

# Malawi - Enterprise Survey 2014, Innovation Follow-up Survey

**World Bank**

Report generated on: October 7, 2015

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# Sampling

## Sampling Procedure

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Respondents were randomly selected from a list of establishments interviewed for Malawi 2014 Enterprise Survey. The goal was to have a final sample of 75% of the original businesses.

## 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

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<b>Start</b>	<b>End</b>	<b>Cycle</b>
2014-06	2015-02	N/A

### Data Collection Mode

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Face-to-face [f2f]

### Data Collectors

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<b>Name</b>	<b>Abbreviation</b>	<b>Affiliation</b>
Knowledge Research and Consultancy		

# Data Processing

No content available

# Data Appraisal

No content available

# File Description

# Variable List

**malawi\_2014\_innovation\_data\_**

Content  
Cases 250  
Variable(s) 146  
Structure Type:  
Keys: ()  
Version  
Producer  
Missing Data

**Variables**

ID	Name	Label	Type	Format	Question
V344	id	id - firm id	discrete	numeric	
V345	recnumber	recnumber	discrete	numeric	
V346	preference	preference - Preference	contin	numeric	
V347	a4a	a4a - Industry Samplig Sector	discrete	numeric	
V348	a4b	a4b - Industry Screener Sector	discrete	numeric	
V349	a6a	a6a - Samplig Size	discrete	numeric	
V350	a6b	a6b - Screener Size	discrete	numeric	
V351	b5	b5 - In what year did this establishment begin operations?	contin	numeric	
V352	ha0	ha0 - Questionnaire	discrete	numeric	
V353	ha14d	ha14d - Day	contin	numeric	
V354	ha14m	ha14m - Month	discrete	numeric	
V355	ha14y	ha14y - Year	discrete	numeric	
V356	ha14h	ha14h - Hour	discrete	numeric	
V357	ha14min	ha14min - Minutes	discrete	numeric	
V358	ha0b	ha0b - Same respondent as the ES	discrete	numeric	
V359	hb1	hb1 - From fiscal year 2011 thru 2013, did this establishment introduce any inno	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved product or service?
V360	hb5x	hb5x - Please describe in detail the main innovative product or service that thi	discrete	character	Please describe in detail the main new or significantly improved product or service that this establishment introduced from financial year [insert FY] thru [insert FY-2].
V361	hb6	hb6 - Year the main innovative product was introduced	contin	numeric	In which year did this establishment introduce the main innovative product or service?
V362	hb4	hb4 - Percentage of sales from the main innovative product or service	contin	numeric	In financial year [insert FY], what percentage of this establishment's total sales was represented by sales from the main new or significantly improved product or service?
V363	hb5a	hb5a - Is the main new of significantly improved product or servic produced by t	discrete	numeric	Is the main new or significantly improved product or service produced by this establishment?

ID	Name	Label	Type	Format	Question
V364	hb5b	hb5b - Is the main new of significantly improved product or service a product th	discrete	numeric	Is the main new or significantly improved product or service a product that this establishment purchases to resell?
V365	hb9a	hb9a - Does it have cdifferent functions?	discrete	numeric	I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Does it have different functions?
V366	hb9b	hb9b - Does it have different features	discrete	numeric	I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Does it have different features?
V367	hb9c	hb9c - Is it cheaper to produce or offer?	discrete	numeric	I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Is it cheaper to produce or offer?
V368	hb9d	hb9d - Does it look different	discrete	numeric	I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Does it look different?
V369	hb9e	hb9e - Does it use different inputs?	discrete	numeric	I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Does it use different inputs?
V370	hb10a	hb10a - To replace a product or service offered by this establishment	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product: To replace a product or service offered by this establishment
V371	hb10b	hb10b - To extend the range of products or service offered by this establishment	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product: To extend the range of products or service offered by this establishment
V372	hb10c	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: To open up new markets or increase market share
V373	hb10d	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: To decrease the cost of production or offering the service
V374	hb10e	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: To offer products or service already offered by competitors
V375	hb10f	hb10f - To comply with regulations or standards (e.g. safety or environmental r	discrete	numeric	Do any of the following describe why this establishment introduced this main innovative product: To comply with regulations or standards (e.g. safety or environmental regulations)
V376	hb10g	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: To deal with a decrease in the demand for other products or service
V377	hb11a	hb11a - New to the local market	discrete	numeric	When this main innovative product or service was introduced by this establishment, was it New to the local market
V378	hb11b	hb11b - New to the national market	discrete	numeric	When this main innovative product or service was introduced by this establishment, was it New to the national market
V379	hb11c	hb11c - New to the international market	discrete	numeric	When this main innovative product or service was introduced by this establishment, was it New to the international market

ID	Name	Label	Type	Format	Question
V380	hb12	hb12 - How did this establishment develop the idea for this main innovative prod	discrete	numeric	How did this establishment develop the idea for this main innovative product or service?
V381	hb13	hb13 - Who developed the main new or significantly improved product or service?	discrete	numeric	Was the main innovative product or service developed entirely by this establishment?
V382	hb19a	hb19a - Abandoned or suspended before completion	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment attempt to develop an innovative product or service that was Abandoned or suspended before completion
V383	hb19b	hb19b - Still ongoing at the end of fiscal year 2013	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment attempt to develop an innovative product or service that was Still ongoing at the end of financial year
V384	hc1	hc1 - From fiscal year 2011 thru 2013, did this establishment introduce any inno	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved methods of manufacturing products or offering services?
V385	hc2	hc2 - From fiscal year 2011 thru 2013, did this establishment introduce any inno	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved logistics, delivery, or distribution methods for inputs, products, or services?
V386	hc3	hc3 - From fiscal year 2011 thru 2013, did this establishment introduce any inno	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved supporting activity for processes, such as maintenance systems or operations for purchasing, accounting, or computing?
V387	hc4	hc4 - INTERVIEWER, PLEASE MARK THE FOLLOWING BASED ON THE ABOVE 3 QUESTIONS	discrete	numeric	
V388	hc5x	hc5x - Please describe in detail this establishment's main innovative process	discrete	character	Please describe in detail this establishment's main innovative process
V389	hc5a	hc5a - Is the main new of significantly improved process?	discrete	numeric	Is this main new or significantly improved process?
V390	hc6	hc6 - Year the most important innovative process was introduced	contin	numeric	In which year did this establishment introduce this most important new or significantly improved process?
V391	hc8	hc8 - Does the most important new or significantly improved process automate man	discrete	numeric	Does the most important new or significantly improved process automate manual processes, partially or fully?
V392	hc9	hc9 - Is the most important innovative process associated with an innovative pro	discrete	numeric	Is the most important innovative process associated with an innovative product or service introduced by this establishment?
V393	hc10i	hc10i - To introduce or support a new or significantly improved product or servi	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To introduce or support a new or significantly improved product or service
V394	hc10a	hc10a - To increase the quality of products or services	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To increase the quality of products or services
V395	hc10c	hc10c - To increase the flexibility of production or offering service	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To increase the flexibility of production or offering service

ID	Name	Label	Type	Format	Question
V396	hc10d	hc10d - To increase the speed of production or offering service	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To increase the speed of production or offering service
V397	hc10e	hc10e - To increase the speed of delivery to the customer	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To increase the speed of delivery to the customer
V398	hc10f	hc10f - To decrease the cost of production or offering service	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To decrease the cost of production or offering service
V399	hc10g	hc10g - To reduce waste or errors (defect rate or rejection rate )	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To reduce waste or errors (defect rate or rejection rate)
V400	hc10h	hc10h - To comply with regulations or standards	discrete	numeric	Do any of the following describe why this establishment introduced the most important new or significantly improved process? To comply with regulations or standards (e.g. safety or environmental regulations)
V401	hc11a	hc11a - New to the local market	discrete	numeric	When the most important new or significantly improved process was introduced in this establishment, was it New to the local market
V402	hc11b	hc11b - New to the national market	discrete	numeric	When the most important new or significantly improved process was introduced in this establishment, was it New to the national market
V403	hc11c	hc11c - New to the international market	discrete	numeric	When the most important new or significantly improved process was introduced in this establishment, was it New to the international market
V404	hc12	hc12 - How did this establishment develop the idea for this most important innov	discrete	numeric	How did this establishment develop the idea for this most important innovative process?
V405	hc13	hc13 - Who developed the main new or significantly improved process?	discrete	numeric	Was the most important innovative process developed entirely by this establishment?
V406	hd1a	hd1a - Number of employees reporting directly to Top Manager in fiscal year 2013	contin	numeric	In financial year [insert FY], 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)).
V407	hd1b	hd1b - Number of employees reporting directly to Top Manager in fiscal year 2011	contin	numeric	In financial year [insert FY-2], how many employees reported directly to the Top Manager of this establishment?
V408	hd2a	hd2a - Number of layers of direct reporting in fiscal year 2013	discrete	numeric	In financial year [insert FY], how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?
V409	hd2b	hd2b - Number of layers of direct reporting in fiscal year 2011	discrete	numeric	In financial year [insert FY-2], how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?
V410	hd3a	hd3a - Create a new unit or department	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the establishment make any changes in its organizational structure in any of the following ways: Create a new unit or department
V411	hd3b	hd3b - Dissolve any units or department	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the establishment make any changes in its organizational structure in any of the following ways: Dissolve any units or department

ID	Name	Label	Type	Format	Question
V412	hd3c	hd3c - Merge any units or department	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the establishment make any changes in its organizational structure in any of the following ways: Merge any units or department
V413	hd7	hd7 - From fiscal year 2011 thru 2013, did this establishment contract other fir	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment contract other firms to perform any activities previously done in-house (outsourcing)?
V414	hd8	hd8 - From fiscal year 2011 thru 2013, did this establishment start doing in-hou	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment start doing in-house any activities previously contracted to other firms (insourcing)?
V415	hd4	hd4 - From fiscal year 2011 thru 2013, did this establishment introduce any chan	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce any change in the method of hiring employees, excluding managerial and supervisory staff?
V416	hd5	hd5 - From fiscal year 2011 thru 2013, did this establishment introduce any chan	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce any change in the method of hiring managerial and supervisory staff?
V417	hd6a	hd6a - Suppliers or customers	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from Suppliers or customers
V418	hd6b	hd6b - Trade associations or workshops	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from Trade associations or workshops
V419	hd6c	hd6c - New employees	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from New employees
V420	hd6d	hd6d - Competitors	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from Competitors
V421	hd6e	hd6e - Consultants	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from Consultants
V422	hd9a	hd9a - In fiscal year 2013 what best describes what happened at this establishme	discrete	numeric	In financial year [insert FY] 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?
V423	hd9b	hd9b - In fiscal year 2011 what best describes what happened at this establishme	discrete	numeric	In financial year [insert FY] 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?
V424	hd10a	hd10a - In fiscal year 2013, were key performance indicators monitored at this e	discrete	numeric	In financial year [insert FY], 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.
V425	hd10c	hd10c - In fiscal year 2013, how frequently were the key performance indicators	discrete	numeric	In financial year [insert FY], how frequently were the key performance indicators reviewed by managers at this establishment?
V426	hd11a	hd11a - In fiscal year 2011, were key performance indicators monitored at this e	discrete	numeric	In financial year [insert FY], were key performance indicators monitored at this establishment?
V427	hd11c	hd11c - In fiscal year 2011, how frequently were the key performance indicators	discrete	numeric	In financial year [insert FY], how frequently were the key performance indicators reviewed by managers at this establishment?

ID	Name	Label	Type	Format	Question
V428	hd12a	hd12a - In fiscal year 2013, what best describes the time frame of production/sa	discrete	numeric	In financial year [insert FY], 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).
V429	hd13a	hd13a - In fiscal year 2011, what best describes the time frame of production/sa	discrete	numeric	In financial year [insert FY], what best describes the time frame of production/sales targets at this establishment?
V430	he1a	he1a - Packaging, branding, logo, name, trademark or product appearance	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce or significantly change any of the following?
V431	he1b	he1b - Advertising methods, promotions, sales chanel or sales points	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment introduce or significantly change advertising methods, promotions, sales channels or sales points?
V432	he1c	he1c - Pricing strategies, discount scheme, payment scheme, or customer loyalty	discrete	numeric	From financial year [insert FY] thru [insert FY], did this establishment introduce or significantly change pricing strategy, discount scheme, payment scheme, or customer loyalty programs.
V433	hf1a	hf1a - From fiscal year 2011 thru 2013 did this establishment conduct internal R	discrete	numeric	From [insert FY] thru [insert FY-2] 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.)
V434	hf1b	hf1b - How much did this establishment spend in total from fiscal year 2011 thru	contin	numeric	How much did this establishment spend in total from fiscal year [insert FY] thru [insert FY-2] on internal R&D?
V435	hf2a	hf2a - From fiscal year 2011 thru 2013 did this establishment conduct external R	discrete	numeric	From [insert FY] thru [insert FY-2] 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.)
V436	hf2b	hf2b - How much did this establishment spend in total from fiscal year 2011 thru	contin	numeric	How much did this establishment spend in total from [insert FY] thru [insert FY-2] on external R&D?
V437	hf3a	hf3a - From fiscal year 2011 thru 2013 did this establishment provide formal tra	discrete	numeric	From [insert FY] thru [insert FY-2] 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?
V438	hf3b	hf3b - How much did this establishment spend in total from fiscal year 2011 thru	contin	numeric	How much did this establishment spend in total from [insert FY] thru [insert FY-2] on that formal training?
V439	hf4a	hf4a - From fiscal year 2011 thru 2013 did this establishment purchase new equip	discrete	numeric	From [insert FY] thru [insert FY-2] did this establishment purchase new equipment, machinery, or software to develop or produce any innovative products or services and processes?
V440	hf4b	hf4b - How much did this establishment spend in total from fiscal year 2011 thru	contin	numeric	How much did this establishment spend in total from [insert FY] thru [insert FY-2] on the purchase of that new equipment, machinery, or software?
V441	hf5a	hf5a - From fiscal year 2011 thru 2013 did this establishment purchase or licens	discrete	numeric	From [insert FY] thru [insert FY-2] 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?

ID	Name	Label	Type	Format	Question
V442	hf8	hf8 - Between fiscal years 2011 and 2013, did this establishment receive any non	discrete	numeric	Between fiscal years [insert FY] and [insert FY-2], 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)
V443	hf8b	hf8b - Between fiscal years 2011 and 2013, did this establishment spend any mone	discrete	numeric	Between financial years [insert FY] and [insert FY-2], did this establishment spend any money on innovation activities?
V444	hf7a	hf7a - Own funds	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources: Own funds
V445	hf7b	hf7b - Private or state-owned banks	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources: Private or state-owned banks
V446	hf7c	hf7c - Government agencies or departments	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources: Government agencies or departments
V447	hf7d	hf7d - NGOs or international organizations	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources: NGOs or international organizations
V448	hf7e	hf7e - Other, moneylenders, friends, relatives, etc.	discrete	numeric	From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources: Other, moneylenders, friends, relatives, etc.
V449	hf6	hf6 - Thinking about innovation, which of the following is the most important so	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?
V450	hf10a	hf10a - Did this establishment cooperate with ant of the following institutions	discrete	numeric	Did this establishment cooperate with any of the following institutions for innovation related activities? Any domestic firms
V451	hf10b	hf10b - Any foreign firms or a foreign-owned patent firm	discrete	numeric	Did this establishment cooperate with any of the following institutions for innovation related activities? Any foreign firms or a foreign-owned parent firm
V452	hf10c	hf10c - Domestic academic or research institutions	discrete	numeric	Did this establishment cooperate with any of the following institutions for innovation related activities? Domestic academic or research institutions
V453	hf10d	hf10d - Foreign academic or research institutions	discrete	numeric	Did this establishment cooperate with any of the following institutions for innovation related activities? Foreign academic or research institutions
V454	hf10e	hf10e - Provare consulting company or individuals	discrete	numeric	Did this establishment cooperate with any of the following institutions for innovation related activities? Private consulting company or individuals
V455	hf10f	hf10f - Government	discrete	numeric	Did this establishment cooperate with any of the following institutions for innovation related activities? Government
V456	hf9a	hf9a - Apply for a patent concerning a product or process innovation	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment: Apply for a patent concerning a product or process innovation
V457	hf9c	hf9c - Apply for a utility model	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment: Apply for a utility model
V458	hf9d	hf9d - Register an industrial design	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment: Register an industrial design

ID	Name	Label	Type	Format	Question
V459	hf9e	hf9e - Apply for a trademark	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment: Apply for a trademark
V460	hf9f	hf9f - Apply for a copyright	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment: Apply for a copyright
V461	hf9x	hf9x - With what agency or authority did this establishment apply for or registe	discrete	character	With which agencies or authorities did this establishment apply for or register these items?
V462	ha1	ha1 - Percentage of employees regularly using computers	contin	numeric	Currently, what percentage of this establishment's employees regularly uses computers in their jobs, including management?
V463	ha2	ha2 - From fiscal year 2011 thru 2013, did this establishment purchase or develo	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment purchase or develop in-house any software, which was customized to meet its needs?
V464	ha3	ha3 - From fiscal year 2011 thru 2013, did this establishment have any employees	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment have any employees entirely designated for IT?
V465	ha4	ha4 - From fiscal year 2011 thru 2013, did this establishment use the services o	discrete	numeric	From fiscal year [insert FY] thru [insert FY-2], did this establishment use the services of an external IT consultant?
V466	ha5	ha5 - From fiscal year 2011 thru 2013, what was the total cost of these external	contin	numeric	From [insert FY] thru [insert FY-2], what was the total cost of these external computer consultant or software consultant?
V467	ha6	ha6 - Currently, does this establishment have an internet connection?	discrete	numeric	Currently, does this establishment have an internet connection?
V468	ha7	ha7 - Year the establishment first obtain an internet connection	contin	numeric	When did this establishment first obtain an internet connection?
V469	ha8a	ha8a - E-mail with clients and suppliers	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities: E-mail with clients and suppliers
V470	ha8b	ha8b - Internal communication amongst employees	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities: Internal communication amongst employees
V471	ha8c	ha8c - Online purchases of inputs or finished goods purchased to resell	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities: Online purchases of inputs or finished goods purchased to resell
V472	ha8d	ha8d - Online sales and order fulfillment	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities: Online sales and order fulfillment
V473	ha8e	ha8e - Manage the inventory	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities: Manage the inventory
V474	ha8f	ha8f - Marketing of products	discrete	numeric	Currently, does this establishment use the internet to conduct any of the following activities: Marketing of products
V475	ha8g	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: Do research and develop ideas on new products and services
V476	ha15d	ha15d - Time face-to-face interview ends:Day	contin	numeric	
V477	ha15m	ha15m - Time face-to-face interview ends:Month	discrete	numeric	
V478	ha15y	ha15y - Time face-to-face interview ends:Year	discrete	numeric	

ID	Name	Label	Type	Format	Question
V479	ha15h	ha15h - Time face-to-face interview ends:Hour	discrete	numeric	
V480	ha15min	ha15min - Time face-to-face interview ends:Minutes	contin	numeric	
V481	ha21x	Ha21x - main respondent's position in the firm	discrete	character	
V482	ha21a	Ha21a - main respondent's years with the firm	contin	numeric	
V483	ha21c	Ha21c - main respondent's gender	discrete	numeric	
V484	ha22x	Ha22x - second respondent's position in the firm	discrete	character	
V485	ha22a	Ha22a - second respondent's years with the firm	discrete	numeric	
V486	ha22c	Ha22c - second respondent's gender	discrete	numeric	
V487	ha23x	Ha23x - Third respondent's position in the firm	discrete	character	
V488	ha23a	Ha23a - Third respondent's years with the firm	discrete	numeric	
V489	ha23c	Ha23c - Third respondent's gender	discrete	numeric	



## id - firm id (id)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 9	Minimum: 111
Decimals: 0	Maximum: 111150215
Range: 111-111150215	

## recnumber (recnumber)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 249
Format: numeric	Invalid: 1
Width: 2	Minimum: 2
Decimals: 0	Maximum: 59
Range: 2-59	

## preference - Preference (preference)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Continuous	Valid cases: 178
Format: numeric	Invalid: 72
Width: 2	Minimum: 1
Decimals: 0	Maximum: 65
Range: 1-65	

## a4a - Industry Samplig Sector (a4a)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 250
Width: 2	
Decimals: 0	
Range: 15-72	

## a4b - Industry Screener Sector (a4b)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 15-72	

## a6a - Samplig Size (a6a)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-4	

## a6b - Screener Size (a6b)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-3	

## b5 - In what year did this establishment begin operations? (b5)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Continuous	Valid cases: 250
Format: numeric	Invalid: 0
Width: 4	Minimum: -9
Decimals: 0	Maximum: 2014
Range: -9-2014	

## ha0 - Questionnaire (ha0)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## ha14d - Day (ha14d)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Continuous	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	Minimum: 1
Decimals: 0	Maximum: 31
Range: 1-31	

**ha14m - Month (ha14m)**

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 1-12	

**ha14y - Year (ha14y)**

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: 2014-2015	

**ha14h - Hour (ha14h)**

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 1-17	

**ha14min - Minutes (ha14min)**

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 0-59	

**ha0b - Same respondent as the ES (ha0b)**

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## hb1 - From fiscal year 2011 thru 2013, did this establishment introduce any inno (hb1)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### 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 financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved product or service?

## hb5x - Please describe in detail the main innovative product or service that thi (hb5x)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: character	
Width: 117	

### Pre question

The next questions are about this establishment's main new or significantly improved 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 financial year [insert FY].

### Literal question

Please describe in detail the main new or significantly improved product or service that this establishment introduced from financial year [insert FY] thru [insert FY-2].

## hb6 - Year the main innovative product was introduced (hb6)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Continuous	Valid cases: 109
Format: numeric	Invalid: 141
Width: 4	Minimum: -9
Decimals: 0	Maximum: 2013
Range: -9-2013	

### Literal question

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

## hb4 - Percentage of sales from the main innovative product or service (hb4)

File: malawi\_2014\_innovation\_data\_

### Overview

## hb4 - Percentage of sales from the main innovative product or service (hb4)

File: malawi\_2014\_innovation\_data\_

Type: Continuous	Valid cases: 109
Format: numeric	Invalid: 141
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In financial year [insert FY], what percentage of this establishment's total sales was represented by sales from the main new or significantly improved product or service?

## hb5a - Is the main new or significantly improved product or service produced by t (hb5a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Is the main new or significantly improved product or service produced by this establishment?

## hb5b - Is the main new or significantly improved product or service a product that (hb5b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 41
Format: numeric	Invalid: 209
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Is the main new or significantly improved product or service a product that this establishment purchases to resell?

## hb9a - Does it have different functions? (hb9a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment.  
Does it have different functions?

## hb9a - Does it have different functions? (hb9a)

File: malawi\_2014\_innovation\_data\_

**Interviewer instructions**

READ EACH OPTION ALOUD

## hb9b - Does it have different features (hb9b)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 109  
 Invalid: 141

**Literal question**

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

Does it have different features?

**Interviewer instructions**

READ EACH OPTION ALOUD

## hb9c - Is it cheaper to produce or offer? (hb9c)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 109  
 Invalid: 141

**Literal question**

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

Is it cheaper to produce or offer?

**Interviewer instructions**

READ EACH OPTION ALOUD

## hb9d - Does it look different (hb9d)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 109  
 Invalid: 141

**Literal question**

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

Does it look different?

**Interviewer instructions**

READ EACH OPTION ALOUD

## hb9e - Does it use different inputs? (hb9e)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

Does it use different inputs?

### Interviewer instructions

READ EACH OPTION ALOUD

## hb10a - To replace a product or service offered by this establishment (hb10a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced this main innovative product:  
To replace a product or service offered by this establishment

### Interviewer instructions

READ EACH OPTION ALOUD

## hb10b - To extend the range of products or service offered by this establishment (hb10b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### 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 this establishment

### Interviewer instructions

READ EACH OPTION ALOUD

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

File: malawi\_2014\_innovation\_data\_

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

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### 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

### Interviewer instructions

READ EACH OPTION ALOUD

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

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### 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

### Interviewer instructions

READ EACH OPTION ALOUD

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

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### 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

### Interviewer instructions

READ EACH OPTION ALOUD

## hb10f - To comply with regulations or standards (e.g. safety or environmental r (hb10f)

File: malawi\_2014\_innovation\_data\_

## hb10f - To comply with regulations or standards (e.g. safety or environmental r (hb10f)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced this main innovative product:  
To comply with regulations or standards (e.g. safety or environmental regulations)

### Interviewer instructions

READ EACH OPTION ALOUD

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

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### 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

### Interviewer instructions

READ EACH OPTION ALOUD

## hb11a - New to the local market (hb11a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 141
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

When this main innovative product or service was introduced by this establishment, was it  
New to the local market

### Interviewer instructions

READ OUT

## hb11b - New to the national market (hb11b)

File: malawi\_2014\_innovation\_data\_

### Overview

## hb11b - New to the national market (hb11b)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 109  
Invalid: 141

### Literal question

When this main innovative product or service was introduced by this establishment, was it New to the national market

### Interviewer instructions

READ OUT

## hb11c - New to the international market (hb11c)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 109  
Invalid: 141

### Literal question

When this main innovative product or service was introduced by this establishment, was it New to the international market

### Interviewer instructions

READ OUT

## hb12 - How did this establishment develop the idea for this main innovative prod (hb12)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 109  
Invalid: 141

### Literal question

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

## hb13 - Who developed the main new or significantly improved product or service? (hb13)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 109  
Invalid: 141

## hb13 - Who developed the main new or significantly improved product or service? (hb13)

File: malawi\_2014\_innovation\_data\_

### Literal question

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

## hb19a - Abandoned or suspended before completion (hb19a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment attempt to develop an innovative product or service that was Abandoned or suspended before completion

### Interviewer instructions

READ EACH OPTION ALOUD

## hb19b - Still ongoing at the end of fiscal year 2013 (hb19b)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment attempt to develop an innovative product or service that was Still ongoing at the end of financial year

### Interviewer instructions

READ EACH OPTION ALOUD

## hc1 - From fiscal year 2011 thru 2013, did this establishment introduce any inno (hc1)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
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.

hc1 - From fiscal year 2011 thru 2013, did this establishment introduce any inno (hc1)

File: malawi\_2014\_innovation\_data\_

**Literal question**

From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved methods of manufacturing products or offering services?

hc2 - From fiscal year 2011 thru 2013, did this establishment introduce any inno (hc2)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
Invalid: 0

**Literal question**

From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved logistics, delivery, or distribution methods for inputs, products, or services?

hc3 - From fiscal year 2011 thru 2013, did this establishment introduce any inno (hc3)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
Invalid: 0

**Literal question**

From financial year [insert FY] thru [insert FY-2], did this establishment introduce any new or significantly improved supporting activity for processes, such as maintenance systems or operations for purchasing, accounting, or computing?

hc4 - INTERVIEWER, PLEASE MARK THE FOLLOWING BASED ON THE ABOVE 3 QUESTIONS (hc4)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
Invalid: 0

**Interviewer instructions**

INTERVIEWER, PLEASE MARK THE FOLLOWING BASED ON THE ABOVE 3 QUESTIONS

## hc5x - Please describe in detail this establishment's main innovative process (hc5x)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete  
Format: character  
Width: 163

Valid cases: 125

### 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

## hc5a - Is the main new or significantly improved process? (hc5a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 125  
Invalid: 125

### Literal question

Is this main new or significantly improved process?

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

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Continuous  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2014

Valid cases: 125  
Invalid: 125  
Minimum: -9  
Maximum: 2014

### Literal question

In which year did this establishment introduce this most important new or significantly improved process?

## hc8 - Does the most important new or significantly improved process automate man (hc8)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 125  
Invalid: 125

### Literal question

Does the most important new or significantly improved process automate manual processes, partially or fully?

## hc9 - Is the most important innovative process associated with an innovative pro (hc9)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

## hc10i - To introduce or support a new or significantly improved product or servi (hc10i)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To introduce or support a new or significantly improved product or service

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10a - To increase the quality of products or services (hc10a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To increase the quality of products or services

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10c - To increase the flexibility of production or offering service (hc10c)

File: malawi\_2014\_innovation\_data\_

### Overview

## hc10c - To increase the flexibility of production or offering service (hc10c)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 125  
Invalid: 125

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To increase the flexibility of production or offering service

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10d - To increase the speed of production or offering service (hc10d)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 125  
Invalid: 125

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To increase the speed of production or offering service

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10e - To increase the speed of delivery to the customer (hc10e)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 125  
Invalid: 125

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To increase the speed of delivery to the customer

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10f - To decrease the cost of production or offering service (hc10f)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To decrease the cost of production or offering service

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10g - To reduce waste or errors (defect rate or rejection rate ) (hc10g)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To reduce waste or errors (defect rate or rejection rate)

### Interviewer instructions

READ EACH OPTION ALOUD

## hc10h - To comply with regulations or standards (hc10h)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Do any of the following describe why this establishment introduced the most important new or significantly improved process?

To comply with regulations or standards (e.g. safety or environmental regulations)

### Interviewer instructions

READ EACH OPTION ALOUD

## hc11a - New to the local market (hc11a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

When the most important new or significantly improved process was introduced in this establishment, was it New to the local market

## hc11b - New to the national market (hc11b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

When the most important new or significantly improved process was introduced in this establishment, was it New to the national market

## hc11c - New to the international market (hc11c)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

When the most important new or significantly improved process was introduced in this establishment, was it New to the international market

## hc12 - How did this establishment develop the idea for this most important innov (hc12)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 1	
Decimals: 0	
Range: 1-3	

### Literal question

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

## hc13 - Who developed the main new or significantly improved process? (hc13)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 125
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

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

## hd1a - Number of employees reporting directly to Top Manager in fiscal year 2013 (hd1a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Continuous	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	Minimum: -9
Decimals: 0	Maximum: 50
Range: -9-50	

### Pre question

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 financial years [insert FY] and [insert FY-2].

### Literal question

In financial year [insert FY], 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)).

## hd1b - Number of employees reporting directly to Top Manager in fiscal year 2011 (hd1b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Continuous	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	Minimum: 1
Decimals: 0	Maximum: 69
Range: 1-69	

### Literal question

In financial year [insert FY-2], how many employees reported directly to the Top Manager of this establishment?

## hd2a - Number of layers of direct reporting in fiscal year 2013 (hd2a)

File: malawi\_2014\_innovation\_data\_

### Overview

## hd2a - Number of layers of direct reporting in fiscal year 2013 (hd2a)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 104  
Invalid: 146

### Literal question

In financial year [insert FY], how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?

## hd2b - Number of layers of direct reporting in fiscal year 2011 (hd2b)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 145  
Invalid: 105

### Literal question

In financial year [insert FY-2], how many layers of direct reporting were there in this establishment from the Top Manager down to the lowest-level of employee?

## hd3a - Create a new unit or department (hd3a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 104  
Invalid: 146

### Literal question

From financial year [insert FY] thru [insert FY-2], did the establishment make any changes in its organizational structure in any of the following ways:

Create a new unit or department

### Interviewer instructions

READ EACH OPTION ALOUD

## hd3b - Dissolve any units or department (hd3b)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 104  
Invalid: 146

### Literal question

### hd3b - Dissolve any units or department (hd3b)

File: malawi\_2014\_innovation\_data\_

From financial year [insert FY] thru [insert FY-2], did the establishment make any changes in its organizational structure in any of the following ways:

Dissolve any units or department

#### Interviewer instructions

READ EACH OPTION ALOUD

### hd3c - Merge any units or department (hd3c)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete

Valid cases: 104

Format: numeric

Invalid: 146

Width: 2

Decimals: 0

Range: -9-2

#### Literal question

From financial year [insert FY] thru [insert FY-2], did the establishment make any changes in its organizational structure in any of the following ways:

Merge any units or department

#### Interviewer instructions

READ EACH OPTION ALOUD

### hd7 - From fiscal year 2011 thru 2013, did this establishment contract other fir (hd7)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete

Valid cases: 104

Format: numeric

Invalid: 146

Width: 2

Decimals: 0

Range: -9-2

#### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment contract other firms to perform any activities previously done in-house (outsourcing)?

### hd8 - From fiscal year 2011 thru 2013, did this establishment start doing in-hou (hd8)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete

Valid cases: 104

Format: numeric

Invalid: 146

Width: 2

Decimals: 0

Range: -9-2

#### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment start doing in-house any activities previously contracted to other firms (insourcing)?

hd4 - From fiscal year 2011 thru 2013, did this establishment introduce any chan (hd4)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment introduce any change in the method of hiring employees, excluding managerial and supervisory staff?

hd5 - From fiscal year 2011 thru 2013, did this establishment introduce any chan (hd5)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment introduce any change in the method of hiring managerial and supervisory staff?

hd6a - Suppliers or customers (hd6a)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from Suppliers or customers

#### Interviewer instructions

READ EACH OPTION ALOUD

hd6b - Trade associations or workshops (hd6b)

File: malawi\_2014\_innovation\_data\_

#### Overview

## hd6b - Trade associations or workshops (hd6b)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 104  
Invalid: 146

### Literal question

From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from  
Trade associations or workshops

### Interviewer instructions

READ EACH OPTION ALOUD

## hd6c - New employees (hd6c)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 104  
Invalid: 146

### Literal question

From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from  
New employees

### Interviewer instructions

READ EACH OPTION ALOUD

## hd6d - Competitors (hd6d)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 104  
Invalid: 146

### Literal question

From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from  
Competitors

### Interviewer instructions

READ EACH OPTION ALOUD

## hd6e - Consultants (hd6e)

File: malawi\_2014\_innovation\_data\_

### Overview

## hd6e - Consultants (hd6e)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 104  
 Invalid: 146

**Literal question**

From financial year [insert FY] thru [insert FY-2], did the manager(s) at this establishment adopt management practices from Consultants

**Interviewer instructions**

READ EACH OPTION ALOUD

## hd9a - In fiscal year 2013 what best describes what happened at this establishme (hd9a)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 104  
 Invalid: 146

**Pre question**

The next questions are about changes in management practices

**Literal question**

In financial year [insert FY] 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?

## hd9b - In fiscal year 2011 what best describes what happened at this establishme (hd9b)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 104  
 Invalid: 146

**Literal question**

In financial year [insert FY] 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?

## hd10a - In fiscal year 2013, were key performance indicators monitored at this e (hd10a)

File: malawi\_2014\_innovation\_data\_

**Overview**

## hd10a - In fiscal year 2013, were key performance indicators monitored at this e (hd10a)

File: malawi\_2014\_innovation\_data\_

Type: Discrete	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In financial year [insert FY], 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.

## hd10c - In fiscal year 2013, how frequently were the key performance indicators (hd10c)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 82
Format: numeric	Invalid: 168
Width: 2	
Decimals: 0	
Range: -9-5	

### Literal question

In financial year [insert FY], how frequently were the key performance indicators reviewed by managers at this establishment?

## hd11a - In fiscal year 2011, were key performance indicators monitored at this e (hd11a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 104
Format: numeric	Invalid: 146
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In financial year [insert FY], were key performance indicators monitored at this establishment?

## hd11c - In fiscal year 2011, how frequently were the key performance indicators (hd11c)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 82
Format: numeric	Invalid: 168
Width: 2	
Decimals: 0	
Range: -9-5	

### Literal question

## hd11c - In fiscal year 2011, how frequently were the key performance indicators (hd11c)

File: malawi\_2014\_innovation\_data\_

In financial year [insert FY], how frequently were the key performance indicators reviewed by managers at this establishment?

## hd12a - In fiscal year 2013, what best describes the time frame of production/sa (hd12a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 104  
Invalid: 146

### Literal question

In financial year [insert FY], 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).

## hd13a - In fiscal year 2011, what best describes the time frame of production/sa (hd13a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 145  
Invalid: 105

### Literal question

In financial year [insert FY], what best describes the time frame of production/sales targets at this establishment?

## he1a - Packaging, branding, logo, name, trademark or product appearance (he1a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0

### Pre question

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

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment introduce or significantly change any of the following?

## he1b - Advertising methods, promotions, sales channels or sales points (he1b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment introduce or significantly change advertising methods, promotions, sales channels or sales points?

## he1c - Pricing strategies, discount scheme, payment scheme, or customer loyalty (he1c)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

From financial year [insert FY] thru [insert FY], did this establishment introduce or significantly change pricing strategy, discount scheme, payment scheme, or customer loyalty programs.

## hf1a - From fiscal year 2011 thru 2013 did this establishment conduct internal R (hf1a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
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 [insert FY] thru [insert FY-2] 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.)

## hf1b - How much did this establishment spend in total from fiscal year 2011 thru (hf1b)

File: malawi\_2014\_innovation\_data\_

### Overview

## hf1b - How much did this establishment spend in total from fiscal year 2011 thru (hf1b)

File: malawi\_2014\_innovation\_data\_

Type: Continuous	Valid cases: 73
Format: numeric	Invalid: 177
Width: 8	Minimum: -9
Decimals: 0	Maximum: 15000000
Range: -9-15000000	

### Literal question

How much did this establishment spend in total from fiscal year [insert FY] thru [insert FY-2] on internal R&D?

## hf2a - From fiscal year 2011 thru 2013 did this establishment conduct external R (hf2a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

From [insert FY] thru [insert FY-2] 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.)

## hf2b - How much did this establishment spend in total from fiscal year 2011 thru (hf2b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Continuous	Valid cases: 57
Format: numeric	Invalid: 193
Width: 8	Minimum: -9
Decimals: 0	Maximum: 25000000
Range: -9-25000000	

### Literal question

How much did this establishment spend in total from [insert FY] thru [insert FY-2] on external R&D?

## hf3a - From fiscal year 2011 thru 2013 did this establishment provide formal tra (hf3a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

hf3a - From fiscal year 2011 thru 2013 did this establishment provide formal tra (hf3a)

File: malawi\_2014\_innovation\_data\_

From [insert FY] thru [insert FY-2] 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?

hf3b - How much did this establishment spend in total from fiscal year 2011 thru (hf3b)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Continuous	Valid cases: 87
Format: numeric	Invalid: 163
Width: 9	Minimum: -9
Decimals: 0	Maximum: 100000000
Range: -9-100000000	

#### Literal question

How much did this establishment spend in total from [insert FY] thru [insert FY-2] on that formal training?

hf4a - From fiscal year 2011 thru 2013 did this establishment purchase new equip (hf4a)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

From [insert FY] thru [insert FY-2] did this establishment purchase new equipment, machinery, or software to develop or produce any innovative products or services and processes?

hf4b - How much did this establishment spend in total from fiscal year 2011 thru (hf4b)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Continuous	Valid cases: 61
Format: numeric	Invalid: 189
Width: 9	Minimum: -9
Decimals: 0	Maximum: 470000000
Range: -9-470000000	

#### Literal question

How much did this establishment spend in total from [insert FY] thru [insert FY-2] on the purchase of that new equipment, machinery, or software?

## hf5a - From fiscal year 2011 thru 2013 did this establishment purchase or licens (hf5a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

From [insert FY] thru [insert FY-2] 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?

## hf8 - Between fiscal years 2011 and 2013, did this establishment receive any non (hf8)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Between fiscal years [insert FY] and [insert FY-2], 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)

## hf8b - Between fiscal years 2011 and 2013, did this establishment spend any mone (hf8b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Between financial years [insert FY] and [insert FY-2], did this establishment spend any money on innovation activities?

## hf7a - Own funds (hf7a)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 127
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

## hf7a - Own funds (hf7a)

File: malawi\_2014\_innovation\_data\_

From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources:

Own funds

### Interviewer instructions

READ EACH OPTION ALOUD

## hf7b - Private or state-owned banks (hf7b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete

Valid cases: 123

Format: numeric

Invalid: 127

Width: 2

Decimals: 0

Range: -9-2

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources:

Private or state-owned banks

### Interviewer instructions

READ EACH OPTION ALOUD

## hf7c - Government agencies or departments (hf7c)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete

Valid cases: 123

Format: numeric

Invalid: 127

Width: 2

Decimals: 0

Range: -9-2

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources:

Government agencies or departments

### Interviewer instructions

READ EACH OPTION ALOUD

## hf7d - NGOs or international organizations (hf7d)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete

Valid cases: 123

Format: numeric

Invalid: 127

Width: 2

Decimals: 0

Range: -9-2

### Literal question

From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources:

NGOs or international organizations

## hf7d - NGOs or international organizations (hf7d)

File: malawi\_2014\_innovation\_data\_

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf7e - Other, moneylenders, friends, relatives, etc. (hf7e)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 123  
 Invalid: 127

**Literal question**

From financial year [insert FY] thru [insert FY-2], did this establishment fund its innovation activities from any of the following sources:

Other, moneylenders, friends, relatives, etc.

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf6 - Thinking about innovation, which of the following is the most important so (hf6)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
 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?

## hf10a - Did this establishment cooperate with any of the following institutions (hf10a)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
 Invalid: 0

**Literal question**

Did this establishment cooperate with any of the following institutions for innovation related activities?

Any domestic firms

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf10b - Any foreign firms or a foreign-owned patent firm (hf10b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Did this establishment cooperate with any of the following institutions for innovation related activities?  
Any foreign firms or a foreign-owned parent firm

### Interviewer instructions

READ EACH OPTION ALOUD

## hf10c - Domestic academic or research institutions (hf10c)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Did this establishment cooperate with any of the following institutions for innovation related activities?  
Domestic academic or research institutions

### Interviewer instructions

READ EACH OPTION ALOUD

## hf10d - Foreign academic or research institutions (hf10d)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Did this establishment cooperate with any of the following institutions for innovation related activities?  
Foreign academic or research institutions

### Interviewer instructions

READ EACH OPTION ALOUD

## hf10e - Procare consulting company or individuals (hf10e)

File: malawi\_2014\_innovation\_data\_

### Overview

## hf10e - Provare consulting company or individuals (hf10e)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 250  
Invalid: 0

### Literal question

Did this establishment cooperate with any of the following institutions for innovation related activities?  
Private consulting company or individuals

### Interviewer instructions

READ EACH OPTION ALOUD

## hf10f - Government (hf10f)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0

### Literal question

Did this establishment cooperate with any of the following institutions for innovation related activities?  
Government

### Interviewer instructions

READ EACH OPTION ALOUD

## hf9a - Apply for a patent concerning a product or process innovation (hf9a)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0

### Literal question

From fiscal year [insert FY] thru [insert FY-2], did this establishment:  
Apply for a patent concerning a product or process innovation

### Interviewer instructions

READ EACH OPTION ALOUD

## hf9c - Apply for a utility model (hf9c)

File: malawi\_2014\_innovation\_data\_

### Overview

## hf9c - Apply for a utility model (hf9c)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 250  
 Invalid: 0

**Literal question**

From fiscal year [insert FY] thru [insert FY-2], did this establishment:  
 Apply for a utility model

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf9d - Register an industrial design (hf9d)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
 Invalid: 0

**Literal question**

From fiscal year [insert FY] thru [insert FY-2], did this establishment:  
 Register an industrial design

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf9e - Apply for a trademark (hf9e)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
 Invalid: 0

**Literal question**

From fiscal year [insert FY] thru [insert FY-2], did this establishment:  
 Apply for a trademark

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf9f - Apply for a copyright (hf9f)

File: malawi\_2014\_innovation\_data\_

**Overview**

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

Valid cases: 250  
 Invalid: 0

## hf9f - Apply for a copyright (hf9f)

File: malawi\_2014\_innovation\_data\_

**Literal question**

From fiscal year [insert FY] thru [insert FY-2], did this establishment:  
Apply for a copyright

**Interviewer instructions**

READ EACH OPTION ALOUD

## hf9x - With what agency or authority did this establishment apply for or registe (hf9x)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete

Format: character

Width: 51

Valid cases: 63

Invalid: 0

**Literal question**

With which agencies or authorities did this establishment apply for or register these items?

## ha1 - Percentage of employees regularly using computers (ha1)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Continuous

Format: numeric

Width: 3

Decimals: 0

Range: -9-100

Valid cases: 250

Invalid: 0

Minimum: -9

Maximum: 100

**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?

## ha2 - From fiscal year 2011 thru 2013, did this establishment purchase or develo (ha2)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: -9-2

Valid cases: 213

Invalid: 37

**Literal question**

From fiscal year [insert FY] thru [insert FY-2], did this establishment purchase or develop in-house any software, which was customized to meet its needs?

ha3 - From fiscal year 2011 thru 2013, did this establishment have any employees (ha3)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 213
Format: numeric	Invalid: 37
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

From fiscal year [insert FY] thru [insert FY-2], did this establishment have any employees entirely designated for IT?

ha4 - From fiscal year 2011 thru 2013, did this establishment use the services o (ha4)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 213
Format: numeric	Invalid: 37
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

From fiscal year [insert FY] thru [insert FY-2], did this establishment use the services of an external IT consultant?

ha5 - From fiscal year 2011 thru 2013, what was the total cost of these external (ha5)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Continuous	Valid cases: 75
Format: numeric	Invalid: 175
Width: 8	Minimum: -9
Decimals: 0	Maximum: 30000000
Range: -9-30000000	

#### Literal question

From [insert FY] thru [insert FY-2], what was the total cost of these external computer consultant or software consultant?

ha6 - Currently, does this establishment have an internet connection? (ha6)

File: malawi\_2014\_innovation\_data\_

#### Overview

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Currently, does this establishment have an internet connection?

## ha7 - Year the establishment first obtain an internet connection (ha7)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Continuous	Valid cases: 204
Format: numeric	Invalid: 46
Width: 4	Minimum: -9
Decimals: 0	Maximum: 2014
Range: -9-2014	

### Literal question

When did this establishment first obtain an internet connection?

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

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 205
Format: numeric	Invalid: 45
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:  
E-mail with clients and suppliers

### Interviewer instructions

READ EACH OPTION ALOUD

## ha8b - Internal communication amongst employees (ha8b)

File: malawi\_2014\_innovation\_data\_

### Overview

Type: Discrete	Valid cases: 205
Format: numeric	Invalid: 45
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:  
Internal communication amongst employees

### Interviewer instructions

READ EACH OPTION ALOUD

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

File: malawi\_2014\_innovation\_data\_

### Overview

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

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 205  
Invalid: 45

### 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

### Interviewer instructions

READ EACH OPTION ALOUD

## ha8d - Online sales and order fulfillment (ha8d)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 205  
Invalid: 45

### Literal question

Currently, does this establishment use the internet to conduct any of the following activities:  
Online sales and order fulfillment

### Interviewer instructions

READ EACH OPTION ALOUD

## ha8e - Manage the inventory (ha8e)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 205  
Invalid: 45

### Literal question

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

### Interviewer instructions

READ EACH OPTION ALOUD

## ha8f - Marketing of products (ha8f)

File: malawi\_2014\_innovation\_data\_

### Overview

## ha8f - Marketing of products (ha8f)

File: malawi\_2014\_innovation\_data\_

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

Valid cases: 205  
Invalid: 45

### Literal question

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

### Interviewer instructions

READ EACH OPTION ALOUD

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

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 205  
Invalid: 45

### 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

### Interviewer instructions

READ EACH OPTION ALOUD

## ha15d - Time face-to-face interview ends:Day (ha15d)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0  
Minimum: 1  
Maximum: 31

## ha15m - Time face-to-face interview ends:Month (ha15m)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 250  
Invalid: 0

## ha15y - Time face-to-face interview ends:Year (ha15y)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: 2014-2015	

## ha15h - Time face-to-face interview ends:Hour (ha15h)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 2-18	

## ha15min - Time face-to-face interview ends:Minutes (ha15min)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Continuous	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	Minimum: 0
Decimals: 0	Maximum: 59
Range: 0-59	

## Ha21x - main respondent's position in the firm (ha21x)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: character	Invalid: 0
Width: 27	

## Ha21a - main respondent's years with the firm (ha21a)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Continuous	Valid cases: 250
Format: numeric	Invalid: 0
Width: 2	Minimum: 1
Decimals: 0	Maximum: 49
Range: 1-49	

## Ha21c - main respondent's gender (ha21c)

File: malawi\_2014\_innovation\_data\_

## Ha21c - main respondent's gender (ha21c)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 250
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

## Ha22x - second respondent's position in the firm (ha22x)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 5
Format: character	Invalid: 0
Width: 22	

## Ha22a - second respondent's years with the firm (ha22a)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 5
Format: numeric	Invalid: 245
Width: 1	
Decimals: 0	
Range: 1-8	

## Ha22c - second respondent's gender (ha22c)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 5
Format: numeric	Invalid: 245
Width: 1	
Decimals: 0	
Range: 1-2	

## Ha23x - Third respondent's position in the firm (ha23x)

File: malawi\_2014\_innovation\_data\_

**Overview**

Type: Discrete	Valid cases: 1
Format: character	Invalid: 0
Width: 17	

## Ha23a - Third respondent's years with the firm (ha23a)

File: malawi\_2014\_innovation\_data\_

**Overview**

## Ha23a - Third respondent's years with the firm (ha23a)

File: malawi\_2014\_innovation\_data\_

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 7-7

Valid cases: 1  
Invalid: 249

## Ha23c - Third respondent's gender (ha23c)

File: malawi\_2014\_innovation\_data\_

### Overview

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

Valid cases: 1  
Invalid: 249

## Related Materials

### Questionnaires

#### Innovation Follow-up Survey Questionnaire

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Title Innovation Follow-up Survey Questionnaire  
Language English  
Filename Innovation Module\_Man\_and Services\_Malawi\_2014.pdf

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### Technical documents

#### Malawi Innovation Follow-up Survey Note

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Title Malawi Innovation Follow-up Survey Note  
Language English  
Filename malawi\_innovation\_follow\_up\_survey\_note\_2014.pdf

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