

# Morocco - Enterprise Survey 2013

**World Bank, European Bank for Reconstruction and Development, European  
Investment Bank**

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# Sampling

## Sampling Procedure

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

Industry was stratified into three manufacturing (food, garments, and other manufacturing) and two service (retail and other services) sectors.

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

Regional stratification was defined in five regions: Grand - Casablanca, Rabat - Sale - Zemmour - Zaer, North, Central and South. Due to restrictions in the sampling frame, disaggregated subregions were used for drawing the sample.

For Morocco, several sample frames were used: the main source of the frame was from a private listing from the Kompas database, which due to limited coverage in certain sectors was supplemented by sector-specific lists compiled by the implementing contractors.

The enumerated establishments were then used as the frame for the selection of a sample with the aim of obtaining interviews at 600 establishments with five or more employees. Due to difficulties in field enumeration, the achieved sample was limited to 407 firms.

Given the impact that non-eligible units included in the sample universe may have on the results, adjustments may be needed when computing the appropriate weights for individual observations. The percentage of confirmed non-eligible units as a proportion of the total number of sampled establishments contacted for the survey was 5.6% (135 out of 2,403 establishments).

## Response Rate

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Item non-response was addressed by two strategies:

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

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

The number of realized interviews per contacted establishment was 0.17. This number is the result of two factors: explicit refusals to participate in the survey, as reflected by the rate of rejection (which includes rejections of the screener and the main survey) and the quality of the sample frame, as represented by the presence of ineligible units. The number of rejections per contact was 0.54.

## Weighting

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

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

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

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

# Questionnaires

## Overview

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The following survey instruments are available:

- Manufacturing Module Questionnaire
- Services Module Questionnaire
- Innovation Module - Manufacturing Questionnaire
- Innovation Module - Services Questionnaire.

The survey is fielded via manufacturing or services questionnaires in order not to ask questions that are irrelevant to specific types of firms, e.g. a question that relates to production and nonproduction workers should not be asked of a retail firm. In addition to questions that are asked across countries, all surveys are customized and contain country-specific questions. An example of customization would be including tourism-related questions that are asked in certain countries when tourism is an existing or potential sector of economic growth.

The eligible manufacturing industries have been surveyed using the Manufacturing Module Questionnaire (includes a common set of core variables, plus manufacturing specific questions). Eligible service establishments have been covered using the Services Module Questionnaire. Each variation of the questionnaire is identified by the index variable, a0.

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

# Data Collection

## Data Collection Dates

| Start   | End     | Cycle |
|---------|---------|-------|
| 2013-05 | 2014-12 | N/A   |

## Data Collection Mode

Face-to-face [f2f]

### DATA COLLECTION NOTES

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

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

Gallup, Inc., sub-contracting both DS Marketing and LMS-CSA Marketing, was hired to implement the survey.

## Data Collectors

| Name              | Abbreviation | Affiliation |
|-------------------|--------------|-------------|
| DS Marketing      |              |             |
| LMS-CSA Marketing |              |             |

# Data Processing

## Data Editing

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

# Data Appraisal

No content available



## File Description

## Variable List

## morocco\_2013\_full\_data

Content

Cases 407

Variable(s) 415

Structure  
Type:  
Keys: ()

Version

Producer

Missing Data

## Variables

| ID   | Name    | Label                                                                       | Type     | Format    | Question                                                                                                 |
|------|---------|-----------------------------------------------------------------------------|----------|-----------|----------------------------------------------------------------------------------------------------------|
| V313 | idstd   | WEB STD FIRMID                                                              | discrete | numeric   |                                                                                                          |
| V314 | phoneid | phoneid                                                                     | discrete | numeric   |                                                                                                          |
| V315 | id      | interview number                                                            | discrete | numeric   |                                                                                                          |
| V316 | a0      | Questionnaire                                                               | discrete | numeric   |                                                                                                          |
| V317 | a1      | Country Code                                                                | discrete | numeric   |                                                                                                          |
| V318 | a1a     | Language Of The Interview                                                   | discrete | character |                                                                                                          |
| V319 | a2      | Sampling Region                                                             | discrete | numeric   |                                                                                                          |
| V320 | a3a     | Region Of The Establishment                                                 | discrete | numeric   |                                                                                                          |
| V321 | a4a     | Industry Sampling Sector                                                    | discrete | numeric   |                                                                                                          |
| V322 | a4b     | Industry Screener Sector                                                    | discrete | numeric   |                                                                                                          |
| V323 | a5      | Sector Match Between Screener Information And Sample Frame                  | discrete | numeric   | Sector match between screener information and sample frame                                               |
| V324 | a6a     | Sampling Size                                                               | discrete | numeric   |                                                                                                          |
| V325 | a6b     | Screener Size                                                               | discrete | numeric   |                                                                                                          |
| V326 | a7a     | Number Of Establishments In The Firm                                        | discrete | numeric   | Number of establishments that form the firm                                                              |
| V327 | a7b     | Organization headquarter or subsidiary                                      | discrete | numeric   |                                                                                                          |
| V328 | a7c     | Number of establishments that form the firm                                 | contin   | numeric   |                                                                                                          |
| V329 | a8      | Type Of Establishment                                                       | discrete | numeric   | Type of establishment                                                                                    |
| V330 | a9      | Establishment's Financial Statements Prepared Separately from HQ Statements | discrete | numeric   | Are establishment's financial statements prepared separately from HQ's statements?                       |
| V331 | a10     | Establishment's Financial Statements Separate from Other Establishments     | discrete | numeric   | Are establishment's financial statements prepared separately from other establishments of the same firm? |
| V332 | a11     | If HQ, Financial Statements Independent Of The Rest Of Establishment        | discrete | numeric   | If HQ, are financial statements independent from the rest of establishments?                             |
| V333 | a11a    | How Many Establishments Are Included In The Financial Statements?           | discrete | numeric   |                                                                                                          |

| ID   | Name   | Label                                                                         | Type     | Format    | Question                                                                                                                                          |
|------|--------|-------------------------------------------------------------------------------|----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| V334 | a14d   | Day                                                                           | contin   | numeric   | Date face-to-face interview begins: Day (dd)                                                                                                      |
| V335 | a12    | Interviewer Number                                                            | discrete | character | Interviewer code                                                                                                                                  |
| V336 | a14m   | Month                                                                         | discrete | numeric   | Date face-to-face interview begins: Month (mm)                                                                                                    |
| V337 | a14y   | Year                                                                          | discrete | numeric   | Date face-to-face interview begins: Year (yyyy)                                                                                                   |
| V338 | a14h   | Hour                                                                          | contin   | numeric   | Time face-to-face interview begins: Hour (00 to 23)                                                                                               |
| V339 | a14min | Minutes                                                                       | contin   | numeric   | Time face-to-face interview begins: Minutes (00 to 59)                                                                                            |
| V340 | b1     | Legal Status of the Firm                                                      | discrete | numeric   | What is this firm's current legal status?                                                                                                         |
| V341 | b1x    | Other (Specify)                                                               | discrete | character | What is this firm's current legal status? Other                                                                                                   |
| V342 | b3     | What Percentage Of This Firm Does The Largest Owner(s) Own?                   | discrete | numeric   | What percent of this firm does the largest owner or owners own?                                                                                   |
| V343 | b2a    | % owned by Private Domestic Individuals, Companies Or Organizations           | discrete | numeric   | What percent of this firm is owned by each of the following: Private domestic individuals, companies or organizations                             |
| V344 | b2b    | % owned by Private Foreign Individuals, Companies Or Organizations            | discrete | numeric   | What percent of this firm is owned by each of the following: Private foreign individuals, companies or organizations                              |
| V345 | b2c    | % owned by Government/State                                                   | discrete | numeric   | What percent of this firm is owned by each of the following: Government/State                                                                     |
| V346 | b2d    | % owned by Other                                                              | discrete | numeric   | What percent of this firm is owned by each of the following: Other                                                                                |
| V347 | MNAb4a | Is the Principal owner a female?                                              | discrete | numeric   | Is the principal owner, or one of the principal owners, a female? (The principal owner is the person or persons with the largest ownership share) |
| V348 | b4     | Amongst the owners of the firm, are there any females?                        | discrete | numeric   | Amongst the owners of the firm, are there any females?                                                                                            |
| V349 | b4a    | % of the firm owned by females                                                | discrete | numeric   | What percentage of the firm is owned by females?                                                                                                  |
| V350 | MNAq5  | How was the firm established?                                                 | discrete | numeric   | How was this firm established?                                                                                                                    |
| V351 | MNAq5x | How was the firm established (Other)                                          | discrete | character | How was this firm established?                                                                                                                    |
| V352 | b5     | Year Establishment Began Operations                                           | discrete | numeric   | In what year did this establishment begin operations?                                                                                             |
| V353 | b6     | Number Of Full-Time Employees Of The Establishment When It Started Operations | discrete | numeric   | How many full-time employees did this establishment employ when it started operations? Please include all employees and managers                  |
| V354 | b6a    | Was Establishment Formally Registered When It Began Operations?               | discrete | numeric   | Was this establishment formally registered when it began operations?                                                                              |
| V355 | b6b    | In What Year Was This Establishment Formally Registered?                      | discrete | numeric   | In what year was this establishment formally registered?                                                                                          |

| ID   | Name  | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                       |
|------|-------|----------------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V356 | b7    | How Many Years Of Experience Working In This Sector Does The Top Manager Have?   | discrete | numeric | How many years of experience working in this sector does the Top Manager have?                                                                                                                 |
| V357 | b7a   | Is The Top Manager Female?                                                       | discrete | numeric | Is the Top Manager female?                                                                                                                                                                     |
| V358 | MNA7b | Highest level of Top Manager education                                           | discrete | numeric | What is the highest level of education completed by the Top Manager?                                                                                                                           |
| V359 | b8    | Does Establishment Have An Internationally-Recognized Quality Certification?     | discrete | numeric | Does this establishment have an internationally-recognized quality certification?                                                                                                              |
| V360 | c3    | Application To Obtain An electrical connection Submitted Over The Last 2 Years   | discrete | numeric | Over the last two years, did this establishment submit an application to obtain an electrical connection?                                                                                      |
| V361 | c4    | How Many Days Did It Take For You To Receive An Electrical Connection Service?   | discrete | numeric | In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?       |
| V362 | c5    | Informal Gift/Payment Expected Or Requested For An Electrical Connection?        | discrete | numeric | In reference to that application for an electrical connection, was an informal gift or payment expected or requested?                                                                          |
| V363 | c6    | Over last FY, Did This Establishment Experience Power Outages?                   | discrete | numeric | Over fiscal year [insert last complete fiscal year], did this establishment experience power outages?                                                                                          |
| V364 | c7    | Number Of Power Outages Experienced In A Typical Month In Last Fiscal Year       | discrete | numeric | In a typical month, over fiscal year [insert last complete fiscal year], how many power outages did this establishment experience?                                                             |
| V365 | c8    | How Long Did The Average Power Outage Last?                                      | discrete | numeric | How long did these power outages last on average?                                                                                                                                              |
| V366 | c9a   | In last FY, losses as % of annual sales due to power outages                     | discrete | numeric | Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. Loss as percent of total annual sales due to power outages |
| V367 | c9b   | In last FY, value of losses due to power outages                                 | discrete | numeric | Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. Annual losses due to power outages                         |
| V368 | c10   | Generator Shared Or Owned Over The Course Of Last Fiscal Year?                   | discrete | numeric | Over the course of fiscal year [insert last complete fiscal year], did this establishment own or share a generator?                                                                            |
| V369 | c11   | % Electricity From Generator Owned/Shared By The Establishment In Last Fiscal Yr | discrete | numeric | In fiscal year [insert last complete fiscal year], what percent of this establishment's electricity came from a generator or generators that the establishment owned or shared?                |
| V370 | c12   | Application To Obtain A Water Connection Submitted Over The Last 2 Years         | discrete | numeric | Over the last two years, did this establishment submit an application to obtain a water connection?                                                                                            |
| V371 | c13   | How Many Days Did It Take For You To Obtain A Water Connection?                  | discrete | numeric | In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?             |

| ID   | Name     | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                        |
|------|----------|----------------------------------------------------------------------------------|----------|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V372 | c14      | When You Applied For A Water Connection, Was An Informal Gift/payment Requested? | discrete | numeric | In reference to that application for a water connection, was an informal gift or payment expected or requested?                                                                                 |
| V373 | c15      | Did You Experience Insufficient Water Supply For Production In Last Fiscal Yr?   | discrete | numeric | Over fiscal year [insert last complete fiscal year], did this establishment experience insufficient water supply for production?                                                                |
| V374 | c16      | Frequency Of Incidents Of Water Shortages In A Typical Month In Last Fiscal Yr   | discrete | numeric | In a typical month, over fiscal year [insert last complete fiscal year], how many incidents of insufficient water supply did this establishment experience?                                     |
| V375 | c17      | Average Length Of Water Shortages (Affecting Production) In Last Fiscal Year     | discrete | numeric | How long did these incidents of insufficient water supply last on average?                                                                                                                      |
| V376 | c18      | % Of Water Supply (Used In Production) From Public Sources In Last Fiscal Year   | discrete | numeric | In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Water from public sources      |
| V377 | MNAc18a  | % of water supply from own or shared well                                        | discrete | numeric | In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Your own well or shared well   |
| V378 | MNAc18b  | % of water supply purchased from private vendors                                 | discrete | numeric | In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Purchased from private vendors |
| V379 | MNAc18c  | % of water supply from other                                                     | discrete | numeric | In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Other                          |
| V380 | c22a     | Do You Currently Communicate With Clients And Suppliers By E-Mail?               | discrete | numeric | At the present time, does this establishment use e-mail to communicate with clients or suppliers?                                                                                               |
| V381 | c22b     | Establishment has its own website                                                | discrete | numeric | At the present time, does this establishment use its own website?                                                                                                                               |
| V382 | c28      | Cell phones used in operations of the establishment                              | discrete | numeric | Does this establishment currently use cell phones for the operations of the establishment?                                                                                                      |
| V383 | c30a     | How Much Of An Obstacle: Electricity To Operations Of This Establishment?        | discrete | numeric | Is electricity No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?                                 |
| V384 | MNAc31a1 | Change in total costs if electricity no longer an obstacle                       | discrete | numeric | Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if electricity is no longer an obstacle?                                          |
| V385 | MNAc31a3 | Expected % decrease in total costs - electricity no obstacle                     | discrete | numeric | By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?                                                                                              |

| ID   | Name  | Label                                                                            | Type     | Format    | Question                                                                                                                                                                                                                                                                                |
|------|-------|----------------------------------------------------------------------------------|----------|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V386 | c30b  | How Much Of An Obstacle: Telecommunications To Operations Of This Establishment? | discrete | numeric   | Is Telecommunications No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?                                                                                                                  |
| V387 | d1a1x | Main Product/Service (By The Largest % Of Annual Sales) In Last Fiscal Year      | discrete | character | In fiscal year [insert last complete fiscal year], what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?                                                                                                   |
| V388 | d1a2  | First Product/Service Isic Code                                                  | contin   | numeric   | PLEASE CHOOSE THE 4-DIGIT ISIC REV 3.1 CODE THAT BEST APPLIES TO THE ESTABLISHMENT'S MAIN ACTIVITY AND PRODUCT.                                                                                                                                                                         |
| V389 | d1a3  | First Product/Service, Percent Of Total Annual Sales                             | discrete | numeric   | What percentage of total sales does the main product represent?                                                                                                                                                                                                                         |
| V390 | d2    | In Last Fiscal Year, What Were This Establishment'S Total Annual Sales?          | discrete | numeric   | In fiscal year [insert last complete fiscal year], what were this establishment's total annual sales?                                                                                                                                                                                   |
| V391 | n3    | What Were the Establishment Sales 3 years ago (FY 2009)                          | discrete | numeric   | In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?                                                                                                                                                   |
| V392 | d3a   | % of sales: National sales                                                       | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were: National sales                                                                                                                                                                      |
| V393 | d3b   | % o sales: Indirect exports                                                      | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were: Indirect exports (sold domestically to third party that exports products)                                                                                                           |
| V394 | d3c   | % of sales: Direct exports                                                       | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were: Direct exports                                                                                                                                                                   |
| V395 | d4    | In last FY, avg. num. of days for exported goods to clear customs?               | discrete | numeric   | In fiscal year [insert last complete fiscal year], when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs? |
| V396 | d6    | In last FY, Export Losses Due To Theft As % Of value of products                 | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of the consignment value of the products exported directly was lost while in transit because of theft?                                                                                                                  |
| V397 | d7    | In last FY, Export Losses Due To Breakage Or Spoilage As % Of value of products  | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of the consignment value of the products exported directly was lost while in transit because of breakage or spoilage?                                                                                                   |
| V398 | d8    | In What Year Did This Establishment First Export Directly Or Indirectly?         | discrete | numeric   | In which year did this establishment first export directly or indirectly?                                                                                                                                                                                                               |

| ID   | Name     | Label                                                                           | Type     | Format    | Question                                                                                                                                                                                                                                                                                                   |
|------|----------|---------------------------------------------------------------------------------|----------|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V399 | d10      | In last FY, % of value of products lost in transit due to theft                 | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?                                                                                                     |
| V400 | MNAAd7x  | Main country of destination for this establishment's exports                    | discrete | character | In fiscal year [insert last complete fiscal year], what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?                                                                                                                               |
| V401 | d11      | In last FY, % of value of products lost in transit due to breakage or spoilage? | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?                                                                                      |
| V402 | d12a     | % Of Material Inputs And Supplies Of Domestic Origin In Last Fiscal Year        | discrete | numeric   | In fiscal year [insert last complete fiscal year], as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were: Material inputs or supplies of domestic origin                                                    |
| V403 | d12b     | % Of Material Inputs And Supplies Of Foreign Origin In Last Fiscal Year         | discrete | numeric   | In fiscal year [insert last complete fiscal year], as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were: Material inputs or supplies of foreign origin                                                         |
| V404 | d13      | Were Any Of These Material Inputs And Supplies Imported Directly?               | discrete | numeric   | Were any of the material inputs or supplies purchased in fiscal year [insert last complete fiscal year], imported directly?                                                                                                                                                                                |
| V405 | d14      | Avg. num. of Days For Imported Goods To Clear Customs In Last Fiscal Year       | discrete | numeric   | In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?             |
| V406 | MNAAd14b | Longest number of days to clear customs in last fiscal yr (direct import)       | discrete | numeric   | In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, what was the longest number of days that it took from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs? |
| V407 | d16      | Avg. days of inventory of most important input kept by establishment            | discrete | numeric   | At the present time, when this establishment receives delivery of its most important input, on average, how many days of inventory, measured in days of production, does this establishment keep?                                                                                                          |
| V408 | d17      | Avg. days of inventory of main sales item kept by establishment                 | discrete | numeric   | At the present time, when this establishment receives its main sales item, on average, how many days of inventory measured in days of sales, does this establishment keep?                                                                                                                                 |



| ID   | Name      | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                                                                                                         |
|------|-----------|----------------------------------------------------------------------------------|----------|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V409 | d30a      | How Much Of An Obstacle: Transport?                                              | discrete | numeric | Using the response options on the card; To what degree is Transport an obstacle to the current operations of this establishment?                                                                                                                                                 |
| V410 | d30b      | How Much Of An Obstacle: Customs And Trade Regulations?                          | discrete | numeric | Using the response options on the card; To what degree is Customs and Trade Regulation an obstacle to the current operations of this establishment?                                                                                                                              |
| V411 | MNAAd31b1 | Change in total costs if customs and trade regulations are no longer an obstacle | discrete | numeric | Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if customs and trade regulations are no longer an obstacle?                                                                                                        |
| V412 | MNAAd31b3 | Expected % decrease in total costs - customs and trade regulations no obstacle   | discrete | numeric | By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?                                                                                                                                                                               |
| V413 | e1        | In last FY, main market for establishment's main product                         | discrete | numeric | In fiscal year [insert last complete fiscal year], which of the following was the main market in which this establishment sold its main product?                                                                                                                                 |
| V414 | e2b       | In main market, number of competitors faced by establishment's main product      | discrete | numeric | In fiscal year [insert last complete fiscal year], for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face?                                                                                       |
| V415 | MNAe3a    | Pressure from domestic competitors                                               | discrete | numeric | How important are each of the following influences on this establishment to reduce the production costs of existing products and/or to develop new products on a scale of 1 to 4, 1 being "Not at all important" and 4 being "Very important".                                   |
| V416 | MNAe3b    | Pressure from foreign competitors                                                | discrete | numeric | How important are each of the following influences on this establishment to reduce the production costs of existing products and/or to develop new products on a scale of 1 to 4, 1 being "Not at all important" and 4 being "Very important". Pressure from foreign competitors |
| V417 | e6        | Do You Use Technology Licensed From A Foreign-Owned Company?                     | discrete | numeric | Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?                                                                                                                                                              |
| V418 | e11       | Does This Establishment Compete Against Unregistered Or Informal Firms?          | discrete | numeric | Does this establishment compete against unregistered or informal firms?                                                                                                                                                                                                          |
| V419 | MNAq53    | National, regional, local government or EU subsidies over last 3 yrs?            | discrete | numeric | Over the last three years has this establishment received any subsidies from the national, regional or local governments or European Union sources?                                                                                                                              |
| V420 | e30       | How Much Of An Obstacle: Practices of competitors in informal sector?            | discrete | numeric | Are practices of competitors in the informal sector No Obstacle, a Minor Obstacle, a Moderate Obstacle, Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?                                                                               |

| ID   | Name   | Label                                                                          | Type     | Format  | Question                                                                                                                                                                                                                       |
|------|--------|--------------------------------------------------------------------------------|----------|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V421 | MNAe20 | Biggest obstacle faced by establishment from competitors                       | discrete | numeric | By looking at card [insert card number] can you tell me which of the practices of your competitors included in the list, if any, currently represents the biggest obstacle faced by this establishment                         |
| V422 | h1     | New or signif. improved product introduced in last three years?                | discrete | numeric | In the last three years, has this establishment introduced new products or services?                                                                                                                                           |
| V423 | h2     | New or signif. improved product also new to the establishment's main market?   | discrete | numeric | Was the new product or service also new for the establishment's main market?                                                                                                                                                   |
| V424 | h3     | New or sig. impvd method of manf product or offering services in last 3 years? | discrete | numeric | In the last three years, has this establishment introduced any new or significantly improved methods of manufacturing products or offering services?                                                                           |
| V425 | h4a    | New method for input, products, or service introduced over last 3 yrs          | discrete | numeric | During the last three years, has this establishment introduced any new or significantly improved logistics, delivery, or distribution methods for inputs, products, or services?                                               |
| V426 | h4b    | New supporting activities for process introduced over last 3 yrs               | discrete | numeric | During the last three years, has this establishment introduced any new or significantly improved supporting activities for your processes, such as maintenance systems or operations for purchasing, accounting, or computing? |
| V427 | h5     | New or sig. impvd organizational structure introduced in last 3 years?         | discrete | numeric | During the last three years, has this establishment introduced any new or significantly improved organizational structures or management practices?                                                                            |
| V428 | h6     | New or signif. improved marketing method introduced in last three years?       | discrete | numeric | During the last three years, has this establishment introduced new or significantly improved marketing methods?                                                                                                                |
| V429 | h7     | During the last three years, did establ. spend on formal R&D activities?       | discrete | numeric | During the last three years, did this establishment spend on formal research and development activities, either in-house or contracted with other companies?                                                                   |
| V430 | h8     | During the last 3 years, did establ. give employees time to develop new idea?  | discrete | numeric | During the last three years, did this establishment give employees some time to develop or try out a new approach or new idea about products or services, business process, firm management, or marketing?                     |
| V431 | f1     | In last FY, What Was The Capacity Utilization (%) Of This Establishment?       | discrete | numeric | In fiscal year [insert last complete fiscal year], what was this establishment's output produced as a proportion of the maximum output possible if using all facilities available (capacity utilization)?                      |
| V432 | f2     | Number Of Hours Per Week Operated By The Establishment In Last Fiscal Year     | discrete | numeric | In fiscal year [insert last complete fiscal year], how many hours per week did this establishment normally operate?                                                                                                            |
| V433 | MNAf3  | Planns to increase size of the establishment                                   | discrete | numeric | Are you planning to increase the production capacity and/or volume of sales of this establishment over the next year?                                                                                                          |

| ID   | Name   | Label                                                                           | Type     | Format  | Question                                                                                                                                                                                    |
|------|--------|---------------------------------------------------------------------------------|----------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V434 | MNAf4  | Satisfied with current size of establishment?                                   | discrete | numeric | Are you satisfied with the current production capacity and/or volume of sales of this establishment?                                                                                        |
| V435 | MNAf5a | Satisfied because no more growth potential                                      | discrete | numeric | What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?                                                             |
| V436 | MNAf5b | Satisfied so to avoid increased regulatory burden                               | discrete | numeric | What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?                                                             |
| V437 | MNAf5c | Satisfied so to avoid shareholder dispersion                                    | discrete | numeric | What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?                                                             |
| V438 | MNAf5d | Content with current workload                                                   | discrete | numeric | What are the reasons for you being satisfied with the current production capacity and/or volume of sales of this establishment?                                                             |
| V439 | g6a    | Percentage Of The Building Occupied: Owned By This Establishment                | discrete | numeric | Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Owned by this establishment                                                    |
| V440 | g6b    | Percentage Of The Building Occupied: Leased or Rented By This Establishment     | discrete | numeric | Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Rented or leased by this establishment                                         |
| V441 | g6c    | Percentage Of The Building Occupied: Other                                      | discrete | numeric | Of the buildings occupied by this establishment, what percent is owned and what percent is rented or leased? Other                                                                          |
| V442 | g1a    | Percentage Of The Land Occupied: Owned By This Establishment                    | discrete | numeric | Of the land occupied by this establishment, what percent is: Owned by this establishment                                                                                                    |
| V443 | g1b    | Percentage Of The Land Occupied: Rented Or Leased By This Establishment         | discrete | numeric | Of the land occupied by this establishment, what percent is: Rented or Leased by this establishment                                                                                         |
| V444 | g1c    | Percentage Of The Land Occupied: Other                                          | discrete | numeric | Of the land occupied by this establishment, what percent is: Other                                                                                                                          |
| V445 | g2     | Applic. To Obtain A Construction-Related Permit Submitted Over The Last 2 Years | discrete | numeric | Over the last two years, did this establishment submit an application to obtain a construction-related permit?                                                                              |
| V446 | g3     | How Many Days Did It Take For You To Obtain A Construction-Related Permit?      | discrete | numeric | In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted? |
| V447 | g4     | Informal Gift/Payment Expected Or Requested For A Construction-Related Permit   | discrete | numeric | In reference to that application for a construction-related permit, was an informal gift or payment expected or requested?                                                                  |
| V448 | g5a    | What Is The Total Selling Area In This Establishment?                           | discrete | numeric | What is the total selling area of this establishment?                                                                                                                                       |
| V449 | g5b    | The Area Is Measured In:                                                        | discrete | numeric | What is the total selling area of this establishment?                                                                                                                                       |

| ID   | Name | Label                                                                            | Type     | Format    | Question                                                                                                                                                                                                                                                                                           |
|------|------|----------------------------------------------------------------------------------|----------|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V450 | g5bx | Specify Other Units (If Not Included Above) The Area Is Measured In              | discrete | character | What is the total selling area of this establishment?                                                                                                                                                                                                                                              |
| V451 | g30a | How Much Of An Obstacle: Access To Land?                                         | discrete | numeric   | Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?                                                                                                                                 |
| V452 | i1   | In last FY, Did This Establishment Pay For Security?                             | discrete | numeric   | In fiscal year [insert last complete fiscal year], did this establishment pay for security, for example equipment, personnel, or professional security services?                                                                                                                                   |
| V453 | i2a  | Percentage Of Total Annual Sales Paid For Security In Last Fiscal Year           | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Percent of total annual sales for security                                                                        |
| V454 | i2b  | In Last Fiscal Year, What Is The Total Annual Cost Of Security?                  | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Total annual cost of security                                                                                     |
| V455 | i3   | Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year | discrete | numeric   | In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft, robbery, vandalism or arson?                                                                                                                                                     |
| V456 | i4a  | Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales)  | discrete | numeric   | In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Losses as percent of total annual sales |
| V457 | i4b  | Value Of Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr      | discrete | numeric   | In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Total annual value of losses            |
| V458 | i30  | How Much Of An Obstacle: Crime, Theft And Disorder?                              | discrete | numeric   | Are crime, theft and disorder No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?                                                                                                                     |
| V459 | k1c  | In last FY, % Of Material Inputs Or Services Paid For After Delivery             | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for after delivery?                                                                                                             |
| V460 | k2c  | In last FY, % Of Total Annual Sales Paid For After Delivery                      | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were: Paid for after delivery?                                                                                                                                 |

| ID   | Name | Label                                                                           | Type     | Format  | Question                                                                                                                                                                                                                                                                  |
|------|------|---------------------------------------------------------------------------------|----------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V461 | k3a  | % Of Working Capital Financed From Internal Funds/Retained Earnings             | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Internal funds/Retained earnings                                                        |
| V462 | k3b  | % of Working capital Borrowed from banks private                                | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources? Borrowed from private banks     |
| V463 | k3c  | % of Working capital Borrowed from banks state owned                            | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources? Borrowed from state-owned banks |
| V464 | k3e  | % Of Working Capital Borrowed From Non-Bank Financial Institutions              | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from non-bank financial institutions                                           |
| V465 | k3f  | % Of Working Capital Purchased On Credit/Advances From Suppliers /Customers     | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Purchases on credit from suppliers and advances from customers                          |
| V466 | k3hd | % Of Working Capital Financed By Other (Money Lenders, Friends, Relatives, Etc) | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Other (moneylenders, friends, relatives, etc.)                                          |
| V467 | k4   | Did This Establishment Purchase Any Fixed Assets In Last Fiscal Yr?             | discrete | numeric | In fiscal year [insert last complete fiscal year], did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?                                                                                                           |
| V468 | n5a  | Total Annual Expenditure For Purchases Of Equipment In Last Fiscal Yr           | discrete | numeric | In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of: Machinery, vehicles, and equipment (new or used)                                                                                                                |
| V469 | n5b  | Total Annual Expenditure For Purchases Of Land And Buildings In Last Fiscal Yr  | discrete | numeric | In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of: Land and buildings                                                                                                                                              |
| V470 | k5a  | Last FY, % Fixed Assets Funded By: Internal Funds/Retained Earnings             | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Internal funds or retained earnings                                      |

| ID   | Name   | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                                                                                                |
|------|--------|----------------------------------------------------------------------------------|----------|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V471 | k5i    | Last FY, % Fixed Assets Funded By: Owners' Contributions Or Issued New Equity    | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Owners' contribution or issued new equity shares                       |
| V472 | k5b    | Last FY, % Fixed Assets Funded By: Bank Borrowing-Private                        | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Borrowed from private banks                                            |
| V473 | k5c    | Last FY, % Fixed Assets Funded By: Bank Borrowing-State Owned                    | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Borrowed from state-owned banks                                        |
| V474 | k5e    | Last FY, % Fixed Assets Funded By: Non-Bank Financial Institutions               | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Borrowed from non-bank financial institutions                          |
| V475 | k5f    | Last FY, % Fixed Assets Funded By: Credit From Suppliers/Advances From Customers | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Purchases on credit from suppliers and advances from customers         |
| V476 | k5hdj  | Last FY, % Fixed Assets Funded By: Other (Money Lenders\Friends\Relatives\Etc)   | discrete | numeric | Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Other (moneylenders, friends, relatives, bonds, commercial papers etc) |
| V477 | MNAk4a | Leasing of fixed assets in last fiscal yr?                                       | discrete | numeric | In fiscal year [insert last complete fiscal year], did this establishment lease any fixed assets, such as machinery, vehicles, equipment, land or buildings?                                                                                                            |
| V478 | k6     | Does This Establishment Have A Checking And\Or Saving Account?                   | discrete | numeric | Now let's talk about the establishment's current situation. At this time, does this establishment have a checking or savings account?                                                                                                                                   |
| V479 | k7     | At This Time, Does This Establishment Have An Overdraft Facility?                | discrete | numeric | At this time, does this establishment have an overdraft facility?                                                                                                                                                                                                       |
| V480 | k8     | Establishment has A Line Of Credit Or Loan From A Financial Institution?         | discrete | numeric | At this time, does this establishment have a line of credit or a loan from a financial institution?                                                                                                                                                                     |
| V481 | MNAk8c | Reason for not having a line of credit/loan                                      | discrete | numeric | What is the reason for not having a loan or line of credit currently?                                                                                                                                                                                                   |

| ID   | Name     | Label                                                                        | Type     | Format    | Question                                                                                                                                                        |
|------|----------|------------------------------------------------------------------------------|----------|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V482 | MNAk8d   | Reason why loan appliaction turned down                                      | discrete | numeric   | What was the main reason given when the application was turned down?                                                                                            |
| V483 | k9       | Type Of Financial Institution That Granted The Line Of Credit Or Loan        | discrete | numeric   | Referring to the most recent line of credit or loan, what type of financial institution granted this loan?                                                      |
| V484 | k10      | Year When The Most Recent Loan/Line Of Credit Approved                       | discrete | numeric   | Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?                                    |
| V485 | k11      | For The Most Recent Loan, What Was The Value At The Time Of Approval?        | discrete | numeric   | Referring only to this most recent loan or line of credit, what was its value at the time of approval?                                                          |
| V486 | MNAq46f  | Currency of the most recent line of credit/loan                              | discrete | numeric   | In what currency is the most recent line of credit or loan denominated?                                                                                         |
| V487 | MNAq46fx | Currency of the most recent line of credit/loan (Other)                      | discrete | character | In what currency is the most recent line of credit or loan denominated?                                                                                         |
| V488 | MNAq46d  | Annual nominal interest rate of the most recent line of credit/loan          | discrete | numeric   | What is the annual nominal interest rate (in percent) of the most recent line of credit or loan?                                                                |
| V489 | MNAq46e  | Original duration of the most recent line of credit/loan in months           | discrete | numeric   | What was the original duration of the most recent line of credit or loan in months?                                                                             |
| V490 | k13      | Financing Required For The Most Recent Line Of Credit Or Loan                | discrete | numeric   | Referring only to this most recent loan or line of credit, did the financing require collateral?                                                                |
| V491 | k14a     | Type Of Collateral Required For The Most Recent Loan? Land, Buildings        | discrete | numeric   | Referring only to this most recent loan or line of credit, what type of collateral was required? Land, buildings under ownership of the establishment           |
| V492 | k14b     | Type Of Collateral Required For The Most Recent Loan? Equipment              | discrete | numeric   | Referring only to this most recent loan or line of credit, what type of collateral was required? Machinery and equipment including movables                     |
| V493 | k14c     | Type Of Collateral Required For The Most Recent Loan? Accounts               | discrete | numeric   | Referring only to this most recent loan or line of credit, what type of collateral was required? Accounts receivable and inventories                            |
| V494 | k14d     | Type Of Collateral Required For The Most Recent Loan? Personal Assets        | discrete | numeric   | Referring only to this most recent loan or line of credit, what type of collateral was required? Personal assets of owner (house, etc.)                         |
| V495 | k14e     | Type Of Collateral Required For The Most Recent Loan? Other                  | discrete | numeric   | Referring only to this most recent loan or line of credit, what type of collateral was required? Other forms of collateral not included in the categories above |
| V496 | k15a     | Value Of Collateral Required For The Most Recent Credit/Loan                 | discrete | numeric   | Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required?                                           |
| V497 | MNAk15a1 | Outstanding balance on the most recent line of credit/loan (LCU)             | discrete | numeric   | What is the outstanding balance on this most recent line of credit or loan?                                                                                     |
| V498 | k15b     | Total number of outstanding loans/lines of credit held by this establishment | discrete | numeric   | What is the total number of outstanding loans or lines of credit held by this establishment?                                                                    |



| ID   | Name    | Label                                                                             | Type     | Format  | Question                                                                                                                                                                                                                                                                     |
|------|---------|-----------------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V499 | k15c    | Total value of outstanding loans/lines of credit held by this establishment (LCU) | discrete | numeric | What is the total value of outstanding loans or lines of credit held by this establishment?                                                                                                                                                                                  |
| V500 | k15d    | Outstanding personal loans used to finance establishment's business activities?   | discrete | numeric | What is the total value of outstanding loans or lines of credit held by this establishment?                                                                                                                                                                                  |
| V501 | k16     | In Last Fiscal Yr, Did Establishment Apply For New Loans/Lines Of Credit?         | discrete | numeric | Referring again to the last fiscal year [insert last complete fiscal year], did this establishment apply for any loans or lines of credit?                                                                                                                                   |
| V502 | k17     | Main Reason For Not Applying For New Loans Or New Lines Of Credit                 | discrete | numeric | What was the main reason why this establishment did not apply for any line of credit or loan?                                                                                                                                                                                |
| V503 | k20a    | Outcome of the most recent application for line of credit/loan                    | discrete | numeric | Referring only to this most recent application for a line of credit or loan, what was the outcome of that application?                                                                                                                                                       |
| V504 | MNAk20b | Which source of funding was the most important to make up for the partial loan r  | discrete | numeric | Referring only to this most recent application for a line of credit or loan, which source of funding was the most important to make up for the partial loan rejection?                                                                                                       |
| V505 | MNAk20c | Why did the establishment withdraw its application                                | discrete | numeric | Referring only to this most recent application for a line of credit or loan, why did this establishment withdraw its application?                                                                                                                                            |
| V506 | k21     | Financial Statements Checked & Certified By External Auditor In Last Fiscal Yr?   | discrete | numeric | In fiscal year [insert last complete fiscal year], did this establishment have its annual financial statements checked and certified by an external auditor?                                                                                                                 |
| V507 | k30     | How Much Of An Obstacle: Access To Finance                                        | discrete | numeric | Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?               |
| V508 | MNAq31e | Has the establishment been to court as plaintiff or defendant in last 3 yrs       | discrete | numeric | Has this establishment been to court as a plaintiff or as a defendant in the last three years?                                                                                                                                                                               |
| V509 | h7a     | The Court System Is Fair, Impartial And Uncorrupted                               | discrete | numeric | I am going to read some statements that describe the courts system and how it could affect business. For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is fair, impartial and uncorrupted." |
| V510 | MNAj1b  | The court system is quick                                                         | discrete | numeric | I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is quick."                                                  |
| V511 | MNAj1c  | The court system is able to enforce its decisions                                 | discrete | numeric | I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is able to enforce its decisions."                          |



| ID   | Name   | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|------|--------|----------------------------------------------------------------------------------|----------|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V512 | MNAj1a | Judicial system will enforce contractual and property rights in business dispute | discrete | numeric | I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "I'm confident that the court system will enforce this establishment's contractual and property rights in business disputes."                                                                                                                              |
| V513 | MNAj1d | Govt officials interpretation of regulations are consistent and predictable      | discrete | numeric | I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "In general, government officials' interpretations of regulations affecting this establishment are consistent and predictable."                                                                                                                            |
| V514 | j2     | What % Of Senior Management Time Was Spent In Dealing With Govt Regulations?     | discrete | numeric | In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? [By senior management I mean managers, directors, and officers above direct supervisors of production/sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms] |
| V515 | j3     | Over The Last 12 Months, Was This Establishment Inspected By Tax Officials?      | discrete | numeric | Over the last year, was this establishment visited or inspected by tax officials?                                                                                                                                                                                                                                                                                                                                                                         |
| V516 | j4     | Frequency Of Inspections/Requirement For Meeting By Tax Officials                | discrete | numeric | Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?                                                                                                                                                                                                                                                                                                                                |
| V517 | j5     | In Any Of These Inspections Was A Gift/Informal payment Requested ?              | discrete | numeric | In any of these inspections or meetings was a gift or informal payment expected or requested?                                                                                                                                                                                                                                                                                                                                                             |
| V518 | j6a    | Government Contract Secured (Or Attempted) In The Last 12 Months?                | discrete | numeric | Over the last year, has this establishment secured or attempted to secure a government contract?                                                                                                                                                                                                                                                                                                                                                          |
| V519 | j6     | % Of Contract Value Avg. Firm Pays In Informal Gifts To Govt To Secure Contract? | discrete | numeric | When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?                                                                                                                                                                                                                                                                       |
| V520 | j7a    | Percent Of Total Annual Sales Paid In Informal Payments                          | discrete | numeric | It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose? Percent of total annual sales paid as informal payment     |

| ID   | Name     | Label                                                                           | Type     | Format  | Question                                                                                                                                                                                                                                                                                                                                                                                                                     |
|------|----------|---------------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V521 | j7b      | Total Annual Informal Payment                                                   | discrete | numeric | It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose? Total annual informal payment |
| V522 | j10      | Application To Obtain An Import License Submitted Over The Last 2 Years?        | discrete | numeric | Over the last two years, did this establishment submit an application to obtain an import license?                                                                                                                                                                                                                                                                                                                           |
| V523 | j11      | How Many Days Did It Take To Obtain Your Import License?                        | discrete | numeric | Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?                                                                                                                                                                                                                                                                                             |
| V524 | j12      | When You Applied For An Import License, Was An Informal Gift/payment Requested? | discrete | numeric | In reference to that application for an import license, was an informal gift or payment expected or requested?                                                                                                                                                                                                                                                                                                               |
| V525 | j13      | Application To Obtain An Operating License Submitted Over Last 2 Years?         | discrete | numeric | Over the last two years, did this establishment submit an application to obtain an operating license?                                                                                                                                                                                                                                                                                                                        |
| V526 | j14      | How Many Days Did It Take To Obtain Your Operating License?                     | discrete | numeric | Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?                                                                                                                                                                                                                                                                                          |
| V527 | j15      | When You Applied For Operating License Was An Informal Gift/payment Requested?  | discrete | numeric | In reference to that application for an operating license, was an informal gift or payment expected or requested?                                                                                                                                                                                                                                                                                                            |
| V528 | j30a     | How Much Of An Obstacle: Tax Rates                                              | discrete | numeric | As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Tax rates                                                                                                                |
| V529 | j30b     | How Much Of An Obstacle: Tax Administrations                                    | discrete | numeric | As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Tax administration                                                                                                       |
| V530 | MNAj31b1 | Change in total costs if tax administration no longer an obstacle               | discrete | numeric | Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if tax administration is no longer an obstacle?                                                                                                                                                                                                                                                                |
| V531 | MNAj31b3 | Expected % decrease in total costs - tax administration no obstacle             | discrete | numeric | By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?                                                                                                                                                                                                                                                                                                                           |

| ID   | Name     | Label                                                                           | Type     | Format  | Question                                                                                                                                                                                                                                                                                                                           |
|------|----------|---------------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V532 | j30c     | How Much Of An Obstacle: Business Licensing And Permits                         | discrete | numeric | As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Business licensing and permits |
| V533 | MNAj31c1 | Change in total costs if business licensing and permits no longer an obstacle   | discrete | numeric | Would this establishment's total annual costs increase, remain the same or decrease over the next fiscal year if business licensing and permits are no longer an obstacle?                                                                                                                                                         |
| V534 | MNAj31c3 | Expected % decrease in total costs - business licensing and permits no obstacle | discrete | numeric | By what percentage would this establishment's total annual costs DECREASE in the next fiscal year?                                                                                                                                                                                                                                 |
| V535 | j30e     | How Much Of An Obstacle: Political Instability                                  | discrete | numeric | As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Political instability          |
| V536 | j30f     | How Much Of An Obstacle: Corruption                                             | discrete | numeric | As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Corruption                     |
| V537 | MNAj31f1 | Change in total costs if corruption no longer an obstacle                       | discrete | numeric | Would your total annual costs increase, remain the same or decrease over the next fiscal year if corruption is no longer an obstacle?                                                                                                                                                                                              |
| V538 | MNAj31f3 | Expected % decrease in total costs - corruption no obstacle                     | discrete | numeric | By what percentage would your total annual costs DECREASE in the next fiscal year?                                                                                                                                                                                                                                                 |
| V539 | h30      | How Much Of An Obstacle: Courts                                                 | discrete | numeric | As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Courts                         |
| V540 | MNAj30g  | Regulatory Policy Uncertainty                                                   | discrete | numeric | Using the response options on the card; To what degree is Regulatory Policy Uncertainty an obstacle to the current operations of this establishment?                                                                                                                                                                               |
| V541 | l1       | Num. Permanent, Full-Time Employees At End Of Last Fiscal Year                  | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees did this establishment employ? Please include all employees and managers                                                                                                                                                     |

| ID   | Name   | Label                                                                           | Type     | Format  | Question                                                                                                                                                                                                     |
|------|--------|---------------------------------------------------------------------------------|----------|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V542 | I2     | Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago                | discrete | numeric | Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers |
| V543 | I3a    | Num. Full-time Employees At End Of Last Fiscal Yr: production workers           | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Production workers                                                                               |
| V544 | MNAL3a | Number of production workers under 30 yrs old                                   | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were production workers younger than 30 years old:                             |
| V545 | I3b    | Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers       | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Non-production workers [e.g., managers, administration, sales]                                   |
| V546 | MNAL3b | Number of non-production workers under 30 yrs old                               | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were non-production workers younger than 30 years old:                         |
| V547 | I4a    | Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers   | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were skilled production workers:                                       |
| V548 | I4b    | Num. Full-time Employees At End Of Last Fiscal Yr: Unskilled Production Workers | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Unskilled production workers                                                                     |
| V549 | MNAI4  | Number of workers under 30 yrs old                                              | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were skilled production workers younger than 30 years old:                     |
| V550 | MNAL4a | Number of skilled workers under 30 yrs old                                      | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were skilled production workers younger than 30 years old                      |
| V551 | MNAL4b | Number of unskilled workers under 30 yrs old                                    | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were unskilled production workers younger than 30 years old:                   |
| V552 | MNAI4c | Did total wage cost of an average permanent full time employee change           | discrete | numeric | Over the course of fiscal year [insert last complete fiscal year], did the total wage cost of an average permanent full-time employee                                                                        |
| V553 | MNAI4d | % increase in total wage cost of an average permanent full time employee        | discrete | numeric | Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee increase?                                |

| ID   | Name    | Label                                                                            | Type     | Format    | Question                                                                                                                                                                                                                                                                                  |
|------|---------|----------------------------------------------------------------------------------|----------|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V554 | MNAI4e  | % decrease in total wage cost of an average permanent full time employee         | discrete | numeric   | Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee decrease?                                                                                                             |
| V555 | MNAI4f  | Main reason for total wage cost change                                           | discrete | numeric   | The main reason for this change was:                                                                                                                                                                                                                                                      |
| V556 | MNAI4fx | Main reason for total wage cost change (other)                                   | discrete | character | The main reason for this change was: Other                                                                                                                                                                                                                                                |
| V557 | I5      | Num. Full-time Employees At End Of Last Fiscal Yr: female                        | discrete | numeric   | At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?                                                                                                                      |
| V558 | I5a     | Num. Full-time Employees At End Of Last Fiscal Yr: female production workers     | discrete | numeric   | At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female? Female permanent full-time production employees                                                                      |
| V559 | I5b     | Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers | discrete | numeric   | At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female? Female permanent full-time non-production employees                                                                  |
| V560 | MNAI5c  | Female permanent full-time professionals number                                  | discrete | numeric   | At the end of fiscal year [insert last complete fiscal year], how many female, permanent, full-time professionals worked in this establishment? (Professional employees are those whose daily responsibilities include work of an intellectual nature and/or managerial responsibilities) |
| V561 | I6      | Num. Full-Time Temporary Employees At End Of Last Fiscal Yr                      | discrete | numeric   | How many full-time temporary employees did this establishment employ in fiscal year [insert last complete fiscal year]?                                                                                                                                                                   |
| V562 | I6a     | Female temporary, full-time workers employed throughout last fiscal yr           | discrete | numeric   | How many full-time temporary employees did this establishment employ throughout year [insert last complete fiscal year]? Female full-time seasonal or temporary workers employed last fiscal year                                                                                         |
| V563 | I8      | Avg. Length Of Employment Of All Full-time Temporary Employees In Last Fiscal Yr | discrete | numeric   | What was the average length of employment of all full-time temporary employees in fiscal year [insert last complete fiscal year]?                                                                                                                                                         |
| V564 | I9a     | Average Years Of Education For Typical Production Worker                         | discrete | numeric   | What is the average number of years of education of a typical permanent full-time production worker employed in this establishment? Average number of years of education of typical production worker                                                                                     |

| ID   | Name    | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                                                                          |
|------|---------|----------------------------------------------------------------------------------|----------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V565 | I9a2    | Average number of yrs of education of typical female production worker           | discrete | numeric | What is the average number of years of education of a typical permanent full-time production worker employed in this establishment? Average number of years of education of typical female production worker                                      |
| V566 | MNAI9a1 | Number of permanent employees with University degree or higher                   | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?                                                                    |
| V567 | MNAI9a2 | Number of permanent employees with completed secondary (incl. vocational)        | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?                                                                    |
| V568 | I10     | Formal Training Programs For Permanent, Full-time Employees In Last Fiscal Yr    | discrete | numeric | Over fiscal year [insert last complete fiscal year], did this establishment have formal training programs for its permanent, full-time employees?                                                                                                 |
| V569 | I11a    | % Permanent Full-time Production Employees Received Formal Training In Last FFY  | discrete | numeric | Referring to the training programs run over fiscal year [insert last complete fiscal year], what percent of permanent, full-time employees of the following categories received formal training? Production full-time permanent employees trained |
| V570 | I11b    | % Permanent Fulltime NonProduction Employees Received Formal Training In Last FY | discrete | numeric | And how many or what percentage of Non-production full-time permanent employees received formal training?                                                                                                                                         |
| V571 | I11c    | # of non-production full-time permanent employees that received formal training  | discrete | numeric | And how many or what percentage of Non-production full-time permanent employees received formal training? Non-production full-time permanent employees trained                                                                                    |
| V572 | I11d    | % of non-production full-time permanent employees that received formal training  | discrete | numeric | And how many or what percentage of Non-production full-time permanent employees received formal training? Non-production full-time permanent employees trained                                                                                    |
| V573 | I30a    | How Much Of An Obstacle: Labor Regulations?                                      | discrete | numeric | Using the response options on the card; To what degree are Labor Regulations an obstacle to the current operations of this establishment?                                                                                                         |
| V574 | I30b    | How Much Of An Obstacle: Inadequately Educated Workforce?                        | discrete | numeric | Using the response options on the card; To what degree is an Inadequately Educated Workforce an obstacle to the current operations of this establishment?                                                                                         |
| V575 | m1a     | Biggest Obstacle Affecting The Operation Of This Establishment                   | discrete | numeric | By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment                                     |
| V576 | m1d     | Rotation Order                                                                   | discrete | numeric | By looking at card [insert card number] can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment. Rotation                           |

| ID   | Name | Label                                                                            | Type     | Format  | Question                                                                                                                                                                                                                           |
|------|------|----------------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V577 | n2a  | Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year       | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual cost of labor (including wages, salaries, bonuses, social security payments) |
| V578 | n2e  | Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year   | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual cost of raw materials and intermediate goods used in production              |
| V579 | n2f  | Total Annual Costs Of Fuel In Last Fiscal Year                                   | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual costs of fuel                                                                |
| V580 | n2b  | Total Annual Costs Of Electricity In Last Fiscal Year                            | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual costs of electricity                                                         |
| V581 | n2ra | Total rental cost of machinery, vehicles and equipment                           | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total rental cost of machinery, vehicles and equipment                                    |
| V582 | n2rb | Total rental cost of land and buildings                                          | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total rental cost of land and buildings                                                   |
| V583 | n2i  | Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total annual cost of finished goods/materials bought to resell                            |
| V584 | n2j  | Other Cost Of Production                                                         | discrete | numeric | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Other cost of production not included above                                               |
| V585 | n6a  | Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year          | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following: Machinery, vehicles, and equipment                                    |
| V586 | n6b  | Net Book Value Of Land And Buildings In Last Fiscal Year                         | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following: Land and buildings                                                    |
| V587 | n7a  | Cost For Establishment To Re-Purchase All Of Its Machinery                       | discrete | numeric | Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost? Machinery, vehicles, and equipment                                                            |



| ID   | Name                    | Label                                                               | Type     | Format  | Question                                                                                                                                                                                                                                                                        |
|------|-------------------------|---------------------------------------------------------------------|----------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V588 | n7b                     | Cost For Establishment To Re-Purchase All Of Its Land And Buildings | discrete | numeric | Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased? Land and buildings |
| V589 | MNAn8a                  | value of total assets                                               | discrete | numeric | What was the value of the following at the end of the fiscal year [insert last complete fiscal year]: Value of your total assets                                                                                                                                                |
| V590 | MNAa20                  | Is the top mannger of the establishment also the owner              | discrete | numeric | Is the top manager of this establishment also the owner of this establishment?                                                                                                                                                                                                  |
| V591 | A15a4                   | Number of respondents interviewed                                   | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V592 | a15a2a                  | Main Respondent Years Working In The Firm:                          | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V593 | MNAa15a4a               | Main respondent's yrs in the position                               | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V594 | a15a3a                  | Main Respondent Gender                                              | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V595 | a15a2b                  | Second Respondent Years Working In The Firm:                        | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V596 | MNAa15a4b               | Second respondent's yrs in the position                             | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V597 | a15a3b                  | Second Respondent Gender                                            | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V598 | a15a2c                  | Third Respondent Years Working In The Firm:                         | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V599 | MNAa15a4c               | Third respondent's yrs in the position                              | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V600 | a15a3c                  | Third Respondent Gender                                             | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V601 | a15a2d                  | Fourth respondent's yrs with the firm                               | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V602 | MNAa15a4d               | Fourth respondent's yrs in the position                             | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V603 | a15a3d                  | Fourth respondent's gender                                          | discrete | numeric | Information about the respondent for the innovation module                                                                                                                                                                                                                      |
| V604 | a15d                    | Day                                                                 | contin   | numeric | Time face-to-face interview ends                                                                                                                                                                                                                                                |
| V605 | a15m                    | Month                                                               | discrete | numeric | Time face-to-face interview ends                                                                                                                                                                                                                                                |
| V606 | a15y                    | Year                                                                | discrete | numeric | Time face-to-face interview ends                                                                                                                                                                                                                                                |
| V607 | a15h                    | Hour                                                                | discrete | numeric | Time face-to-face interview ends                                                                                                                                                                                                                                                |
| V608 | a15min                  | Minutes                                                             | contin   | numeric | Time face-to-face interview ends                                                                                                                                                                                                                                                |
| V609 | a16                     | Perception Of The Questions Regarding Opinions And Perceptions      | discrete | numeric | It is my perception that the responses to the questions regarding opinions and perceptions:                                                                                                                                                                                     |
| V610 | a17                     | Responses To The Questions About Figures Are...                     | discrete | numeric | The responses to the questions regarding figures (productivity and employment numbers):                                                                                                                                                                                         |
| V611 | eligible_for_innovation | Eligible for innovation module                                      | discrete | numeric |                                                                                                                                                                                                                                                                                 |



| ID   | Name                      | Label                                                                          | Type     | Format    | Question                                                                                                                                                                                                                                                                                                     |
|------|---------------------------|--------------------------------------------------------------------------------|----------|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V612 | proceed_refuse_innovation | Proceed or refuse to answer innovation module                                  | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V613 | a23                       | Mode of questionnaire implementation                                           | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V614 | a23x                      | Mode of questionnaire implementation (Other)                                   | discrete | character |                                                                                                                                                                                                                                                                                                              |
| V615 | a14id                     | Time innovation module starts: Day                                             | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V616 | a14im                     | Time innovation module starts: Month                                           | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V617 | a14iy                     | Time innovation module starts: Year                                            | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V618 | a14ih                     | Time innovation module starts: Hour                                            | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V619 | a14imin                   | Time innovation module starts: Minutes                                         | discrete | numeric   |                                                                                                                                                                                                                                                                                                              |
| V620 | MNAo1a                    | No. of new/significantly improved products/services introduced over last 3 yrs | discrete | numeric   | During the last three years, how many new or significantly improved products did this establishment introduce in the market?                                                                                                                                                                                 |
| V621 | MNAo1bx                   | Main new/significantly improved product/service                                | discrete | character | In fiscal year 2012, what was this establishment's main new or significantly improved product, that is, the new or significantly improved product that represented the largest proportion of annual sales (among all new or significantly improved products)?                                                |
| V622 | MNAo2a                    | Main new /significantly improved product/service new to local market           | discrete | numeric   | At the time of its introduction, was this establishment's main new or significantly improved product new to...? This establishment's local market                                                                                                                                                            |
| V623 | MNAo2b                    | Main new /significantly improved product/service new to national market        | discrete | numeric   | At the time of its introduction, was this establishment's main new or significantly improved product new to...? Morocco                                                                                                                                                                                      |
| V624 | MNAo2c                    | Main new /significantly improved product/service new to international market   | discrete | numeric   | At the time of its introduction, was this establishment's main new or significantly improved product new to...? International market                                                                                                                                                                         |
| V625 | MNAo3a                    | New product/service: Added new functions to existing product/service           | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product has added new functions to an existing product                                                 |
| V626 | MNAo3b                    | New product: Uses new materials/components that enhance its performance        | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product uses new materials or components that enhance its performance compared to the existing product |

| ID   | Name    | Label                                                                           | Type     | Format    | Question                                                                                                                                                                                                                                                                    |
|------|---------|---------------------------------------------------------------------------------|----------|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V627 | MNAo3c  | New product: Uses new technology                                                | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product uses new technology                                           |
| V628 | MNAo3d  | New product: Looks different from the existing product                          | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product looks different from the existing product                     |
| V629 | MNAo3e  | New product/service: Completely new to the establishment                        | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product is completely new to the establishment                        |
| V630 | mnao3g  | New product/service: More efficient/easier to use                               | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?                                                                           |
| V631 | MNAo3h  | New product/service: Cheaper to produce of offer                                | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product is cheaper to produce compared to the existing product        |
| V632 | MNAo3i  | New product/service: Completed new function compared to the existing produce    | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? New product has completely new functions compared to the existing product |
| V633 | MNAo3f  | New product/service: Other                                                      | discrete | numeric   | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? Other                                                                     |
| V634 | MNAo3fx | New product/service: Other specified                                            | discrete | character | Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other? Other                                                                     |
| V635 | MNAo4   | % annual sales accounted for by new or significantly improved products/services | discrete | numeric   | In fiscal year 2012, what percentage of this establishment's total annual sales was accounted for by products that were introduced or significantly improved over the last three years?                                                                                     |
| V636 | MNAo5   | Way in which main new/significantly improved product/service introduced         | discrete | numeric   | Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?                                                                                                                                          |

| ID   | Name     | Label                                                                             | Type     | Format    | Question                                                                                                                                                                                 |
|------|----------|-----------------------------------------------------------------------------------|----------|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V637 | MNAo5x   | Way in which main new/significantly improved product/service introduced (Other)   | discrete | character | Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?                                                       |
| V638 | MNAhb13a | Reason to introduce - replace an old product                                      | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To replace an old product sold by this establishment               |
| V639 | MNAhb13d | Reason to introduce - extend the range of products                                | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To extend the range of products sold by this establishment         |
| V640 | MNAhb13e | Reason to introduce - open up new markets                                         | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To open up new markets or increase market share                    |
| V641 | MNAhb13f | Reason to introduce - lower the cost                                              | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To lower the cost of production                                    |
| V642 | MNAhb13g | Reason to introduce - keep up with competition                                    | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To keep up with competition                                        |
| V643 | MNAhb13h | Reason to introduce - comply with regulation                                      | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To comply with regulations or standards                            |
| V644 | MNAhb13i | Reason to introduce - deal with a decrease in the demand                          | discrete | numeric   | Does any of the following describe why this establishment introduced this main new or significantly improved product: To deal with a decrease in the demand for other products           |
| V645 | MNAo6    | Purchase/license inventions, patent, know-how to offer new product/service?       | discrete | numeric   | Did the establishment have to purchase or license any inventions, patent or know-how in order to start producing this new or significantly improved product?                             |
| V646 | hb23     | The source of the latest invention, patent or know-how licensed or purchased from | discrete | numeric   | Was the latest invention, patent or know-how licensed or purchased from                                                                                                                  |
| V647 | MNAo7a   | Introduced new methods of supplying products/services over last 3 yrs             | discrete | numeric   | During the last three years, did this establishment introduce new or significantly improved: Production methods                                                                          |
| V648 | MNAo7b   | Introduced new logistics, delivery, distribution methods over last 3 yrs          | discrete | numeric   | During the last three years, did this establishment introduce new or significantly improved: Logistics, delivery or distribution methods for this establishment's inputs and/or products |

| ID   | Name    | Label                                                                           | Type     | Format    | Question                                                                                                                                                                                                                                                                                    |
|------|---------|---------------------------------------------------------------------------------|----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V649 | MNAo7c  | Introduced new ancillary support services over last 3 yrs                       | discrete | numeric   | During the last three years, did this establishment introduce new or significantly improved: Ancillary support services, such as purchasing, accounting, computing and maintenance                                                                                                          |
| V650 | MNAo8x  | Most important new/significantly improved method of supplying products/services | discrete | character | Please give a short description of this establishment's most important new or significantly improved production or delivery method.                                                                                                                                                         |
| V651 | MNAo9a  | New method of supplying products/services new to local market                   | discrete | numeric   | At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating: In this establishment's local market                                                                                               |
| V652 | MNAo9b  | New method of supplying products/services new to national market                | discrete | numeric   | At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating: In Morocco                                                                                                                         |
| V653 | MNAo9c  | New method of supplying products/services new to international market           | discrete | numeric   | At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating: In the international market                                                                                                        |
| V654 | MNAo10a | New method of supplying products/services: change in techniques                 | discrete | numeric   | Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in: Techniques                                                                        |
| V655 | MNAo10b | New method of supplying products/services: change in machinery and equipment    | discrete | numeric   | Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in: Machinery and equipment                                                           |
| V656 | MNAo10c | New method of supplying products/services: change in software                   | discrete | numeric   | Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in: Software                                                                          |
| V657 | MNAo10d | New method of supplying products/services: management                           | discrete | numeric   | Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in: Management                                                                        |
| V658 | MNAhc8  | Is this method similar to previous ones                                         | discrete | numeric   | Is this main new or significantly improved process similar to any process that was or is being used by this establishment?                                                                                                                                                                  |
| V659 | MNAhc9a | How the main new improved process is different - automates manual process       | discrete | numeric   | Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original? It automates manual processes, partially or fully |

| ID   | Name     | Label                                                                            | Type     | Format    | Question                                                                                                                                                                                                                                                                              |
|------|----------|----------------------------------------------------------------------------------|----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V660 | MNAhc9b  | How the main new improved process is different - lower costs                     | discrete | numeric   | Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original? It lowers costs compared to the old process |
| V661 | MNAhc9c  | How the main new improved process is different - complements new machinery       | discrete | numeric   | Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original? It complements new machinery                |
| V662 | MNAhc9d  | How the main new improved process is different - faster                          | discrete | numeric   | Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original? Is it faster than the old process           |
| V663 | MNAhc9g  | How the main new improved process is different - Other                           | discrete | numeric   | Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original? Other                                       |
| V664 | MNAhc9gx | How the main new improved process is different -Specify                          | discrete | character | Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original? Other (specify)                             |
| V665 | MNAo11   | Way of intro of main new/significantly improved production/delivery method       | discrete | numeric   | Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?                                                                                                               |
| V666 | MNAo11x  | Way of intro of main new/significantly improved production/delivery method (Oth) | discrete | character | Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?                                                                                                               |
| V667 | hc16b    | The reason to introduce - raise the quality of products                          | discrete | numeric   | Does any of the following describe why this establishment introduced the main new or significantly improved process? To raise the quality of products sold by this establishment                                                                                                      |
| V668 | hc16c    | The reason to introduce - raise the volume of product or service                 | discrete | numeric   | Does any of the following describe why this establishment introduced the main new or significantly improved process? To raise the volume of products sold or services offered                                                                                                         |

| ID   | Name     | Label                                                                  | Type     | Format  | Question                                                                                                                                                                                             |
|------|----------|------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V669 | hc16d    | The reason to introduce - extend the range of products                 | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To extend the range of products sold by this establishment                      |
| V670 | hc16e    | The reason to introduce - open up new market or increase the share     | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To open up new markets or increase market share                                 |
| V671 | hc16f    | The reason to introduce - lower the cost of production                 | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To lower the cost of production                                                 |
| V672 | hc16g    | The reason to introduce - keep up with competition                     | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To keep up with competition                                                     |
| V673 | hc16h    | The reason to introduce -comply with regulations or standards          | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To comply with regulations or standards                                         |
| V674 | hc16j    | The reason to introduce - raise flexibility or speed of the production | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To raise the flexibility or speed of production                                 |
| V675 | MNAhc16b | The reason to introduce - raise the quality of products or service     | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To raise the quality of products sold or services offered by this establishment |
| V676 | MNAhc16c | The reason to introduce - raise the volume of products or service      | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To raise the volume of products sold or services offered                        |
| V677 | MNAhc16d | The reason to introduce - extend the range of the products or service  | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To extend the range of products sold or services offered by this establishment  |
| V678 | MNAhc16e | The reason to introduce - open up new market or increase the share     | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To open up new markets or increase market share                                 |
| V679 | MNAhc16f | The reason to introduce - lower the cost of offering the service       | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To lower the cost of offering services                                          |

| ID   | Name     | Label                                                                          | Type     | Format  | Question                                                                                                                                                                                                                                                                                                                                                    |
|------|----------|--------------------------------------------------------------------------------|----------|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V680 | MNAhc16g | The reason to introduce - keep up with competition                             | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To keep up with competition                                                                                                                                                                                                            |
| V681 | MNAhc16h | The reason to introduce - comply with regulation or standards                  | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To comply with regulations or standards                                                                                                                                                                                                |
| V682 | MNAhc16j | The reason to introduce - raise the flexibility                                | discrete | numeric | Does any of the following describe why this establishment introduced the main new or significantly improved process? To raise the flexibility or speed of selling products or offering services                                                                                                                                                             |
| V683 | MNAo12   | Purchase/license inventions, patent, know-how to apply new process method?     | discrete | numeric | Did the establishment have to purchase or license any inventions, patent or know-how in order to apply this new production or delivery method?                                                                                                                                                                                                              |
| V684 | MNAo13   | Technology compared to the technology of establishment's main competitor       | discrete | numeric | Thinking of this establishment's main product line and comparing this establishment's technology with that of its main competitor, which of the following best summarizes your position?                                                                                                                                                                    |
| V685 | MNAo14a  | New knowledge management systems                                               | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time? New knowledge management systems to better use or exchange information, knowledge and skills within the establishment                                                                         |
| V686 | MNAo14b  | Introduction of management systems for general production or supply operations | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time? Introduction of management systems for general production or supply operations (such as supply chain management systems, lean production, business reengineering, quality management systems) |
| V687 | MNAo14c  | New methods for distributing responsibilities, decision making among employees | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time? New methods for distributing responsibilities and decision making among employees                                                                                                             |
| V688 | MNAo14d  | Significant change to the management structure of the establishment            | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time? A significant change to the management structure of the establishment (such as creating new divisions or departments, integrating different departments or activities)                        |



| ID   | Name    | Label                                                                          | Type     | Format  | Question                                                                                                                                                                                                                                                                                                                                                                                             |
|------|---------|--------------------------------------------------------------------------------|----------|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V689 | MNAo14e | New types of collaborations with businesses, research organisations, consumers | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time? New types of collaborations with other businesses, research organizations or consumers                                                                                                                                                 |
| V690 | MNAo14f | Outsourcing, subcontracting of business activities for the first time          | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time? Outsourcing or subcontracting of business activities in production, procurement, distribution, recruiting or ancillary services                                                                                                        |
| V691 | MNAo15a | Significant changes in the product's appearance                                | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time? Significant changes in the product's appearance                                                                                                                                                                                             |
| V692 | MNAo15b | Introduction of a new method of advertising or product promotion               | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time? Introduction of a new method of advertising or product promotion (such as use of a new media for advertising, a new brand image or logo, a new trademark)                                                                                   |
| V693 | MNAo15c | Introduction of a new method of product placement or sales channels            | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time? Introduction of a new method of product placement or sales channels (such as product licensing, franchising, direct selling, exclusive retailing, tailoring or customizing the presentation of the product to different types of customers) |
| V694 | MNAo15d | New pricing strategies to market the establishment's goods or services         | discrete | numeric | During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time? New pricing strategies to market the establishment's goods or services, excluding pricing methods used solely to differentiate prices by customer segments                                                                                  |
| V695 | MNAo16  | Spending on R&D within establishment over last 3 yrs?                          | discrete | numeric | During the last three years did this establishment spend on research and development activities within the establishment?                                                                                                                                                                                                                                                                            |
| V696 | MNAo17  | Expenditures on R&D within establishment in last fiscal yr (LCU)               | discrete | numeric | In fiscal year 2012, how much did this establishment spend on research and development activities performed within this establishment? Please include personnel cost, materials and purchase of fixed assets.                                                                                                                                                                                        |
| V697 | MNAo18  | Spending on R&D contracted with other companies over last 3 yrs?               | discrete | numeric | During the last three years, did this establishment spend on research and development activities contracted with other companies?                                                                                                                                                                                                                                                                    |



| ID   | Name     | Label                                                                       | Type     | Format    | Question                                                                                                                                                                                                                                                      |
|------|----------|-----------------------------------------------------------------------------|----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| V698 | MNAo19   | Expenditures on R&D contracted with other companies in last fiscal yr (LCU) | discrete | numeric   | In fiscal year 2012, how much did this establishment spend on research and development activities contracted with other companies?                                                                                                                            |
| V699 | MNAo20   | Spending on acquisition of external knowledge over last 3 yrs?              | discrete | numeric   | During the last three years, did this establishment spend on the acquisition of external knowledge? This includes purchase or licensing of patents and non-patented inventions, know-how and other types of knowledge from other businesses or organizations. |
| V700 | MNAo21   | Source of purchase or license of the latest invention, patent or know-how   | discrete | numeric   | Was the latest invention, patent or know-how licensed or purchased from:                                                                                                                                                                                      |
| V701 | MNAo22a  | % of workforce that regularly used PCs in their jobs at end last fiscal yr  | discrete | numeric   | At the end of fiscal year 2012, what percent of this establishment's workforce regularly used personal computers in their jobs?                                                                                                                               |
| V702 | MNAo22b  | % of workforce that regularly used PCs in their jobs 3 fiscal yrs ago       | discrete | numeric   | Three fiscal years ago, at the end of fiscal year 2009, what percent of this establishment's workforce regularly used personal computers in their jobs?                                                                                                       |
| V703 | MNAo23a  | Ever been granted a patent?                                                 | discrete | numeric   | Has this establishment ever been granted a patent?                                                                                                                                                                                                            |
| V704 | MNAo23b  | Apply for a patent/trademark over last 3 yrs?                               | discrete | numeric   | During the last three years, did this establishment apply for a patent or a trademark?                                                                                                                                                                        |
| V705 | MNAo23cx | Country/countries where establishment applied for a patent/trademark        | discrete | character | During the last three years, in which country or countries did this establishment apply for a patent or a trademark?                                                                                                                                          |
| V706 | MNAo23d  | Granted a patent/trademark over last 3yrs?                                  | discrete | numeric   | During the last three years, has this establishment been granted a patent or a trademark?                                                                                                                                                                     |
| V707 | MNAr1    | Dealing with problems in the production process over last fiscal yr         | discrete | numeric   | Over the last complete fiscal year 2012, what best describes what happened at this establishment when a problem in the production process arose?                                                                                                              |
| V708 | MNAr2    | Number of production performance indicators monitored over last fiscal yr   | discrete | numeric   | Over the last complete fiscal year 2012, how many production performance indicators were monitored at this establishment?                                                                                                                                     |
| V709 | MNAr6    | Time frame of production targets over last fiscal yr                        | discrete | numeric   | Over the last complete fiscal year 2012, what best describes the time frame of production targets at this establishment? Examples of production targets are: production, quality, efficiency, waste, on-time delivery.                                        |
| V710 | MNAr7    | Achievement of production targets over last fiscal yr                       | discrete | numeric   | Over the last complete fiscal year 2012, how easy or difficult was it for this establishment to achieve its production targets?                                                                                                                               |
| V711 | MNAr8    | Awareness of production targets over last fiscal yr                         | discrete | numeric   | Over the last complete fiscal year 2012, who was aware of the production targets at this establishment?                                                                                                                                                       |

| ID   | Name    | Label                                                                      | Type     | Format  | Question                                                                                                            |
|------|---------|----------------------------------------------------------------------------|----------|---------|---------------------------------------------------------------------------------------------------------------------|
| V712 | MNAr11  | Basis for managers' performance bonuses over last fiscal yr                | discrete | numeric | Over the last complete fiscal year 2012, what were managers' performance bonuses usually based on?                  |
| V713 | MNAr13  | Primary way of promoting non-managers over last fiscal yr                  | discrete | numeric | Over the last complete fiscal year 2012, what was the primary way non-managers were promoted at this establishment? |
| V714 | MNAr15  | Reassignment/dismissal of under-performing non-manager over last fiscal yr | discrete | numeric | Over the last complete fiscal year 2012, when was an under-performing non-manager reassigned or dismissed?          |
| V715 | a15id   | Time innovation module ends: Day                                           | discrete | numeric |                                                                                                                     |
| V716 | a15im   | Time innovation module ends: Month                                         | discrete | numeric |                                                                                                                     |
| V717 | a15iy   | Time innovation module ends: Year                                          | discrete | numeric |                                                                                                                     |
| V718 | a15ih   | Time innovation module ends: Hour                                          | discrete | numeric |                                                                                                                     |
| V719 | a15imin | Time innovation module ends: Minutes                                       | discrete | numeric |                                                                                                                     |
| V720 | a24     | Innovation module respondent same as main questionnaire respondent?        | discrete | numeric |                                                                                                                     |
| V721 | a3b     | is this city the official capital city?                                    | discrete | numeric | Is this city the official capital city?                                                                             |
| V722 | a3c     | is this city the main business city?                                       | discrete | numeric | Is this city the main business city?                                                                                |
| V723 | a3      | Size Of Locality                                                           | discrete | numeric |                                                                                                                     |
| V724 | wstrict | Weight according to strict eligibility                                     | contin   | numeric |                                                                                                                     |
| V725 | wmedian | Weight according to median eligibility                                     | contin   | numeric |                                                                                                                     |
| V726 | wweak   | Weight according to weak eligibility                                       | contin   | numeric |                                                                                                                     |
| V727 | strata  | group(a2 a4anew a6a)                                                       | contin   | numeric |                                                                                                                     |



## WEB STD FIRMID (idstd)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: 585755-586161

Valid cases: 407  
Invalid: 0  
Minimum: 585755  
Maximum: 586161

## phoneid (phoneid)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: 552464521-5300004491

Valid cases: 407  
Invalid: 0  
Minimum: 552464521  
Maximum: 5300004491

## interview number (id)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: 1-1230524004

Valid cases: 407  
Invalid: 0  
Minimum: 1  
Maximum: 1230524004

## Questionnaire (a0)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Interviewer instructions

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

## Country Code (a1)

### File: morocco\_2013\_full\_data

#### Overview

## Country Code (a1)

File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Language Of The Interview (a1a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 12

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Sampling Region (a2)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

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

## Region Of The Establishment (a3a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

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

## Industry Sampling Sector (a4a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

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

## Industry Screener Sector (a4b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6064

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Sector match between screener information and sample frame

## Sampling Size (a6a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

## Sampling Size (a6a)

File: morocco\_2013\_full\_data

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Size of the establishment taken from the sample frame

## Screenener Size (a6b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Size of the establishment as determined with the screener questionnaire

## Number Of Establishments In The Firm (a7a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Number of establishments that form the firm

## Organization headquarter or subsidiary (a7b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 67  
Invalid: 340

## Number of establishments that form the firm (a7c)

File: morocco\_2013\_full\_data

### Overview

## Number of establishments that form the firm (a7c)

File: morocco\_2013\_full\_data

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

Valid cases: 67  
Invalid: 340  
Minimum: -9  
Maximum: 15

## Type Of Establishment (a8)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 67  
Invalid: 340

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Type of establishment

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 10  
Invalid: 397

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

### Interviewer instructions

Information taken from the screener questionnaire

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 7  
Invalid: 400



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

File: morocco\_2013\_full\_data

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

### Interviewer instructions

Information taken from the screener questionnaire

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 66  
Invalid: 341

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

### Interviewer instructions

Information taken from the screener questionnaire

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 18  
Invalid: 389

## Day (a14d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0  
Minimum: 1  
Maximum: 31

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Day (a14d)

File: morocco\_2013\_full\_data

**Literal question**

Date face-to-face interview begins:

Day (dd)

## Interviewer Number (a12)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete

Format: character

Width: 10

Valid cases: 407

Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Interviewer code

**Interviewer instructions**

Information taken from the screener questionnaire

## Month (a14m)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete

Format: numeric

Width: 2

Decimals: 0

Range: 1-12

Valid cases: 407

Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Date face-to-face interview begins:

Month (mm)

## Year (a14y)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete

Format: numeric

Width: 4

Decimals: 0

Range: 2013-2014

Valid cases: 407

Invalid: 0

**Literal question**

Date face-to-face interview begins:

Year (yyyy)

## Hour (a14h)

File: morocco\_2013\_full\_data

### Overview

|                  |                  |
|------------------|------------------|
| Type: Continuous | Valid cases: 407 |
| Format: numeric  | Invalid: 0       |
| Width: 2         | Minimum: 0       |
| Decimals: 0      | Maximum: 22      |
| Range: 0-22      |                  |

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

## Minutes (a14min)

File: morocco\_2013\_full\_data

### Overview

|                  |                  |
|------------------|------------------|
| Type: Continuous | Valid cases: 407 |
| Format: numeric  | Invalid: 0       |
| Width: 2         | Minimum: 0       |
| Decimals: 0      | Maximum: 59      |
| Range: 0-59      |                  |

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

## Legal Status of the Firm (b1)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: -9-6     |                  |

### Pre question

- 1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. The goal of this survey is to gather information and opinions about the investment climate in this country. Ultimately, the information gathered here will help to develop new policies and programs that enhance employment and economic growth. The information obtained here will be held in the strictest confidentiality. Neither your name nor the name of your business will be used in any document based on this survey.
- 2) READ OUT THE FOLLOWING INTRODUCTORY SENTENCE ONLY IF A7 = 1 (yes): The first few questions apply to the firm which your establishment is part of.
- 3) SHOW CARD

### Literal question

What is this firm's current legal status?

### Post question

If answer is 3 then SKIP TO B.2

### Interviewer instructions

## Legal Status of the Firm (b1)

### File: morocco\_2013\_full\_data

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

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

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

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

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

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

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

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

## Other (Specify) (b1x)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 16

Valid cases: 1  
Invalid: 0

#### Literal question

What is this firm's current legal status?  
Other

#### Interviewer instructions

## Other (Specify) (b1x)

### File: morocco\_2013\_full\_data

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

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

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

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Literal question

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % owned by Government/State (b2c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Post question

IF 100% TERMINATE

### Interviewer instructions

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

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

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % owned by Other (b2d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 302  
Invalid: 105

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 142  
Invalid: 265

### Literal question

What percentage of the firm is owned by females?

## How was the firm established? (MNAq5)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

How was this firm established?

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

File: morocco\_2013\_full\_data



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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 31

Valid cases: 1  
Invalid: 0

### Literal question

How was this firm established?

## Year Establishment Began Operations (b5)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

In what year did this establishment begin operations?

### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

### Interviewer instructions

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

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1336

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: -9-2     |                  |

### Literal question

Was this establishment formally registered when it began operations?

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 4        |                  |
| Decimals: 0     |                  |
| Range: -9-2012  |                  |

### Literal question

In what year was this establishment formally registered?

### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR.

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: -9-64    |                  |

### Literal question

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

### Interviewer instructions

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

## Is The Top Manager Female? (b7a)

File: morocco\_2013\_full\_data

## Is The Top Manager Female? (b7a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Is the Top Manager female?

## Highest level of Top Manager education (MNAb7b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Does this establishment have an internationally-recognized quality certification?

### Post question

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

### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

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

### Post question

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

### Interviewer instructions

Application for electrical connection.

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-150

Valid cases: 41  
Invalid: 366

### Literal question

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

### Interviewer instructions

Wait for electrical connection. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 41  
Invalid: 366

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 134  
Invalid: 273

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 112  
Invalid: 295

### Literal question

How long did these power outages last on average?

### Interviewer instructions

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 117  
Invalid: 290

#### Literal question

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

Loss as percent of total annual sales due to power outages

#### Post question

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

#### Interviewer instructions

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

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

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-8400000

Valid cases: 17  
Invalid: 390

#### Literal question

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

Annual losses due to power outages

#### Post question

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

#### Interviewer instructions

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Literal question

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

#### Post question

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

#### Interviewer instructions

Establishment owns or shares a generator. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 66  
Invalid: 341

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Post question

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

### Interviewer instructions

Application for water connection. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 28  
Invalid: 379

### Literal question

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

### Interviewer instructions

Wait for water connection. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 28  
Invalid: 379

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 209  
Invalid: 198

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 5  
Invalid: 402

### Literal question

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

### Interviewer instructions

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



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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 4  
Invalid: 403

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 164  
Invalid: 243

### Literal question

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

Water from public sources

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 164  
Invalid: 243

### Literal question

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

Your own well or shared well

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 164  
Invalid: 243

### Literal question

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

## % of water supply from other (MNAc18c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 164  
Invalid: 243

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

E-mail and website use.

Web page should be considered as part of the website.

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

## Establishment has its own website (c22b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

## Establishment has its own website (c22b)

File: morocco\_2013\_full\_data

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

### Interviewer instructions

E-mail and website use.

Web page should be considered as part of the website.

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Post question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 207  
Invalid: 200

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 97  
Invalid: 310

### Pre question

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

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

## Main Product/Service (By The Largest % Of Annual Sales) In Last Fiscal Year (d1a1x)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 118

Valid cases: 407

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The next topic to be covered is how and where this establishment makes its sales.

### Literal question

In fiscal year [insert last complete fiscal year], what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?

### Interviewer instructions

Establishment's main product The purpose of this question is to determine what the company produces. The description should be written down exactly as provided by the respondent.  
The main product is defined in terms of sales in monetary value not volume.

## First Product/Service Isic Code (d1a2)

File: morocco\_2013\_full\_data

### Overview

Type: Continuous  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 1511-7250

Valid cases: 407  
Invalid: 0  
Minimum: 1511  
Maximum: 7250

### Pre question

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

### Literal question

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

### Interviewer instructions

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

For the codes use United Nations ISIC Rev.3.1.

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

What percentage of total sales does the main product represent?

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

File: morocco\_2013\_full\_data

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-6794801194

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-2400000000

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

## % of sales: National sales (d3a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

## % of sales: National sales (d3a)

File: morocco\_2013\_full\_data

### Pre question

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

### Literal question

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

### Post question

IF 100, GO TO QUESTION D.10

### Interviewer instructions

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

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

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

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

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

## % o sales: Indirect exports (d3b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

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

### Post question

IF 100, GO TO QUESTION D.8

### Interviewer instructions

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

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

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

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

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

## % of sales: Direct exports (d3c)

File: morocco\_2013\_full\_data

### Overview

## % of sales: Direct exports (d3c)

File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were:  
Direct exports

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 67  
Invalid: 340

### Literal question

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

### Interviewer instructions

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

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

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 67  
Invalid: 340

### Literal question

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



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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 67  
Invalid: 340

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 125  
Invalid: 282

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 54

Valid cases: 124  
Invalid: 0

### Literal question

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

File: morocco\_2013\_full\_data

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-52

Valid cases: 383  
Invalid: 24

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 209  
Invalid: 198

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 209  
Invalid: 198

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 149  
Invalid: 258

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 108  
Invalid: 299

### Literal question

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

### Interviewer instructions

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

File: morocco\_2013\_full\_data

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-90

Valid cases: 108  
Invalid: 299

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 209  
Invalid: 198

### Literal question

At the present time, when this establishment receives delivery of its most important input, on average, how many days of inventory, measured in days of production, does this establishment keep?

### Post question

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

### Interviewer instructions

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 81  
Invalid: 326

### Literal question

At the present time, when this establishment receives its main sales item, on average, how many days of inventory measured in days of sales, does this establishment keep?

### Post question

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

### Interviewer instructions

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

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

File: morocco\_2013\_full\_data

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 177  
Invalid: 230

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 91  
Invalid: 316

### Pre question

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

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

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

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

2) SHOW CARD

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 331  
Invalid: 76

### Literal question

In fiscal year [insert last complete fiscal year], for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face?

## Pressure from domestic competitors (MNAe3a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 210  
Invalid: 197

### Pre question

SHOW CARD

### Literal question

## Pressure from domestic competitors (MNAe3a)

File: morocco\_2013\_full\_data

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

## Pressure from foreign competitors (MNAe3b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 210  
Invalid: 197

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Does this establishment compete against unregistered or informal firms?

### Interviewer instructions

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



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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 126  
Invalid: 281

### Literal question

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

### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

File: morocco\_2013\_full\_data

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

**Interviewer instructions**

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

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

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 407  
Invalid: 0

**Literal question**

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

**Interviewer instructions**

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

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

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 407  
Invalid: 0

**Literal question**

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

**Interviewer instructions**

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

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

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

File: morocco\_2013\_full\_data

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

File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

#### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

#### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

File: morocco\_2013\_full\_data

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

**Interviewer instructions**

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

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

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 407  
Invalid: 0

**Literal question**

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

**Interviewer instructions**

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

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

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 210  
Invalid: 197

**Literal question**

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

**Interviewer instructions**

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-168

Valid cases: 210  
Invalid: 197

### Literal question

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

### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 69  
Invalid: 338

### Literal question

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

## Satisfied because no more growth potential (MNAf5a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 31  
Invalid: 376

### Pre question

## Satisfied because no more growth potential (MNAf5a)

File: morocco\_2013\_full\_data

INTERVIEWER: READ OUT

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 31  
Invalid: 376

### Pre question

INTERVIEWER: READ OUT

### Literal question

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

## Satisfied so to avoid shareholder dispersion (MNAf5c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 31  
Invalid: 376

### Pre question

INTERVIEWER: READ OUT

### Literal question

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

## Content with current workload (MNAf5d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 31  
Invalid: 376

### Pre question

INTERVIEWER: READ OUT

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions



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

File: morocco\_2013\_full\_data

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

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

File: morocco\_2013\_full\_data

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Post question

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

### Interviewer instructions

Application for construction permit. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-730

Valid cases: 70  
Invalid: 337

### Literal question

In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted?

### Interviewer instructions

Waiting time for construction permit. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 70  
Invalid: 337

### Literal question

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

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

File: morocco\_2013\_full\_data

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-500000

Valid cases: 81  
Invalid: 326

### Literal question

What is the total selling area of this establishment?

### Interviewer instructions

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

## The Area Is Measured In: (g5b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 67  
Invalid: 340

### Literal question

What is the total selling area of this establishment?

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 7

Valid cases: 2  
Invalid: 0

### Literal question

What is the total selling area of this establishment?

### Post question

SPECIFY UNITS  
Other

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

File: morocco\_2013\_full\_data

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

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

### Post question

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

### Interviewer instructions

Pay for security. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-8

Valid cases: 112  
Invalid: 295

### Literal question

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

### Post question

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

### Interviewer instructions

How much pay for security. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-240000000

Valid cases: 72  
Invalid: 335

### Literal question

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

### Post question

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

### Interviewer instructions

How much pay for security. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Post question

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

### Interviewer instructions

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

File: morocco\_2013\_full\_data

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 23  
Invalid: 384

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-1000000

Valid cases: 9  
Invalid: 398

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

### File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

#### Interviewer instructions

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

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

#### Literal question

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

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

#### Interviewer instructions

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

### File: morocco\_2013\_full\_data

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

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

Internal funds/Retained earnings

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Literal question

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

Borrowed from private banks

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

### File: morocco\_2013\_full\_data

#### Overview



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

### File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

#### Literal question

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

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

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 407  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

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

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

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

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-417000000

Valid cases: 191  
Invalid: 216

### Literal question

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

### Interviewer instructions

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

File: morocco\_2013\_full\_data

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-110000000

Valid cases: 191  
Invalid: 216

### Literal question

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

### Interviewer instructions

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

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

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 191  
Invalid: 216

### Pre question

SHOW CARD

### Literal question

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

File: morocco\_2013\_full\_data

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

Internal funds or retained earnings

### Interviewer instructions

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 191  
Invalid: 216

### Pre question

SHOW CARD

### Literal question

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

Owners' contribution or issued new equity shares

### Interviewer instructions

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 191  
Invalid: 216

### Pre question

SHOW CARD

### Literal question

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

### File: morocco\_2013\_full\_data

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 191  
Invalid: 216

#### Pre question

SHOW CARD

#### Literal question

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

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

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 191  
Invalid: 216

#### Pre question

SHOW CARD

#### Literal question

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

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

### File: morocco\_2013\_full\_data

#### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 191  
Invalid: 216

### Pre question

SHOW CARD

### Literal question

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

Purchases on credit from suppliers and advances from customers

### Interviewer instructions

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

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

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 191  
Invalid: 216

### Literal question

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

Other (moneylenders, friends, relatives, bonds, commercial papers etc)

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

Checking/ savings account. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

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

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

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 183  
 Invalid: 224

**Literal question**

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

## Reason why loan application turned down (MNAk8d)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 8  
 Invalid: 399

**Literal question**

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

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 204  
 Invalid: 203

**Pre question**

SHOW CARD

**Literal question**

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

**Interviewer instructions**

Institutions that granted loan. Self-explanatory

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

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 203  
 Invalid: 204

**Literal question**

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



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

File: morocco\_2013\_full\_data

### Interviewer instructions

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 203  
Invalid: 204

### Literal question

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

### Interviewer instructions

Value of the loan. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 204  
Invalid: 203

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 9

Valid cases: 1  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 202  
Invalid: 205

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-124

Valid cases: 204  
Invalid: 203

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 204  
Invalid: 203

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

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

Valid cases: 162  
Invalid: 245

### Pre question

INTERVIEWER: READ OUT

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 162  
Invalid: 245

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 162  
Invalid: 245

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 162  
Invalid: 245

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 162  
Invalid: 245

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-4000000000

Valid cases: 162  
Invalid: 245

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-35000000

Valid cases: 200  
Invalid: 207

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-10

Valid cases: 203  
Invalid: 204

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 98  
Invalid: 309

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

Apply for new loans in last year. Self-explanatory

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 275  
Invalid: 132

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 112  
Invalid: 295

### Literal question

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

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

File: morocco\_2013\_full\_data

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 4  
Invalid: 403

### Literal question

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

## Why did the establishment withdraw its application (MNAk20c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 2  
Invalid: 405

### Literal question

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

## Financial Statements Checked & Certified By External Auditor In Last Fiscal Yr? (k21)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

Certification of financial statements by external auditor. Self-explanatory

## How Much Of An Obstacle: Access To Finance (k30)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

## How Much Of An Obstacle: Access To Finance (k30)

File: morocco\_2013\_full\_data

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

"The court system is fair, impartial and uncorrupted."

## The court system is quick (MNAj1b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question



## The court system is quick (MNAj1b)

File: morocco\_2013\_full\_data

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.

"The court system is quick."

## The court system is able to enforce its decisions (MNAj1c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.

"The court system is able to enforce its decisions."

## Judicial system will enforce contractual and property rights in business dispute (MNAj1a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.

"I'm confident that the court system will enforce this establishment's contractual and property rights in business disputes."

## Govt officials interpretation of regulations are consistent and predictable (MNAj1d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

I am going to read a few statements describing the court system and how it could affect business. Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.

"In general, government officials' interpretations of regulations affecting this establishment are consistent and predictable."

## What % Of Senior Management Time Was Spent In Dealing With Govt Regulations? (j2)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? [By senior management I mean managers, directors, and officers above direct supervisors of production/sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms]

### Interviewer instructions

Percent of total senior management's time. Ask managers to estimate what percentage of their time senior managers spend dealing with government regulations, inspections, negotiations and other bureaucratic burden. This is time that would otherwise be spent on business matters. It should not include time spent negotiating procurement contracts with the government - only time dealing with red tape and bureaucracy.

## Over The Last 12 Months, Was This Establishment Inspected By Tax Officials? (j3)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Over the last year, was this establishment visited or inspected by tax officials?

### Post question

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

### Interviewer instructions

Visitations and inspections from tax inspectorate officials. Self-explanatory

## Frequency Of Inspections/Requirement For Meeting By Tax Officials (j4)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 89  
Invalid: 318

### Literal question

Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?

## In Any Of These Inspections Was A Gift/Informal payment Requested ? (j5)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 89  
Invalid: 318

### Literal question

In any of these inspections or meetings was a gift or informal payment expected or requested?

### Interviewer instructions

- 1) Bribes from tax inspectors. Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Government Contract Secured (Or Attempted) In The Last 12 Months? (j6a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Over the last year, has this establishment secured or attempted to secure a government contract?

### Post question

If answer is No or Don't Know then GO TO QUESTION J.7

## % Of Contract Value Avg. Firm Pays In Informal Gifts To Govt To Secure Contract? (j6)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 80  
Invalid: 327

### Literal question

When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?

### Interviewer instructions

- 1) Percent of the contract value. The question is designed to get at the size of the unaudited or unreported payment that is made to a government officials that directly aided in granting a government contract, in part or in whole, or expanded the size of the contract to include the establishment's business.

Again, notice the wording (phrasing) of the question: it asks for the respondent to answer for the "typical" establishment, rather than the establishment being interviewed.

- 2) Sensitive question, no clarification can be offered

## Percent Of Total Annual Sales Paid In Informal Payments (j7a)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-10

Valid cases: 361  
Invalid: 46

#### Literal question

It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

Percent of total annual sales paid as informal payment

#### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH j7a and j7b

#### Interviewer instructions

1) Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited or unreported. They are generally given to an official with the expectation that a service will be performed (such as granting a business license), a violation overlooked (such as violation of health regulation), or because the official threatens the business.

Notice the wording (phrasing) of the question: it asks for the respondent to answer for establishments "like this one" rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

## Total Annual Informal Payment (j7b)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-200000

Valid cases: 46  
Invalid: 361

#### Literal question

It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

Total annual informal payment

#### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH j7a and j7b

#### Interviewer instructions

1) Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited or unreported. They are generally given to an official with the expectation that a service will be performed (such as granting a business license), a violation overlooked (such as violation of health regulation), or because the official threatens the business.

Notice the wording (phrasing) of the question: it asks for the respondent to answer for establishments "like this one" rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

## Application To Obtain An Import License Submitted Over The Last 2 Years? (j10)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Over the last two years, did this establishment submit an application to obtain an import license?

### Post question

If answer is No or Don't Know then GO TO QUESTION J.13

### Interviewer instructions

Application for import license Self-explanatory

## How Many Days Did It Take To Obtain Your Import License? (j11)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 77  
Invalid: 330

### Literal question

Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?

### Interviewer instructions

Wait for import license Self-explanatory

## When You Applied For An Import License, Was An Informal Gift/payment Requested? (j12)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 77  
Invalid: 330

### Literal question

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

### Interviewer instructions

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

## Application To Obtain An Operating License Submitted Over Last 2 Years? (j13)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Over the last two years, did this establishment submit an application to obtain an operating license?

### Interviewer instructions

Application for operating license Self-explanatory-Includes renewals of operating licenses

## How Many Days Did It Take To Obtain Your Operating License? (j14)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-240

Valid cases: 25  
Invalid: 382

### Literal question

Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?

### Interviewer instructions

Wait for operating license. Self-explanatory

## When You Applied For Operating License Was An Informal Gift/payment Requested? (j15)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 25  
Invalid: 382

### Literal question

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

### Interviewer instructions

Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Tax Rates (j30a)

File: morocco\_2013\_full\_data

### Overview

## How Much Of An Obstacle: Tax Rates (j30a)

File: morocco\_2013\_full\_data

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Tax rates

### Interviewer instructions

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

## How Much Of An Obstacle: Tax Administrations (j30b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Tax administration

### Interviewer instructions

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

## Change in total costs if tax administration no longer an obstacle (MNAj31b1)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 236  
Invalid: 171

### Literal question

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

## Expected % decrease in total costs - tax administration no obstacle (MNAj31b3)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 122  
Invalid: 285

### Pre question

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

### Literal question

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

## How Much Of An Obstacle: Business Licensing And Permits (j30c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Business licensing and permits

### Interviewer instructions

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

## Change in total costs if business licensing and permits no longer an obstacle (MNAj31c1)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 191  
Invalid: 216

### Literal question

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



## Expected % decrease in total costs - business licensing and permits no obstacle (MNAj31c3)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 70  
Invalid: 337

### Pre question

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

### Literal question

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

## How Much Of An Obstacle: Political Instability (j30e)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Political instability

### Interviewer instructions

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

## How Much Of An Obstacle: Corruption (j30f)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Corruption

### Interviewer instructions

## How Much Of An Obstacle: Corruption (j30f)

File: morocco\_2013\_full\_data

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

## Change in total costs if corruption no longer an obstacle (MNAj31f1)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 288  
Invalid: 119

### Literal question

Would your total annual costs increase, remain the same or decrease over the next fiscal year if corruption is no longer an obstacle?

## Expected % decrease in total costs - corruption no obstacle (MNAj31f3)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 137  
Invalid: 270

### Pre question

Would your total annual costs increase, remain the same or decrease over the next fiscal year if corruption is no longer an obstacle?

### Literal question

By what percentage would your total annual costs DECREASE in the next fiscal year?

## How Much Of An Obstacle: Courts (h30)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.  
Courts

## How Much Of An Obstacle: Courts (h30)

File: morocco\_2013\_full\_data

### Interviewer instructions

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

## Regulatory Policy Uncertainty (MNAj30g)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

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

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6150

Valid cases: 407  
Invalid: 0

### Pre question

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

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees did this establishment employ? Please include all employees and managers

### Post question

INTERVIEWER: include interviewee if applicable

### Interviewer instructions

Number of permanent, full-time employees last complete fiscal year are defined as all paid employees that are contracted for a term of one or more fiscal years and/or have a guaranteed renewal of their employment contract and that work up to 8 or more hours per day.

All employees and managers (including respondent) should be counted.

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

File: morocco\_2013\_full\_data

### Overview

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

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2280

Valid cases: 407  
Invalid: 0

### Literal question

Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers

### Post question

INTERVIEWER: include interviewee if applicable

### Interviewer instructions

Number of permanent, full-time employees three complete fiscal years ago. See definition of permanent, full-time employees in l1

## Num. Full-time Employees At End Of Last Fiscal Yr: production workers (l3a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6100

Valid cases: 209  
Invalid: 198

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were:  
Production workers

### Interviewer instructions

Number of permanent, full-time production employees are employees (up to the line supervisor level) engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Employees above the working-supervisor level are excluded from this item.

Number of permanent, full-time non-production employees are those employees not engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Managers and other supervisory personnel with responsibilities for the performance of shop floor supervisors and below are included. Do not include shop floor supervisors.

Employees in sales (including driver-salespersons), sales delivery (highway truck drivers and their helpers), janitorial and guard services, advertising, credit, collection, installation and servicing of own products, clerical and routine office functions, executive, purchasing, financing, legal, personnel (including cafeteria, medical, etc.) are included. Also included are employees on the payroll of the manufacturing establishment engaged in the construction of major additions or alterations utilized as a separate work force. Professional, and technical employees are included in this category.

## Number of production workers under 30 yrs old (MNAL3a)

File: morocco\_2013\_full\_data

### Overview

## Number of production workers under 30 yrs old (MNAL3a)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-400

Valid cases: 185  
Invalid: 222

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were production workers younger than 30 years old:

## Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers (l3b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1129

Valid cases: 209  
Invalid: 198

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were:  
Non-production workers [e.g., managers, administration, sales]

### Interviewer instructions

Number of permanent, full-time production employees are employees (up to the line supervisor level) engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Employees above the working-supervisor level are excluded from this item.

Number of permanent, full-time non-production employees are those employees not engaged in fabricating, processing, assembling, inspecting, receiving, storing, handling, packing, warehousing, shipping (but not delivering), maintenance, repair, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with these production operations. Managers and other supervisory personnel with responsibilities for the performance of shop floor supervisors and below are included. Do not include shop floor supervisors.

Employees in sales (including driver-salespersons), sales delivery (highway truck drivers and their helpers), janitorial and guard services, advertising, credit, collection, installation and servicing of own products, clerical and routine office functions, executive, purchasing, financing, legal, personnel (including cafeteria, medical, etc.) are included. Also included are employees on the payroll of the manufacturing establishment engaged in the construction of major additions or alterations utilized as a separate work force. Professional, and technical employees are included in this category.

## Number of non-production workers under 30 yrs old (MNAL3b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 194  
Invalid: 213

### Literal question

## Number of non-production workers under 30 yrs old (MNAL3b)

File: morocco\_2013\_full\_data

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were non-production workers younger than 30 years old:

## Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers (l4a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-542

Valid cases: 183  
Invalid: 224

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were skilled production workers:

### Interviewer instructions

Numbers of different types of permanent, full-time skilled production workers have some special knowledge or (usually acquired) ability in their work. A skilled worker may have attended a college, university or technical school or, may have learned their skills on the job.

Unskilled production worker are unskilled in that it is not required that they have special training, education, or skill to perform their job.

## Num. Full-time Employees At End Of Last Fiscal Yr: Unskilled Production Workers (l4b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-914

Valid cases: 183  
Invalid: 224

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were:  
Unskilled production workers

### Interviewer instructions

Numbers of different types of permanent, full-time skilled production workers have some special knowledge or (usually acquired) ability in their work. A skilled worker may have attended a college, university or technical school or, may have learned their skills on the job.

Unskilled production worker are unskilled in that it is not required that they have special training, education, or skill to perform their job.

## Number of workers under 30 yrs old (MNA14)

File: morocco\_2013\_full\_data

## Number of workers under 30 yrs old (MNA14)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-238

Valid cases: 197  
Invalid: 210

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were skilled production workers younger than 30 years old:

## Number of skilled workers under 30 yrs old (MNAL4a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-345

Valid cases: 123  
Invalid: 284

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were skilled production workers younger than 30 years old

## Number of unskilled workers under 30 yrs old (MNAL4b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-400

Valid cases: 99  
Invalid: 308

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals in this establishment were unskilled production workers younger than 30 years old:

## Did total wage cost of an average permanent full time employee change (MNA14c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Over the course of fiscal year [insert last complete fiscal year], did the total wage cost of an average permanent full-time employee

## % increase in total wage cost of an average permanent full time employee (MNAI4d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 262  
Invalid: 145

### Literal question

Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee increase?

## % decrease in total wage cost of an average permanent full time employee (MNAI4e)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 7  
Invalid: 400

### Literal question

Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee decrease?

## Main reason for total wage cost change (MNAI4f)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 269  
Invalid: 138

### Pre question

Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee decrease?

### Literal question

The main reason for this change was:

## Main reason for total wage cost change (other) (MNAI4fx)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 38

Valid cases: 14  
Invalid: 0

### Pre question



## Main reason for total wage cost change (other) (MNA14fx)

File: morocco\_2013\_full\_data

Over the course of fiscal year [insert last complete fiscal year], in percentage terms, how much did the total wage cost of an average permanent full-time employee decrease?

### Literal question

The main reason for this change was:

Other

## Num. Full-time Employees At End Of Last Fiscal Yr: female (l5)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-502

Valid cases: 197  
Invalid: 210

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

## Num. Full-time Employees At End Of Last Fiscal Yr: female production workers (l5a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-3500

Valid cases: 209  
Invalid: 198

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

Female permanent full-time production employees

## Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers (l5b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 209  
Invalid: 198

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

## Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers (l5b)

File: morocco\_2013\_full\_data

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

Female permanent full-time non-production employees

## Female permanent full-time professionals number (MNA15c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-920

Valid cases: 407  
Invalid: 0

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female, permanent, full-time professionals worked in this establishment? (Professional employees are those whose daily responsibilities include work of an intellectual nature and/or managerial responsibilities)

## Num. Full-Time Temporary Employees At End Of Last Fiscal Yr (l6)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1000

Valid cases: 407  
Invalid: 0

### Literal question

How many full-time temporary employees did this establishment employ in fiscal year [insert last complete fiscal year]?

### Interviewer instructions

Full-time temporary or seasonal employees are defined as all paid short-term (i.e. for less than a fiscal year) employees with no guarantee of renewal of employment contract and work 40 hours or more per week for the term of their contract.

## Female temporary, full-time workers employed throughout last fiscal yr (l6a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-400

Valid cases: 151  
Invalid: 256

### Literal question

How many full-time temporary employees did this establishment employ throughout year [insert last complete fiscal year]? Female full-time seasonal or temporary workers employed last fiscal year

### Interviewer instructions

(INTERVIEWER: Full-time, temporary workers are all paid short-term (i.e. for less than a year) employees with no guarantee of renewal of contract employment and work 8 or more hours per day)

## Avg. Length Of Employment Of All Full-time Temporary Employees In Last Fiscal Yr (l8)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 151  
Invalid: 256

### Literal question

What was the average length of employment of all full-time temporary employees in fiscal year [insert last complete fiscal year]?

### Interviewer instructions

Average length of employment of all full-time temporary or seasonal employees refers to the number of months that the employee was contracted for work that occupied employees for 40 hours or more per week. If average full-time temporary or seasonal employment was for less than one month, enumerator should write 1.

## Average Years Of Education For Typical Production Worker (l9a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 190  
Invalid: 217

### Literal question

What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?

Average number of years of education of typical production worker

### Interviewer instructions

INTERVIEWER: READ EACH CATEGORY

## Average number of yrs of education of typical female production worker (l9a2)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-17

Valid cases: 190  
Invalid: 217

### Literal question

What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?

Average number of years of education of typical female production worker

### Interviewer instructions

INTERVIEWER: READ EACH CATEGORY

## Number of permanent employees with University degree or higher (MNA19a1)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-500

Valid cases: 407  
Invalid: 0

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?

## Number of permanent employees with completed secondary (incl. vocational) (MNA19a2)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-350

Valid cases: 407  
Invalid: 0

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many full-time permanent employees in this establishment had the following as their highest education level?

## Formal Training Programs For Permanent, Full-time Employees In Last Fiscal Yr (I10)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment have formal training programs for its permanent, full-time employees?

### Interviewer instructions

Formal training has a structured and defined curriculum. Formal training may include classroom work, seminars, lectures, workshops, and audio-visual presentations and demonstrations. This does not include training to familiarize employees with equipment and machinery on the shop floor, training aimed at familiarizing employees with the establishment's standard operation procedures, or employee orientation at the beginning of an employee's tenure. In-house training may be conducted by other non-supervisory employees of the establishment, the establishment's supervisors or managers, or the establishments training centers.

## % Permanent Full-time Production Employees Received Formal Training In Last FFY (l11a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-880

Valid cases: 39  
Invalid: 368

### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], what percent of permanent, full-time employees of the following categories received formal training?  
Production full-time permanent employees trained

### Interviewer instructions

Percentage of production vs. non-production employees that were trained. Self-explanatory

## % Permanent Fulltime NonProduction Employees Received Formal Training In Last FY (l11b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 17  
Invalid: 390

### Literal question

And how many or what percentage of Non-production full-time permanent employees received formal training?

### Interviewer instructions

Percentage of production vs. non-production employees that were trained. Self-explanatory

## # of non-production full-time permanent employees that received formal training (l11c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-180

Valid cases: 40  
Invalid: 367

### Literal question

And how many or what percentage of Non-production full-time permanent employees received formal training?  
Non-production full-time permanent employees trained

## % of non-production full-time permanent employees that received formal training (l11d)

File: morocco\_2013\_full\_data

## % of non-production full-time permanent employees that received formal training (l11d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 16  
Invalid: 391

### Literal question

And how many or what percentage of Non-production full-time permanent employees received formal training?  
Non-production full-time permanent employees trained

## How Much Of An Obstacle: Labor Regulations? (l30a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Using the response options on the card; To what degree are Labor Regulations an obstacle to the current operations of this establishment?

### Interviewer instructions

- 1) Self-explanatory
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Inadequately Educated Workforce? (l30b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

- 1) Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Biggest Obstacle Affecting The Operation Of This Establishment (m1a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

### Interviewer instructions

INTERVIEWER: DO NOT READ OUT

## Rotation Order (m1d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Literal question

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

Rotation

## Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year (n2a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-1440000000

Valid cases: 407  
Invalid: 0

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

Now, we would like to ask you a few questions about the financial results of this establishment. It is important that this information be as accurate as possible. The individual data are treated as confidential - the identity of your establishment will not be revealed at any point. Please provide the following information from the financial statements of this establishment.

2) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual cost of labor (including wages, salaries, bonuses, social security payments)

### Interviewer instructions

## Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year (n2a)

File: morocco\_2013\_full\_data

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year (n2e)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-1420000000

Valid cases: 209  
Invalid: 198

### Pre question

1) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual cost of raw materials and intermediate goods used in production

### Interviewer instructions



## Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year (n2e)

File: morocco\_2013\_full\_data

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Total Annual Costs Of Fuel In Last Fiscal Year (n2f)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-21000000

Valid cases: 209  
Invalid: 198

### Pre question

1) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual costs of fuel

### Interviewer instructions

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Total Annual Costs Of Electricity In Last Fiscal Year (n2b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-70653939

Valid cases: 407  
Invalid: 0

### Pre question

1) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual costs of electricity

### Interviewer instructions

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Total rental cost of machinery, vehicles and equipment (n2ra)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-9120000

Valid cases: 209  
Invalid: 198

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total rental cost of machinery, vehicles and equipment

## Total rental cost of land and buildings (n2rb)

File: morocco\_2013\_full\_data

### Overview

## Total rental cost of land and buildings (n2rb)

File: morocco\_2013\_full\_data

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

Valid cases: 209  
Invalid: 198

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total rental cost of land and buildings

## Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr (n2i)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-250000000

Valid cases: 81  
Invalid: 326

### Pre question

1) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total annual cost of finished goods/materials bought to resell

### Interviewer instructions

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Other Cost Of Production (n2j)

File: morocco\_2013\_full\_data

### Overview

## Other Cost Of Production (n2j)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-18232000

Valid cases: 209  
Invalid: 198

### Pre question

1) SHOW CARD

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Other cost of production not included above

## Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year (n6a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-1000000000

Valid cases: 209  
Invalid: 198

### Literal question

At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following:

Machinery, vehicles, and equipment

### Interviewer instructions

Net book value equals the purchase value minus depreciation.

The net book value represents the actual cost of assets at the time they were acquired, including all costs incurred in making the assets usable (such as transportation and installation) minus depreciation accumulated since the date of purchase. Included in the assets are all buildings, structures, machinery, and equipment (production, office, and transportation equipment) for which depreciation reserves are maintained. Accordingly, the value of assets at the end of the year includes the value of construction in progress.

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 209  
Invalid: 198

### Literal question

At the end of fiscal year [insert last complete fiscal year], what was the net book value, that is the value of assets after depreciation, of the following:

Land and buildings

### Interviewer instructions

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

### File: morocco\_2013\_full\_data

Net book value equals the purchase value minus depreciation.

The net book value represents the actual cost of assets at the time they were acquired, including all costs incurred in making the assets usable (such as transportation and installation) minus depreciation accumulated since the date of purchase. Included in the assets are all buildings, structures, machinery, and equipment (production, office, and transportation equipment) for which depreciation reserves are maintained. Accordingly, the value of assets at the end of the year includes the value of construction in progress.

## Cost For Establishment To Re-Purchase All Of Its Machinery (n7a)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-4000000000

Valid cases: 209  
Invalid: 198

#### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?

Machinery, vehicles, and equipment

#### Interviewer instructions

This question is designed to ascertain the market value of the establishment's assets. Data on equipment is the most important. You can ask the manager to estimate the market value if all of the equipment, land and buildings were sold on the open market. If the respondent states that there is no market, ask how much the respondent would be willing to pay for the capital, knowing what it can produce in its current condition. Estimate how much it would cost to buy machinery in the current market which is similar in terms of age and characteristics. This estimate is to give an indication of the capital intensity of the firm. Keep in mind that it is one of the most important questions on the questionnaire.

## Cost For Establishment To Re-Purchase All Of Its Land And Buildings (n7b)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-2000000000

Valid cases: 209  
Invalid: 198

#### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased?

Land and buildings

#### Interviewer instructions

This question is designed to ascertain the market value of the establishment's assets. Data on equipment is the most important. You can ask the manager to estimate the market value if all of the equipment, land and buildings were sold on the open market. If the respondent states that there is no market, ask how much the respondent would be willing to pay for the capital, knowing what it can produce in its current condition. Estimate how much it would cost to buy machinery in the current market which is similar in terms of age and characteristics. This estimate is to give an indication of the capital intensity of the firm. Keep in mind that it is one of the most important questions on the questionnaire.

## value of total assets (MNA8a)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 10  
 Decimals: 0  
 Range: -9-2000000000

Valid cases: 407  
 Invalid: 0

**Literal question**

What was the value of the following at the end of the fiscal year [insert last complete fiscal year]:  
 Value of your total assets

## Is the top manager of the establishment also the owner (MNAa20)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 407  
 Invalid: 0

**Literal question**

Is the top manager of this establishment also the owner of this establishment?

**Interviewer instructions**

INTERVIEWER: IF THE ANSWER IS MADE AVAILABLE IN THE INTERVIEW, CODE WITHOUTASKING QUESTION

## Number of respondents interviewed (A15a4)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 407  
 Invalid: 0

**Literal question**

Information about the respondent for the innovation module

## Main Respondent Years Working In The Firm: (a15a2a)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-45

Valid cases: 407  
 Invalid: 0

**Pre question**

Please complete the following information about the interviewee(s)

**Literal question**

Information about the respondent for the innovation module

## Main respondent's yrs in the position (MNAa15a4a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-45

Valid cases: 407  
Invalid: 0

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Main Respondent Gender (a15a3a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 407  
Invalid: 0

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Second Respondent Years Working In The Firm: (a15a2b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-29

Valid cases: 54  
Invalid: 353

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Second respondent's yrs in the position (MNAa15a4b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-29

Valid cases: 54  
Invalid: 353

### Pre question

## Second respondent's yrs in the position (MNAa15a4b)

File: morocco\_2013\_full\_data

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Second Respondent Gender (a15a3b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 54  
Invalid: 353

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Third Respondent Years Working In The Firm: (a15a2c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-10

Valid cases: 2  
Invalid: 405

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Third respondent's yrs in the position (MNAa15a4c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-8

Valid cases: 2  
Invalid: 405

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module



## Third Respondent Gender (a15a3c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 2  
Invalid: 405

### Pre question

Please complete the following information about the interviewee(s)

### Literal question

Information about the respondent for the innovation module

## Fourth respondent's yrs with the firm (a15a2d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-1

Valid cases: 0  
Invalid: 407

### Literal question

Information about the respondent for the innovation module

## Fourth respondent's yrs in the position (MNAa15a4d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-1

Valid cases: 0  
Invalid: 407

### Literal question

Information about the respondent for the innovation module

## Fourth respondent's gender (a15a3d)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 0  
Invalid: 407

### Literal question

Information about the respondent for the innovation module

## Day (a15d)

File: morocco\_2013\_full\_data

**Overview**

|                  |                  |
|------------------|------------------|
| Type: Continuous | Valid cases: 407 |
| Format: numeric  | Invalid: 0       |
| Width: 2         | Minimum: 1       |
| Decimals: 0      | Maximum: 31      |
| Range: 1-31      |                  |

**Literal question**

Time face-to-face interview ends

## Month (a15m)

File: morocco\_2013\_full\_data

**Overview**

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: 1-12     |                  |

**Literal question**

Time face-to-face interview ends

## Year (a15y)

File: morocco\_2013\_full\_data

**Overview**

|                  |                  |
|------------------|------------------|
| Type: Discrete   | Valid cases: 407 |
| Format: numeric  | Invalid: 0       |
| Width: 4         |                  |
| Decimals: 0      |                  |
| Range: 2013-2014 |                  |

**Literal question**

Time face-to-face interview ends

## Hour (a15h)

File: morocco\_2013\_full\_data

**Overview**

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: 3-22     |                  |

**Literal question**

Time face-to-face interview ends

## Minutes (a15min)

File: morocco\_2013\_full\_data

## Minutes (a15min)

File: morocco\_2013\_full\_data

### Overview

|                  |                  |
|------------------|------------------|
| Type: Continuous | Valid cases: 407 |
| Format: numeric  | Invalid: 0       |
| Width: 2         | Minimum: 0       |
| Decimals: 0      | Maximum: 59      |
| Range: 0-59      |                  |

### Literal question

Time face-to-face interview ends

## Perception Of The Questions Regarding Opinions And Perceptions (a16)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 1        |                  |
| Decimals: 0     |                  |
| Range: 1-3      |                  |

### Pre question

INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW

### Literal question

It is my perception that the responses to the questions regarding opinions and perceptions:

## Responses To The Questions About Figures Are... (a17)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 1        |                  |
| Decimals: 0     |                  |
| Range: 1-4      |                  |

### Literal question

The responses to the questions regarding figures (productivity and employment numbers):

## Eligible for innovation module (eligible\_for\_innovation)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 407 |
| Format: numeric | Invalid: 0       |
| Width: 1        |                  |
| Decimals: 0     |                  |
| Range: 0-1      |                  |

## Proceed or refuse to answer innovation module (proceed\_refuse\_innovation)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 286 |
| Format: numeric | Invalid: 121     |
| Width: 1        |                  |
| Decimals: 0     |                  |
| Range: 3-4      |                  |

## Mode of questionnaire implementation (a23)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 253 |
| Format: numeric | Invalid: 154     |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: -8-4     |                  |

## Mode of questionnaire implementation (Other) (a23x)

File: morocco\_2013\_full\_data

### Overview

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

## Time innovation module starts: Day (a14id)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 243 |
| Format: numeric | Invalid: 164     |
| Width: 2        | Minimum: 1       |
| Decimals: 0     | Maximum: 31      |
| Range: 1-31     |                  |

## Time innovation module starts: Month (a14im)

File: morocco\_2013\_full\_data

### Overview

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 243 |
| Format: numeric | Invalid: 164     |
| Width: 2        |                  |
| Decimals: 0     |                  |
| Range: 1-12     |                  |

## Time innovation module starts: Year (a14iy)

File: morocco\_2013\_full\_data

**Overview**

|                  |                  |
|------------------|------------------|
| Type: Discrete   | Valid cases: 243 |
| Format: numeric  | Invalid: 164     |
| Width: 4         |                  |
| Decimals: 0      |                  |
| Range: 2013-2014 |                  |

## Time innovation module starts: Hour (a14ih)

File: morocco\_2013\_full\_data

**Overview**

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 243 |
| Format: numeric | Invalid: 164     |
| Width: 2        | Minimum: 0       |
| Decimals: 0     | Maximum: 22      |
| Range: 0-22     |                  |

## Time innovation module starts: Minutes (a14imin)

File: morocco\_2013\_full\_data

**Overview**

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 243 |
| Format: numeric | Invalid: 164     |
| Width: 2        | Minimum: 1       |
| Decimals: 0     | Maximum: 59      |
| Range: 1-59     |                  |

## No. of new/significantly improved products/services introduced over last 3 yrs (MNAo1a)

File: morocco\_2013\_full\_data

**Overview**

|                 |                  |
|-----------------|------------------|
| Type: Discrete  | Valid cases: 114 |
| Format: numeric | Invalid: 293     |
| Width: 3        |                  |
| Decimals: 0     |                  |
| Range: -9-400   |                  |

**Pre question**

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved product in the past three years. I would now like to ask some more questions related to that.

**Literal question**

During the last three years, how many new or significantly improved products did this establishment introduce in the market?

## Main new/significantly improved product/service (MNAo1bx)

File: morocco\_2013\_full\_data

## Main new/significantly improved product/service (MNAo1bx)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 78

Valid cases: 61  
Invalid: 0

#### Literal question

In fiscal year 2012, what was this establishment's main new or significantly improved product, that is, the new or significantly improved product that represented the largest proportion of annual sales (among all new or significantly improved products)?

## Main new /significantly improved product/service new to local market (MNAo2a)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 61  
Invalid: 346

#### Literal question

At the time of its introduction, was this establishment's main new or significantly improved product new to...?  
This establishment's local market

## Main new /significantly improved product/service new to national market (MNAo2b)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 61  
Invalid: 346

#### Literal question

At the time of its introduction, was this establishment's main new or significantly improved product new to...?  
Morocco

## Main new /significantly improved product/service new to international market (MNAo2c)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 61  
Invalid: 346

#### Literal question

## Main new /significantly improved product/service new to international market (MNAo2c)

File: morocco\_2013\_full\_data

At the time of its introduction, was this establishment's main new or significantly improved product new to...?  
International market

## New product/service: Added new functions to existing product/service (MNAo3a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 61  
Invalid: 346

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?  
New product has added new functions to an existing product

## New product: Uses new materials/components that enhance its performance (MNAo3b)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 32  
Invalid: 375

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?  
New product uses new materials or components that enhance its performance compared to the existing product

## New product: Uses new technology (MNAo3c)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 32  
Invalid: 375

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?  
New product uses new technology

## New product: Looks different from the existing product (MNAo3d)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 32  
Invalid: 375

#### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?  
New product looks different from the existing product

## New product/service: Completely new to the establishment (MNAo3e)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 61  
Invalid: 346

#### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?  
New product is completely new to the establishment

## New product/service: More efficient/easier to use (mnao3g)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 31  
Invalid: 376

#### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

## New product/service: Cheaper to produce or offer (MNAo3h)

### File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 61  
Invalid: 346

#### Literal question



## New product/service: Cheaper to produce of offer (MNAo3h)

File: morocco\_2013\_full\_data

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

New product is cheaper to produce compared to the existing product

## New product/service: Completed new function compared to the existing produce (MNAo3i)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 61  
Invalid: 346

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

New product has completely new functions compared to the existing product

## New product/service: Other (MNAo3f)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 61  
Invalid: 346

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

Other

## New product/service: Other specified (MNAo3fx)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 57

Valid cases: 5  
Invalid: 0

### Literal question

Please compare this main new or significantly improved product with the closest product already produced in this establishment. In what aspects are these two products different from each other?

Other

## % annual sales accounted for by new or significantly improved products/services (MNAo4)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 61  
Invalid: 346

### Literal question

In fiscal year 2012, what percentage of this establishment's total annual sales was accounted for by products that were introduced or significantly improved over the last three years?

## Way in which main new/significantly improved product/service introduced (MNAo5)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 61  
Invalid: 346

### Literal question

Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?

## Way in which main new/significantly improved product/service introduced (Other) (MNAo5x)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0  
Invalid: 0

### Literal question

Which of the following best describes the way in which the main new or significantly improved product was introduced or developed?

## Reason to introduce - replace an old product (MNAhb13a)

File: morocco\_2013\_full\_data

### Overview

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

Valid cases: 61  
Invalid: 346

### Literal question

## Reason to introduce - replace an old product (MNAhb13a)

File: morocco\_2013\_full\_data

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
To replace an old product sold by this establishment

## Reason to introduce - extend the range of products (MNAhb13d)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 61  
Invalid: 346

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
To extend the range of products sold by this establishment

## Reason to introduce - open up new markets (MNAhb13e)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 61  
Invalid: 346

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
To open up new markets or increase market share

## Reason to introduce - lower the cost (MNAhb13f)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 61  
Invalid: 346

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
To lower the cost of production

## Reason to introduce - keep up with competition (MNAhb13g)

File: morocco\_2013\_full\_data

**Overview**

## Reason to introduce - keep up with competition (MNAhb13g)

File: morocco\_2013\_full\_data

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

Valid cases: 61  
 Invalid: 346

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
 To keep up with competition

## Reason to introduce - comply with regulation (MNAhb13h)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 61  
 Invalid: 346

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
 To comply with regulations or standards

## Reason to introduce - deal with a decrease in the demand (MNAhb13i)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 61  
 Invalid: 346

**Literal question**

Does any of the following describe why this establishment introduced this main new or significantly improved product:  
 To deal with a decrease in the demand for other products

## Purchase/license inventions, patent, know-how to offer new product/service? (MNAo6)

File: morocco\_2013\_full\_data

**Overview**

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

Valid cases: 61  
 Invalid: 346

**Literal question**

Did the establishment have to purchase or license any inventions, patent or know-how in order to start producing this new or significantly improved product?

The source of the latest invention, patent or know-how licensed or purchased from (hb23)

File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 9  
Invalid: 398

#### Literal question

Was the latest invention, patent or know-how licensed or purchased from

Introduced new methods of supplying products/services over last 3 yrs (MNAo7a)

File: morocco\_2013\_full\_data

#### Overview

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

Valid cases: 161  
Invalid: 246

#### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved production or delivery methods in the past three years. I would now like to ask some more questions related to that.

#### Literal question

During the last three years, did this establishment introduce new or significantly improved:  
Production methods

Introduced new logistics, delivery, distribution methods over last 3 yrs (MNAo7b)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 161  
Invalid: 246

#### Literal question

During the last three years, did this establishment introduce new or significantly improved:  
Logistics, delivery or distribution methods for this establishment's inputs and/or products

Introduced new ancillary support services over last 3 yrs (MNAo7c)

File: morocco\_2013\_full\_data

#### Overview

## Introduced new ancillary support services over last 3 yrs (MNAo7c)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 161  
Invalid: 246

### Literal question

During the last three years, did this establishment introduce new or significantly improved:  
Ancillary support services, such as purchasing, accounting, computing and maintenance

## Most important new/significantly improved method of supplying products/services (MNAo8x)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 147

Valid cases: 122

### Literal question

Please give a short description of this establishment's most important new or significantly improved production or delivery method.

### Interviewer instructions

(INTERVIEWER: The most important production or delivery method innovation is the production or delivery method innovation that had the largest impact on the operations of the establishment.)

## New method of supplying products/services new to local market (MNAo9a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:  
In this establishment's local market

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A production or delivery method was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT COUNTRY]/international market at the time of its introduction.)

## New method of supplying products/services new to national market (MNAo9b)

File: morocco\_2013\_full\_data

## New method of supplying products/services new to national market (MNAo9b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:  
In Morocco

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A production or delivery method was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT COUNTRY]/international market at the time of its introduction.)

## New method of supplying products/services new to international market (MNAo9c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:  
In the international market

### Interviewer instructions

(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE) (INTERVIEWER: A production or delivery method was new to the local market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT COUNTRY]/international market at the time of its introduction.)

## New method of supplying products/services: change in techniques (MNAo10a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:  
Techniques

## New method of supplying products/services: change in machinery and equipment (MNAo10b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:  
Machinery and equipment

## New method of supplying products/services: change in software (MNAo10c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:  
Software

## New method of supplying products/services: management (MNAo10d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

Please compare this main new or significantly improved production or delivery method with the production or delivery method previously used by this establishment. Did it require significant changes in:  
Management

## Is this method similar to previous ones (MNAhc8)

File: morocco\_2013\_full\_data

### Overview



## Is this method similar to previous ones (MNAhc8)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 123  
Invalid: 284

### Literal question

Is this main new or significantly improved process similar to any process that was or is being used by this establishment?

## How the main new improved process is different - automates manual process (MNAhc9a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 81  
Invalid: 326

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?  
It automates manual processes, partially or fully

## How the main new improved process is different - lower costs (MNAhc9b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 81  
Invalid: 326

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?  
It lowers costs compared to the old process

## How the main new improved process is different - complements new machinery (MNAhc9c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 44  
Invalid: 363

### Literal question

## How the main new improved process is different - complements new machinery (MNAhc9c)

File: morocco\_2013\_full\_data

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

It complements new machinery

## How the main new improved process is different - faster (MNAhc9d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 81  
Invalid: 326

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

Is it faster than the old process

## How the main new improved process is different - Other (MNAhc9g)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 81  
Invalid: 326

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

Other

## How the main new improved process is different -Specify (MNAhc9gx)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 34

Valid cases: 5  
Invalid: 0

### Literal question

Please compare this main new or significantly improved process with the process that was used for the same purpose in this establishment. In what aspects is this main new or significantly improved process different from the original?

Other (specify)

## Way of intro of main new/significantly improved production/delivery method (MNAo11)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-9

Valid cases: 123  
Invalid: 284

### Literal question

Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?

## Way of intro of main new/significantly improved production/delivery method (Oth) (MNAo11x)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 20

Valid cases: 1  
Invalid: 0

### Literal question

Which of the following best describes the way in which this establishment introduced or developed the main new or significantly improved production or delivery method?

## The reason to introduce - raise the quality of products (hc16b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To raise the quality of products sold by this establishment

## The reason to introduce - raise the volume of products or service (hc16c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

### Literal question

The reason to introduce - raise the volume of products or service (hc16c)

File: morocco\_2013\_full\_data

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To raise the volume of products sold or services offered

The reason to introduce - extend the range of products (hc16d)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

#### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To extend the range of products sold by this establishment

The reason to introduce - open up new market or increase the share (hc16e)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

#### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To open up new markets or increase market share

The reason to introduce - lower the cost of production (hc16f)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

#### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To lower the cost of production

The reason to introduce - keep up with competition (hc16g)

File: morocco\_2013\_full\_data

#### Overview

## The reason to introduce - keep up with competition (hc16g)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To keep up with competition

## The reason to introduce -comply with regulations or standards (hc16h)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 74  
Invalid: 333

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To comply with regulations or standards

## The reason to introduce - raise flexibility or speed of the production (hc16j)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-9

Valid cases: 74  
Invalid: 333

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To raise the flexibility or speed of production

## The reason to introduce - raise the quality of products or service (MNAhc16b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 55  
Invalid: 352

### Literal question

The reason to introduce - raise the quality of products or service (MNAhc16b)

File: morocco\_2013\_full\_data

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To raise the quality of products sold or services offered by this establishment

The reason to introduce - raise the volume of products or service (MNAhc16c)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 54  
Invalid: 353

#### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To raise the volume of products sold or services offered

The reason to introduce - extend the range of the products or service (MNAhc16d)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 51  
Invalid: 356

#### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To extend the range of products sold or services offered by this establishment

The reason to introduce - open up new market or increase the share (MNAhc16e)

File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 51  
Invalid: 356

#### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To open up new markets or increase market share

## The reason to introduce - lower the cost of offering the service (MNAhc16f)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 51  
Invalid: 356

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To lower the cost of offering services

## The reason to introduce - keep up with competition (MNAhc16g)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 51  
Invalid: 356

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To keep up with competition

## The reason to introduce - comply with regulation or standards (MNAhc16h)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 51  
Invalid: 356

### Literal question

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To comply with regulations or standards

## The reason to introduce - raise the flexibility (MNAhc16j)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 51  
Invalid: 356

### Literal question

## The reason to introduce - raise the flexibility (MNAhc16j)

File: morocco\_2013\_full\_data

Does any of the following describe why this establishment introduced the main new or significantly improved process?  
To raise the flexibility or speed of selling products or offering services

## Purchase/license inventions, patent, know-how to apply new process method? (MNAo12)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 122  
Invalid: 285

### Literal question

Did the establishment have to purchase or license any inventions, patent or know-how in order to apply this new production or delivery method?

## Technology compared to the technology of establishment's main competitor (MNAo13)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 74  
Invalid: 333

### Literal question

Thinking of this establishment's main product line and comparing this establishment's technology with that of its main competitor, which of the following best summarizes your position?

## New knowledge management systems (MNAo14a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 103  
Invalid: 304

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved organizational or management practices or structures in the past three years. I would now like to ask some more questions related to that.

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

New knowledge management systems to better use or exchange information, knowledge and skills within the establishment



## Introduction of management systems for general production or supply operations (MNAo14b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 103  
Invalid: 304

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

Introduction of management systems for general production or supply operations (such as supply chain management systems, lean production, business reengineering, quality management systems)

## New methods for distributing responsibilities, decision making among employees (MNAo14c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 103  
Invalid: 304

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

New methods for distributing responsibilities and decision making among employees

## Significant change to the management structure of the establishment (MNAo14d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 103  
Invalid: 304

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

A significant change to the management structure of the establishment (such as creating new divisions or departments, integrating different departments or activities)

## New types of collaborations with businesses, research organisations, consumers (MNAo14e)

File: morocco\_2013\_full\_data

### Overview

## New types of collaborations with businesses, research organisations, consumers (MNAo14e)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 103  
Invalid: 304

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

New types of collaborations with other businesses, research organizations or consumers

## Outsourcing, subcontracting of business activities for the first time (MNAo14f)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 103  
Invalid: 304

### Literal question

During the last three years, did this establishment introduce new or significantly improved organizational methods in the following areas for the first time?

Outsourcing or subcontracting of business activities in production, procurement, distribution, recruiting or ancillary services

## Significant changes in the product's appearance (MNAo15a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 120  
Invalid: 287

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that this establishment had introduced a new or significantly improved marketing methods in the past three years. I would now like to ask some more questions related to that.

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

Significant changes in the product's appearance

## Introduction of a new method of advertising or product promotion (MNAo15b)

File: morocco\_2013\_full\_data

### Overview

## Introduction of a new method of advertising or product promotion (MNAo15b)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 120  
Invalid: 287

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

Introduction of a new method of advertising or product promotion (such as use of a new media for advertising, a new brand image or logo, a new trademark)

## Introduction of a new method of product placement or sales channels (MNAo15c)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 120  
Invalid: 287

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

Introduction of a new method of product placement or sales channels (such as product licensing, franchising, direct selling, exclusive retailing, tailoring or customizing the presentation of the product to different types of customers)

## New pricing strategies to market the establishment's goods or services (MNAo15d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 120  
Invalid: 287

### Literal question

During the last three years, did this establishment introduce new or significantly improved marketing methods in the following areas for the first time?

New pricing strategies to market the establishment's goods or services, excluding pricing methods used solely to differentiate prices by customer segments

## Spending on R&D within establishment over last 3 yrs? (MNAo16)

File: morocco\_2013\_full\_data

### Overview

## Spending on R&D within establishment over last 3 yrs? (MNAo16)

### File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 68  
Invalid: 339

#### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:  
I would now like to ask you questions related to spending on research and development activities.

#### Literal question

During the last three years did this establishment spend on research and development activities within the establishment?

#### Interviewer instructions

(INTERVIEWER: Research and development (R&D) is defined as creative work undertaken on a systematic basis in order to increase the stock of knowledge. For example, laboratory research for a new chemical compound of paint would be research and development while market research surveys or internet surfing would not be research and development.)

## Expenditures on R&D within establishment in last fiscal yr (LCU) (MNAo17)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-7500000

Valid cases: 40  
Invalid: 367

#### Literal question

In fiscal year 2012, how much did this establishment spend on research and development activities performed within this establishment? Please include personnel cost, materials and purchase of fixed assets.

## Spending on R&D contracted with other companies over last 3 yrs? (MNAo18)

### File: morocco\_2013\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 68  
Invalid: 339

#### Literal question

During the last three years, did this establishment spend on research and development activities contracted with other companies?

## Expenditures on R&D contracted with other companies in last fiscal yr (LCU) (MNAo19)

### File: morocco\_2013\_full\_data

#### Overview

## Expenditures on R&D contracted with other companies in last fiscal yr (LCU) (MNAo19)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-1500000

Valid cases: 18  
Invalid: 389

### Literal question

In fiscal year 2012, how much did this establishment spend on research and development activities contracted with other companies?

## Spending on acquisition of external knowledge over last 3 yrs? (MNAo20)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 240  
Invalid: 167

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:  
I would now like to ask you questions related to the acquisition of external knowledge and use of computers.

### Literal question

During the last three years, did this establishment spend on the acquisition of external knowledge? This includes purchase or licensing of patents and non-patented inventions, know-how and other types of knowledge from other businesses or organizations.

## Source of purchase or license of the latest invention, patent or know-how (MNAo21)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 38  
Invalid: 369

### Literal question

Was the latest invention, patent or know-how licensed or purchased from:

## % of workforce that regularly used PCs in their jobs at end last fiscal yr (MNAo22a)

File: morocco\_2013\_full\_data

### Overview

## % of workforce that regularly used PCs in their jobs at end last fiscal yr (MNAo22a)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 240  
Invalid: 167

### Literal question

At the end of fiscal year 2012, what percent of this establishment's workforce regularly used personal computers in their jobs?

## % of workforce that regularly used PCs in their jobs 3 fiscal yrs ago (MNAo22b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-100

Valid cases: 240  
Invalid: 167

### Literal question

Three fiscal years ago, at the end of fiscal year 2009, what percent of this establishment's workforce regularly used personal computers in their jobs?

## Ever been granted a patent? (MNAo23a)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-2

Valid cases: 240  
Invalid: 167

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:  
I would now like to ask you questions related to protection of innovation.

### Literal question

Has this establishment ever been granted a patent?

## Apply for a patent/trademark over last 3 yrs? (MNAo23b)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 240  
Invalid: 167

### Literal question

During the last three years, did this establishment apply for a patent or a trademark?

## Country/countries where establishment applied for a patent/trademark (MNAo23cx)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 10

Valid cases: 22  
Invalid: 0

### Literal question

During the last three years, in which country or countries did this establishment apply for a patent or a trademark?

## Granted a patent/trademark over last 3yrs? (MNAo23d)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 22  
Invalid: 385

### Literal question

During the last three years, has this establishment been granted a patent or a trademark?

## Dealing with problems in the production process over last fiscal yr (MNAr1)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 117  
Invalid: 290

### Pre question

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:  
And now I would like to ask you about management practices in this establishment.

### Literal question

Over the last complete fiscal year 2012, what best describes what happened at this establishment when a problem in the production process arose?

## Number of production performance indicators monitored over last fiscal yr (MNAr2)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 117  
Invalid: 290

### Literal question

## Number of production performance indicators monitored over last fiscal yr (MNAr2)

File: morocco\_2013\_full\_data

Over the last complete fiscal year 2012, how many production performance indicators were monitored at this establishment?

## Time frame of production targets over last fiscal yr (MNAr6)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 117  
Invalid: 290

### Literal question

Over the last complete fiscal year 2012, what best describes the time frame of production targets at this establishment?  
Examples of production targets are: production, quality, efficiency, waste, on-time delivery.

## Achievement of production targets over last fiscal yr (MNAr7)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 108  
Invalid: 299

### Literal question

Over the last complete fiscal year 2012, how easy or difficult was it for this establishment to achieve its production targets?

## Awareness of production targets over last fiscal yr (MNAr8)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 108  
Invalid: 299

### Literal question

Over the last complete fiscal year 2012, who was aware of the production targets at this establishment?

## Basis for managers' performance bonuses over last fiscal yr (MNAr11)

File: morocco\_2013\_full\_data

### Overview



## Basis for managers' performance bonuses over last fiscal yr (MNAr11)

File: morocco\_2013\_full\_data

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 117  
Invalid: 290

### Literal question

Over the last complete fiscal year 2012, what were managers' performance bonuses usually based on?

### Interviewer instructions

INTERVIEWER: INCLUDE ANY TYPE OF TARGET, INCLUDING TARGETS BASED ON PRODUCTION, SALES, THE FIRM'S STOCK PRICE, ETC.

## Primary way of promoting non-managers over last fiscal yr (MNAr13)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-4

Valid cases: 117  
Invalid: 290

### Literal question

Over the last complete fiscal year 2012, what was the primary way non-managers were promoted at this establishment?

## Reassignment/dismissal of under-performing non-manager over last fiscal yr (MNAr15)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-3

Valid cases: 117  
Invalid: 290

### Literal question

Over the last complete fiscal year 2012, when was an under-performing non-manager reassigned or dismissed?

## Time innovation module ends: Day (a15id)

File: morocco\_2013\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-31

Valid cases: 242  
Invalid: 165  
Minimum: 1  
Maximum: 31

## Time innovation module ends: Month (a15im)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-12

Valid cases: 242  
 Invalid: 165

## Time innovation module ends: Year (a15iy)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: 2013-2014

Valid cases: 242  
 Invalid: 165

## Time innovation module ends: Hour (a15ih)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 0-22

Valid cases: 242  
 Invalid: 165  
 Minimum: 0  
 Maximum: 22

## Time innovation module ends: Minutes (a15imin)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 0-59

Valid cases: 242  
 Invalid: 165  
 Minimum: 0  
 Maximum: 59

## Innovation module respondent same as main questionnaire respondent? (a24)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-2

Valid cases: 242  
 Invalid: 165

## is this city the official capital city? (a3b)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-2

Valid cases: 407  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Is this city the official capital city?

## is this city the main business city? (a3c)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-2

Valid cases: 407  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Is this city the main business city?

## Size Of Locality (a3)

File: morocco\_2013\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-5

Valid cases: 407  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Location control variable: it is defined by the actual location of the establishment

## Weight according to strict eligibility (wstrict)

File: morocco\_2013\_full\_data

**Overview**

Type: Continuous  
 Format: numeric  
 Width: 16  
 Decimals: 0  
 Range: 1-142.076599121094

Valid cases: 407  
 Invalid: 0  
 Minimum: 1  
 Maximum: 142.1

## Weight according to median eligibility (wmedian)

File: morocco\_2013\_full\_data

### Overview

|                           |                  |
|---------------------------|------------------|
| Type: Continuous          | Valid cases: 407 |
| Format: numeric           | Invalid: 0       |
| Width: 16                 | Minimum: 1       |
| Decimals: 0               | Maximum: 287.1   |
| Range: 1-287.057586669922 |                  |

## Weight according to weak eligibility (wwweak)

File: morocco\_2013\_full\_data

### Overview

|                       |                  |
|-----------------------|------------------|
| Type: Continuous      | Valid cases: 407 |
| Format: numeric       | Invalid: 0       |
| Width: 12             | Minimum: 1       |
| Decimals: 0           | Maximum: 304.4   |
| Range: 1-304.43359375 |                  |

## group(a2 a4anew a6a) (strata)

File: morocco\_2013\_full\_data

### Overview

|                  |                  |
|------------------|------------------|
| Type: Continuous | Valid cases: 407 |
| Format: numeric  | Invalid: 0       |
| Width: 3         | Minimum: 1       |
| Decimals: 0      | Maximum: 122     |
| Range: 1-122     |                  |

## Related Materials

### Questionnaires

#### Manufacturing Module Questionnaire

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Title        Manufacturing Module Questionnaire  
 Language English  
 Filename ES\_Manufacturing\_MENA\_Morocco.pdf

---

#### Services Module Questionnaire

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Title        Services Module Questionnaire  
 Language English  
 Filename ES\_Services\_MENA\_Morocco.pdf

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#### Innovation Module - Manufacturing Questionnaire

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Title        Innovation Module - Manufacturing Questionnaire  
 Language English  
 Filename MENA\_Innovation\_Manufacturing\_Morocco.pdf

---

#### Innovation Module - Services Questionnaire

---

Title        Innovation Module - Services Questionnaire  
 Language English  
 Filename MENA\_Innovation\_Services\_Morocco.pdf

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### Reports

#### Morocco Country Profile 2013

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Title        Morocco Country Profile 2013  
 Language English  
 Filename <http://www.enterprisesurveys.org/~media/GIAWB/EnterpriseSurveys/Documents/Profiles/English/Morocco-2013.pdf>

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### Technical documents

#### Description of Morocco ES 2013 Implementation

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Title        Description of Morocco ES 2013 Implementation  
 Language English  
 Filename morocco\_2013\_implementation\_report.pdf

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#### Questionnaire Manual

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Title Questionnaire Manual  
Language English  
Filename QuestionnaireManual2011.pdf

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## Sampling Methodology

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Title Sampling Methodology  
Language English  
Filename Sampling\_Note.pdf

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## ISIC Revision 3.1 Codes

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Title ISIC Revision 3.1 Codes  
Language English  
Filename ISIC\_Rev\_3\_1\_english\_structure.xls

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