

# Cambodia - Enterprise Survey 2016

**World Bank**

Report generated on: March 30, 2017

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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 stratification was designed in the way that follows: the universe was stratified into one manufacturing industry and two services industries- Manufacturing (ISIC 3.1 codes 15 - 37), Retail (ISIC code 52), and Other Services (ISIC codes 45, 50, 51, 55, 60-64, and 72).

For the Cambodia ES, size stratification was defined as follows: small (5 to 19 employees), medium (20 to 99 employees), and large (100 or more employees).

Regional stratification for the Cambodia ES was done across five regions: Phnom Penh, Plains, Mountains, Coastal and Tonle Sap.

The sample frame consisted of listings of firms from two sources: First, for panel firms the list of 472 firms from the Cambodia 2013 ES was used. Second, for fresh firms (i.e., firms not covered in 2013), data from the National Institute of Statistics (NIS) was used.

The quality of the frame was enhanced by the verification process conducted by Mekong Economics. However, the sample frame was not immune from the typical problems found in establishment surveys: positive rates of non-eligibility, repetition, non-existent units, etc.

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 0% (0 out of 984 establishments).

## Response Rate

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Survey non-response must be differentiated from item non-response. The former refers to refusals to participate in the survey altogether whereas the latter refers to the refusals to answer some specific questions. Enterprise Surveys suffer from both problems and different strategies were used to address these issues.

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 "Refusal to respond" (-8) as a different option from "Don't know" (-9).
- 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 interviews per contacted establishments was 0.38. 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 0.08.

## 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 structure of the data base reflects the fact that two different versions of the survey instrument were used for all registered establishments. Questionnaires have common questions (core module) and respectfully additional manufacturing- and services-specific questions. The eligible manufacturing industries have been surveyed using the Manufacturing questionnaire (includes the core module, plus manufacturing specific questions). Retail firms have been interviewed using the Services questionnaire (includes the core module plus retail specific questions) and the residual eligible services have been covered using the Services questionnaire (includes the core module). Each variation of the questionnaire is identified by the index variable, a0.

## Data Collection

### Data Collection Dates

| Start   | End     | Cycle |
|---------|---------|-------|
| 2016-02 | 2016-06 | 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/Director of each establishment. All Enterprise Surveys are conducted in the local languages.

### Data Collectors

| Name                                    | Abbreviation | Affiliation |
|---|--------------|-------------|
| Educational Development Institute (EDI) |              |             |

# 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

## cambodia\_2016\_full\_data

### Content

Cases 373

Variable(s) 353

Structure Type:  
Keys: ()

Version

Producer

Missing Data

## Variables

| ID    | Name       | Label   | Type     | Format    | Question   |
|-------|------------|---|----------|-----------|--|
| V1033 | idstd      | WEB STD FIRMID  | discrete | numeric   |  |
| V1034 | id         | idu   | discrete | numeric   |  |
| V1035 | preference | preference  | discrete | numeric   |  |
| V1036 | rotation   | rotation  | discrete | numeric   |  |
| V1037 | a0         | Questionnaire   | discrete | numeric   |  |
| V1038 | a1         | Country Code  | discrete | numeric   |  |
| V1039 | a1a        | Language Of The Interview   | discrete | numeric   |  |
| V1040 | a2         | Sampling Region   | discrete | numeric   |  |
| V1041 | a3a        | Region Of The Establishment   | discrete | numeric   |  |
| V1042 | a3a2       | Currency used in accounting records   | discrete | numeric   |  |
| V1043 | a3x        | City/ Town/ Village   | discrete | character |  |
| V1044 | a3b        | Is this city the official capital city?                                     | discrete | numeric   | Is this city the official capital city?  |
| V1045 | a3c        | Is this city the main business city?  | discrete | numeric   | Is this city the main business city?   |
| V1046 | a3         | Size Of Locality  | discrete | numeric   |  |
| V1047 | a4a        | Industry Sampling Sector  | discrete | numeric   |  |
| V1048 | a4b        | Industry Screener Sector  | discrete | numeric   |  |
| V1049 | a5         | Sector Match Between Screener Information And Sample Frame                  | discrete | numeric   | Sector match between screener information and sample frame   |
| V1050 | a6a        | Sampling Size   | discrete | numeric   |  |
| V1051 | a6b        | Screener Size   | discrete | numeric   |  |
| V1052 | a7         | Establishment Is Part Of A Large Firm                                       | discrete | numeric   |  |
| V1053 | a7a        | Number Of Establishments In The Firm  | discrete | numeric   |  |
| V1054 | a8a        | Type Of Establishment   | discrete | numeric   |  |
| V1055 | a9         | Establishment's Financial Statements Prepared Separately from HQ Statements | discrete | numeric   | Are establishment's financial statements prepared separately from HQ's statements?                       |
| V1056 | 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? |

| ID    | Name    | Label   | Type     | Format    | Question   |
|-------|---------|---|----------|-----------|--|
| V1057 | a11     | If HQ, Financial Statements Independent Of The Rest Of Establishment          | discrete | numeric   | If HQ, are financial statements independent from the rest of establishments?   |
| V1058 | a11a    | How Many Establishments Are Included In The Financial Statements?             | discrete | numeric   |  |
| V1059 | a12     | Interviewer Number  | discrete | numeric   | Interviewer code   |
| V1060 | a13     | Supervisor Number   | discrete | numeric   | Supervisor code  |
| V1061 | a14d    | Day   | discrete | numeric   | Date face-to-face interview begins: Day (dd)   |
| V1062 | a14m    | Month   | discrete | numeric   | Date face-to-face interview begins: Month (mm)   |
| V1063 | a14y    | Year  | discrete | numeric   | Date face-to-face interview begins: Year (yyyy)  |
| V1064 | a14h    | Hour  | discrete | numeric   | Time face-to-face interview begins: Hour (00 to 23)  |
| V1065 | a14min  | Minutes   | discrete | numeric   | Time face-to-face interview begins: Minutes (00 to 59)   |
| V1066 | aaa3a3w | The starting month of the last complete fiscal year                           | discrete | numeric   |  |
| V1067 | aaa3a3x | The current month   | discrete | numeric   |  |
| V1068 | aaa3a3y | Last complete fiscal year   | discrete | numeric   |  |
| V1069 | aaa3a3z | Last complete fiscal year minus two   | discrete | numeric   |  |
| V1070 | b1      | Legal Status of the Firm  | discrete | numeric   | What is this firm's current legal status?  |
| V1071 | b1x     | Other (Specify)   | discrete | character | What is this firm's current legal status? Other  |
| V1072 | 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?  |
| V1073 | 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            |
| V1074 | 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             |
| V1075 | b2c     | % owned by Government/State   | discrete | numeric   | What percent of this firm is owned by each of the following: Government/State  |
| V1076 | b2d     | % owned by Other  | discrete | numeric   | What percent of this firm is owned by each of the following: Other   |
| V1077 | b4      | Amongst the owners of the firm, are there any females?                        | discrete | numeric   | Amongst the owners of the firm, are there any females?   |
| V1078 | b4a     | What percentage of the firm is owned by females?                              | discrete | numeric   | What percentage of the firm is owned by females?   |
| V1079 | b5      | Year Establishment Began Operations   | discrete | numeric   | In what year did this establishment begin operations?  |
| V1080 | 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 |

| ID    | Name | Label  | Type     | Format    | Question   |
|-------|------|--|----------|-----------|--|
| V1081 | b6a  | Was Establishment Formally Registered When It Began Operations?                  | discrete | numeric   | Was this establishment formally registered when it began operations?   |
| V1082 | b6b  | In What Year Was This Establishment Formally Registered?                         | discrete | numeric   | In what year was this establishment formally registered?   |
| V1083 | 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?   |
| V1084 | b7a  | Is The Top Manager Female?   | discrete | numeric   | Is the Top Manager female?   |
| V1085 | b8   | Does Establishment Have An Internationally-Recognized Quality Certification?     | discrete | numeric   | Does this establishment have an internationally-recognized quality certification?  |
| V1086 | b8x  | Internationally-recognized certifications  | discrete | character | Please specify the internationally-recognized quality certifications   |
| V1087 | 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?  |
| V1088 | 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?       |
| V1089 | 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?  |
| V1090 | 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?  |
| V1091 | 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?   |
| V1092 | c8a  | How long did these power outages last on average? (Hours)                        | discrete | numeric   |  |
| V1093 | c8b  | How long did these power outages last on average? (Minutes)                      | discrete | numeric   |  |
| V1094 | 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 |
| V1095 | 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                         |
| V1096 | 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?  |
| V1097 | 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?                |

| ID    | Name  | Label  | Type     | Format    | Question  |
|-------|-------|--|----------|-----------|---|
| V1098 | 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?   |
| V1099 | 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?    |
| V1100 | 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?   |
| V1101 | 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?  |
| V1102 | 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?                           |
| V1103 | 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?  |
| V1104 | 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?   |
| V1105 | c22b  | Establishment has its own website  | discrete | numeric   | At the present time, does this establishment use its own website?   |
| V1106 | 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?                       |
| V1107 | 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?                |
| V1108 | 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)? |
| V1109 | d1a2  | First Product/Service Isic Code  | discrete | numeric   | Using this card, please choose the 4-digit code that best applies to the main product of this establishment.  |
| V1110 | d1a3  | First Product/Service, Percent Of Total Annual Sales                             | discrete | numeric   | What percentage of total sales does the main product represent?   |
| V1111 | 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?   |
| V1112 | d2x   | Establishment's total annual sales (in words)                                    | discrete | character | In fiscal year [insert last complete fiscal year], what were this establishment's total annual sales for ALL products and services?   |
| V1113 | n3    | What Were the Establishment Sales 3 years ago                                    | discrete | numeric   | In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?   |

| ID    | Name  | Label   | Type     | Format    | Question  |
|-------|-------|---|----------|-----------|---|
| V1114 | n3x   | Establishment's total annual sales 3 years ago (in words)                       | discrete | character |   |
| V1115 | 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  |
| V1116 | 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)   |
| V1117 | d3c   | % of sales: Direct exports  | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percent of this establishment's sales were: Direct exports  |
| V1118 | 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? |
| V1119 | ead4a | In fiscal year 2013, when this establishment exported goods directly, was a gif | discrete | numeric   |   |
| V1120 | 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?  |
| V1121 | 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?   |
| V1122 | 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?   |
| V1123 | 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?  |
| V1124 | 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?   |
| V1125 | 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                                 |

| ID    | Name | Label   | Type     | Format  | Question   |
|-------|------|---|----------|---------|--|
| V1126 | 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 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 foreign origin   |
| V1127 | 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?  |
| V1128 | 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? |
| V1129 | 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?  |
| V1130 | 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?   |
| V1131 | d30a | How Much Of An Obstacle: Transport?   | discrete | numeric | Is transport No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?  |
| V1132 | d30b | How Much Of An Obstacle: Customs And Trade Regulations?                     | discrete | numeric | Are customs and trade regulations No Obstacle, a Minor Obstacle, a Moderate obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?   |
| V1133 | 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?   |
| V1134 | 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?   |
| V1135 | 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?  |
| V1136 | e11  | Does This Establishment Compete Against Unregistered Or Informal Firms?     | discrete | numeric | Does this establishment compete against unregistered or informal firms?  |
| V1137 | 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  |
|-------|--------|--|----------|-----------|---|
| V1138 | 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?  |
| V1139 | 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?  |
| V1140 | eah2x  | describe the main new or significantly improved product or service that this est | discrete | character | Please describe in detail the main new or significantly improved product or service that this establishment introduced during the last three years.   |
| V1141 | eah2a  | % of sales from the main new or significantly improved product or service        | discrete | numeric   | In fiscal year [insert last complete fiscal year], what percentage of this establishment's total sales was represented by sales from the main new or significantly improved product or service?                                     |
| V1142 | eah4a  | Does main new or significantly improved product or service have completely new f | discrete | numeric   | I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Does it have completely new functions?     |
| V1143 | eah4b  | Is main new or significantly improved product or service cheaper to produce or o | discrete | numeric   | I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Is it cheaper to produce or offer?         |
| V1144 | eah4c  | Is main new or significantly improved product or service a better quality produc | discrete | numeric   | I will now ask you a few questions about the main new or significantly improved product or service compared with all other products and services already produced in this establishment. Is it a better quality product or service? |
| V1145 | eah10  | By who was the main new or significantly improved product or service developed?  | discrete | numeric   | By who was the main new or significantly improved product or service developed?   |
| V1146 | eah11a | During the last three years, did this establishment attempt to develop a new or  | discrete | numeric   | During the last three years, did this establishment attempt to develop a new or significantly improved product or service that was Abandoned or suspended before completion   |
| V1147 | eah11b | During the last three years, did this establishment attempt to develop a new or  | discrete | numeric   | During the last three years, did this establishment attempt to develop a new or significantly improved product or service that was Still ongoing at the end of fiscal year [insert last complete fiscal year]                       |
| V1148 | 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?  |
| V1149 | h4a    | New or significantly improved logistics, delivery, or distribution methods?      | 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?  |

| ID    | Name   | Label  | Type     | Format  | Question   |
|-------|--------|--|----------|---------|--|
| V1150 | h4b    | New or significantly improved organizational structures/management practices?    | 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?       |
| V1151 | eah12a | Does the main new or significantly improved process Automate manual processes, p | discrete | numeric | Does the main new or significantly improved process: Automate manual processes, partially or fully?  |
| V1152 | eah12b | Does the main new or significantly improved process Introduce a new technology o | discrete | numeric | Does the main new or significantly improved process: Introduce a new technology or method?   |
| V1153 | eah13  | By who was the main new or significantly improved process developed              | discrete | numeric | By who was the main new or significantly improved process developed?   |
| V1154 | 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?  |
| V1155 | eah14a | During the last three years, did the establishment create a new unit or departme | discrete | numeric | During the last three years, did the establishment make any changes in its organizational structure in any of the following ways: Create a new unit or department  |
| V1156 | eah14b | During the last three years, did the establishment dissolve any units or departm | discrete | numeric | During the last three years, did the establishment make any changes in its organizational structure in any of the following ways: Dissolve any units or department   |
| V1157 | eah14c | During the last three years, did the establishment merge any units or department | discrete | numeric | During the last three years, did the establishment make any changes in its organizational structure in any of the following ways: Merge any units or department  |
| V1158 | 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?  |
| V1159 | 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?   |
| V1160 | h8     | How much did this establishment spend on formal research and development?        | 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?                           |
| V1161 | eah15  | During the last three years did this establishment provide formal training to an | discrete | numeric | During the last three years did this establishment provide formal training to any of its employees specifically for the development and/or introduction of new or significantly improved products or services and processes?         |
| V1162 | eah16  | During the last three years did this establishment purchase or license any paten | discrete | numeric | During the last three years did this establishment purchase or license any patented or non-patented inventions, or other types of knowledge for the development of new or significantly improved products or services and processes? |

| ID    | Name | Label   | Type     | Format    | Question  |
|-------|------|---|----------|-----------|---|
| V1163 | 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)? |
| V1164 | 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?   |
| V1165 | 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  |
| V1166 | 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   |
| V1167 | 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  |
| V1168 | 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  |
| V1169 | 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   |
| V1170 | g1c  | Percentage Of The Land Occupied: Other  | discrete | numeric   | Of the land occupied by this establishment, what percent is: Other  |
| V1171 | 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?  |
| V1172 | 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?               |
| V1173 | 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?  |
| V1174 | g5a  | What Is The Total Selling Area In This Establishment?                           | discrete | numeric   | What is the total selling area of this establishment?   |
| V1175 | g5b  | The Area Is Measured In:  | discrete | numeric   | What is the total selling area of this establishment?   |
| V1176 | g5bx | Specify Other Units (If Not Included Above) The Area Is Measured In             | discrete | character | What is the total selling area of this establishment?   |
| V1177 | 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?  |

| ID    | Name | Label  | Type     | Format  | Question   |
|-------|------|--|----------|---------|--|
| V1178 | 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?   |
| V1179 | 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  |
| V1180 | 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   |
| V1181 | 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?   |
| V1182 | 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 |
| V1183 | 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            |
| V1184 | 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?   |
| V1185 | 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?   |
| V1186 | 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?   |
| V1187 | 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   |

| ID    | Name | Label   | Type     | Format  | Question  |
|-------|------|---|----------|---------|---|
| V1188 | k3bc | % Of Working Capital Borrowed From Banks  | 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 banks (private and state-owned)                   |
| V1189 | 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                   |
| V1190 | 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  |
| V1191 | 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.)                  |
| V1192 | 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?   |
| V1193 | 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)  |
| V1194 | 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  |
| V1195 | 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              |
| V1196 | 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 |
| V1197 | k5bc | Last FY, % Fixed Assets Funded By: Bank Borrowing                               | 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 banks (private and state-owned)    |

| ID    | Name   | Label  | Type     | Format  | Question  |
|-------|--------|--|----------|---------|---|
| V1198 | 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                          |
| V1199 | 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         |
| V1200 | 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) |
| V1201 | k5a1   | Last FY, value of 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                                    |
| V1202 | k5i1   | Last FY, value of Fixed Assets Funded By: Owners' Contributions Or Issued New Eq | 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                       |
| V1203 | k5bc1  | Last FY, value of Fixed Assets Funded By: Bank Borrowing                         | 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 banks: private and state-owned                           |
| V1204 | k5e1   | Last FY, value of 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                          |
| V1205 | k5f1   | Last FY, value of Fixed Assets Funded By: Credit From Suppliers/Advances From Cu | 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         |
| V1206 | k5hdj1 | Last FY, value of Fixed Assets Funded By: Other (Money Lenders\Friends\Relative  | 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, etc.                   |

| ID    | Name | Label  | Type     | Format  | Question  |
|-------|------|--|----------|---------|---|
| V1207 | 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?                           |
| V1208 | k7   | At This Time, Does This Establishment Have An Overdraft Facility?        | discrete | numeric | At this time, does this establishment have an overdraft facility?   |
| V1209 | 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?   |
| V1210 | 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?  |
| V1211 | 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?                                    |
| V1212 | 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?  |
| V1213 | 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?  |
| V1214 | 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           |
| V1215 | 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                     |
| V1216 | 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                            |
| V1217 | 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.)                         |
| V1218 | 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 |
| V1219 | 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?   |
| V1220 | k15b | What is the total number of outstanding loans or lines                   | discrete | numeric | What is the total number of outstanding loans or lines of credit held by this establishment?  |
| V1221 | k15c | What is the total value of outstanding loans or lines                    | discrete | numeric | What is the total value of outstanding loans or lines of credit held by this establishment?   |
| V1222 | k15d | does the owner or owners of this establishment have an                   | discrete | numeric | What is the total value of outstanding loans or lines of credit held by this establishment?   |



| ID    | Name  | Label  | Type     | Format  | Question  |
|-------|-------|--|----------|---------|---|
| V1223 | 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?  |
| V1224 | 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?   |
| V1225 | k20a1 | The outcome of the most recent application for a line of credit or loan          | discrete | numeric |   |
| V1226 | 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?  |
| V1227 | 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?  |
| V1228 | 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."  |
| V1229 | 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] |
| V1230 | 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?   |
| V1231 | 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?  |
| V1232 | 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?   |
| V1233 | 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?  |
| V1234 | 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?   |



| ID    | Name | Label   | Type     | Format  | Question  |
|-------|------|---|----------|---------|---|
| V1235 | 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 |
| V1236 | 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                          |
| V1237 | 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?  |
| V1238 | 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?  |
| V1239 | 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?  |
| V1240 | 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?   |
| V1241 | 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?   |
| V1242 | 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?   |
| V1243 | 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   |
| V1244 | 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  |

| ID    | Name | Label   | Type     | Format  | Question   |
|-------|------|---|----------|---------|--|
| V1245 | 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 |
| V1246 | 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          |
| V1247 | 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                     |
| V1248 | 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                         |
| V1249 | 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   |
| V1250 | l2   | Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago                | discrete | numeric | Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers   |
| V1251 | l3a  | Num. Full-time Employees At End Of Last Fiscal Yr: production workers           | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Production workers   |
| V1252 | l3b  | Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers       | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Non-production workers [e.g., managers, administration, sales]   |
| V1253 | l4a  | Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers   | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time employees were: Skilled production workers   |
| V1254 | l4b  | 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   |

| ID    | Name   | Label  | Type     | Format  | Question   |
|-------|--------|--|----------|---------|--|
| V1255 | eal4c  | Permanent, full-time skilled non-production workers at the end of last fiscal yr | 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 workers [e.g., managers, administration, sales]                      |
| V1256 | eal4d  | Permanent, full-time unskilled non-production workers at the end of last fiscal  | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were: Unskilled workers  |
| V1257 | eal5a  | Permanent, full-time female skilled production workers at the end of last fiscal | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories? Female skilled production workers          |
| V1258 | eal5b  | Permanent, full-time female unskilled production workers at the end of last fisc | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories? Female unskilled production workers        |
| V1259 | eal5c  | Permanent, full-time female skilled non-production workers at the end of last fi | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories? Female unskilled production workers        |
| V1260 | eal5d  | Permanent, full-time female unskilled non-production workers at the end of last  | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories? Female unskilled non-production workers    |
| V1261 | eal5s  | MARK   | discrete | numeric |  |
| V1262 | 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     |
| V1263 | 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 |
| V1264 | 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?   |
| V1265 | eal5a1 | Permanent, full-time skilled 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 workers [e.g., managers, administration, sales]                      |

| ID    | Name   | Label  | Type     | Format  | Question   |
|-------|--------|--|----------|---------|--|
| V1266 | eal5a2 | Permanent, full-time unskilled 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: Unskilled workers  |
| V1267 | eal5b1 | Female permanent, full-time skilled workers                                      | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were: Female skilled workers   |
| V1268 | eal5b2 | Female permanent, full-time unskilled workers                                    | discrete | numeric | At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were: Female unskilled workers   |
| V1269 | l6     | 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]?  |
| V1270 | l6a    | Full-time female seasonal or temporary workers employed                          | 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                                      |
| V1271 | l8     | 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]?  |
| V1272 | l9a    | 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                                  |
| V1273 | l9a2   | Average number of years of education of typical female                           | 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                           |
| V1274 | l9b    | % Of Full Time Workers Completed High School                                     | discrete | numeric | What is the percentage of full-time permanent workers who completed secondary school?  |
| V1275 | l10    | 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?  |
| V1276 | eal10a | The main reason why this establishment did not have formal training programs     | discrete | numeric | Please indicate the main reason why this establishment did not have formal training programs?  |
| V1277 | eal10b | The primary focus of the formal training programs                                | discrete | numeric | What was the primary focus of the formal training programs?  |
| V1278 | eal11a | % permanent, full-time, skilled production workers received formal training      | discrete | numeric | Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training? Skilled production workers trained |

| ID    | Name    | Label  | Type     | Format  | Question   |
|-------|---------|--|----------|---------|--|
| V1279 | eal11b  | % permanent, full-time unskilled production workers received formal training     | discrete | numeric | Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training? Unskilled production workers trained     |
| V1280 | eal11c  | % permanent, full-time skilled non-production workers received formal training   | discrete | numeric | Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training? Skilled non-production workers trained   |
| V1281 | eal11d  | % permanent, full-time unskilled non-production workers received formal training | discrete | numeric | Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training? Unskilled non-production workers trained |
| V1282 | eal12   | Over the last two years, were any of the permanent full-time workers of this est | discrete | numeric | Over the last two years, were any of the permanent full-time workers of this establishment terminated or left due to lack of the required skills?  |
| V1283 | eal13   | Over the last two years, were any of the permanent full-time workers of this est | discrete | numeric | Over the last two years, were any of the permanent full-time workers of this establishment terminated or left due to poor performance?   |
| V1284 | eal14   | Over the last two years, did this establishment have any vacancies               | discrete | numeric | Over the last two years, did this establishment have any vacancies?  |
| V1285 | eal15a  | How many of these vacancies were in the skilled non-production workers           | discrete | numeric | Over the last two years, how many vacancies were for skilled non-production workers?   |
| V1286 | eal16a  | How many of these vacancies were filled for skilled non-production workers       | discrete | numeric | How many of these vacancies for skilled non-production workers were filled?  |
| V1287 | eal17a  | What was the average number of weeks required to fill these vacancies (skilled n | discrete | numeric | What was the average number of weeks required to fill these vacancies for skilled non-production workers?  |
| V1288 | myal17  | Over the last two years, did this establishment try to hire any managers or seni | discrete | numeric | Over the last two years, did this establishment try to hire any managers or senior-level professionals?  |
| V1289 | myal18a | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric | Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional? There were no or few applicants  |
| V1290 | myal18b | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric | Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional? Applicants lacked required skills  |
| V1291 | myal18c | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric | Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional? Applicants expected higher wages than the establishment can offer  |

| ID    | Name    | Label  | Type     | Format    | Question  |
|-------|---------|--|----------|-----------|---|
| V1292 | myal18d | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional? Applicants did not like the working conditions  |
| V1293 | myal18e | Did the establishment encounter any other problems when trying to hire a manager | discrete | numeric   | Did the establishment encounter any other problems when trying to hire a manager or senior-level professional?  |
| V1294 | myal18x | specify other problems encountered by the establishment when trying to hire a ma | discrete | character | Please specify other problems encountered by the establishment when trying to hire a manager or senior-level professional.  |
| V1295 | myal24  | Over the last two years, did this establishment try to hire any (non-production) | discrete | numeric   | Over the last two years, did this establishment try to hire any (non-production) technicians, associate professionals, or sales workers?  |
| V1296 | myal25a | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers? There were no or few applicants                                   |
| V1297 | myal25b | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers? Applicants lacked required skills                                 |
| V1298 | myal25c | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers? Applicants expected higher wages than the establishment can offer |
| V1299 | myal25d | Did the establishment encounter any of the following problems when trying to hir | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers? Applicants did not like the working conditions                    |
| V1300 | myal25e | Did the establishment encounter any other problems when trying to hire a (non-pr | discrete | numeric   | Did the establishment encounter any other problems when trying to hire non-production technicians, associate professionals, and sales workers?  |
| V1301 | myal25x | specify other problems encountered by the establishment when trying to hire non- | discrete | character | Please specify other problems encountered by the establishment when trying to hire non-production technicians, associate professionals, and sales workers.  |
| V1302 | eal15b  | How many vacancies were in the unskilled non-production workers                  | discrete | numeric   | Over the last two years, how many vacancies were for unskilled non-production workers?  |
| V1303 | eal16b  | How many of these vacancies were filled (unskilled non-production workers)?      | discrete | numeric   | How many of these vacancies for unskilled non-production workers were filled?   |
| V1304 | eal17b  | What was the average number of weeks required to fill these vacancies (unskilled | discrete | numeric   | What was the average number of weeks required to fill these vacancies for unskilled non-production workers?   |

| ID    | Name    | Label   | Type     | Format    | Question  |
|-------|---------|---|----------|-----------|---|
| V1305 | myal32a | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers? There were no or few applicants                                   |
| V1306 | myal32b | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers? Applicants lacked required skills                                 |
| V1307 | myal32c | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers? Applicants expected higher wages than the establishment can offer |
| V1308 | myal32d | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers? Applicants did not like the working conditions                    |
| V1309 | myal32e | Did the establishment encounter any other problems when trying to hire a (non-pr  | discrete | numeric   | Did the establishment encounter any other problems when trying to hire unskilled non-production workers?  |
| V1310 | myal32x | specify other problems encountered by the establishment when trying to hire unsk  | discrete | character | Please specify other problems encountered by the establishment when trying to hire unskilled non-production workers.  |
| V1311 | eal15c  | How many vacancies were in the skilled production workers                         | discrete | numeric   | Over the last two years, how many vacancies were for skilled production workers?  |
| V1312 | eal16c  | How many of these vacancies were filled (skilled production workers)?             | discrete | numeric   | How many of these vacancies for skilled production workers were filled?   |
| V1313 | eal17c  | What was the average number of weeks required to fill these vacancies (skilled p  | discrete | numeric   | What was the average number of weeks required to fill these vacancies for skilled production workers?   |
| V1314 | myal39a | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire skilled production workers? There were no or few applicants   |
| V1315 | myal39b | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire skilled production workers? Applicants lacked required skills                                       |
| V1316 | myal39c | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire skilled production workers? Applicants expected higher wages than the establishment can offer       |
| V1317 | myal39d | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire skilled production workers? Applicants did not like the working conditions                          |
| V1318 | myal39e | Did the establishment encounter any other problems when trying to hire a skilled  | discrete | numeric   | Did the establishment encounter any other problems when trying to hire skilled production workers?  |
| V1319 | myal39x | specify other problems encountered by the establishment when trying to hire skill | discrete | character | Please specify other problems encountered by the establishment when trying to hire skilled production workers.  |



| ID    | Name    | Label   | Type     | Format    | Question  |
|-------|---------|---|----------|-----------|---|
| V1320 | eal15d  | How many vacancies were in the unskilled production workers                       | discrete | numeric   | Over the last two years, how many vacancies were for unskilled production workers?  |
| V1321 | eal16d  | How many of these vacancies were filled (unskilled production workers)?           | discrete | numeric   | How many of these vacancies for unskilled production workers were filled?   |
| V1322 | eal17d  | What was the average number of weeks required to fill these vacancies (unskilled) | discrete | numeric   | What was the average number of weeks required to fill these vacancies for unskilled production workers?   |
| V1323 | myal46a | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled production workers? There were no or few applicants                                   |
| V1324 | myal46b | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled production workers? Applicants lacked required skills                                 |
| V1325 | myal46c | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled production workers? Applicants expected higher wages than the establishment can offer |
| V1326 | myal46d | Did the establishment encounter any of the following problems when trying to hir  | discrete | numeric   | Did the establishment encounter any of the following problems when trying to hire unskilled production workers? Applicants did not like the working conditions                    |
| V1327 | myal46e | Did the establishment encounter any other problems when trying to hirea unskille  | discrete | numeric   | Did the establishment encounter any other problems when trying to hire unskilled production workers?  |
| V1328 | myal46x | specify other problems encountered by the establishment when trying to hire unsk  | discrete | character | Please specify other problems encountered by the establishment when trying to hire unskilled production workers.  |
| V1329 | eal18a  | Over the last two years, using this card, please indicate the degree of difficul  | discrete | numeric   | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Managerial and leadership skills          |
| V1330 | eal18b  | Over the last two years, using this card, please indicate the degree of difficul  | discrete | numeric   | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Interpersonal and communication skills    |
| V1331 | eal18c  | Over the last two years, using this card, please indicate the degree of difficul  | discrete | numeric   | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Writing skills                            |
| V1332 | eal18d  | Over the last two years, using this card, please indicate the degree of difficul  | discrete | numeric   | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Work ethic and commitment                 |
| V1333 | eal18e  | Over the last two years, using this card, please indicate the degree of difficul  | discrete | numeric   | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Foreign language skills                   |



| ID    | Name     | Label   | Type     | Format  | Question   |
|-------|----------|---|----------|---------|--|
| V1334 | eal18f   | Over the last two years, using this card, please indicate the degree of difficult | discrete | numeric | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Computer or general IT skills  |
| V1335 | eal18g   | Over the last two years, using this card, please indicate the degree of difficult | discrete | numeric | Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: Technical skills (other than IT), vocational, or job-specific skills   |
| V1336 | eal19    | How many unfilled vacancies does this establishment currently have?               | discrete | numeric | How many unfilled vacancies does this establishment currently have?  |
| V1337 | eal20    | Have any of these unfilled vacancies being vacant for more than four months?      | discrete | numeric | Have any of these unfilled vacancies being vacant for more than four months?   |
| V1338 | myal52a1 | In one year from now, how many permanent, full-time individuals do you expect to  | discrete | numeric | In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]? Skilled non-production workers: Managers and senior-level professionals         |
| V1339 | myal52a2 | In one year from now, how many permanent, full-time individuals do you expect to  | discrete | numeric | In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]? Skilled non-production workers: Technicians, associate professionals, and sales |
| V1340 | myal52b  | In one year from now, how many permanent, full-time individuals do you expect to  | discrete | numeric | In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]? Unskilled non-production workers  |
| V1341 | myal52c  | In one year from now, how many permanent, full-time individuals do you expect to  | discrete | numeric | In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]? Skilled production workers  |
| V1342 | myal52d  | In one year from now, how many permanent, full-time individuals do you expect to  | discrete | numeric | In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]? Unskilled production workers  |
| V1343 | l30a     | How Much Of An Obstacle: Labor Regulations?                                       | discrete | numeric | Are labor regulations No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?   |
| V1344 | l30b     | How Much Of An Obstacle: Inadequately Educated Workforce?                         | discrete | numeric | Is an inadequately educated workforce No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?                         |
| V1345 | 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  |

| ID    | Name    | Label  | Type     | Format    | Question   |
|-------|---------|--|----------|-----------|--|
| V1346 | 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) |
| V1347 | 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              |
| V1348 | 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  |
| V1349 | 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   |
| V1350 | 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                            |
| V1351 | n2p     | Total costs of production  | discrete | numeric   | From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information: Total cost of sales (cost of production)  |
| V1352 | 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                                    |
| V1353 | 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  |
| V1354 | 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  |
| V1355 | 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, how much would they cost? Land and buildings  |
| V1356 | a15a1ax | Main Respondent Position In The Firm   | discrete | character |  |
| V1357 | a15a2a  | Main Respondent Years Working In The Firm:                                       | discrete | numeric   |  |
| V1358 | a15a3   | Main respondent's gender   | discrete | numeric   |  |
| V1359 | a15a1bx | Second Respondent Position In The Firm   | discrete | character |  |

| ID    | Name                     | Label  | Type     | Format    | Question  |
|-------|--------------------------|--|----------|-----------|---|
| V1360 | a15a2b                   | Second Respondent Years Working In The Firm:                                     | discrete | numeric   |   |
| V1361 | a15b3                    | Second respondent's gender   | discrete | numeric   |   |
| V1362 | a15a1cx                  | Third Respondent Position In The Firm  | discrete | character |   |
| V1363 | a15a2c                   | Third Respondent Years Working In The Firm:                                      | discrete | numeric   |   |
| V1364 | a15c3                    | Third respondent's gender  | discrete | numeric   |   |
| V1365 | a15d                     | Day  | discrete | numeric   | Time face-to-face interview ends  |
| V1366 | a15m                     | Month  | discrete | numeric   | Time face-to-face interview ends  |
| V1367 | a15y                     | Year   | discrete | numeric   | Time face-to-face interview ends  |
| V1368 | a15h                     | Hour   | discrete | numeric   | Time face-to-face interview ends  |
| V1369 | a15min                   | Minutes  | discrete | numeric   | Time face-to-face interview ends  |
| V1370 | 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:   |
| V1371 | a17                      | Responses To The Questions About Figures Are:                                    | discrete | numeric   | The responses to the questions regarding figures (productivity and employment numbers):   |
| V1372 | a17x                     | Interviewer comments   | discrete | character |   |
| V1373 | a18                      | This Questionnaire Was Completed In:   | discrete | numeric   | This questionnaire was completed in:  |
| V1374 | a19h                     | If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Hours        | discrete | numeric   |   |
| V1375 | a19m                     | If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Minutes      | discrete | numeric   |   |
| V1376 | stratificationregioncode | stratification region code   | discrete | numeric   |   |
| V1377 | stratificationsizecode   | stratification size code   | discrete | numeric   |   |
| V1378 | stratificationsectorcode | stratification sector code   | discrete | numeric   |   |
| V1379 | panelcode                | panel code   | discrete | numeric   |   |
| V1380 | wstrict                  | Weight according to strict eligibility   | discrete | numeric   |   |
| V1381 | wmedian                  | Weight according to median eligibility   | discrete | numeric   |   |
| V1382 | wweak                    | Weight according to weak eligibility   | discrete | numeric   |   |
| V1383 | strata                   | see notes  | discrete | numeric   |   |
| V1384 | l11a                     | % 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     |
| V1385 | l11b                     | % Permanent Fulltime NonProduction Employees Received Formal Training In Last FY | 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? Non-production full-time permanent employees trained |



## WEB STD FIRMID (idstd)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-602127

Valid cases: 373  
Invalid: 0

## idu (id)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-25657

Valid cases: 373  
Invalid: 0

## preference (preference)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-390

Valid cases: 373  
Invalid: 0

## rotation (rotation)

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 0  
Invalid: 373

## Questionnaire (a0)

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Interviewer instructions

## Questionnaire (a0)

File: cambodia\_2016\_full\_data

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

## Country Code (a1)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-91

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Country: self-explanatory

## Language Of The Interview (a1a)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 1-8

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Sampling Region (a2)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

## Region Of The Establishment (a3a)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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

## Currency used in accounting records (a3a2)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

## City/ Town/ Village (a3x)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 65

Valid cases: 373

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 2-5

Valid cases: 373  
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

## Industry Sampling Sector (a4a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions



## Industry Screener Sector (a4b)

File: cambodia\_2016\_full\_data

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Sector match between screener information and sample frame

### Interviewer instructions

Self-explanatory

## Sampling Size (a6a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Size of the establishment taken from the sample frame

## Screener Size (a6b)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Size of the establishment as determined with the screener questionnaire

## Establishment Is Part Of A Large Firm (a7)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Identifies establishments that are part of a larger firm

## Number Of Establishments In The Firm (a7a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Type Of Establishment (a8a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 25  
Invalid: 348

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 19  
Invalid: 354

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 19  
Invalid: 354

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 6  
Invalid: 367

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 7  
Invalid: 366

## Interviewer Number (a12)

File: cambodia\_2016\_full\_data

### Overview

## Interviewer Number (a12)

### File: cambodia\_2016\_full\_data

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-101

Valid cases: 373  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Interviewer code

#### Interviewer instructions

Information taken from the screener questionnaire

## Supervisor Number (a13)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-200

Valid cases: 373  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Supervisor code

#### Interviewer instructions

Information taken from the screener questionnaire

## Day (a14d)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-31

Valid cases: 373  
Invalid: 0

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

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

#### Interviewer instructions

Self-explanatory

## Month (a14m)

### File: cambodia\_2016\_full\_data

#### Overview

## Month (a14m)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

### Interviewer instructions

Self-explanatory

## Year (a14y)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2016

Valid cases: 373  
Invalid: 0

### Literal question

Date face-to-face interview begins:  
Year (yyyy)

## Hour (a14h)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-22

Valid cases: 373  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

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

### Interviewer instructions

Self-explanatory

## Minutes (a14min)

File: cambodia\_2016\_full\_data

### Overview

## Minutes (a14min)

File: cambodia\_2016\_full\_data

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-59

Valid cases: 373  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

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

**Interviewer instructions**

Self-explanatory

## The starting month of the last complete fiscal year (eaa3a3w)

File: cambodia\_2016\_full\_data

**Overview**

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

Valid cases: 373  
 Invalid: 0

## The current month (eaa3a3x)

File: cambodia\_2016\_full\_data

**Overview**

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

Valid cases: 373  
 Invalid: 0

## Last complete fiscal year (eaa3a3y)

File: cambodia\_2016\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 2-6

Valid cases: 373  
 Invalid: 0

## Last complete fiscal year minus two (eaa3a3z)

File: cambodia\_2016\_full\_data

**Overview**

## Last complete fiscal year minus two (eaa3a3z)

File: cambodia\_2016\_full\_data

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 2-6

Valid cases: 373  
Invalid: 0

## Legal Status of the Firm (b1)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. The goal of this survey is to gather information and opinions about the investment climate in this country. Ultimately, the information gathered here will help to develop new policies and programs that enhance employment and economic growth. The information obtained here will be held in the strictest confidentiality. Neither your name nor the name of your business will be used in any document based on this survey.

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

3) SHOW CARD

### Literal question

What is this firm's current legal status?

### Post question

If answer is 3 then SKIP TO B.2

### Interviewer instructions

## Legal Status of the Firm (b1)

### File: cambodia\_2016\_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: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 0

Format: character

Width: 1

#### Literal question

What is this firm's current legal status?

Other

#### Interviewer instructions



## Other (Specify) (b1x)

### File: cambodia\_2016\_full\_data

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

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

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

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

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

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

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

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

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

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

#### Overview

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

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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%

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

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

## What percentage of the firm is owned by females? (b4a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 154  
Invalid: 219

### Literal question

What percentage of the firm is owned by females?

## Year Establishment Began Operations (b5)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-7000

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2015

Valid cases: 373  
Invalid: 0

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-36

Valid cases: 373  
Invalid: 0

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

Is the Top Manager female?

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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.

## Internationally-recognized certifications (b8x)

File: cambodia\_2016\_full\_data

## Internationally-recognized certifications (b8x)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 15

Valid cases: 17

### Literal question

Please specify the internationally-recognized quality certifications

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. Now, we turn to the establishment's operations in fiscal year 2012/2013 (FY).

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 94  
Invalid: 279

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 94  
Invalid: 279

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 160  
Invalid: 213

### Literal question

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

### Post question

IF 0, GO TO QUESTION C.10

### Interviewer instructions



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

File: cambodia\_2016\_full\_data

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 these power outages last on average? (Hours) (c8a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 151  
Invalid: 222

## How long did these power outages last on average? (Minutes) (c8b)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 151  
Invalid: 222

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 133  
Invalid: 240

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-2160000000

Valid cases: 27  
Invalid: 346

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 153  
Invalid: 220

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 64  
Invalid: 309

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 64  
Invalid: 309

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### Literal question

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

### Post question

If answer is No or Don't Know then GO TO QUESTION C.19

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 13  
Invalid: 360

### 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?

### Post question

If answer is 0 then GO TO QUESTION C.19

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 12  
Invalid: 361

### Literal question

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

### Interviewer instructions

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

File: cambodia\_2016\_full\_data

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

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

### Interviewer instructions

E-mail and website use.

Web page should be considered as part of the website.

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

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

File: cambodia\_2016\_full\_data

### 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.

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 71

Valid cases: 373

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-7240

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Using this card, please choose the 4-digit code that best applies to the main product of this establishment.

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

What percentage of total sales does the main product represent?

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 13  
Decimals: 0  
Range: -9-1014246852000

Valid cases: 373  
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.

## Establishment's total annual sales (in words) (d2x)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 111

Valid cases: 373

### Literal question

In fiscal year [insert last complete fiscal year], what were this establishment's total annual sales for ALL products and services?

### Interviewer instructions

PLEASE ALSO WRITE OUT THE NUMBER (i.e. 50,000 as Fifty Thousand)

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 14  
Decimals: 0  
Range: -9-13427995367000

Valid cases: 373  
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.

## Establishment's total annual sales 3 years ago (in words) (n3x)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 118

Valid cases: 358

## % of sales: National sales (d3a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

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



## % of sales: National sales (d3a)

File: cambodia\_2016\_full\_data

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

## % of sales: Direct exports (d3c)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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:  
Direct exports

### Post question

IF 0, 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%

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-14

Valid cases: 18  
Invalid: 355

### 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 fiscal year 2013, when this establishment exported goods directly, was a gif (ead4a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 18  
Invalid: 355

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

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 18  
Invalid: 355

#### 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: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 18  
Invalid: 355

#### 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: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 58  
Invalid: 315

#### Literal question

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

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

File: cambodia\_2016\_full\_data

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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?

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 264  
Invalid: 109

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### 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

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

File: cambodia\_2016\_full\_data

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### 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 foreign origin

### Post question

IF 0, GO TO QUESTION D.16

### 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%

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

File: cambodia\_2016\_full\_data

### Overview

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

File: cambodia\_2016\_full\_data

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

Valid cases: 70  
Invalid: 303

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 29  
Invalid: 344

### 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

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.

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-180

Valid cases: 130  
Invalid: 243

### 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?

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

File: cambodia\_2016\_full\_data

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-180

Valid cases: 243  
Invalid: 130

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

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

File: cambodia\_2016\_full\_data

### Literal question

Is transport 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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Are customs and trade regulations 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, main market for establishment's main product (e1)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### 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 or Don't Know then GO TO QUESTION E.6

### Interviewer instructions



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

File: cambodia\_2016\_full\_data

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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-24

Valid cases: 103  
Invalid: 270

### 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?

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

Does this establishment compete against unregistered or informal firms?

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

INTERVIEWER: INSTRUCT RESPONDENT THAT THE SHOW CARD CONTAINS EXAMPLES

### 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

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

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 99  
Invalid: 274

#### Literal question

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

describe the main new or significantly improved product or service that this est (eah2x)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 148

Valid cases: 97

#### Literal question

Please describe in detail the main new or significantly improved product or service that this establishment introduced during the last three years.

% of sales from the main new or significantly improved product or service (eah2a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 99  
Invalid: 274

#### Literal question

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

Does main new or significantly improved product or service have completely new f (eah4a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 99  
Invalid: 274

#### Literal question

Does main new or significantly improved product or service have completely new f (eah4a)

File: cambodia\_2016\_full\_data

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

Does it have completely new functions?

Is main new or significantly improved product or service cheaper to produce or o (eah4b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 99  
Invalid: 274

#### Literal question

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

Is it cheaper to produce or offer?

Is main new or significantly improved product or service a better quality produc (eah4c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 99  
Invalid: 274

#### Literal question

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

Is it a better quality product or service?

By who was the main new or significantly improved product or service developed? (eah10)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 99  
Invalid: 274

#### Literal question

By who was the main new or significantly improved product or service developed?

During the last three years, did this establishment attempt to develop a new or (eah11a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Literal question

During the last three years, did this establishment attempt to develop a new or significantly improved product or service that was  
Abandoned or suspended before completion

During the last three years, did this establishment attempt to develop a new or (eah11b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Literal question

During the last three years, did this establishment attempt to develop a new or significantly improved product or service that was  
Still ongoing at the end of fiscal year [insert last complete fiscal year]

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

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

New or significantly improved logistics, delivery, or distribution methods? (h4a)

File: cambodia\_2016\_full\_data

#### Overview

## New or significantly improved logistics, delivery, or distribution methods? (h4a)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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

SHOW CARD

## New or significantly improved organizational structures/management practices? (h4b)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

SHOW CARD

## Does the main new or significantly improved process Automate manual processes, p (eah12a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 117  
Invalid: 256

### Pre question

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

### Literal question

Does the main new or significantly improved process:  
Automate manual processes, partially or fully?

Does the main new or significantly improved process Introduce a new technology o (eah12b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 117  
Invalid: 256

#### Pre question

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

#### Literal question

Does the main new or significantly improved process:  
Introduce a new technology or method?

By who was the main new or significantly improved process developed (eah13)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 117  
Invalid: 256

#### Literal question

By who was the main new or significantly improved process developed?

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

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
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?

During the last three years, did the establishment create a new unit or departme (eah14a)

File: cambodia\_2016\_full\_data

During the last three years, did the establishment create a new unit or department (eah14a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 108  
Invalid: 265

#### Literal question

During the last three years, did the establishment make any changes in its organizational structure in any of the following ways:

Create a new unit or department

During the last three years, did the establishment dissolve any units or department (eah14b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 108  
Invalid: 265

#### Literal question

During the last three years, did the establishment make any changes in its organizational structure in any of the following ways:

Dissolve any units or department

During the last three years, did the establishment merge any units or department (eah14c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 108  
Invalid: 265

#### Literal question

During the last three years, did the establishment make any changes in its organizational structure in any of the following ways:

Merge any units or department

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

File: cambodia\_2016\_full\_data

#### Overview



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

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

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

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

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

How much did this establishment spend on formal research and development? (h8)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-120000000

Valid cases: 39  
Invalid: 334

#### 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?

During the last three years did this establishment provide formal training to an (eah15)

File: cambodia\_2016\_full\_data

#### Overview

During the last three years did this establishment provide formal training to an (eah15)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

#### Literal question

During the last three years did this establishment provide formal training to any of its employees specifically for the development and/or introduction of new or significantly improved products or services and processes?

During the last three years did this establishment purchase or license any patent (eah16)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Literal question

During the last three years did this establishment purchase or license any patented or non-patented inventions, or other types of knowledge for the development of new or significantly improved products or services and processes?

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

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 130  
Invalid: 243

#### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: We now change the topic.

#### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### 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.

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

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

File: cambodia\_2016\_full\_data

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

- 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 41  
Invalid: 332

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 41  
Invalid: 332

### Literal question

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

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1000

Valid cases: 243  
Invalid: 130

### 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: cambodia\_2016\_full\_data

### Overview

## The Area Is Measured In: (g5b)

File: cambodia\_2016\_full\_data

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

Valid cases: 232  
Invalid: 141

### Literal question

What is the total selling area of this establishment?

### Post question

SPECIFY UNITS  
Square Feet  
Square Yards  
Square Meters

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0

### Literal question

What is the total selling area of this establishment?

### Post question

SPECIFY UNITS  
Other

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-54

Valid cases: 84  
Invalid: 289

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 11  
Decimals: 0  
Range: -9-10000000000

Valid cases: 99  
Invalid: 274

### 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



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

File: cambodia\_2016\_full\_data

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 32  
Invalid: 341

### 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: cambodia\_2016\_full\_data

### Overview

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

File: cambodia\_2016\_full\_data

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-255368000

Valid cases: 47  
Invalid: 326

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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 (k3bc)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

## % Of Working Capital Borrowed From Banks (k3bc)

File: cambodia\_2016\_full\_data

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 banks (private and state-owned)

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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?

### Post question

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

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-920000000

Valid cases: 116  
Invalid: 257

### 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: cambodia\_2016\_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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-960000000

Valid cases: 116  
Invalid: 257

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 113  
Invalid: 260

### Pre question

SHOW CARD

### Literal question

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

File: cambodia\_2016\_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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 113  
Invalid: 260

### 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 (k5bc)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 113  
Invalid: 260

### Pre question

SHOW CARD

### Literal question

## Last FY, % Fixed Assets Funded By: Bank Borrowing (k5bc)

File: cambodia\_2016\_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 banks (private and state-owned)

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 113  
Invalid: 260

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 113  
Invalid: 260

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 113  
Invalid: 260

### 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)

## Last FY, value of Fixed Assets Funded By: Internal Funds/Retained Earnings (k5a1)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-4000000

Valid cases: 4  
Invalid: 369

### Literal question

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

## Last FY, value of Fixed Assets Funded By: Owners' Contributions Or Issued New Eq (k5i1)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 4  
Invalid: 369

### 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

## Last FY, value of Fixed Assets Funded By: Bank Borrowing (k5bc1)

File: cambodia\_2016\_full\_data

### Overview

## Last FY, value of Fixed Assets Funded By: Bank Borrowing (k5bc1)

### File: cambodia\_2016\_full\_data

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

Valid cases: 4  
Invalid: 369

#### 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 banks: private and state-owned

## Last FY, value of Fixed Assets Funded By: Non-Bank Financial Institutions (k5e1)

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 4  
Invalid: 369

#### 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

## Last FY, value of Fixed Assets Funded By: Credit From Suppliers/Advances From Cu (k5f1)

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 4  
Invalid: 369

#### 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

## Last FY, value of Fixed Assets Funded By: Other (Money Lenders\Friends\Relative (k5hdj1)

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 4  
Invalid: 369

## Last FY, value of Fixed Assets Funded By: Other (Money Lenders\Friends\Relative (k5hdj1)

File: cambodia\_2016\_full\_data

### 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, etc.

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

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

File: cambodia\_2016\_full\_data

### Literal question

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

### Post question

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

### 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).

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 58  
Invalid: 315

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2016

Valid cases: 58  
Invalid: 315

### Literal question

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

### Interviewer instructions

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

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

File: cambodia\_2016\_full\_data

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

File: cambodia\_2016\_full\_data

### Overview

|                        |                 |
|------------------------|-----------------|
| Type: Discrete         | Valid cases: 58 |
| Format: numeric        | Invalid: 315    |
| Width: 11              |                 |
| Decimals: 0            |                 |
| Range: -9-800000000000 |                 |

### 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

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

File: cambodia\_2016\_full\_data

### Overview

|                 |                 |
|-----------------|-----------------|
| Type: Discrete  | Valid cases: 58 |
| Format: numeric | Invalid: 315    |
| Width: 2        |                 |
| Decimals: 0     |                 |
| Range: -9-2     |                 |

### Literal question

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

### Post question

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

### 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: cambodia\_2016\_full\_data

### Overview

|                 |                 |
|-----------------|-----------------|
| Type: Discrete  | Valid cases: 37 |
| Format: numeric | Invalid: 336    |
| Width: 2        |                 |
| Decimals: 0     |                 |
| Range: -9-2     |                 |

### Pre question

INTERVIEWER: READ OUT

### Literal question

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

### Interviewer instructions

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

File: cambodia\_2016\_full\_data

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 37  
Invalid: 336

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 37  
Invalid: 336

### 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: cambodia\_2016\_full\_data

### Overview

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

File: cambodia\_2016\_full\_data

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

Valid cases: 37  
Invalid: 336

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 37  
Invalid: 336

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 11  
Decimals: 0  
Range: -9-16000000000

Valid cases: 37  
Invalid: 336

### Literal question

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

## What is the total number of outstanding loans or lines (k15b)

File: cambodia\_2016\_full\_data

### Overview

## What is the total number of outstanding loans or lines (k15b)

File: cambodia\_2016\_full\_data

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-10000

Valid cases: 58  
Invalid: 315

### Literal question

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

## What is the total value of outstanding loans or lines (k15c)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 11  
Decimals: 0  
Range: -9-150000000000

Valid cases: 22  
Invalid: 351

### Literal question

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

## does the owner or owners of this establishment have an (k15d)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 277  
Invalid: 96

### 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

## The outcome of the most recent application for a line of credit or loan (k20a1)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 40  
Invalid: 333

## Financial Statements Checked & Certified By External Auditor In Last Fiscal Yr? (k21)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

## How Much Of An Obstacle: Access To Finance (k30)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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."

### Interviewer instructions

Self-explanatory

## What % Of Senior Management Time Was Spent In Dealing With Govt Regulations? (j2)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

## What % Of Senior Management Time Was Spent In Dealing With Govt Regulations? (j2)

File: cambodia\_2016\_full\_data

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 219  
Invalid: 154

### Literal question

Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?

### Interviewer instructions

Self-explanatory

## In Any Of These Inspections Was A Gift/Informal payment Requested ? (j5)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 219  
Invalid: 154

## In Any Of These Inspections Was A Gift/Informal payment Requested ? (j5)

File: cambodia\_2016\_full\_data

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

### Interviewer instructions

Self-explanatory

## % Of Contract Value Avg. Firm Pays In Informal Gifts To Govt To Secure Contract? (j6)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 42  
Invalid: 331

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 194  
Invalid: 179

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 179  
Invalid: 194

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 31  
Invalid: 342

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 31  
Invalid: 342

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 47  
Invalid: 326

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 47  
Invalid: 326

### 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: cambodia\_2016\_full\_data

### Overview

## How Much Of An Obstacle: Tax Rates (j30a)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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

## How Much Of An Obstacle: Business Licensing And Permits (j30c)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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



## How Much Of An Obstacle: Business Licensing And Permits (j30c)

### File: cambodia\_2016\_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

## How Much Of An Obstacle: Political Instability (j30e)

### File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
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: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Corruption

#### Interviewer instructions

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

## How Much Of An Obstacle: Courts (h30)

### File: cambodia\_2016\_full\_data

#### Overview

## How Much Of An Obstacle: Courts (h30)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Courts

### Interviewer instructions

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

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

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-7000

Valid cases: 373  
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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6500

Valid cases: 373  
Invalid: 0

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

File: cambodia\_2016\_full\_data

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6500

Valid cases: 130  
Invalid: 243

### 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.

## Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers (l3b)

File: cambodia\_2016\_full\_data

### Overview

## Num. Full-time Employees At End Of Last Fiscal Yr: non-production workers (l3b)

File: cambodia\_2016\_full\_data

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1542

Valid cases: 130  
Invalid: 243

### 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.

## Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers (l4a)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6100

Valid cases: 130  
Invalid: 243

### 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:  
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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1500

Valid cases: 130  
Invalid: 243

### 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.

## Permanent, full-time skilled non-production workers at the end of last fiscal yr (eal4c)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1542

Valid cases: 130  
Invalid: 243

### 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 workers [e.g., managers, administration, sales]

## Permanent, full-time unskilled non-production workers at the end of last fiscal (eal4d)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were:  
Unskilled workers

## Permanent, full-time female skilled production workers at the end of last fiscal (eal5a)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1740

Valid cases: 130  
Invalid: 243

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories?  
Female skilled production workers

## Permanent, full-time female unskilled production workers at the end of last fisc (eal5b)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-450

Valid cases: 130  
Invalid: 243

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories?  
Female unskilled production workers

## Permanent, full-time female skilled non-production workers at the end of last fi (eal5c)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-591

Valid cases: 130  
Invalid: 243

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories?  
Female unskilled production workers

## Permanent, full-time female unskilled non-production workers at the end of last (eal5d)

File: cambodia\_2016\_full\_data

### Overview

## Permanent, full-time female unskilled non-production workers at the end of last (eal5d)

File: cambodia\_2016\_full\_data

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

Valid cases: 130  
Invalid: 243

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were in the following categories?

Female unskilled non-production workers

## MARK (eal5s)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

## Num. Full-time Employees At End Of Last Fiscal Yr: female production workers (l5a)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-5500

Valid cases: 51  
Invalid: 322

### 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

### Interviewer instructions

Self explanatory

## Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers (l5b)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-400

Valid cases: 51  
Invalid: 322

## Num. Full-time Employees At End Of Last Fiscal Yr: female non-production workers (l5b)

File: cambodia\_2016\_full\_data

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time employees of this establishment for the following categories were female?

Female permanent full-time non-production employees

### Interviewer instructions

Self explanatory

## Num. Full-time Employees At End Of Last Fiscal Yr: female (l5)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 243  
Invalid: 130

### 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?

## Permanent, full-time skilled workers (eal5a1)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-300

Valid cases: 243  
Invalid: 130

### 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 workers [e.g., managers, administration, sales]

## Permanent, full-time unskilled workers (eal5a2)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-200

Valid cases: 243  
Invalid: 130

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals working in this establishment were:

Unskilled workers



## Female permanent, full-time skilled workers (eal5b1)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-85

Valid cases: 243  
Invalid: 130

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were:  
Female skilled workers

## Female permanent, full-time unskilled workers (eal5b2)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-130

Valid cases: 243  
Invalid: 130

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many female permanent full-time individuals working in this establishment were:  
Female unskilled workers

## Num. Full-Time Temporary Employees At End Of Last Fiscal Yr (l6)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-200

Valid cases: 373  
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.

## Full-time female seasonal or temporary workers employed (l6a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 48  
Invalid: 325

### Literal question

## Full-time female seasonal or temporary workers employed (l6a)

File: cambodia\_2016\_full\_data

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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 48  
Invalid: 325

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### 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 years of education of typical female (l9a2)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 130  
Invalid: 243

### Literal question

## Average number of years of education of typical female (l9a2)

File: cambodia\_2016\_full\_data

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

## % Of Full Time Workers Completed High School (l9b)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

What is the percentage of full-time permanent workers who completed secondary school?

## Formal Training Programs For Permanent, Full-time Employees In Last Fiscal Yr (l10)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
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.

## The main reason why this establishment did not have formal training programs (eal10a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 263  
Invalid: 110

### Literal question

The main reason why this establishment did not have formal training programs (eal10a)

File: cambodia\_2016\_full\_data

Please indicate the main reason why this establishment did not have formal training programs?

The primary focus of the formal training programs (eal10b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 89  
Invalid: 284

#### Literal question

What was the primary focus of the formal training programs?

% permanent, full-time, skilled production workers received formal training (eal11a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 25  
Invalid: 348

#### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training?  
Skilled production workers trained

% permanent, full-time unskilled production workers received formal training (eal11b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 25  
Invalid: 348

#### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training?  
Unskilled production workers trained

% permanent, full-time skilled non-production workers received formal training (eal11c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 25  
Invalid: 348

#### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training?  
Skilled non-production workers trained

% permanent, full-time unskilled non-production workers received formal training (eal11d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 25  
Invalid: 348

#### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training?  
Unskilled non-production workers trained

Over the last two years, were any of the permanent full-time workers of this est (eal12)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Literal question

Over the last two years, were any of the permanent full-time workers of this establishment terminated or left due to lack of the required skills?

Over the last two years, were any of the permanent full-time workers of this est (eal13)

File: cambodia\_2016\_full\_data

#### Overview

Over the last two years, were any of the permanent full-time workers of this est (eal13)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

#### Literal question

Over the last two years, were any of the permanent full-time workers of this establishment terminated or left due to poor performance?

Over the last two years, did this establishment have any vacancies (eal14)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 373  
Invalid: 0

#### Literal question

Over the last two years, did this establishment have any vacancies?

How many of these vacancies were in the skilled non-production workers (eal15a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 6  
Invalid: 367

#### Literal question

Over the last two years, how many vacancies were for skilled non-production workers?

How many of these vacancies were filled for skilled non-production workers (eal16a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 6  
Invalid: 367

#### Literal question

How many of these vacancies for skilled non-production workers were filled?

What was the average number of weeks required to fill these vacancies (skilled n (eal17a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 6  
Invalid: 367

#### Literal question

What was the average number of weeks required to fill these vacancies for skilled non-production workers?

Over the last two years, did this establishment try to hire any managers or seni (myal17)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 4  
Invalid: 369

#### Literal question

Over the last two years, did this establishment try to hire any managers or senior-level professionals?

Did the establishment encounter any of the following problems when trying to hir (myal18a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 0  
Invalid: 373

#### Literal question

Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional?  
There were no or few applicants

Did the establishment encounter any of the following problems when trying to hir (myal18b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 0  
Invalid: 373

#### Literal question

Did the establishment encounter any of the following problems when trying to hir (myal18b)

File: cambodia\_2016\_full\_data

Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional?  
Applicants lacked required skills

Did the establishment encounter any of the following problems when trying to hir (myal18c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 0  
Invalid: 373

#### Literal question

Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional?  
Applicants expected higher wages than the establishment can offer

Did the establishment encounter any of the following problems when trying to hir (myal18d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 0  
Invalid: 373

#### Literal question

Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional?  
Applicants did not like the working conditions

Did the establishment encounter any other problems when trying to hire a manager (myal18e)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 0  
Invalid: 373

#### Literal question

Did the establishment encounter any other problems when trying to hire a manager or senior-level professional?



specify other problems encountered by the establishment when trying to hire a ma (myal18x)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 0

Format: character

Width: 1

#### Literal question

Please specify other problems encountered by the establishment when trying to hire a manager or senior-level professional.

Over the last two years, did this establishment try to hire any (non-production) (myal24)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 4

Format: numeric

Invalid: 369

Width: 2

Decimals: 0

Range: -9-2

#### Literal question

Over the last two years, did this establishment try to hire any (non-production) technicians, associate professionals, or sales workers?

Did the establishment encounter any of the following problems when trying to hir (myal25a)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 1

Format: numeric

Invalid: 372

Width: 2

Decimals: 0

Range: -9-2

#### Literal question

Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers?

There were no or few applicants

Did the establishment encounter any of the following problems when trying to hir (myal25b)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 1

Format: numeric

Invalid: 372

Width: 2

Decimals: 0

Range: -9-2

#### Literal question

Did the establishment encounter any of the following problems when trying to hir (myal25b)

File: cambodia\_2016\_full\_data

Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers?

Applicants lacked required skills

Did the establishment encounter any of the following problems when trying to hir (myal25c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 1  
Invalid: 372

#### Literal question

Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers?

Applicants expected higher wages than the establishment can offer

Did the establishment encounter any of the following problems when trying to hir (myal25d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 1  
Invalid: 372

#### Literal question

Did the establishment encounter any of the following problems when trying to hire non-production technicians, associate professionals, and sales workers?

Applicants did not like the working conditions

Did the establishment encounter any other problems when trying to hire a (non-pr (myal25e)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 1  
Invalid: 372

#### Literal question

Did the establishment encounter any other problems when trying to hire non-production technicians, associate professionals, and sales workers?

specify other problems encountered by the establishment when trying to hire non- (myal25x)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 0

Format: character

Width: 1

#### Literal question

Please specify other problems encountered by the establishment when trying to hire non-production technicians, associate professionals, and sales workers.

How many vacancies were in the unskilled non-production workers (eal15b)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 6

Format: numeric

Invalid: 367

Width: 2

Decimals: 0

Range: -9-30

#### Literal question

Over the last two years, how many vacancies were for unskilled non-production workers?

How many of these vacancies were filled (unskilled non-production workers)? (eal16b)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 5

Format: numeric

Invalid: 368

Width: 2

Decimals: 0

Range: -9-20

#### Literal question

How many of these vacancies for unskilled non-production workers were filled?

What was the average number of weeks required to fill these vacancies (unskilled (eal17b)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete

Valid cases: 3

Format: numeric

Invalid: 370

Width: 2

Decimals: 0

Range: -9-3

#### Literal question

What was the average number of weeks required to fill these vacancies for unskilled non-production workers?

Did the establishment encounter any of the following problems when trying to hir (myal32a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers?  
There were no or few applicants

Did the establishment encounter any of the following problems when trying to hir (myal32b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers?  
Applicants lacked required skills

Did the establishment encounter any of the following problems when trying to hir (myal32c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers?  
Applicants expected higher wages than the establishment can offer

Did the establishment encounter any of the following problems when trying to hir (myal32d)

File: cambodia\_2016\_full\_data

#### Overview

Did the establishment encounter any of the following problems when trying to hir (myal32d)

File: cambodia\_2016\_full\_data

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled non-production workers?  
Applicants did not like the working conditions

Did the establishment encounter any other problems when trying to hire a (non-pr (myal32e)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any other problems when trying to hire unskilled non-production workers?

specify other problems encountered by the establishment when trying to hire unsk (myal32x)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0

#### Literal question

Please specify other problems encountered by the establishment when trying to hire unskilled non-production workers.

How many vacancies were in the skilled production workers (eal15c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 4  
Invalid: 369

#### Literal question

Over the last two years, how many vacancies were for skilled production workers?

How many of these vacancies were filled (skilled production workers)? (eal16c)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-18

Valid cases: 3  
Invalid: 370

#### Literal question

How many of these vacancies for skilled production workers were filled?

What was the average number of weeks required to fill these vacancies (skilled p (eal17c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 2  
Invalid: 371

#### Literal question

What was the average number of weeks required to fill these vacancies for skilled production workers?

Did the establishment encounter any of the following problems when trying to hir (myal39a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire skilled production workers?  
There were no or few applicants

Did the establishment encounter any of the following problems when trying to hir (myal39b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hir (myal39b)

File: cambodia\_2016\_full\_data

Did the establishment encounter any of the following problems when trying to hire skilled production workers?  
Applicants lacked required skills

Did the establishment encounter any of the following problems when trying to hir (myal39c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire skilled production workers?  
Applicants expected higher wages than the establishment can offer

Did the establishment encounter any of the following problems when trying to hir (myal39d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire skilled production workers?  
Applicants did not like the working conditions

Did the establishment encounter any other problems when trying to hirea skilled (myal39e)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any other problems when trying to hire skilled production workers?

specify other problems encountered by the establishment when trying to hire skill (myal39x)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0

#### Literal question

Please specify other problems encountered by the establishment when trying to hire skilled production workers.

How many vacancies were in the unskilled production workers (eal15d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 4  
Invalid: 369

#### Literal question

Over the last two years, how many vacancies were for unskilled production workers?

How many of these vacancies were filled (unskilled production workers)? (eal16d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

How many of these vacancies for unskilled production workers were filled?

What was the average number of weeks required to fill these vacancies (unskilled (eal17d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 1  
Invalid: 372

#### Literal question

What was the average number of weeks required to fill these vacancies for unskilled production workers?



Did the establishment encounter any of the following problems when trying to hir (myal46a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled production workers?  
There were no or few applicants

Did the establishment encounter any of the following problems when trying to hir (myal46b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled production workers?  
Applicants lacked required skills

Did the establishment encounter any of the following problems when trying to hir (myal46c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled production workers?  
Applicants expected higher wages than the establishment can offer

Did the establishment encounter any of the following problems when trying to hir (myal46d)

File: cambodia\_2016\_full\_data

#### Overview

Did the establishment encounter any of the following problems when trying to hir (myal46d)

File: cambodia\_2016\_full\_data

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any of the following problems when trying to hire unskilled production workers?  
Applicants did not like the working conditions

Did the establishment encounter any other problems when trying to hirea unskille (myal46e)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Did the establishment encounter any other problems when trying to hire unskilled production workers?

specify other problems encountered by the establishment when trying to hire unsk (myal46x)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 1

Valid cases: 0

#### Literal question

Please specify other problems encountered by the establishment when trying to hire unskilled production workers.

Over the last two years, using this card, please indicate the degree of difficul (eal18a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Managerial and leadership skills

Over the last two years, using this card, please indicate the degree of difficulty (eal18b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Interpersonal and communication skills

Over the last two years, using this card, please indicate the degree of difficulty (eal18c)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Writing skills

Over the last two years, using this card, please indicate the degree of difficulty (eal18d)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Work ethic and commitment

Over the last two years, using this card, please indicate the degree of difficulty (eal18e)

File: cambodia\_2016\_full\_data

#### Overview

Over the last two years, using this card, please indicate the degree of difficulty (eal18e)

File: cambodia\_2016\_full\_data

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Foreign language skills

Over the last two years, using this card, please indicate the degree of difficulty (eal18f)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Computer or general IT skills

Over the last two years, using this card, please indicate the degree of difficulty (eal18g)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 5  
Invalid: 368

#### Literal question

Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills:

Technical skills (other than IT), vocational, or job-specific skills

How many unfilled vacancies does this establishment currently have? (eal19)

File: cambodia\_2016\_full\_data

#### Overview

How many unfilled vacancies does this establishment currently have? (eal19)

File: cambodia\_2016\_full\_data

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

Valid cases: 5  
Invalid: 368

#### Literal question

How many unfilled vacancies does this establishment currently have?

Have any of these unfilled vacancies being vacant for more than four months? (eal20)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 3  
Invalid: 370

#### Literal question

Have any of these unfilled vacancies being vacant for more than four months?

In one year from now, how many permanent, full-time individuals do you expect to (myal52a1)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2500

Valid cases: 130  
Invalid: 243

#### Literal question

In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]?

Skilled non-production workers: Managers and senior-level professionals

In one year from now, how many permanent, full-time individuals do you expect to (myal52a2)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1000

Valid cases: 130  
Invalid: 243

#### Literal question

In one year from now, how many permanent, full-time individuals do you expect to (myal52a2)

File: cambodia\_2016\_full\_data

In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]?

Skilled non-production workers: Technicians, associate professionals, and sales

In one year from now, how many permanent, full-time individuals do you expect to (myal52b)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 130  
Invalid: 243

#### Literal question

In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]?

Unskilled non-production workers

In one year from now, how many permanent, full-time individuals do you expect to (myal52c)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-6500

Valid cases: 130  
Invalid: 243

#### Literal question

In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]?

Skilled production workers

In one year from now, how many permanent, full-time individuals do you expect to (myal52d)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-450

Valid cases: 130  
Invalid: 243

#### Literal question

In one year from now, how many permanent, full-time individuals do you expect this establishment to have in [insert category]?

Unskilled production workers

## How Much Of An Obstacle: Labor Regulations? (l30a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Are labor regulations 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) Self-explanatory
- 2) Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Inadequately Educated Workforce? (l30b)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

Is an inadequately educated workforce 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) Self-explanatory
- 2) Sensitive question, no clarification can be offered

## Biggest Obstacle Affecting The Operation Of This Establishment (m1a)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SHOW CARD with ROTATION

### 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

## Biggest Obstacle Affecting The Operation Of This Establishment (m1a)

File: cambodia\_2016\_full\_data

Self-explanatory

## Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year (n2a)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-174050495472

Valid cases: 373  
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 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: cambodia\_2016\_full\_data

### Overview



## Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year (n2e)

File: cambodia\_2016\_full\_data

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-670761436000

Valid cases: 130  
Invalid: 243

### 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

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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 11  
Decimals: 0  
Range: -9-17790000000

Valid cases: 130  
Invalid: 243

### 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 Annual Costs Of Fuel In Last Fiscal Year (n2f)

### File: cambodia\_2016\_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 Electricity In Last Fiscal Year (n2b)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 11  
Decimals: 0  
Range: -9-80000000000

Valid cases: 373  
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 Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr (n2i)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-245760000000

Valid cases: 243  
Invalid: 130

### 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

## Total costs of production (n2p)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 14  
Decimals: 0  
Range: -9-10142468520000

Valid cases: 130  
Invalid: 243

### Literal question

From this establishment's Income Statement for fiscal year [insert last complete fiscal year], please provide the following information:

Total cost of sales (cost of production)

## Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year (n6a)

File: cambodia\_2016\_full\_data

## Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year (n6a)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-112000000000

Valid cases: 130  
Invalid: 243

### 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-208000000000

Valid cases: 130  
Invalid: 243

### 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 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: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-112000000000

Valid cases: 130  
Invalid: 243

### Literal question

## Cost For Establishment To Re-Purchase All Of Its Machinery (n7a)

### File: cambodia\_2016\_full\_data

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: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 12  
Decimals: 0  
Range: -9-208000000000

Valid cases: 130  
Invalid: 243

#### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?

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.

## Main Respondent Position In The Firm (a15a1ax)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: character  
Width: 39

Valid cases: 373

## Main Respondent Years Working In The Firm: (a15a2a)

### File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-34

Valid cases: 373  
Invalid: 0

#### Pre question

## Main Respondent Years Working In The Firm: (a15a2a)

File: cambodia\_2016\_full\_data

Please complete the following information about the interviewee(s)

## Main respondent's gender (a15a3)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

Please complete the following information about the interviewee(s)

## Second Respondent Position In The Firm (a15a1bx)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 18

Valid cases: 7

## Second Respondent Years Working In The Firm: (a15a2b)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 7  
Invalid: 366

### Pre question

Please complete the following information about the interviewee(s)

## Second respondent's gender (a15b3)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 7  
Invalid: 366

### Pre question

Please complete the following information about the interviewee(s)

## Third Respondent Position In The Firm (a15a1cx)

File: cambodia\_2016\_full\_data

**Overview**

Type: Discrete  
 Format: character  
 Width: 1

Valid cases: 0

## Third Respondent Years Working In The Firm: (a15a2c)

File: cambodia\_2016\_full\_data

**Overview**

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

Valid cases: 0  
 Invalid: 373

**Pre question**

Please complete the following information about the interviewee(s)

## Third respondent's gender (a15c3)

File: cambodia\_2016\_full\_data

**Overview**

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

Valid cases: 0  
 Invalid: 373

**Pre question**

Please complete the following information about the interviewee(s)

## Day (a15d)

File: cambodia\_2016\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-31

Valid cases: 373  
 Invalid: 0

**Literal question**

Time face-to-face interview ends

## Month (a15m)

File: cambodia\_2016\_full\_data

**Overview**

## Month (a15m)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
Invalid: 0

### Literal question

Time face-to-face interview ends

## Year (a15y)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2016

Valid cases: 373  
Invalid: 0

### Literal question

Time face-to-face interview ends

## Hour (a15h)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-22

Valid cases: 373  
Invalid: 0

### Literal question

Time face-to-face interview ends

## Minutes (a15min)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-59

Valid cases: 373  
Invalid: 0

### Literal question

Time face-to-face interview ends

## Perception Of The Questions Regarding Opinions And Perceptions (a16)

File: cambodia\_2016\_full\_data



## Perception Of The Questions Regarding Opinions And Perceptions (a16)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### 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: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Literal question

The responses to the questions regarding figures (productivity and employment numbers):

## Interviewer comments (a17x)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: character  
Width: 80

Valid cases: 373

## This Questionnaire Was Completed In: (a18)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

### Pre question

SUPERVISORS PLEASE ANSWER

### Literal question

This questionnaire was completed in:

## If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Hours (a19h)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 39  
Invalid: 334

### Pre question

- 1) SUPERVISORS PLEASE ANSWER
- 2) If option 2 or 3 in A.18, estimate duration of the whole interview

## If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Minutes (a19m)

File: cambodia\_2016\_full\_data

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-58

Valid cases: 39  
Invalid: 334

## stratification region code (stratificationregioncode)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

## stratification size code (stratificationsizecode)

File: cambodia\_2016\_full\_data

### Overview

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

Valid cases: 373  
Invalid: 0

## stratification sector code (stratificationsectorcode)

File: cambodia\_2016\_full\_data

### Overview

## stratification sector code (stratificationsectorcode)

File: cambodia\_2016\_full\_data

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

Valid cases: 373  
 Invalid: 0

## panel code (panelcode)

File: cambodia\_2016\_full\_data

**Overview**

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

Valid cases: 373  
 Invalid: 0

## Weight according to strict eligibility (wstrict)

File: cambodia\_2016\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 6  
 Decimals: 2  
 Range: -9-640.731201171875

Valid cases: 373  
 Invalid: 0

## Weight according to median eligibility (wmedian)

File: cambodia\_2016\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 6  
 Decimals: 2  
 Range: -9-640.731201171875

Valid cases: 373  
 Invalid: 0

## Weight according to weak eligibility (wwweak)

File: cambodia\_2016\_full\_data

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 6  
 Decimals: 2  
 Range: -9-825.544799804688

Valid cases: 373  
 Invalid: 0

see notes (strata)

File: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-71

Valid cases: 373  
Invalid: 0

% Permanent Full-time Production Employees Received Formal Training In Last FFY (l11a)

File: cambodia\_2016\_full\_data

#### Overview

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

Valid cases: 16  
Invalid: 357

#### Pre question

INTERVIEWER: READ EACH CATEGORY

#### 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: cambodia\_2016\_full\_data

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-72.5

Valid cases: 13  
Invalid: 360

#### 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?  
Non-production full-time permanent employees trained

#### Interviewer instructions

Percentage of production vs. non-production employees that were trained. Self-explanatory

## Related Materials

### Questionnaires

#### Manufacturing Module Questionnaire

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Title Manufacturing Module Questionnaire  
 Language English  
 Filename cambodia\_2016\_es\_questionnaire\_\_manufacturing.pdf

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#### Services Module Questionnaire

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Title Services Module Questionnaire  
 Language English  
 Filename cambodia\_2016\_es\_questionnaire\_\_services.pdf

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### Reports

#### Cambodia 2016 Country Profile

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Title Cambodia 2016 Country Profile  
 Language English  
 Filename <http://www.enterprisesurveys.org/~media/GIAWB/EnterpriseSurveys/Documents/Profiles/English/Cambodia-2016.pdf>

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### Technical documents

#### Description of Cambodia 2016 Implementation

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Title Description of Cambodia 2016 Implementation  
 Language English  
 Filename cambodia\_2016\_es\_implementation\_report.pdf

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