	discrete	numeric	

ID	Name	Label	Type	Format	Question
V186	d2	In Last Fiscal Year, What Were This Establishment'S Total Annual Sales?	discrete	numeric	
V187	n3	What Were the Establishment Sales 3 years ago (FY 2009)	discrete	numeric	
V188	l1	Num. Permanent, Full-Time Employees At End Of Last Fiscal Year	discrete	numeric	
V189	l2	Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago	discrete	numeric	



## WEB STD FIRMID (idstd)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 6  
 Decimals: 0  
 Range: 537304-538018

Valid cases: 543  
 Invalid: 0  
 Minimum: 537304  
 Maximum: 538018

## Questionnaire number (id)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 5  
 Decimals: 0  
 Range: 1-99911

Valid cases: 543  
 Invalid: 0  
 Minimum: 1  
 Maximum: 99911

## Record number (recnumber)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: 1-2059

Valid cases: 543  
 Invalid: 0  
 Minimum: 1  
 Maximum: 2059

## Preference (preference)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-10

Valid cases: 543  
 Invalid: 0

## a4a Industry Sampling Sector (a4a)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 15-72

Valid cases: 543  
 Invalid: 0

## a4b Industry Screener Sector (a4b)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 15-72

Valid cases: 543  
 Invalid: 0

## a6a Sampling Size (a6a)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

## a6b Screener Size (a6b)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

## Year firm began operations (b5)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

## Questionnaire (ha0)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

## Day when the interview begins (ha14d)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0  
 Minimum: 1  
 Maximum: 31

## Month when the interview begins (ha14m)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-12

Valid cases: 543  
 Invalid: 0

## Year when the interview begins (ha14y)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: 2013-2014

Valid cases: 543  
 Invalid: 0

## Hour when the interview begins (ha14h)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 8-18

Valid cases: 543  
 Invalid: 0

## Minutes when the interview begins (ha14min)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0  
 Minimum: 0  
 Maximum: 59



## Same respondent as the ES (ha0b)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

## Did the firm introduce any innovative product or service? (hb1)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Pre question

I would like to start by asking you some questions about any new or significantly improved product or service introduced by this establishment, where "new" means new to the establishment and not necessarily new to the market. The next questions will refer to this new or significantly improved product or service as an "innovative" product or service.

#### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce any innovative product or service?

## How many innovative products or services did the firm introduced? (hb2)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

From fiscal year 2010 thru 2012, how many innovative products or services did this establishment introduce?

## Percentage of sales from all innovative products (hb3)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 34  
Invalid: 509

#### Literal question

In fiscal year 2012, what percentage of this establishment's total sales was represented by sales from all innovative products or services introduced from fiscal year 2010 thru 2012?

Describe the main innovative product or service that the firm introduced (hb5x)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete  
Format: character  
Width: 169

Valid cases: 89

#### Pre question

The next questions are about this establishment's main innovative product or service. The main innovative product or service is the one that represented the largest proportion of this establishment's sales in value (not volume) during fiscal year 2012.

#### Literal question

Please describe in detail the main innovative product or service that this establishment introduced from fiscal year 2010 thru 2012.

Year the main innovative product or service was introduced (hb6)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

In which year did this establishment introduce the main innovative product or service?

Percentage of the main innovative product or service (hb4)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

In fiscal year 2012, what percentage of this establishment's total sales was represented by sales from the main innovative product or service?

How the main innovative product/service is different than the most similar one? (hb7x)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete  
Format: character  
Width: 170

Valid cases: 70

#### Literal question

Please describe in detail how the main innovative product or service is different than the most similar product or service, if any, previously produced by this establishment

## The product or service is completely new (hb7)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 19  
Invalid: 524

### Literal question

Please describe in detail how the main innovative product or service is different than the most similar product or service, if any, previously produced by this establishment .

The product or service is completely new, there are no similar products

## Does the main innovative product/service have completely new functions? (hb9a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

## Is it cheaper to produce or offer? (hb9b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

### Literal question

I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.

## Is it a better quality product/service? (hb9c)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

### Literal question

I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.

## Does it use different inputs? (hb9d)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 89  
 Invalid: 454

**Literal question**

I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.

## Is it based on a techno/indust. design not already used by the firm? (hb9f)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 89  
 Invalid: 454

**Literal question**

I will now ask you a few questions about the main innovative product or service compared with all other products and services already produced in this establishment.

## To replace a product or service offered by firm (hb10a)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 89  
 Invalid: 454

**Literal question**

Do any of the following describe why this establishment introduced this main innovative product:

## To extend the range of products or service offered by firm (hb10b)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 89  
 Invalid: 454

**Literal question**

Do any of the following describe why this establishment introduced this main innovative product:

## To open up new markets or increase market share (hb10c)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

### Literal question

Do any of the following describe why this establishment introduced this main innovative product:

## To decrease the cost of production or offering the service (hb10d)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

### Literal question

Do any of the following describe why this establishment introduced this main innovative product:

## To offer products or service already offered by competitors (hb10e)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

### Literal question

Do any of the following describe why this establishment introduced this main innovative product:

## To comply with regulations or standards (hb10f)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 89  
Invalid: 454

### Literal question

Do any of the following describe why this establishment introduced this main innovative product:

To deal with a decrease in the demand for other products or service (hb10g)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

Do any of the following describe why this establishment introduced this main innovative product:

The main innovative product : New to the local market (hb11a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

When this main innovative product or service was introduced by this establishment, was it

The main innovative product : New to the national market (hb11b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

When this main innovative product or service was introduced by this establishment, was it

The main innovative product : New to the international market (hb11c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

When this main innovative product or service was introduced by this establishment, was it

How did the firm develop the idea for this main innovative product/service? (hb12)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

How did this establishment develop the idea for this main innovative product or service?

Was the main innovative product or service developed entirely by firm? (hb13)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

Was the main innovative product or service developed entirely by this establishment?

Was the main innovative product or service developed entirely by another firm? (hb14)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 38  
Invalid: 505

#### Literal question

Was the main innovative product or service developed entirely by another firm (e.g. headquarter, sister company or any other firm within your company or independent from your company)?

Developed in cooperation with: Any domestic firms (hb15a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 27  
Invalid: 516

#### Literal question

Was the main innovative product or service developed in cooperation with any of the following?

Developed in cooperation with: Any foreign firms or a foreign-owned parent firm (hb15b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 27  
Invalid: 516

#### Literal question

Was the main innovative product or service developed in cooperation with any of the following?

Developed in cooperation with: Domestic academic or research institutions (hb15c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 27  
Invalid: 516

#### Literal question

Was the main innovative product or service developed in cooperation with any of the following?

Developed in cooperation with: Foreign academic or research institutions (hb15d)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 27  
Invalid: 516

#### Literal question

Was the main innovative product or service developed in cooperation with any of the following?

Developed in cooperation with: Private consulting company or individuals (hb15e)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 27  
Invalid: 516

#### Literal question

Was the main innovative product or service developed in cooperation with any of the following?



## Developed in cooperation with: Government (hb15f)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 27  
Invalid: 516

#### Literal question

Was the main innovative product or service developed in cooperation with any of the following?

## Were employees hired for the purpose of developing the main innovative product? (hb16)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

Were employees hired specifically for the purpose of developing the main innovative product or service?

## Number of skilled workers increased, decreased or remained the same? (hb17)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

From fiscal year 2010 thru 2012, as a consequence of introducing any innovative product or service, did the number of skilled workers employed by the establishment increase, decrease or remain the same?

## Number of unskilled workers increased, decreased or remained the same? (hb18)

### File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 89  
Invalid: 454

#### Literal question

Number of unskilled workers increased, decreased or remained the same? (hb18)

File: tanzania\_2013\_innovation\_data

From fiscal year 2010 thru 2012, as a consequence of introducing any innovative product or service, did the number of unskilled workers employed by the establishment increase, decrease or remain the same?

Attempt to develop innovative product: Abandoned/suspended before completion (hb19a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment attempt to develop an innovative product or service that was

Attempt to develop innovative product: Ongoing at the end of fiscal year 2012 (hb19b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment attempt to develop an innovative product or service that was

Introduced any innovative methods of manufacturing products/offering services? (hc1)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Pre question

I would now like to ask you some questions related to any new or significantly improved process introduced by this establishment. The next questions will refer to any new or significantly improved process as an "innovative" process.

#### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce any innovative methods of manufacturing products or offering services?

Introduced any innovative logistics, del./dist. methods/  
products/services? (hc2)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce any innovative logistics, delivery, or distribution methods for inputs, products, or services?

Introduced any innovative supporting activity for processes? (hc3)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce any innovative supporting activity for processes, such as maintenance systems or operations for purchasing, accounting, or computing?

ANY or NONE of above 3 questions are "yes" (hc4)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

Describe in detail firm's main innovative process (hc5x)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete  
Format: character  
Width: 206

Valid cases: 205

#### Pre question

The next questions refer to this establishment's main innovative process, that is, the innovative process that had the largest impact on the operations of the establishment.

#### Literal question

Please describe in detail this establishment's main innovative process

## Year the most important innovative process was introduced (hc6)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 205  
Invalid: 338

### Literal question

In which year did this establishment introduce this most important innovative process?

## How the innovative process is different from the most similar process (hc7x)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: character  
Width: 185

Valid cases: 167

### Literal question

Please describe in detail how the innovative process is different from the most similar process, if any, that is or was used by this establishment

## The process is completely new, there is no similar process (hc7)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 38  
Invalid: 505

### Literal question

Please describe in detail how the innovative process is different from the most similar process, if any, that is or was used by this establishment.

The process is completely new, there is no similar process

## The most important innovative process: Automate manual processes? (hc8a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 205  
Invalid: 338

### Literal question

Does the most important innovative process

The most important innovative process: Adapt a technology used by firm? (hc8b)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 205
Format: numeric	Invalid: 338
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Does the most important innovative process

The most important innovative process: Introduce a new technology or method? (hc8c)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 205
Format: numeric	Invalid: 338
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Does the most important innovative process

The most important innovative process: Use efficient tech. already used by firm (hc8d)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 205
Format: numeric	Invalid: 338
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Does the most important innovative process:  
Use a more efficient technology or method already used by this establishment

Most imp. inno. process associated with an inno.product introduced by firm? (hc9)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 205
Format: numeric	Invalid: 338
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Most imp. inno. process associated with an inno.product introduced by firm? (hc9)

File: tanzania\_2013\_innovation\_data

Is the most important innovative process associated with an innovative product or service introduced by this establishment?

Introduced the most imp. inno. pro.: To increase quality of products/services (hc10a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To increase the quality of products or services

Introduced the most imp. inno. pro.: To increase total prod./amount of services (hc10b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To increase the total production or amount of services offered

Introduced the most imp. inno. pro.: To increase flexibility of prod./service (hc10c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To increase the flexibility of production or offering service

Introduced the most imp. inno. pro.: To increase speed of production/ service (hc10d)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To increase the speed of production or offering service

Introduced the most imp. inno. pro.: To increase speed of delivery to customer (hc10e)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To increase the speed of delivery to the customer

Introduced the most imp. inno. pro.: To decrease the cost of production/service (hc10f)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To decrease the cost of production or offering service

Introduced the most imp. inno. pro.: To reduce waste or errors (hc10g)

File: tanzania\_2013\_innovation\_data

#### Overview

Introduced the most imp. inno. pro.: To reduce waste or errors (hc10g)

File: tanzania\_2013\_innovation\_data

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To reduce waste or errors (defect rate or rejection rate )

Introduced the most imp. inno. pro.: To comply with regulations or standards (hc10h)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Do any of the following describe why this establishment introduced the most important innovative process?  
To comply with regulations or standards (e.g. safety or environmental regulations)

When the most imp. inno. process was introduced: New to the local market (hc11a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

When the most important innovative process was introduced in this establishment, was it

When the most imp. inno. process was introduced: New to the national market (hc11b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question



When the most imp. inno. process was introduced: New to the national market (hc11b)

File: tanzania\_2013\_innovation\_data

When the most important innovative process was introduced in this establishment, was it

When the most imp. inno. process was introduced: New to the international market (hc11c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

When the most important innovative process was introduced in this establishment, was it

How did firm develop the idea for this most important innovative process? (hc12)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

How did this establishment develop the idea for this most important innovative process?

Was the most important innovative process developed entirely by firm? (hc13)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

Was the most important innovative process developed entirely by this establishment?

Was the most important innovative process developed entirely by another firm? (hc14)

File: tanzania\_2013\_innovation\_data

Was the most important innovative process developed entirely by another firm? (hc14)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 19  
Invalid: 524

#### Literal question

Was the most important innovative process developed entirely by another firm (e.g. headquarter, sister company or any other firm within your company or independent from your company)?

Developed in cooperation with: Domestic firms or a domestic-owned parent firm (hc15a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 15  
Invalid: 528

#### Literal question

Was the most important innovative process developed in cooperation with any of the following?

Developed in cooperation with: Foreign firms or a foreign-owned parent firm (hc15b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 15  
Invalid: 528

#### Literal question

Was the most important innovative process developed in cooperation with any of the following?

Developed in cooperation with: Domestic academic or research institutions (hc15c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 15  
Invalid: 528

#### Literal question

Developed in cooperation with: Domestic academic or research institutions (hc15c)

File: tanzania\_2013\_innovation\_data

Was the most important innovative process developed in cooperation with any of the following?

Developed in cooperation with: Foreign academic or research institutions (hc15d)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 15  
Invalid: 528

#### Literal question

Was the most important innovative process developed in cooperation with any of the following?

Developed in cooperation with: Private consulting company or individuals (hc15e)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 15  
Invalid: 528

#### Literal question

Was the most important innovative process developed in cooperation with any of the following?

Developed in cooperation with: Government (hc15f)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 15  
Invalid: 528

#### Literal question

Was the most important innovative process developed in cooperation with any of the following?

Employees hired specifically for developing the most imp. innovative process? (hc16)

File: tanzania\_2013\_innovation\_data

#### Overview

Employees hired specifically for developing the most imp.  
innovative process? (hc16)

File: tanzania\_2013\_innovation\_data

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

Valid cases: 205  
Invalid: 338

#### Literal question

Were employees hired specifically for the purpose of developing the most important innovative process?

With introduction of innovative processes: The number of skilled  
workers? (hc17)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

From fiscal year 2010 thru 2012, as a consequence of introducing any innovative processes, did the number of skilled workers employed by the establishment increase, decrease or remain the same?

With introduction of innovative processes: The number of  
unskilled workers? (hc18)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 205  
Invalid: 338

#### Literal question

From fiscal year 2010 thru 2012, as a consequence of introducing any innovative processes, did the number of unskilled workers employed by the establishment increase, decrease or remain the same?

Number of employees reporting directly to Top Manager in fiscal  
year 2012 (hd1a)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-80

Valid cases: 242  
Invalid: 301

#### Pre question

## Number of employees reporting directly to Top Manager in fiscal year 2012 (hd1a)

File: tanzania\_2013\_innovation\_data

I would now like to ask you some questions related to innovation in organization or management. Please note that these changes in organization or management do not necessarily need to be related to other innovations, such as product or process innovations.

All questions are about the situation in fiscal years 2010 and 2012.

### Literal question

In fiscal year 2012, how many employees reported directly to the Top Manager of this establishment? (An employee who reports directly implies the employee meets with the Top Manager on a regular basis (middle manager)).

## Number of employees reporting directly to Top Manager in fiscal year 2010 (hd1b)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-80

Valid cases: 242  
Invalid: 301

### Literal question

In fiscal year 2010, how many employees reported directly to the Top Manager of this establishment?

## Number of layers of direct reporting in fiscal year 2012 (hd2a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

In fiscal year 2012, how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?

## Number of layers of direct reporting in fiscal year 2010 (hd2b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

In fiscal year 2010, how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?

## Changes in its structure: Create a new unit or department (hd3a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

From fiscal year 2010 thru 2012, did the establishment make any changes in its organizational structure in any of the following ways:

## Changes in its structure: Dissolve any units or department (hd3b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

From fiscal year 2010 thru 2012, did the establishment make any changes in its organizational structure in any of the following ways:

## Changes in its structure: Merge any units or department (hd3c)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

From fiscal year 2010 thru 2012, did the establishment make any changes in its organizational structure in any of the following ways:

## Contracted other firms to perform any activities previously done in-house? (hd7)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

From fiscal year 2010 thru 2012, did this establishment contract other firms to perform any activities previously done in-house (outsourcing)?

Started doing in-house any activities previously contracted to other firms? (hd8)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

From fiscal year 2010 thru 2012, did this establishment start doing in-house any activities previously contracted to other firms (insourcing)?

Introduce any change in the method of hiring employees? (hd4)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce any change in the method of hiring employees, excluding managerial and supervisory staff?

Introduce any change in the method of hiring managerial and supervisory staff? (hd5)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce any change in the method of hiring managerial and supervisory staff?

Manager(s) learn about management practices from: Suppliers or customers (hd6a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

Manager(s) learn about management practices from: Suppliers or customers (hd6a)

File: tanzania\_2013\_innovation\_data

From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from

Manager(s) learn about management practices from: Trade associations or workshop (hd6b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from

Manager(s) learn about management practices from: New employees (hd6c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from

Manager(s) learn about management practices from: Competitors (hd6d)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from

Manager(s) learn about management practices from: Consultants (hd6e)

File: tanzania\_2013\_innovation\_data



## Manager(s) learn about management practices from: Consultants (hd6e)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

From fiscal year 2010 thru 2012, did the manager(s) at this establishment learn about management practices from

## Year 2012: Best describes when a problem arose in the production process (hd9a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Pre question

The next questions are about changes in management practices

### Literal question

In fiscal year 2012 what best describes what happened at this establishment when a problem arose in the production process, such as a quality defect or machinery or equipment break-downs?

## Year 2010: Best describes when a problem arose in the production process (hd9b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 242  
Invalid: 301

### Literal question

In fiscal year 2010 what best describes what happened at this establishment when a problem arose in the production process, such as a quality defect or machinery or equipment break-downs?

## Year 2012, were key performance indicators monitored at firm? (hd10a)

File: tanzania\_2013\_innovation\_data

### Overview

Year 2012, were key performance indicators monitored at firm?  
(hd10a)

File: tanzania\_2013\_innovation\_data

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

Valid cases: 242  
Invalid: 301

#### Literal question

In fiscal year 2012, were key performance indicators monitored at this establishment? Examples of performance indicators are metrics on production, cost, waste, quality, inventory, energy, absenteeism and on-time delivery.

Year 2012, how many key performance indicators were monitored at firm? (hd10b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 138  
Invalid: 405

#### Literal question

In fiscal year 2012, how many key performance indicators were monitored at this establishment?

Year 2012, how frequently key performance indicators were reviewed by managers? (hd10c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 138  
Invalid: 405

#### Literal question

In fiscal year 2012, how frequently were the key performance indicators reviewed by managers at this establishment?

Year 2010, were key performance indicators monitored at firm?  
(hd11a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

In fiscal year 2010, were key performance indicators monitored at this establishment?

Year 2010, how many key performance indicators were monitored at firm? (hd11b)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 151
Format: numeric	Invalid: 392
Width: 2	
Decimals: 0	
Range: -9-3	

#### Literal question

In fiscal year 2010, how many key performance indicators were monitored at this establishment?

Year 2010, how frequently key performance indicators were reviewed by managers? (hd11c)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 151
Format: numeric	Invalid: 392
Width: 2	
Decimals: 0	
Range: -9-5	

#### Literal question

In fiscal year 2010, how frequently were the key performance indicators reviewed by managers at this establishment?

Year 2012, best describes the time frame of production/sales targets at firm? (hd12a)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 242
Format: numeric	Invalid: 301
Width: 2	
Decimals: 0	
Range: -9-4	

#### Literal question

In fiscal year 2012, what best describes the time frame of production/sales targets at this establishment? (Production targets may include desired amounts of production, quality, efficiency, waste reduction, and on-time delivery).

Year 2012, did firm have any performance bonus for employees or managers? (hd12b)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete	Valid cases: 242
Format: numeric	Invalid: 301
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Year 2012, did firm have any performance bonus for employees or managers? (hd12b)

File: tanzania\_2013\_innovation\_data

In fiscal year 2012, did this establishment have any performance bonus for employees or managers?

What were these performance bonuses usually based on? (hd12c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 144  
Invalid: 399

#### Literal question

What were these performance bonuses usually based on?

Year 2010, best describes the time frame of production/sales targets at firm? (hd13a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

In fiscal year 2010, what best describes the time frame of production/sales targets at this establishment?

Year 2010, had any performance bonus for employees or managers? (hd13b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 242  
Invalid: 301

#### Literal question

In fiscal year 2010, did this establishment have any performance bonus for employees or managers?

What were these performance bonuses usually based on? (hd13c)

File: tanzania\_2013\_innovation\_data

#### Overview

## What were these performance bonuses usually based on? (hd13c)

File: tanzania\_2013\_innovation\_data

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

Valid cases: 138  
Invalid: 405

### Literal question

What were these performance bonuses usually based on?

## Introduced/Significantly changed: Packaging (he1a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Pre question

I would now like to ask some questions related to any innovative marketing methods.

### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Branding, logo, name, or trademark (he1b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Products' appearance (he1c)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Advertising methods (he1d)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Promotion of the product or service (he1e)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Sales channels or sales points (he1f)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Discount schemes (he1g)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Pricing strategies, excluding discount schemes (he1h)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Payment schemes (he1i)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Introduced/Significantly changed: Customer loyalty rewards (he1j)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment introduce or significantly change any of the following?

## Used services of a marketing firm/ consumer research firm/ advertising firm? (he2a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment use the services of a marketing firm, consumer research firm, or advertising firm?

## Total cost serv. of a marketing firm/ consumer research firm/ advertising firm (he2b)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete	Valid cases: 43
Format: numeric	Invalid: 500
Width: 8	
Decimals: 0	
Range: -9-500000000	

### Literal question

From fiscal year 2010 thru 2012, how much did this establishment pay in total for those services?

## Did firm conduct internal R&D? (hf1a)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete	Valid cases: 543
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

Now, I would like to ask you a few questions about activities associated with the development of innovation.

### Literal question

From fiscal year 2010 thru 2012 did this establishment conduct internal R&D? (Internal R&D is defined as creative work undertaken to increase knowledge for developing innovative products and processes.)

## Total cost of internal R&D (hf1b)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete	Valid cases: 121
Format: numeric	Invalid: 422
Width: 9	
Decimals: 0	
Range: -9-2000000000	

### Literal question

How much did this establishment spend in total from fiscal year 2010 thru 2012 on internal R&D?

## Did firm conduct external R&D? (hf2a)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete	Valid cases: 543
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

From fiscal year 2010 thru 2012 did this establishment conduct external R&D? (External R&D is defined as creative work, undertaken by other enterprises, public or private research organizations, which was paid for by this establishment.)



## Total cost of external R&D (hf2b)

### File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-5000000

Valid cases: 19  
Invalid: 524

#### Literal question

How much did this establishment spend in total from fiscal year 2010 thru 2012 on external R&D?

## Provided formal training to employees for innovative products/ services? (hf3a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012 did this establishment provide formal training to any of its employees specifically for the development and/or introduction of innovative products or services and processes?

## Total cost of formal training for employees (hf3b)

File: tanzania\_2013\_innovation\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-40000000

Valid cases: 136  
Invalid: 407

#### Literal question

How much did this establishment spend in total from fiscal year 2010 thru 2012 on that formal training?

## Purchased new equip./ machinery/ software for innovative products/ services? (hf4a)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012 did this establishment purchase new equipment, machinery, or software to develop or produce any innovative products or services and processes?

## Total cost of new equipment, machinery, or software (hf4b)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-800000000

Valid cases: 217  
Invalid: 326

### Literal question

How much did this establishment spend in total from fiscal year 2010 thru 2012 on the purchase of that new equipment, machinery, or software?

## Purchased/Licensed any patented or non-patented inventions? (hf5a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012 did this establishment purchase or license any patented or non-patented inventions, or other types of knowledge for the development of innovative products or services and processes?

## Total cost of inventions or other types of knowledge (hf5b)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-600000000

Valid cases: 86  
Invalid: 457

### Literal question

How much did this establishment spend in total from fiscal year 2010 thru 2012 on any patented or non-patented inventions, or other types of knowledge?

## Did firm fund its innovation activities from: Own funds (hf7a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:

Did firm fund its innovation activities from: Private or state-owned banks (hf7b)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:

Did firm fund its innovation activities from: Government agencies/departments (hf7c)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:

Did firm fund its innovation activities from: NGOs/ international organizations (hf7d)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:

Did firm fund its innovation activities from: Other (hf7e)

File: tanzania\_2013\_innovation\_data

#### Overview

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

Valid cases: 543  
Invalid: 0

#### Literal question

From fiscal year 2010 thru 2012, did this establishment fund its innovation activities from any of the following sources:

## Received non-financial support from the government for inno.-rel. activities? (hf8)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

Between fiscal years 2010 and 2012, did this establishment receive any non-financial support from the government for innovation-related activities? (This includes training in the use of innovation equipment, assistance in research and product development, and assistance and training for marketing innovations)

## Most important source of information (hf6)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-12

Valid cases: 543  
Invalid: 0

### Literal question

Thinking about innovation, which of the following is the most important source of information or ideas for any innovation activity for this establishment?

## Did firm: Apply for a patent concerning a product innovation (hf9a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment:

## Did firm: Apply for a patent concerning a process innovation (hf9b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

From fiscal year 2010 thru 2012, did this establishment:

## Did firm: Apply for a utility model (hf9c)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment:

## Did firm: Register an industrial design (hf9d)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment:

## Did firm: Apply for a trademark (hf9e)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment:

## Did firm: Apply for a copyright (hf9f)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0

**Literal question**

From fiscal year 2010 thru 2012, did this establishment:

## Percentage of employees regularly using computers (ha1)

File: tanzania\_2013\_innovation\_data

## Percentage of employees regularly using computers (ha1)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Pre question

I would like to ask you some questions about the use of computers and the internet in this establishment

### Literal question

Currently, what percentage of this establishment's employees regularly uses computers in their jobs, including management?

## Did firm purchase or develop in-house any software? (ha2)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 240  
Invalid: 303

### Literal question

From fiscal year 2010 thru 2012, did this establishment purchase or develop in-house any software, which was customized to meet its needs?

## Did firm have any employees entirely designated for IT? (ha3)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 240  
Invalid: 303

### Literal question

From fiscal year 2010 thru 2012, did this establishment have any employees entirely designated for IT?

## Did firm use the services of an external computer/software consultant? (ha4)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 240  
Invalid: 303

### Literal question

From fiscal year 2010 thru 2012, did this establishment use the services of an external computer consultant or software consultant?

## Total cost of external computer or software consultants (ha5)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-15000000

Valid cases: 61  
Invalid: 482

### Literal question

From fiscal year 2010 thru 2012, what was the total cost of these external computer consultant or software consultant?

## Currently, does firm have an internet connection? (ha6)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 543  
Invalid: 0

### Literal question

Currently, does this establishment have an internet connection?

## Year the firm first obtain an internet connection (ha7)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 153  
Invalid: 390

### Literal question

When did this establishment first obtain an internet connection?

## E-mail with clients and suppliers (ha8a)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 153  
Invalid: 390

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:

## Internal communication amongst employees (ha8b)

File: tanzania\_2013\_innovation\_data

## Internal communication amongst employees (ha8b)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 153  
Invalid: 390

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:

## Online purchases of inputs or finished goods purchased to resell ha8c (ha8c)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 153  
Invalid: 390

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:

## Online sales and order fulfillment (ha8d)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 153  
Invalid: 390

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:

## Manage the inventory (ha8e)

File: tanzania\_2013\_innovation\_data

### Overview

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

Valid cases: 153  
Invalid: 390

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:



## Marketing of products (ha8f)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 153  
 Invalid: 390

**Literal question**

Currently, does this establishment use the internet to conduct any of the following activities:

## Do research and develop ideas on new products and services (ha8g)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 153  
 Invalid: 390

**Literal question**

Currently, does this establishment use the internet to conduct any of the following activities:

## Day when the interview ends (ha15d)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0  
 Minimum: 1  
 Maximum: 31

## Month when the interview ends (ha15m)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-12

Valid cases: 543  
 Invalid: 0

## Year when the interview ends (ha15y)

File: tanzania\_2013\_innovation\_data

**Overview**

## Year when the interview ends (ha15y)

File: tanzania\_2013\_innovation\_data

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: 2013-2014

Valid cases: 543  
 Invalid: 0

## Hour when the interview ends (ha15h)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 8-19

Valid cases: 543  
 Invalid: 0

## Minutes when the interview ends (ha15min)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 543  
 Invalid: 0  
 Minimum: 0  
 Maximum: 59

## Main respondent: Position in the firm (ha21x)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: character  
 Width: 41

Valid cases: 543  
 Invalid: 0

## Main respondent: Years with the firm (ha21a)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Continuous  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-43

Valid cases: 543  
 Invalid: 0  
 Minimum: 1  
 Maximum: 43

## Main respondent: Gender (ha21c)

File: tanzania\_2013\_innovation\_data

**Overview**

**Main respondent: Gender (ha21c)****File: tanzania\_2013\_innovation\_data**

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

Valid cases: 543  
 Invalid: 0

**Second respondent: Position in the firm (ha22x)****File: tanzania\_2013\_innovation\_data****Overview**

Type: Discrete  
 Format: character  
 Width: 24

Valid cases: 30  
 Invalid: 0

**Second respondent: Years with the firm (ha22a)****File: tanzania\_2013\_innovation\_data****Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-20

Valid cases: 30  
 Invalid: 513

**Second respondent: Gender (ha22c)****File: tanzania\_2013\_innovation\_data****Overview**

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

Valid cases: 30  
 Invalid: 513

**Third respondent: Position in the firm (ha23x)****File: tanzania\_2013\_innovation\_data****Overview**

Type: Discrete  
 Format: character  
 Width: 18

Valid cases: 3  
 Invalid: 0

**Third respondent: Years with the firm (ha23a)****File: tanzania\_2013\_innovation\_data****Overview**

## Third respondent: Years with the firm (ha23a)

File: tanzania\_2013\_innovation\_data

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-5

Valid cases: 3  
 Invalid: 540

## Third respondent: Gender (ha23c)

File: tanzania\_2013\_innovation\_data

**Overview**

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

Valid cases: 3  
 Invalid: 540

## Interviewer comments (ha17x)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: character  
 Width: 197

Valid cases: 543

## Country Code (a1)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 16-94

Valid cases: 543  
 Invalid: 0

## Region Of The Establishment (a3a)

File: tanzania\_2013\_innovation\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-5

Valid cases: 543  
 Invalid: 0

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

File: tanzania\_2013\_innovation\_data

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

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 14  
Decimals: 0  
Range: -9-12000000000000

Valid cases: 543  
Invalid: 0

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

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 14  
Decimals: 0  
Range: -9-11000000000000

Valid cases: 543  
Invalid: 0

## Num. Permanent, Full-Time Employees At End Of Last Fiscal Year (l1)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-3000

Valid cases: 543  
Invalid: 0

## Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago (l2)

File: tanzania\_2013\_innovation\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1400

Valid cases: 543  
Invalid: 0

## Related Materials

### Questionnaires

#### Innovation Follow-up Survey Questionnaire

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Title Innovation Follow-up Survey Questionnaire  
Language English  
Filename tanzania\_innov\_quest\_2013.pdf

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### Technical documents

#### Tanzania Innovation Follow-up Survey Note

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Title Tanzania Innovation Follow-up Survey Note  
Language English  
Filename Tanzania-Innovation Follow-Up Survey Note.pdf

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