

# El Salvador - Enterprise Survey 2006-2010-2016, Panel Data

**World Bank**

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# Sampling

## Sampling Procedure

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Three levels of stratification were used in this country: industry, establishment size and region.

Industry stratification was designed as follows: the universe was stratified as into manufacturing and services industries - Manufacturing (ISIC Rev. 3.1 codes 15 - 37), and Services (ISIC codes 45, 50-52, 55, 60-64, and 72).

Size stratification was defined as follows: small (5 to 19 employees), medium (20 to 99 employees), and large (100 or more employees).

In 2016, regional stratification was done across four regions: San Salvador Metropolitan Area, Greater San Salvador (municipalities of Sensuntepeque, Cojutepeque, Ciudad Arce, Colon, La Libertad, Quezaltepeque, San Juan Opico, Olocuilta, Zacatecoluca, Santo Tomas, and San Vicente), West (Ahuachapan, Chalchuapa, Metapan, Santa Ana, and Sonsonate) and East (La Union, Santa Rosa de Lima, San Francisco Gotera, San Miguel, and Usulután).

The sample frame for 2016 ES consisted of listings of firms from two sources: the panel list of 360 firms from El Salvador 2010 ES and data from Direccin General de Estadstica y Censos (DIGESTYC) for fresh (non-panel) establishments.

In 2010, regional stratification was defined in two locations: San Salvador and the rest of the country.

The sample frame for 2010 ES consisted of listings of firms from two sources: the panel list of firms from El Salvador 2006 ES and data from Direccin General de Estadstica y Censos (DIGESTYC) for fresh (non-panel) 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.

## 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.

Weights are representative of the universe for the year that the firm was interviewed. They are not panel weights.

# Questionnaires

No content available

## Data Collection

### Data Collection Dates

Start	End	Cycle
2006	2006	N/A
2010-07	2011-04	N/A
2016-03	2016-08	N/A

### Data Collection Mode

Face-to-face [f2f]

#### DATA COLLECTION NOTES

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

The Enterprise Surveys are usually implemented following a two-stage procedure. In the first stage, a screener questionnaire is applied over the phone to determine eligibility and to make appointments; in the second stage, a face-to-face interview takes place with the manager, owner or director of each establishment. In some cases, when the phone numbers were unavailable in the sample frame, the enumerators applied the screeners in person.

### Data Collectors

Name	Abbreviation	Affiliation
Mercaplan Centroamrica y El Caribe		Data collection in 2010
Data Research, S.A. de C.V.		Data collection in 2010
Fusades		Data collection in 2016

# 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

**EISalvador\_2006\_2010\_2016**

Content	El Salvador ES data from 2006, 2010 and 2016
Cases	1772
Variable(s)	568
Structure	Type: Keys: ()
Version	
Producer	
Missing Data	

**Variables**

ID	Name	Label	Type	Format	Question
V2325	idstd	WEB STD FIRMID	contin	numeric	
V2326	panelid	ID that is the same across the waves for panel firms	contin	numeric	
V2327	year	Year of survey	discrete	numeric	
V2328	panel	Panel: Firm interviewed in these years	discrete	numeric	
V2329	eligibility2016	Eligibility of 2010 firm in 2016	discrete	character	
V2330	eligibility2010	ELIGIBILITY of 2006 firm	discrete	character	
V2331	a0	Questionnaire	discrete	numeric	
V2332	a1	Country Code	discrete	numeric	
V2333	a4a	Industry Sampling Sector	discrete	numeric	
V2334	a6a	Sampling Size	discrete	numeric	
V2335	a2	Sampling Region	discrete	numeric	
V2336	a5	Sector Match Between Screener Information And Sample Frame	discrete	numeric	
V2337	a3b	Official Capital City?	discrete	numeric	
V2338	a3c	Main Business City?	discrete	numeric	
V2339	a3	Size Of Locality	discrete	numeric	
V2340	a13	Supervisor Number	discrete	numeric	
V2341	a4b	Industry Screener Sector	contin	numeric	
V2342	a3a	Region Of The Establishment	discrete	numeric	
V2343	a6b	Screener Size	discrete	numeric	
V2344	a14d	Day	contin	numeric	
V2345	a14m	Month	discrete	numeric	
V2346	a14y	Year	discrete	numeric	
V2347	a14h	Hour	discrete	numeric	
V2348	a14min	Minutes	contin	numeric	
V2349	a12	Interviewer Number	contin	numeric	
V2350	a1a	Language Of The Interview	discrete	numeric	

ID	Name	Label	Type	Format	Question
V2351	a7	Establishment Is Part Of A Large Firm	discrete	numeric	
V2352	a7a	Number Of Establishments In The Firm	discrete	numeric	
V2353	a7b	Is This Establishment The Headquarters Location?	discrete	numeric	
V2354	a7c	Does This Headquarters Location Engage In Production Or Sales At This Location?	discrete	numeric	
V2355	a11	If Hq, Financial Statements Independent Of The Rest Of Establishment	discrete	numeric	
V2356	a9	Establishment'S Financial Statements Prepared Separately From Hq Statements	discrete	numeric	
V2357	b1	Legal Status Of The Firm	discrete	numeric	What is this firm's current legal status?
V2358	b1x	Other (Specify)	discrete	character	What is this firm's current legal status? Other
V2359	b3	What Percentage Of This Firm Does The Largest Owner(S) Own?	discrete	numeric	What percentage of this firm does the largest owner or owners own?
V2360	b2a	% Owned By Private Domestic Individuals, Companies Or Organizations	discrete	numeric	What percentage of this firm is owned by each of the following: Private domestic individuals, companies or organizations
V2361	b2b	% Owned By Private Foreign Individuals, Companies Or Organizations	discrete	numeric	What percentage of this firm is owned by each of the following: Private foreign individuals, companies or organizations
V2362	b2c	% Owned By Government/State	discrete	numeric	What percentage of this firm is owned by each of the following: Government/State
V2363	b2d	% Owned By Other	discrete	numeric	What percentage of this firm is owned by each of the following: Other
V2364	b4	Amongst The Owners Of The Firm, Are There Any Females?	discrete	numeric	Amongst the owners of the firm, are there any females?
V2365	b4a	% Of The Firm Owned By Females	discrete	numeric	What percentage of the firm is owned by females?
V2366	b5	Year Establishment Began Operations	discrete	numeric	In what year did this establishment begin operations?
V2367	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 (INTERVIEWER: include respondent when applicable)
V2368	b6a	Was Establishment Formally Registered When It Began Operations?	discrete	numeric	Was this establishment formally registered when it began operations?
V2369	b6b	In What Year Was This Establishment Formally Registered?	discrete	numeric	In what year was this establishment formally registered?
V2370	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?
V2371	b7a	Is The Top Manager Female?	discrete	numeric	Is the Top Manager female?

ID	Name	Label	Type	Format	Question
V2372	b8	Does Establishment Have An Internationally-Recognized Quality Certification?	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V2373	b8x	Specify The Internationally-Recognized Quality Certifications	discrete	character	Please specify the internationally-recognized quality certifications
V2374	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?
V2375	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?
V2376	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?
V2377	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?
V2378	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?
V2379	c8a	Average Duration Of Power Outages {Hours; Minutes}	discrete	numeric	How long did these power outages last on average? Hours
V2380	c8b	How Long Did These Power Outages Last On Average?	discrete	numeric	How long did these power outages last on average? Minutes
V2381	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.
V2382	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.
V2383	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?
V2384	c11	% Electricity From Generator Owned/Shared By The Establishment In Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's electricity came from a generator or generators that the establishment owned or shared?
V2385	LACc11a	Cost Per Kilowatt Hour (Kwh) Of Electricity From Private Or Shared Generator	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], what was the cost per kilowatt hour (KWh) of electricity obtained from a private or shared generator?
V2386	LACc10b	Establishment Used Electricity From Solar Panels	discrete	numeric	Over the course of fiscal year [insert last complete fiscal year], did this establishment use electricity from solar panels?
V2387	LACc11b	Cost Per Kilowatt Hour (Kwh) Of Electricity From Solar Panels	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], what was the cost per kilowatt hour (KWh) of electricity obtained from solar panels?

ID	Name	Label	Type	Format	Question
V2388	LACc11c	Cost Per Kilowatt Hour (Kwh) Of Electricity From Public Grid	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], what was the cost per kilowatt hour (KWh) of electricity obtained from the public grid?
V2389	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?
V2390	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?
V2391	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?
V2392	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?
V2393	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?
V2394	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?
V2395	c18	Percentage Water For Production From Public Sources	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from public sources?
V2396	LACc18a	Percentage Water For Production From Own Or Shared Well	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Your own well or shared well
V2397	LACc18b	Percentage Water For Production From Private Vendors	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Purchased from private vendors
V2398	LACc18c	Percentage Water For Production From Other	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's water supply, used in the production process, was from the following? Other
V2399	LACc19	Did This Establishment Experience Telecommunications Interruptions?	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment experience telecommunications interruptions?
V2400	LACc20	How Many Telecom Interruptions Experienced In A Typical Month?	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], how many telecommunications interruptions did this establishment experience?
V2401	LACc21a	How Long Did Telecom Interruptions Last, Hours?	discrete	numeric	How long did these telecommunications interruptions last on average? Hours

ID	Name	Label	Type	Format	Question
V2402	LACc21b	How Long Did Telecom Interruptions Last, Minutes?	discrete	numeric	How long did these telecommunications interruptions last on average? Minutes
V2403	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?
V2404	c22b	Establishment Has Its Own Website	discrete	numeric	At the present time, does this establishment use its own website?
V2405	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?
V2406	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?
V2407	d1a1a	Establishment'S Main Product/Service Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], what was this establishment's main activity and product, that is, the activity and product that represented the largest proportion of annual sales?
V2408	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?
V2409	d1a2	Main Product/Service ISIC (rev. 3.1) Code	contin	numeric	
V2410	d1a3	Main Product/Service: percent of total annual sales	discrete	numeric	
V2411	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 for ALL products and services?
V2412	d2x	Please Also Write Out The Number	discrete	character	In fiscal year [insert last complete fiscal year], what were this establishment's total annual sales for ALL products and services?
V2413	n3	What Were The Establishment Sales 3 Years Ago	discrete	numeric	Looking back at the end of fiscal year 2013, what were total annual sales for this establishment?
V2414	d3a	% Of Sales: National Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were: National sales
V2415	d3b	% O Sales: Indirect Exports	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were: Indirect exports (sold domestically to third party that exports products)
V2416	d3c	% Of Sales: Direct Exports	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were: Direct exports

ID	Name	Label	Type	Format	Question
V2417	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?
V2418	LACd4	Longest Number Of Days For Exported Goods Or Services To Clear Customs	discrete	numeric	In fiscal year [insert last complete fiscal year], when this establishment exported goods directly, what was the longest number of days it took 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?
V2419	d5a	In clearing exports through customs,informal gift/payment expected or requested?	discrete	numeric	In reference to when this establishment exported goods directly, in clearing these goods through customs was an informal gift or payment expected or requested?
V2420	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 percentage of the value of the products exported directly was lost while in transit because of theft?
V2421	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 percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage?
V2422	LACd7	Over Fiscal Year 2015, Use Export Facilitation Services Or Programs?	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment use export facilitation services or programs?
V2423	LACd8	Over next year, does this establishment expect volume of direct exports to:	discrete	numeric	Over the next year, does this establishment expect the volume of its direct exports to:
V2424	LACd9	By What Percentage Does Establishment Expect Volume Of Direct Exports To Change?	discrete	numeric	By what percentage does this establishment expect the volume of its direct exports to change?
V2425	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?
V2426	LACd10a	Obstacle: Insufficient Access To Finance	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. Insufficient access to finance
V2427	LACd10b	Obstacle: Insufficient Export Guarantees	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. Insufficient export guarantees

ID	Name	Label	Type	Format	Question
V2428	LACd10c	Obstacle: Limited Production Capacity To Meet International Demand	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. Limited production capacity to meet international demand
V2429	LACd10d	Obstacle: Lack Of Staff With Training In Foreign Trade	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. Lack of staff with training in foreign trade
V2430	LACd10e	Obstacle: High Transport Costs	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. High transport costs
V2431	LACd10f	Obstacle: Lack Of Appropriate Of Production Inputs	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. Lack of appropriate of production inputs
V2432	LACd10g	Obstacle: High Price Of Production Inputs	discrete	numeric	To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services. High price of production inputs
V2433	LACd11	Did Cafta Provisions Affect Establishment's Capacity To Export?	discrete	numeric	In fiscal year [insert last complete fiscal year], did the provisions under CAFTA directly affect this establishment's capacity to export its products or services?
V2434	LACd12	How Cafta Provisions Affected Capacity To Export	discrete	numeric	Please indicate how provisions under CAFTA affected this establishment's capacity to export its goods or services
V2435	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 percentage of the value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?
V2436	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 percentage of the value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?

ID	Name	Label	Type	Format	Question
V2437	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 material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were: Material inputs or supplies of domestic origin
V2438	d12b	% Of Material Inputs And Supplies Of Foreign Origin In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were: Material inputs or supplies of foreign origin
V2439	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?
V2440	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?
V2441	LACd15	Longest Number Of Days For Imported Inputs Or Supplies To Clear Customs	discrete	numeric	In fiscal year [insert last complete fiscal year], when this establishment imported material inputs or supplies, what is the longest number of days that it took from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?
V2442	d15a	In clearing imports through customs,informal gift/payment expected or requested?	discrete	numeric	In reference to when this establishment imported material inputs or supplies, in claiming these goods from customs was an informal gift or payment expected or requested?
V2443	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?
V2444	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?
V2445	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?
V2446	e2b	Competitors For The Main Product/Service In The Main Market	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?
V2447	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?

ID	Name	Label	Type	Format	Question
V2448	e11	Does This Establishment Compete Against Unregistered Or Informal Firms?	discrete	numeric	Does this establishment compete against unregistered or informal firms?
V2449	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?
V2450	h1	New Products/Services Introduced Over Last 3 Yrs	discrete	numeric	During the last three years, has this establishment introduced new or significantly improved products or services?
V2451	h2	New Products/Services Also New For Thr Establishment'S Main Market	discrete	numeric	Were any of the new or significantly improved products or services also new for the establishment's main market?
V2452	h3x	Describe in detail the main new or significantly improved product or service	discrete	character	Please describe in detail the main new or significantly improved product or service that this establishment introduced during the last three years. The main new or significantly improved product or service is the one that represented the largest proportion of this establishment's sales in value (not volume) during the last three years.
V2453	h4x	Describe how the main new/significantly improved product or service is different	discrete	character	Please describe in detail how the main new or significantly improved product or service is different than the most similar product or service, if any, previously produced by this establishment. IF THERE IS NOTHING SIMILAR WRITE "COMPLETELY NEW"
V2454	h5	During last 3 yrs, establishment introduced new/significantly improved process	discrete	numeric	During the last three years, has this establishment introduced any new or significantly improved process, that is: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes?
V2455	h6x	Describe main new/significantly improved process this establishment introduced	discrete	character	Please describe in detail the main new or significantly improved process that this establishment introduced during the last three years. The main innovative process is the innovative process that had the largest impact on the operations of the establishment during the last three years.
V2456	h7x	How the main new/significantly improved process is different	discrete	character	Please describe in detail how the main new or significantly improved process is different than the most similar process that is or was used by this establishment IF THERE IS NOTHING SIMILAR WRITE "COMPLETELY NEW"
V2457	h8	During Last Fiscal Year, establishment spent on R&D (excl market research)?	discrete	numeric	During last fiscal year, did this establishment spend on formal research and development activities, either in-house or contracted with other companies, excluding market research surveys?

ID	Name	Label	Type	Format	Question
V2458	h9	How much spent on R&D, either in-House or external?	discrete	numeric	During last fiscal year, how much did this establishment spend on formal research and development activities, either in-house or contracted with other companies?
V2459	f1	In Last Fy, What Was The Capacity Utilization (%) Of This Establishment?	discrete	numeric	In percentage terms, 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 the resources available, that is to say capacity utilization?
V2460	LACf1	Relative To Prior Fy, Did Productive Capacity Increase/Decrease/Stay The Same?	discrete	numeric	Relative to the prior fiscal year, that is [ ], please indicate if this establishment's productive capacity increased, decreased, or stayed the same?
V2461	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?
V2462	g6a	Percentage Of The Building Occupied: Owned By This Establishment	discrete	numeric	Of the buildings occupied by this establishment, what percentage is owned and what percentage is rented or leased? Owned by this establishment
V2463	g6b	Percentage Of The Building Occupied: Leased Or Rented By This Establishment	discrete	numeric	Of the buildings occupied by this establishment, what percentage is owned and what percentage is rented or leased? Rented or leased by this establishment
V2464	g6c	Percentage Of The Building Occupied: Other	discrete	numeric	Of the buildings occupied by this establishment, what percentage is owned and what percentage is rented or leased? Other
V2465	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
V2466	g1b	Percentage Of The Land Occupied: Rented Or Leased By This Establishment	discrete	numeric	Of the land occupied by this establishment, what percent is: Leased by this establishment
V2467	g1c	Percentage Of The Land Occupied: Other	discrete	numeric	Of the land occupied by this establishment, what percent is: Other
V2468	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?
V2469	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?
V2470	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?
V2471	g5a	What Is The Total Selling Area In This Establishment?	discrete	numeric	What is the total selling area of this establishment?
V2472	g5b	The Area Is Measured In:	discrete	numeric	What is the total selling area of this establishment? SPECIFY UNITS

ID	Name	Label	Type	Format	Question
V2473	g5bx	Specify Other Units (If Not Included Above) The Area Is Measured In	discrete	character	What is the total selling area of this establishment? SPECIFY UNITS Other
V2474	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?
V2475	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?
V2476	i2a	Percentage Of Total Annual Sales Paid For Security In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Percentage of total annual sales for security
V2477	i2b	In Last Fiscal Year, What Is The Total Annual Cost Of Security?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage 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
V2478	LACi3	Losses Due To Theft Or Robbery On Establishment's Premises?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft or robbery (excluding in transit) on this establishment's premises?
V2479	LACi4a	Est. Losses Due To Theft Or Robbery On Premises, Percentage Total Annual Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery (excluding in transit) that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Losses as percentage of total annual sales
V2480	LACi4b	Est. Losses Due To Theft Or Robbery On Premises, Total Value	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery (excluding in transit) 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
V2481	LACi5	Percentage Of Incidents Of Theft Or Robbery On Premises Reported To Authorities?	discrete	numeric	What percentage of these incidents of theft or robbery (excluding in transit) were reported to the authorities?
V2482	LACi6	Percentage Of Incidents Of Theft Or Robbery On Premises Resolved By Authorities?	discrete	numeric	What percentage of these incidents of theft or robbery (excluding in transit) were resolved by the authorities?
V2483	LACi7	Losses Due To Theft Or Robbery In Transit?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft or robbery in transit?
V2484	LACi8a	Est. Losses Due To Theft Or Robbery In Transit, Percentage Total Annual Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery in transit either as a percentage of total annual sales or as total annual losses? Losses as percentage of total annual sales

ID	Name	Label	Type	Format	Question
V2485	LACi8b	Est. Losses Due To Theft Or Robbery In Transit, Total Value	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery in transit either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V2486	LACi9	Percentage Of Incidents Of Theft Or Robbery In Transit Reported To Authorities?	discrete	numeric	What percentage of these incidents of theft or robbery in transit were reported to the authorities?
V2487	LACi10	Percentage Of Incidents Of Theft Or Robbery In Transit Resolved By Authorities?	discrete	numeric	What percentage of these incidents of theft or robbery in transit were resolved by the authorities?
V2488	LACi11	Losses Due To Arson Or Vandalism?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of vandalism or arson?
V2489	LACi12a	Est. Losses Due To Arson Or Vandalism, Percentage Total Annual Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of vandalism or arson either as a percentage of total annual sales or as total annual losses? Losses as percentage of total annual sales
V2490	LACi12b	Est. Losses Due To Arson Or Vandalism, Total Value	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of vandalism or arson either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V2491	LACi13	Percentage Of Incidents Of Arson Or Vandalism Reported To Authorities?	discrete	numeric	What percentage of these incidents of vandalism or arson were reported to the authorities?
V2492	LACi14	Percentage Of Incidents Of Arson Or Vandalism Resolved By Authorities?	discrete	numeric	What percentage of these incidents of vandalism or arson were resolved by the authorities?
V2493	LACi15	Losses Due To Internet Fraud Or Hacking?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of internet fraud or hacking?
V2494	LACi16a	Est. Losses Due To Internet Fraud Or Hacking, Percentage Total Annual Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of internet fraud or hacking either as a percentage of total annual sales or as total annual losses? Losses as percentage of total annual sales
V2495	LACi16b	Est. Losses Due To Internet Fraud Or Hacking, Total Value	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of internet fraud or hacking either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V2496	LACi17	Percentage Of Incidents Of Internet Fraud Or Hacking Reported To Authorities?	discrete	numeric	What percentage of these incidents of internet fraud or hacking were reported to the authorities?
V2497	LACi18	Percentage Of Incidents Of Internet Fraud Or Hacking Resolved By Authorities?	discrete	numeric	What percentage of these incidents of internet fraud or hacking were resolved by the authorities?
V2498	LACi19	Losses Due To Extortion Or Payments To Gangs?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of extortion or payments to gangs?

ID	Name	Label	Type	Format	Question
V2499	LACi20a	Losses Due To Extortion Or Payments To Gangs, Percentage Total Annual Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of extortion or payments to gangs either as a percentage of total annual sales or as total annual losses? Losses as percentage of total annual sales
V2500	LACi20b	Est. Losses Due To Extortion Or Payments To Gangs, Total Value	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of extortion or payments to gangs either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V2501	LACi21	Share Of Incidents Of Extortion Or Payments To Gangs Reported To Authorities?	discrete	numeric	What percentage of these incidents of extortion or payments to gangs were reported to the authorities?
V2502	LACi22	Share Of Incidents Of Extortion Or Payments To Gangs Resolved By Authorities?	discrete	numeric	What percentage of these incidents of extortion or payments to gangs were resolved by the authorities?
V2503	LACi23	Losses Due To Absenteeism Due To Crime?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of worker absenteeism due to violence?
V2504	LACi24a	Est. Losses Due To Absenteeism Due To Crime, Percentage Total Annual Sales	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of worker absenteeism due to violence either as a percentage of total annual sales or as total annual losses? Losses as percentage of total annual sales
V2505	LACi24b	Est. Losses Due To Absenteeism Due To Crime, Total Value	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of worker absenteeism due to violence either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V2506	LACi25	Percentage Of Incidents Of Absenteeism Due To Crime Reported To Authorities?	discrete	numeric	What percentage of these incidents of worker absenteeism due to violence were reported to the authorities?
V2507	LACi26	Percentage Of Incidents Of Absenteeism Due To Crime Resolved By Authorities?	discrete	numeric	What percentage of these incidents of worker absenteeism due to violence were resolved by the authorities?
V2508	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?
V2509	k1c	In Last Fy, % Of Material Inputs Or Services Paid For After Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for after delivery?
V2510	k2c	In Last Fy, % Of Total Annual Sales Paid For After Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales of its goods or services were: Paid for after delivery?

ID	Name	Label	Type	Format	Question
V2511	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
V2512	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)
V2513	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
V2514	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
V2515	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.)
V2516	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?
V2517	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)
V2518	LACn5	Any Of These Purchases Spent On Upgrading Existing Or Acquiring New Technology?	discrete	numeric	Were any of these purchases spent on upgrading existing machinery, vehicles, and equipment or acquiring new technology?
V2519	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
V2520	k5a	Last Fy, % Fixed Assets Funded By: Internal Funds/Retained Earnings	discrete	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Internal funds or retained earnings

ID	Name	Label	Type	Format	Question
V2521	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
V2522	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)
V2523	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
V2524	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
V2525	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, etc)
V2526	k4b	Purchase any new/used fixed assets?	discrete	numeric	In fiscal year [insert last complete fiscal year minus one], did this establishment purchase any new or used fixed assets, such as machinery, vehicles, equipment, land or buildings, including expansion and renovations of existing structures?
V2527	k5a1	Fixed Assets - Value Internal Funds Or 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
V2528	k5i1	Fixed Assets - Value Owners' Contribution Or Issued New Equity Shares	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
V2529	k5bc1	Fixed Assets - Value Borrowed From Banks	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
V2530	k5e1	Fixed Assets - Value Borrowed From 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
V2531	k5f1	Fixed Assets - Value Purchases On 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
V2532	k5hdj1	Fixed Assets - Value Other	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.
V2533	n5c	Total annual expenditure for purchases of equipment in year prior to last FY	discrete	numeric	In fiscal year [insert last complete fiscal year minus one], how much did this establishment spend on purchases of: New or used machinery, vehicles, and equipment
V2534	n5d	Total annual expenditure on land and buildings in year prior to last FY	discrete	numeric	In fiscal year [insert last complete fiscal year minus one], how much did this establishment spend on purchases of: Land and buildings, including expansion and renovations of existing structures
V2535	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?
V2536	k7	At This Time, Does This Establishment Have An Overdraft Facility?	discrete	numeric	At this time, does this establishment have an overdraft facility?
V2537	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?
V2538	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?
V2539	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?
V2540	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?
V2541	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?
V2542	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

ID	Name	Label	Type	Format	Question
V2543	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
V2544	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
V2545	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.)
V2546	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
V2547	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?
V2548	k15b	Total Number Of Outstanding Loans/Lines Of Credit Held By This Establishment	discrete	numeric	What is the total number of open lines of credit or outstanding loans held by this establishment?
V2549	k15c	Total Value Of Outstanding Loans/Lines Of Credit Held By This Establishment (Lcu)	discrete	numeric	What is the total value of open lines of credit or outstanding loans held by this establishment?
V2550	k15d	Outstanding Personal Loans Used To Finance Establishment'S Business Activities?	discrete	numeric	At this time, does the owner or owners of this establishment have any outstanding personal loans that are used to finance this establishment's business activities?
V2551	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?
V2552	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?
V2553	k20a1	What was the outcome of that most recent application for loan/line of credit?	discrete	numeric	Referring only to this most recent application for a line of credit or loan, what was the outcome of that application?
V2554	LACK20	For Most Recent Application, What Was The Main Obstacle?	discrete	numeric	At the time of this most recent application for a line of credit or loan, please indicate which, if any, of the following was the main obstacle?
V2555	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?
V2556	k30	How Much Of An Obstacle: Access To Finance	discrete	numeric	Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

ID	Name	Label	Type	Format	Question
V2557	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."
V2558	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 or sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms]
V2559	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?
V2560	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?
V2561	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?
V2562	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?
V2563	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?
V2564	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 percentage 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? Percentage of total annual sales paid as informal payment
V2565	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 percentage 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

ID	Name	Label	Type	Format	Question
V2566	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?
V2567	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?
V2568	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?
V2569	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?
V2570	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?
V2571	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?
V2572	LACj15	Over Last 2 Yrs, Submitted An Application For A Municipal Permit?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain a municipal permit?
V2573	LACj16	How Many Days Did It Take To Obtain Municipal Permit?	discrete	numeric	Approximately how many days did it take to obtain this municipal permit from the day of the application to the day it was granted?
V2574	LACj17	In Ref To Munic. Permit Application, Informal Gift/Payment Expected Or Requested?	discrete	numeric	In reference to that application for municipal permit, was an informal gift or payment expected or requested?
V2575	LACj18	Over Last 2 Yrs, Submitted An Application For A Environmental Permit?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an environmental permit?
V2576	LACj19	How Many Days Did It Take To Obtain Environmental Permit?	discrete	numeric	Approximately how many days did it take to obtain this environmental permit from the day of the application to the day it was granted?
V2577	LACj20	On Environ. Permit, Informal Gift/Payment Expected Or Requested?	discrete	numeric	In reference to that application for environmental permit, was an informal gift or payment expected or requested?
V2578	LACj21	Last 2 Yrs, Any Law Directly Affecting Establishment's Industry Been Enacted?	discrete	numeric	Over the last two years, has any law directly affecting this establishment's industry been enacted?
V2579	LACj22	Referring To These Laws, Was Establishment Or Firm Consulted?	discrete	numeric	In reference to these laws, was this establishment or firm involved in a consultation process?
V2580	LACj23	Involved In Any Organized Effort To Influence Creation/Implementation?	discrete	numeric	Was this establishment or firm involved in any organized effort to influence the creation or implementation of these laws?
V2581	LACj24	Please Indicate The Main Means Through Which This Effort Was Organized:	discrete	numeric	Please indicate the main means through which this effort was organized:

ID	Name	Label	Type	Format	Question
V2582	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
V2583	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
V2584	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
V2585	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
V2586	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
V2587	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
V2588	LACj31a	How Much Of An Obstacle: Municipalities	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? Municipalities
V2589	SLVj31b	How Much Of An Obstacle: Anda	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? ANDA

ID	Name	Label	Type	Format	Question
V2590	LACj31c	How Much Of An Obstacle: Dirección General De Impuestos Internos	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? Direccin General de Impuestos Internos
V2591	SLVj31d	How Much Of An Obstacle: Marn	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? MARN
V2592	SLVj31e	How Much Of An Obstacle: Minec €" Datco	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? MINEC - DATCO (Direccin de Administracin de Tratados Comerciales)
V2593	LACj31f	How Much Of An Obstacle: Ministerio De Trabajo	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? Ministerio de Trabajo
V2594	LACj31g	How Much Of An Obstacle: Ministerio De Obras Públicas	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? Ministerio de Obras Pblicas
V2595	SLVj31h	How Much Of An Obstacle: Mined	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? MINED
V2596	SLVj31i	How Much Of An Obstacle: Siget	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? SIGET
V2597	SLVj31j	How Much Of An Obstacle: Pnc	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? PNC
V2598	SLVj31k	How Much Of An Obstacle: Proesa	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? PROESA
V2599	LACj31l	How Much Of An Obstacle: Ministerio De Salud (Minsal)	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? Ministerio de Salud (MINSAL)
V2600	SLVj31m	How Much Of An Obstacle: Mag	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? MAG

ID	Name	Label	Type	Format	Question
V2601	SLVj31n	How Much Of An Obstacle: Opamss	discrete	numeric	Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment? OPAMSS (Oficina de Planificacin del rea Metropolitana de San Salvador)
V2602	I1	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 individuals worked in this establishment? Please include all employees and managers. INTERVIEWER: include interviewee if applicable.
V2603	I2	Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago	discrete	numeric	Three fiscal years ago, at the end of fiscal year 2007, how many permanent, full-time individuals work in this establishment? Please include all employees and managers (INTERVIEWER: include interviewee if applicable).
V2604	I3a	Num. Full-Time Employees At End Of Last Fiscal Yr: Production Workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals were: Production workers
V2605	I3b	Num. Full-Time Employees At End Of Last Fiscal Yr: Non-Production Workers	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals were: Non-production workers [e.g., managers, administration, sales]
V2606	I4a1	Num. of permanent, full-time highly skilled production workers, last FY	discrete	numeric	
V2607	I4a2	Num. of permanent, full-time semi skilled production workers, last FY	discrete	numeric	
V2608	I4b	Num. of permanent, full-time unskilled production workers, last FY	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals were: Unskilled production workers
V2609	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 individuals working in this establishment in the following categories were female? Female permanent full-time production workers
V2610	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 individuals working in this establishment in the following categories were female? Female permanent full-time non-production workers
V2611	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 individuals were female?
V2612	I6	Num. Full-Time Temporary Employees At End Of Last Fiscal Yr	discrete	numeric	How many full-time temporary employees did this establishment employ in fiscal year [insert last complete fiscal year]?

ID	Name	Label	Type	Format	Question
V2613	I6a	Female Temporary, Full-Time Workers Employed Throughout Last Fiscal Yr	discrete	numeric	How many full-time seasonal or temporary employees employed during [insert last complete fiscal year] were female?
V2614	I8	Avg. Length Of Employment Of All Full-Time Temporary Employees In Last Fiscal Yr	discrete	numeric	What was the average length of employment of all full-time temporary employees throughout fiscal year [insert last complete fiscal year]?
V2615	I9b	% Of Full Time Workers Completed High School	discrete	numeric	What is the percentage of full time permanent workers who completed secondary school?
V2616	I9b_c	Number Of Full-Time Permanent Workers Completed Secondary School?	discrete	numeric	What is the percentage of full-time permanent workers who completed secondary school? Number
V2617	LACI9	Share Of Full-Time Permanent Workers Who Completed University Or A Higher Degree	discrete	numeric	What is the percentage of full-time permanent workers who completed university or a higher degree? Percent
V2618	LACI9_c	Number Of Full-Time Perm. Workers Completed University Or A Higher Degree?	discrete	numeric	What is the percentage of full-time permanent workers who completed university or a higher degree? Number
V2619	I10	Formal Training Programs For Permanent, Full-Time Employees In Last Fiscal Yr	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment have formal training programs for its permanent, full-time employees?
V2620	LACI11	Over Fiscal Year 2015, Please Indicate Which Type Of Training Was Offered	discrete	numeric	Over fiscal year [insert last complete fiscal year], please indicate which type of training was offered by this establishment.
V2621	SLVI11	Please Indicate With Which Institution This External Training Was Conducted	discrete	numeric	Please indicate with which institution this external training was conducted
V2622	I11a	% Permanent Full-Time Production Employees Received Formal Training In Last Ffy	discrete	numeric	Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training? Production full-time permanent employees trained Percent
V2623	I11a1	Training Programs Amount: Production Full-Time Permanent Employees Trained	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? Production full-time permanent employees trained Number
V2624	I11b	% 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 percentage of permanent, full-time employees of the following categories received formal training? Non-production full-time permanent employees trained Percent
V2625	I11b1	Training Programs Amount:Non-Production Full-Time Permanent Employees Trained	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? Non-production full-time permanent employees trained Number

ID	Name	Label	Type	Format	Question
V2626	LACI12a	Degree Of Diff. To Employees With: Interpersonal/Communication Skills	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
V2627	LACI12b	Degree Of Diff. To Employees With: Work Ethic/Commitment	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
V2628	LACI12c	Degree Of Diff. To Employees With: Writing Skills	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
V2629	LACI12d	Degree Of Diff. To Employees With: English Language Skills	discrete	numeric	Over the last two years, using this card, please indicate the degree of difficulty in finding employees that have the following skills: English language skills
V2630	LACI12e	Degree Of Diff. To Employees With: Computer/General It Skills	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 skills or general IT skill
V2631	LACI12f	Degree Of Diff. To Employees With: Tech. Skills (Other Than Computers)	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 computers, vocational, or job-specific skills
V2632	LACI13	Coming Year, Expect To: Increase/Decrease/Maintain Num Perm Employees	discrete	numeric	Referring to the external training programs partially or fully funded by the government, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]?
V2633	LACI14	Change In Number Of Perm Employees Over Coming Yr.	discrete	numeric	Please indicate the change in the number of permanent, full-time employees over the coming year:
V2634	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?
V2635	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?
V2636	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
V2637	n2a	Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year	discrete	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: Total annual cost of labor including wages, salaries, bonuses, social security payments

ID	Name	Label	Type	Format	Question
V2638	n2e	Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year	discrete	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: Total annual cost of raw materials and intermediate goods used in production
V2639	n2b	Total Annual Costs Of Electricity In Last Fiscal Year	discrete	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: Total annual costs of electricity
V2640	n2i	Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr	discrete	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: Total annual cost of finished goods and materials purchased to resell
V2641	n2p	Total Cost Of Sales in Last FY	discrete	numeric	
V2642	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
V2643	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
V2644	a15a1ax	Main Respondent Position In The Firm	discrete	character	
V2645	a15a2a	Main Respondent Years Working In The Firm:	contin	numeric	
V2646	a15a3	Main Respondent'S Gender	discrete	numeric	
V2647	a15a1bx	Second Respondent Position In The Firm	discrete	character	
V2648	a15a2b	Second Respondent Years Working In The Firm:	contin	numeric	
V2649	a15b3	Second Respondent'S Gender	discrete	numeric	
V2650	a15a1cx	Third Respondent Position In The Firm	discrete	character	
V2651	a15a2c	Third Respondent Years Working In The Firm:	contin	numeric	
V2652	a15c3	Third Respondent'S Gender	discrete	numeric	
V2653	a15d	Day	contin	numeric	Time face-to-face interview ends:
V2654	a15m	Month	discrete	numeric	Time face-to-face interview ends:
V2655	a15y	Year	discrete	numeric	Time face-to-face interview ends:
V2656	a15h	Hour	discrete	numeric	Time face-to-face interview ends:
V2657	a15min	Minutes	contin	numeric	Time face-to-face interview ends:
V2658	a16	Perception Of The Questions Regarding Opinions And Perceptions	discrete	numeric	
V2659	a17	Responses To The Questions About Figures Are€	discrete	numeric	The responses to the questions regarding figures (productivity and employment numbers):

ID	Name	Label	Type	Format	Question
V2660	a18	This Questionnaire Was Completed In:	discrete	numeric	This questionnaire was completed in:
V2661	a19h	If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Hours	discrete	numeric	If option 2 or 3 in A.18, estimate duration of the whole interview
V2662	a19m	If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Minutes	contin	numeric	If option 2 or 3 in A.18, estimate duration of the whole interview
V2663	stratificationregioncode	stratification region code	discrete	numeric	
V2664	stratificationsizecode	stratification size code	discrete	numeric	
V2665	stratificationsectorcode	stratification sector code	discrete	numeric	
V2666	stratificationpanelcode	panel code	discrete	numeric	
V2667	wstrict	Weight according to strict eligibility	contin	numeric	
V2668	wmedian	Weight according to median eligibility	contin	numeric	
V2669	wweak	Weight according to weak eligibility	contin	numeric	
V2670	strata	see notes	contin	numeric	
V2671	idstd2010	WEB STD FIRMID	contin	numeric	
V2672	V348	Industry Sampling Sector	discrete	numeric	
V2673	a8	Type Of Establishment	discrete	numeric	Type of establishment HQ without production and/or sales in this location HQ with production and/or sales in this location Establishment physically separated from HQ and other establishments of the same firm Establishment physically separated from HQ but with other establishments of the same firm
V2674	a10	Establishment's Financial Statements Separate from Other Establishments	discrete	numeric	
V2675	a11a	How Many Establishments Are Included In The Financial Statements?	discrete	numeric	
V2676	a13a	a13a. Does this firm belong to the panel 2006? (it was interviewed in the previo	discrete	numeric	
V2677	a13b	a13b. Does this firm belong to the panel 2003? (it was interviewed in the previo	discrete	numeric	
V2678	JRb1	Are you the founder or one of the founders of this establishment?	discrete	numeric	Are you the founder or one of the founders of this establishment?
V2679	JRb2	Prior to starting this establishment's business, what was your previous oc	discrete	numeric	Prior to starting this establishment's business, what was your previous occupation?
V2680	JRb3	When you left prior establishment , No. of full-time employees of establishment	discrete	numeric	When you left the prior establishment, how many full-time employees did the establishment have?
V2681	JRb4	Was your prior establishment formally registered?	discrete	numeric	Was your prior establishment formally registered?
V2682	JRb5	Establishment started due to lack of better employment opportunities	discrete	numeric	Did you start this establishment's business due to lack of better employment opportunities?

ID	Name	Label	Type	Format	Question
V2683	JRb6	which best describes the idea that motivated this establishment's business?	discrete	numeric	Choosing from the following list, which best describes the idea that motivated this establishment's business?
V2684	JRb7	No. of full-time employees at start-up that were family members of the founder	discrete	numeric	How many full-time employees at start-up were family members of the founder?
V2685	JRb8	Most important factor that motivated decision to register	discrete	numeric	By looking at the card, please indicate which of the following is the most important factor that motivated your decision to register
V2686	c19	Application To Obtain A Telephone Connection Submitted Over The Last 2 Years	discrete	numeric	Over the last two years, did this establishment submit an application to obtain a telephone connection?
V2687	c20	How Many Days Did It Take For You To Receive A Telephone Connection?	discrete	numeric	In reference to that application for a telephone connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?
V2688	c21	When You Applied For A Tele. Connection Was An Informal/payment Gift Requested?	discrete	numeric	In reference to that application for a telephone connection, was an informal gift or payment expected or requested?
V2689	c23	Does The Firm Have A High-Speed Internet Connection On Its Premises?	discrete	numeric	Does this establishment have a high-speed Internet connection on its premises?
V2690	c24b	Internet Connection To: make Purchases For This Establishment?	discrete	numeric	Is this establishment's Internet connection used to: Make purchases for this establishment
V2691	c24c	Internet Connection To: Deliver Services To Your Clients?	discrete	numeric	Is this establishment's Internet connection used to: Deliver services to this establishment's clients
V2692	c24d	Internet Connection To: Do Research/Develop Ideas On New Products & Services?	discrete	numeric	Is this establishment's Internet connection used to: Do research and develop ideas on new products and services
V2693	c28	Cell phones used in operations of the establishment	discrete	numeric	Do concerns about the security of Internet connections or authentication of parties in a transaction affect the volume and/or nature of purchases that this establishment makes over the Internet?
V2694	c29	Financing Source For The Cell Phones Used For Operation Of The Establishment	discrete	numeric	The majority of cell phones used for the operations of the establishment are?
V2695	JRd2	In fiscal year 2009, % of establishment's total annual sales paid in cash?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales were paid in cash?
V2696	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?
V2697	d17	Avg. days of inventory of main sales item kept by establishment	discrete	numeric	At the present time, when this establishment receives its main sales item, on average, how many days of inventory measured in days of sales, does this establishment keep?

ID	Name	Label	Type	Format	Question
V2698	LACe2	FY09, % of sales new/significantly improved products (introduced last 3 yrs)?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's sales was accounted for new or significantly improved products (goods or services) introduced in the last three years?
V2699	LACe5	Last 3 yrs: new/significantly improved processes also new to your industry?	discrete	numeric	Over the last three years, did this establishment introduce any new or significantly improved processes for producing or supplying products (goods or services) which were also new to your industry?
V2700	LACe9	Last 3 yrs: cooperate on innovation w/other enterprises/science&tech institutions	discrete	numeric	Over the last three years, did this establishment co-operate on any of its innovation activities with other enterprises or science and technology institutions?
V2701	LACe10	Last 3 yrs: receive any public support for innovation-related activities?	discrete	numeric	Over the last three years, did this establishment receive any public support (financial or other types of assistance) for innovation-related activities?
V2702	e7a	Does The Establishment Have Any Patents Abroad?	discrete	numeric	Does this establishment have any patents registered abroad?
V2703	e7b	Does The Establishment Have Any Patents Registered In (Insert Name Of Country)?	discrete	numeric	Does this establishment have any patents registered in (insert name of country)?
V2704	LACe8a	FY09 establishment spent on purchases of licenses to use intellectual property?	discrete	numeric	In fiscal year [last fiscal year], did this establishment spend on purchases of licenses to use intellectual property such as patents, trademarks, industrial designs, copyrights or specialized consultancy services?
V2705	LACe8b	FY09, how much spent on purchases of licenses to use intellectual property?	discrete	numeric	In fiscal year [last fiscal year], how much did this establishment spend on purchases of licenses to use intellectual property such as patents, trademarks, industrial designs, copyrights or specialized consultancy services?
V2706	LACe8c	Last 3 yrs: filed for patent/trademark/copyright for product/process innovations	discrete	numeric	Over the last three years, has this establishment apply or file for any patent, trademark, industrial design or copyright registration related with its products or process innovations?
V2707	JRe12	Compete against registered firms selling goods/services w/o records or receipt?	discrete	numeric	Does this establishment compete against registered firms selling goods or services without records or receipt?
V2708	JRe13	Compete against registered firms hiring workers without formal contracts?	discrete	numeric	Does this establishment compete against registered firms hiring workers without formal contracts?
V2709	g7	Acquired Additional Land Or Buildings To Expand Operations In The Last 3 Years?	discrete	numeric	In the last three years, has this establishment acquired or attempted to acquire additional land or buildings to expand operations?
V2710	g8a	In last 3 yrs, Has This Establishment Been Successful In Acquiring Land ?	discrete	numeric	In the last three years, has this establishment been successful in acquiring land or new premises?
V2711	i3	Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year	discrete	numeric	In fiscal year 2005, did this establishment experience losses as a result of theft, robbery, vandalism or arson?

ID	Name	Label	Type	Format	Question
V2712	i4a	Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales)	discrete	numeric	In fiscal year 2005, 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
V2713	i4b	Value Of Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr	discrete	numeric	In fiscal year 2005, 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
V2714	k1a	In last FY, % Of Material Inputs Or Services Paid For Before Delivery	discrete	numeric	In fiscal year 2005, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for before the delivery?
V2715	k1b	In last FY, % Of Material Inputs Or Services Paid For On Delivery	discrete	numeric	In fiscal year 2005, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for on delivery?
V2716	k2a	In last FY, % Of Total Annual Sales Paid For Before Delivery	discrete	numeric	In fiscal year 2005, what percent of this establishment's total annual sales of its goods or services were: Paid for before the delivery?
V2717	k2b	In last FY, % Of Total Annual Sales Paid For on Delivery	discrete	numeric	In fiscal year 2005, what percent of this establishment's total annual sales of its goods or services were: Paid for on delivery?
V2718	LACk4a	FY09 % of purch. of machinery/vehicles/equip used for product&process innovation	discrete	numeric	In fiscal year [last fiscal year], what percent of this establishment's purchases of machinery, vehicles, and equipment was made for product and process innovation?
V2719	LACp1	Last 3 yrs: services to improve qlty control/training to obtain qlty certifactn	discrete	numeric	Over the last three years, did this establishment use any services or programs to improve quality control or training to obtain quality certification?
V2720	LACp2	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V2721	LACp3	Next 3yrs:foresee using services improving qlty control/training for qlty certif	discrete	numeric	In the next three years, this establishment envisages to use any services or programs to improve quality control or training to obtain quality certification?
V2722	LACp4	Last 3 yrs: use any services to make bus. alliances w/other suppliers/clients?	discrete	numeric	Over the last three years, did this establishment use any services or programs to make business alliances with other suppliers or clients?
V2723	LACp5	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V2724	LACp6	Next 3yrs foresee using services to make bus alliances w/other suppliers/clients	discrete	numeric	In the next three years, this establishment envisages to use any services or programs to make business alliances with other suppliers or clients?
V2725	LACp7	Last 3 yrs: did this establishment use any services to support innovation?	discrete	numeric	Over the last three years, did this establishment use any services or programs to support innovation?

ID	Name	Label	Type	Format	Question
V2726	LACp8	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V2727	LACp9	Next 3 yrs: foresee using any services to support innovation?	discrete	numeric	In the next three years, this establishment envisages to use any services or programs to support innovation?
V2728	LACp10	Last 3 yrs: did this establishment use any services to promote exports?	discrete	numeric	Over the last three years, did this establishment use any services or programs to promote exports?
V2729	LACp11	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V2730	LACp12	Next 3 yrs: foresee using any services or programs to promote exports?	discrete	numeric	In the next three years, this establishment envisages to use any services or programs to promote exports?
V2731	LACp13	Last 3 yrs: use programs/tech assist/training on IT/mgmt/acnting/other	discrete	numeric	Over the last three years, did this establishment use any programs, technical assistance or training on information technology, management, accounting or other functions as marketing, logistics etc
V2732	LACp14	How were these programs financed?	discrete	numeric	How were these programs financed?
V2733	LACp15	Next 3yrs:foresee using programs/tech assist/training on IT/mgmt/acnting/other	discrete	numeric	In the next three years, this establishment envisages to use any programs, technical assistance or training on information technology, management, accounting or other functions as marketing, logistics etc.?
V2734	LACp16a	Impact of services used in last 3 yrs: Increased no. of goods/services offered	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Increased number of goods or services offered by this establishment
V2735	LACp16b	Impact of services used in last 3 yrs: Opened new foreign markets	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Opened new foreign markets
V2736	LACp16c	Impact of services used in last 3 yrs: Increased sales in domestic market	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Increased sales in domestic market
V2737	LACp16d	Impact of services used in last 3 yrs: Improved quality of goods or services	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Improved quality of goods or services
V2738	LACp16e	Impact of services used in last 3 yrs: Reduced unit production costs	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Reduced unit production costs
V2739	LACp16f	Impact of services used in last 3 yrs: Reduced energy consumption	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Reduced energy consumption (electricity, gas, etc)

ID	Name	Label	Type	Format	Question
V2740	LACp16g	Impact of services used in last 3 yrs: Obtained quality or export certification	discrete	numeric	Have any of the programs and services used in the last three years by this establishment had any of the following impacts? Obtained quality certification or export certification
V2741	I4a	Num. Full-time Employees At End Of Last Fiscal Yr: Skilled Production Workers	discrete	numeric	At the present time, how many permanent, full-time employees were: Skilled production workers
V2742	I9a	Average Years Of Education For Typical Production Worker	discrete	numeric	What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?
V2743	LACI9c	% of full time permanent workers w/at least a bachelor degree at end of FY09	discrete	numeric	What is the percentage of full time permanent workers who has at least a bachelor degree at the end of fiscal year 2009?
V2744	LACI10a	Does this establishment currently have any unfilled vacancies?	discrete	numeric	Does this establishment currently have any unfilled vacancies?
V2745	LACI10b	How many unfilled vacancies does this establishment currently have?	discrete	numeric	How many unfilled vacancies does this establishment currently have?
V2746	LACI10c	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?
V2747	LACI10d	Most difficult skill to find when filling vacancies	discrete	numeric	Please estimate which of the two is the most difficult skill to find when filling vacancies?
V2748	LACI10e	Next 12 months: no. of unfilled vacancies this establishment expects to have?	discrete	numeric	Throughout the next 12 months, how many unfilled vacancies does this establishment expect to have?
V2749	LACI12	FY09 Training programs: offered ext. training partially/fully funded by govt	discrete	numeric	Referring to the training programs run over fiscal year [insert last complete fiscal year], did this establishment offered any external training partially or fully funded by the government?
V2750	V426	FY09 Training programs partially/fully funded by govt: av. hours spent in FY09	discrete	numeric	
V2751	V427	FY09 Training prgrms: offered ext. training partially/fully funded by establishmnt	discrete	numeric	
V2752	LACI15	FY09 Training programs partially/fully funded by establishmnt: av. hrs spent in FY09	discrete	numeric	Referring to the external training programs partially or fully funded by this establishment, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]?
V2753	LACI16	FY09 Training Programs: any internal training programs offered?	discrete	numeric	Referring to the training programs run over fiscal year [insert last complete fiscal year], did this establishment offered any internal training programs?
V2754	LACI17	FY09 internal training programs: av. hrs spent in FY09	discrete	numeric	Referring to the internal training program, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]?
V2755	LACI18	Main reason why this establishment did not run any training programs in FY09	discrete	numeric	What was the main reason why this establishment did not run any training programs during fiscal year [insert last complete fiscal year]?

ID	Name	Label	Type	Format	Question
V2756	LACI19	Estimate which of the following categories requires the most to be trained?	discrete	numeric	Please estimate which of the following categories requires the most to be trained?
V2757	LACI20	Last 3 yrs: received any public support for training-related activities?	discrete	numeric	Over the last three years, did this establishment receive any public support (financial or other types of assistance) for training-related activities?
V2758	m1d	Rotation Order	discrete	numeric	You have indicated that several obstacles affect the operation of this establishment. Here is a card with the obstacles I mentioned throughout the interview (HAND RESPONDENT CARD LISTING ALL FACTORS). Please tell me the three that you think are currently the biggest problem, beginning with the worst of all three.
V2759	n2f	Total Annual Costs Of Fuel In Last Fiscal Year	discrete	numeric	For fiscal year 2005, please provide the following information about this establishment: Total annual costs of fuel
V2760	n2j	Other Cost Of Production	discrete	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: Other cost of production not included above
V2761	n6b	Net Book Value Of Land And Buildings In Last Fiscal Year	discrete	numeric	At the end of fiscal year 2005, what was the net book value, that is the value of assets after depreciation, of the following: Land and buildings
V2762	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
V2763	PC1a	PC1a. INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B5 IN 2006 AND 20	discrete	numeric	
V2764	PC1b	PC1b. INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B6.b IN 2006 AND	discrete	numeric	
V2765	idPANEL2003	ID number: PANEL 2003	contin	numeric	
V2766	idPANEL2006		contin	numeric	
V2767	V443	sampling strata	contin	numeric	
V2768	id	Unique identification code per country	discrete	numeric	
V2769	a3x	City/ Town	discrete	character	
V2770	V446	Interviewer code	contin	numeric	
V2771	V447	Supervisor code:	contin	numeric	
V2772	V448	It is my perception that the questions regarding opinions and perceptions are	discrete	numeric	
V2773	Lb6a1	Borrowed from private commercial banks	contin	numeric	What proportion of the investment needed to start the establishment was financed from each of the following sources?

ID	Name	Label	Type	Format	Question
V2774	Lb6a2	Borrowed from state-owned banks and/or government agency	contin	numeric	What proportion of the investment needed to start the establishment was financed from each of the following sources?
V2775	Lb6b	Did this establishment formally register when it begun operations?	discrete	numeric	Did this establishment formally register when it started operations?
V2776	Lb6c	When did this establishment formally register?	contin	numeric	When did this establishment formally register?
V2777	c24a	Is the Internet connection used to: Communicate with clients and suppliers	discrete	numeric	Is this establishment's Internet connection used to: Communicate with clients and suppliers
V2778	c25	Did this establishment experience unavailability of Internet connection?	discrete	numeric	Over fiscal year 2005, did this establishment experience unavailability of Internet connection?
V2779	c26	How many times have you experienced unavailability of Internet connection?	contin	numeric	In a typical month, over fiscal year [insert last complete fiscal year], how many times has this establishment experienced unavailability of Internet connection?
V2780	c27	On average how long did the unavailability of an Internet connection last?	contin	numeric	In a typical month, over fiscal year 2005, on average how long did the unavailability of an Internet connection last?
V2781	d1b1x	Second main product: second largest proportion of annual sales: Description	discrete	character	In fiscal year 2005, what were this establishment's two main products represented by the largest proportion of annual sales?
V2782	d1b2	Second main product: second largest proportion of annual sales: Code	contin	numeric	In fiscal year 2005, what were this establishment's two main products represented by the largest proportion of annual sales?
V2783	d1b3	Second main product: largest proportion of annual sales: % of total revenue	contin	numeric	In fiscal year 2005, what were this establishment's two main products represented by the largest proportion of annual sales?
V2784	d5	Longest number of days to clear customs when exporting directly	contin	numeric	In fiscal year 2005, when this establishment exported goods directly, what was the average number of days that it took from the time this establishment's goods arrived to their main point of exit (e.g., port, airport) until the time these goods cleared customs? And what was the longest number of days?
V2785	Ld8	Percent of subcontracted sales to other companies or persons	contin	numeric	For fiscal year 2005, domestic and foreign, what percent of this establishment's sales was subcontracted to other firms or individuals?
V2786	d9	Who was the principal buyer for this establishment's output?	discrete	numeric	In fiscal year 2005, the main buyer of your output was?
V2787	Ld11	Percent of material inputs and/or supplies purchased to small companies	contin	numeric	In fiscal year 2005, what percent of this establishment's material inputs and supplies was purchased from small firms (less than 50 workers)?

ID	Name	Label	Type	Format	Question
V2788	d15	Longest number of days to clear customs when importing	contin	numeric	In fiscal year 2005, when this establishment imported goods, what was the average number of days that it took from the time goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs? And what was the longest time?
V2789	c1	Use its own transport to make shipments to its customers?	discrete	numeric	In fiscal year 2005, did this establishment use its own transport to make shipments to its customers?
V2790	c2	Percent shipped with own transport	contin	numeric	In fiscal year 2005, what percent, in terms of annual revenue, of shipments to its customers were transported by this establishment's own transport?
V2791	Lt3	Did this establishment transport the main product using third party providers?	discrete	numeric	In fiscal year 2005, did this establishment transport the main product to the primary destination using third party providers?
V2792	Lt4ax	Main destination of main product: city	discrete	character	In fiscal year 2005, what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product)
V2793	Lt4bx	Main destination of main product: country	discrete	character	In fiscal year 2005, what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product)
V2794	Lt4c	The country of destination is different to the establishment's country	discrete	numeric	
V2795	Lt5x	What is the name of the main point of exit of the main product?	discrete	character	What is the name of the point of exit for the last shipment of the main product?
V2796	Lt6	Type of transport used to ship the main product to the main destination	discrete	numeric	For the last shipment of the main product to the primary destination, what was the mode of transportation used to deliver the establishment's main product to the mentioned primary destination? Terrestrial: cars, trucks, etc. Terrestrial: Train Air Transport by river Transport by ocean Combination of mentioned options
V2797	Lt6x	Others	discrete	character	For the last shipment of the main product to the primary destination, what was the mode of transportation used to deliver the establishment's main product to the mentioned primary destination? Other
V2798	Lt7a	Size of the last shipment of main product	contin	numeric	For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)?
V2799	Lt7b	Unit of measurement for the Size of the last shipment of main product	discrete	numeric	
V2800	Lt7bx	Others	discrete	character	
V2801	Lt8	Cost of last main product shipment to main destination	contin	numeric	What was the transportation cost for the last shipment of the establishment's main product to its primary destination?

ID	Name	Label	Type	Format	Question
V2802	Lt9	Value of last main product shipment to main destination	contin	numeric	What was the total value of the last shipment of the establishment's main product to its primary destination?
V2803	Lt10	What is included in this value?	discrete	numeric	What's included in that value?
V2804	Lt11	Time of transport of main product to main destination	contin	numeric	For the last shipment, how long did it take to transport the last shipment of the establishment's main product to its primary destination, from the time the product left the establishment until it was delivered to the client?
V2805	e3	Change of sales of the main product	discrete	numeric	Comparing the last month to the first month of the fiscal year 2005 have monthly sales of this establishment's main product increased, remained the same, or decreased?
V2806	e4	Change of prices of the main product	discrete	numeric	Comparing the last month to the first month of the fiscal year 2005 have prices of this establishment's main product increased, remained the same, or decreased?
V2807	e5a	How important it is the pressure from domestic competitors on production costs	discrete	numeric	How important or unimportant are the following factors on production costs of existing products? Pressure from domestic competitors
V2808	e5b	How important it is the pressure from foreign competitors on production costs	discrete	numeric	How important or unimportant are the following factors on production costs of existing products? Pressure from foreign competitors
V2809	e7	Introduce new or significantly improved products or services?	discrete	numeric	During the last three years, did this establishment introduce onto the market any new or significantly improved products?
V2810	e8	Introduced any new or significantly improved production processes?	discrete	numeric	During the last three fiscal years, has this establishment introduced any new or significantly improved production processes including methods of supplying services and ways of delivering products?
V2811	Le8a	Invested in R&D, within the establishment or through a third party?	discrete	numeric	In fiscal year 2005, did this establishment spend on research and development activities, within the establishment or other companies contracted?
V2812	Le8b	Investment in R&D within the establishment	contin	numeric	In fiscal year 2005, how much did this establishment spend on research and development activities performed within this establishment?
V2813	Le8c	Investment in R&D contracting a third party	contin	numeric	In fiscal year 2005, how much did this establishment spend on research and development activities performed within this establishment? And, how much in activities with other companies contracted?
V2814	e9a	Pressure from domestic competitors over prices of existing products?	discrete	numeric	For this establishment, how important are each of the following influences over prices of existing products?
V2815	e9b	Pressure from foreign competitors over prices of existing products?	discrete	numeric	For this establishment, how important are each of the following influences over prices of existing products?

ID	Name	Label	Type	Format	Question
V2816	e10a	Pressure from domestic competitors in presenting new lines of products?	discrete	numeric	How important or unimportant are each of the following influences on this establishment in presenting new lines of products?
V2817	e10b	Pressure from foreign competitors in presenting new lines of products?	discrete	numeric	How important or unimportant are each of the following influences on this establishment in presenting new lines of products?
V2818	g8	Has this establishment been unsuccessful in acquiring land or new premises?	discrete	numeric	In the last three years, has this establishment been unsuccessful in acquiring land or new premises?
V2819	g30b	Degree of obstacle for current operations: zoning restrictions	discrete	numeric	Is Zoning restrictions No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V2820	Lg30b	Degree of obstacle for current operations: environment restrictions	discrete	numeric	Please tell me if you think that environmental regulations is No Obstacle, a Minor Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.
V2821	V497	Did this establishment have a dispute with clients over payments?	discrete	numeric	
V2822	V498	In reference to the payment dispute, was the court system used to resolve it?	discrete	numeric	
V2823	h3	In reference to the payment dispute, was a court judgment made?	discrete	numeric	In reference to this payment dispute where the court system was used to resolve it, was a court judgment made?
V2824	h4	Weeks for courts to reach judgment	contin	numeric	In reference to the most recent resolved dispute for which the court system was used and a court judgment was made, how many weeks did it take the courts to come to judgment on this dispute? Calculate time to reach a judgment from the day the establishment first took court action until the moment a judgment was made.
V2825	V501	Was decision of the court enforced?	discrete	numeric	
V2826	h6	Weeks for court enforcement to take place	contin	numeric	In reference to the most recent resolved dispute for which a legal proceeding was initiated, a court judgment was made, and judgment was enforced, how many weeks did the enforcement (execution) of the court judgment take (from the moment of the issuance of the court decision until the moment payment was resolved)?
V2827	h7b	Agreement with: The court system is Quick	discrete	numeric	Please tell me if you agree, according to the scale of the card. Sentences are about how the court system handles business disputes between private parties, including matters of payment for goods or services, liability, and property right enforcement, but not labor disputes. The court system is quick

ID	Name	Label	Type	Format	Question
V2828	h7c	Agreement with: The court system is Affordable	discrete	numeric	Please tell me if you agree, according to the scale of the card. Sentences are about how the court system handles business disputes between private parties, including matters of payment for goods or services, liability, and property right enforcement, but not labor disputes. The court system is affordable.
V2829	h7d	Agreement with: The court system is Able to enforce its decisions	discrete	numeric	Please tell me if you agree, according to the scale of the card. Sentences are about how the court system handles business disputes between private parties, including matters of payment for goods or services, liability, and property right enforcement, but not labor disputes. The court system is able to enforce its decisions.
V2830	Li4	Did the establishment employees' absenteeism increase due to crime?	discrete	numeric	For fiscal year 2005, has this establishment experienced increases in worker absenteeism as a result of crime and insecurity (for example, workers unwilling to work the night shift, or workers unable to work as a result of having been victims of crimes, etc.)?
V2831	j1a	Agree: gov.officials' interpretation of laws/reg consistent & predictable	discrete	numeric	I am going to read some statements that describe business-government relations. For each statement, please tell me if you agree or disagree, according to this scale. "Government officials' interpretations of the laws and regulations affecting this establishment are consistent and predictable."
V2832	j1b	Agreement with: It is common to pay informal payments/gifts to get things done	discrete	numeric	I am going to read some statements that describe business-government relations. For each statement, please tell me if you agree or disagree, according to this scale. "It is common for establishments in this line of business to have to pay informal payments/gifts to get things done with regard to customs, taxes, licenses, and regulations, etc."
V2833	j1c	Ageement with: Establishments know in advance size of informal payment/gift	discrete	numeric	I am going to read some statements that describe business-government relations. For each statement, please tell me if you agree or disagree, according to this scale. "Establishments in this line of business know in advance about how much this informal payment/gift is to get things done."
V2834	j8	Percent of total annual sales reported for tax purposes	contin	numeric	Recognizing the difficulties many business establishments face in fully complying with taxes and regulations, what percent of total annual sales would you estimate the typical firm in this establishment's line of business declares for tax purposes?
V2835	j9	Percent of total workforce reported for tax purposes	contin	numeric	Recognizing the difficulties that many business establishments face in fully complying with labor regulations, what percent of total workforce would you estimate the typical firm in your line of business declares for tax purposes?

ID	Name	Label	Type	Format	Question
V2836	j30d	Degree of obstacle for the current operation: macroeconomic instability	discrete	numeric	What is the level of obstacle of the next items to the functioning of this establishment? Macroeconomic instability
V2837	k3b	Proportion of working capital financed from private commercial banks	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from private commercial banks
V2838	k3c	% of working capital financed: state-owned banks and/or government agency	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from state-owned banks and/or government agency
V2839	k3d	Proportion of working capital financed from family/friends	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from family/friends
V2840	k3g	Proportion of working capital financed from informal sources	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from informal sources (e.g., moneylenders)
V2841	k3h	Proportion of working capital financed from other sources	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Other
V2842	k5j	Proportion of purchases of fixed assets financed from directly placed debt	discrete	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? Issued new debt (including commercial paper and debentures)
V2843	k5b	Proportion of purchases of fixed assets financed from private commercial banks	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? Borrowed from private commercial banks
V2844	k5c	% of purchases of fixed assets financed:state-owned banks and/or gov.agency	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? Borrowed from state-owned banks and/or government agency
V2845	k5d	Proportion of purchases of fixed assets financed from family/friends	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? Borrowed from family/friends
V2846	k5g	Proportion of purchases of fixed assets financed from informal sources	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? Borrowed from informal sources (e.g., moneylenders)

ID	Name	Label	Type	Format	Question
V2847	k5h	Proportion of purchases of fixed assets financed from other sources	contin	numeric	Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? Other
V2848	k12	Term to maturity of the most recent outstanding loan or line of credit	contin	numeric	Referring only to this most recent line of credit or loan, how much time (in months) was this establishment granted to pay off the loan or line of credit when it was received?
V2849	k15	Value of collateral as % of most recent outstanding loan?	contin	numeric	Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required as a percentage of the value of the loan or line of credit?
V2850	k18	How many times did this establishment apply for loans or lines of credit?	contin	numeric	In fiscal year 2005, how many times did this establishment apply for new loans or new lines of credit?
V2851	k19	How many of those loan or line of credit applications were rejected?	discrete	numeric	How many of those loan or line of credit applications were rejected?
V2852	k20	What was the reason given for the last rejection?	discrete	numeric	In fiscal year 2005 what was the reason given for the last loan or line of credit rejection?
V2853	l7	Percentage of full-time seasonal/temporary females	contin	numeric	In fiscal year 2005, what percentage of all full-time seasonal or temporary employees were female?
V2854	l9	Average educational attainment of a typical production worker? (global scale)	discrete	numeric	What is the average educational attainment of a typical production worker employed in this establishment?
V2855	l12	Percentage of workforce unionized	contin	numeric	At the present time, what percent of this establishment's workforce is unionized?
V2856	l13	Did labour regulations affect decisions of hiring or firing permanent workers?	discrete	numeric	Over fiscal year 2005, as decisions about hiring or firing permanent workers were being considered, did labor regulations affect those decisions in a significant way?
V2857	l14a	Number of permanent workers that this establishment would have hired	contin	numeric	In fiscal year 2005, would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations?
V2858	l14b	Number of permanent workers that this establishment would have fired	contin	numeric	In fiscal year 2005, would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations?
V2859	L14a	Most important obstacle of labor regulation to hire employees?	discrete	numeric	Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment?
V2860	L14ax	Other aspect	discrete	character	Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment? Other (specify)

ID	Name	Label	Type	Format	Question
V2861	m1b	Second ranked obstacle to the current operations of this establishment	discrete	numeric	You have indicated that several obstacles affect the operation of this establishment. Here is a card with the obstacles I mentioned throughout the interview (HAND RESPONDENT CARD LISTING ALL FACTORS). Please tell me the three that you think are currently the biggest problem, beginning with the worst of all three.
V2862	m1c	Third ranked obstacle to the current operations of this establishment	discrete	numeric	You have indicated that several obstacles affect the operation of this establishment. Here is a card with the obstacles I mentioned throughout the interview (HAND RESPONDENT CARD LISTING ALL FACTORS). Please tell me the three that you think are currently the biggest problem, beginning with the worst of all three.
V2863	n1a	Percent of this establishment's total annual sales from: Manufacturing	contin	numeric	In fiscal year 2005, what percent of this establishment's total annual sales came from the following activities:
V2864	n1b	Percent of this establishment's total annual sales from: Services	contin	numeric	In fiscal year 2005, what percent of this establishment's total annual sales came from the following activities:
V2865	n1c	Percent of this establishment's total annual sales from: Other	contin	numeric	In fiscal year 2005, what percent of this establishment's total annual sales came from the following activities:
V2866	n2c	Total annual costs of communications services	contin	numeric	For fiscal year 2005, please provide the following information about this establishment: Total annual costs of communications services
V2867	n2g	Total annual costs of transport for goods (not including fuel)	contin	numeric	For fiscal year 2005, please provide the following information about this establishment: Total annual costs of transport for goods (not including fuel)
V2868	n2h	Total annual costs of water	contin	numeric	For fiscal year 2005, please provide the following information about this establishment: Total annual costs of water
V2869	n2d	Total annual cost of rental of land/buildings, equipment, furniture	contin	numeric	For fiscal year 2005, please provide the following information about this establishment: Total annual cost of rental of land/buildings, equipment, furniture
V2870	n4a	Average monthly compensation (Production worker)	contin	numeric	In fiscal year 2005, what was the approximate average monthly compensation, including benefits when applicable, for a full-time production employee?
V2871	n4b	Average monthly compensation (Non-production worker)	contin	numeric	Approximately, in fiscal year 2005, what was the average monthly compensation, including benefits when applicable, for each type of full-time worker? Non-production worker (for example, administrative)
V2872	V548	Annual expenditure on purchases of Information technology	contin	numeric	

ID	Name	Label	Type	Format	Question
V2873	Ln7a	Hypothetical cost to purchase its own land and buildings	contin	numeric	If this establishment had to hypothetically purchase its own land and buildings, and machinery and equipment in use now, as they are in their current condition, how much would it cost to purchase each of the following? Machinery and equipment (including vehicles)
V2874	Ln7b	Hypothetical cost to purchase its own machinery vehicles and equipment in use	contin	numeric	If this establishment had to hypothetically purchase its own land and buildings, and machinery and equipment in use now, as they are in their current condition, how much would it cost to purchase each of the following? Land and buildings
V2875	region_sample	Region from sample frame	discrete	numeric	
V2876	size_sample	Size from sample frame	discrete	numeric	
V2877	V553	Country	discrete	character	
V2878	ind_sample	Industry from sample frame	contin	numeric	
V2879	isic	Classification ISIC sample frame	discrete	character	
V2880	V556	Strata unique identifier	discrete	numeric	
V2881	idstd_2003	Unique panel identification code from 2003	contin	numeric	
V2882	a14	Time beginning of interview Central America format	discrete	character	
V2883	Le8d1	Establishment received assist.from export promotion programs in last 3 years	discrete	numeric	In the last three year, has this establishment received assistance from any of the following public or private programs? Export promotion
V2884	Le8d2	Establishment received assist.from training programs in last 3 years	discrete	numeric	In the last three year, has this establishment received assistance from any of the following public or private programs? Training programs
V2885	Le8d3	Establishment received assis.from technology update programs in last 3 years	discrete	numeric	In the last three year, has this establishment received assistance from any of the following public or private programs? Technology update
V2886	Le8d4	Establishment received assist.from bussines development services in last 3 years	discrete	numeric	In the last three year, has this establishment received assistance from any of the following public or private programs? Business development services
V2887	I9_centroamerica	Average educational attainment of a typical production worker? Central America's	discrete	numeric	What is the average educational attainment of a typical production worker employed in this establishment?
V2888	a15	Time end of interview Central America format	discrete	character	
V2889	a19	Estimated interview duration when in several appointments	contin	numeric	
V2890	id2006		contin	numeric	
V2891	id2010	ID number of 2010 survey	contin	numeric	
V2892	id2016	ID number of 2016 survey	contin	numeric	



## WEB STD FIRMID (idstd)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 6	Minimum: 155001
Decimals: 0	Maximum: 606393
Range: 155001-606393	

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## ID that is the same across the waves for panel firms (panelid)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 6	Minimum: 155001
Decimals: 0	Maximum: 606393
Range: 155001-606393	

## Year of survey (year)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: 2006-2016	

## Panel: Firm interviewed in these years (panel)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-6	

## Eligibility of 2010 firm in 2016 (eligibility2016)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 360
Format: character	
Width: 127	

## ELIGIBILITY of 2006 firm (eligibility2010)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 693

Format: character

Width: 127

## Questionnaire (a0)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 1772

Format: numeric

Invalid: 0

Width: 1

Decimals: 0

Range: 1-3

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Country Code (a1)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 1079

Format: numeric

Invalid: 693

Width: 2

Decimals: 0

Range: 12-12

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Industry Sampling Sector (a4a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 719

Format: numeric

Invalid: 1053

Width: 1

Decimals: 0

Range: 1-6

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Sampling Size (a6a)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Sampling Size (a6a)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1772  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Sampling Region (a2)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1079  
Invalid: 693

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Official Capital City? (a3b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

## Main Business City? (a3c)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Main Business City? (a3c)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 719  
Invalid: 1053

## Size Of Locality (a3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1079  
Invalid: 693

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Supervisor Number (a13)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0  
Range: 4-8

Valid cases: 719  
Invalid: 1053

## Industry Screener Sector (a4b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-72

Valid cases: 1772  
Invalid: 0  
Minimum: 1  
Maximum: 72

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Region Of The Establishment (a3a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1079  
Invalid: 693

## Region Of The Establishment (a3a)

File: ElSalvador\_2006\_2010\_2016

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Screeners Size (a6b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 0-3	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Day (a14d)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	Minimum: 1
Decimals: 0	Maximum: 31
Range: 1-31	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Month (a14m)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	
Decimals: 0	
Range: 1-12	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Year (a14y)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 4	
Decimals: 0	
Range: 2010-2016	

## Year (a14y)

File: ElSalvador\_2006\_2010\_2016

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Hour (a14h)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	
Decimals: 0	
Range: 2-18	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Minutes (a14min)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	Minimum: 0
Decimals: 0	Maximum: 59
Range: 0-59	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Interviewer Number (a12)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	Minimum: 1
Decimals: 0	Maximum: 27
Range: 1-27	

## Language Of The Interview (a1a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 1	
Decimals: 0	
Range: 1-1	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-2	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Number Of Establishments In The Firm (a7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 322
Format: numeric	Invalid: 1450
Width: 3	
Decimals: 0	
Range: -9-340	

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Is This Establishment The Headquarters Location? (a7b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 202
Format: numeric	Invalid: 1570
Width: 1	
Decimals: 0	
Range: 1-2	

## Does This Headquarters Location Engage In Production Or Sales At This Location? (a7c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 202
Format: numeric	Invalid: 1570
Width: 1	
Decimals: 0	
Range: 1-2	

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 922  
Invalid: 850

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Establishment'S Financial Statements Prepared Separately From Hq Statements (a9)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 906  
Invalid: 866

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## Legal Status Of The Firm (b1)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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 business environment in [insert country name]. The information gathered here will help the World Bank and the Inter-American Development Bank 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: ElSalvador\_2006\_2010\_2016

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. When other is chosen, the actual form of legal status must be specified in writing by the enumerator on the survey instrument. Please write down the full legal status or type i.e. PLC., Ltd., etc into b1x.

This variable should be codified after field work is finished to make sure that "other" does not include establishments that can be included in forms 1-5.

## Other (Specify) (b1x)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete

Valid cases: 125

Format: character

Width: 161

#### Literal question

What is this firm's current legal status? Other

#### Interviewer instructions

## Other (Specify) (b1x)

File: ElSalvador\_2006\_2010\_2016

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. When other is chosen, the actual form of legal status must be specified in writing by the enumerator on the survey instrument. Please write down the full legal status or type i.e. PLC., Ltd., etc into b1x.

This variable should be codified after field work is finished to make sure that "other" does not include establishments that can be included in forms 1-5.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1713  
Invalid: 59

### Literal question

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

## % Owned By Private Domestic Individuals, Companies Or Organizations (b2a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

## % Owned By Private Domestic Individuals, Companies Or Organizations (b2a)

File: ElSalvador\_2006\_2010\_2016

### Interviewer instructions

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 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.

## % Owned By Private Foreign Individuals, Companies Or Organizations (b2b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 3	
Decimals: 0	
Range: -9-100	

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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 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.

## % Owned By Government/State (b2c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-90	

### Pre question

SHOW CARD

### Literal question

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

### Post question

IF 100% end interview

### Interviewer instructions

## % Owned By Government/State (b2c)

File: ElSalvador\_2006\_2010\_2016

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 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.

## % Owned By Other (b2d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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 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.

## Amongst The Owners Of The Firm, Are There Any Females? (b4)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Literal question

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

## % Of The Firm Owned By Females (b4a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 264  
Invalid: 1508

### Literal question

What percentage of the firm is owned by females?

### Interviewer instructions

## % Of The Firm Owned By Females (b4a)

File: ElSalvador\_2006\_2010\_2016

INTERVIEWER: PLEASE NOTE WHEN b1 IS 3 (SOLE PROPRIETORSHIP) and b4 is 1 (FIRM HAS A FEMALE OWNER), WRITE 100% FOR QUESTION b4a.

## Year Establishment Began Operations (b5)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: -9-2015	

### 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.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 4	
Decimals: 0	
Range: -9-4000	

### Literal question

How many full-time employees did this establishment employ when it started operations? Please include all employees and managers (INTERVIEWER: include respondent when applicable)

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1772  
Invalid: 0

### Literal question

Was this establishment formally registered when it began operations?

### Interviewer instructions

Registering refers to registration with [to be defined on a country by country basis, choosing the most imp. for registration for tax purposes]. The question is designed to be answered as is without explanation of "registration". If and only if the respondent asks what formal registration means explain that it's when the establishment registered with: XXXXXXXX as defined in the brackets above.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1231  
Invalid: 541

### Literal question

In what year was this establishment formally registered?

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Literal question

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

### Interviewer instructions

The question refers to years of Top Manager's (defined as in B.7a) managerial experience in the sector that the establishment presently operates.

## Is The Top Manager Female? (b7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Is The Top Manager Female? (b7a)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1079  
Invalid: 693

### Literal question

Is the Top Manager female?

### Interviewer instructions

Top Manager refers to the highest ranking manager or CEO of the establishment. This person may be the owner if he/she works as the Manager of the firm.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Literal question

Does this establishment have an internationally-recognized quality certification?

### 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.

## Specify The Internationally-Recognized Quality Certifications (b8x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 77

Valid cases: 92

### Literal question

Please specify the internationally-recognized quality certifications

## Application To Obtain An Electrical Connection Submitted Over The Last 2 Years (c3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

## Application To Obtain An Electrical Connection Submitted Over The Last 2 Years (c3)

File: ElSalvador\_2006\_2010\_2016

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING.

Now, we turn to the establishment's operations in fiscal year [insert last complete fiscal year].

### Literal question

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

### Post question

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

### Interviewer instructions

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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-240

Valid cases: 410  
Invalid: 1362

### 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?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 410  
Invalid: 1362

### Literal question

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

### Interviewer instructions

Sensitive question, no clarification can be offered

## Over Last Fy, Did This Establishment Experience Power Outages? (c6)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Over Last Fy, Did This Establishment Experience Power Outages? (c6)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1772  
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 then GO TO QUESTION C.10

### Interviewer instructions

A power outage occurs when there is equipment malfunction from the failure of adequate supply of power. Brownouts 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-182

Valid cases: 1044  
Invalid: 728

### 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

If power outages are seasonal the interviewer should ask the respondent to calculate the number of outages on a typical month, neither from months in which outages are most frequent nor from months where outages are most infrequent. The concept of 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.

## Average Duration Of Power Outages {Hours; Minutes} (c8a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 779  
Invalid: 993

### Literal question

How long did these power outages last on average?  
Hours

## How Long Did These Power Outages Last On Average? (c8b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 272  
Invalid: 1500

### Literal question

How long did these power outages last on average?  
Minutes

## In Last Fy, Losses As % Of Annual Sales Due To Power Outages (c9a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 602  
Invalid: 1170

### Literal question

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

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

### Interviewer instructions

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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-283000

Valid cases: 240  
Invalid: 1532

### Literal question

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

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

### Interviewer instructions

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: ElSalvador\_2006\_2010\_2016

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1516
Format: numeric	Invalid: 256
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

### Post question

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 318
Format: numeric	Invalid: 1454
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

## Cost Per Kilowatt Hour (Kwh) Of Electricity From Private Or Shared Generator (LACc11a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 108
Format: numeric	Invalid: 1664
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], what was the cost per kilowatt hour (KWh) of electricity obtained from a private or shared generator?

## Establishment Used Electricity From Solar Panels (LACc10b)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Establishment Used Electricity From Solar Panels (LACc10b)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 719  
Invalid: 1053

### Literal question

Over the course of fiscal year [insert last complete fiscal year], did this establishment use electricity from solar panels?

## Cost Per Kilowatt Hour (Kwh) Of Electricity From Solar Panels (LACc11b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 11  
Invalid: 1761

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], what was the cost per kilowatt hour (KWh) of electricity obtained from solar panels?

## Cost Per Kilowatt Hour (Kwh) Of Electricity From Public Grid (LACc11c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-96

Valid cases: 719  
Invalid: 1053

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], what was the cost per kilowatt hour (KWh) of electricity obtained from the public grid?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1516  
Invalid: 256

### Literal question

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

### Post question

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

File: ElSalvador\_2006\_2010\_2016

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 101  
Invalid: 1671

### 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?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 101  
Invalid: 1671

### Literal question

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

### Interviewer instructions

Sensitive question, no clarification can be offered

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 967  
Invalid: 805

### 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.18

### Interviewer instructions

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

File: ElSalvador\_2006\_2010\_2016

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 252  
Invalid: 1520

### 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 0, GO TO QUESTION C.18

### 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 not to make the calculation from months when water insufficiencies are rare or from months when water insufficiencies are extreme. 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 183  
Invalid: 1589

### Literal question

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

### Interviewer instructions

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

## Percentage Water For Production From Public Sources (c18)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Percentage Water For Production From Public Sources (c18)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 929  
Invalid: 843

### Literal question

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

### Interviewer instructions

Percent of water from public sources. Percent of water used in production that is obtained from government-owned utility services.

## Percentage Water For Production From Own Or Shared Well (LACc18a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 367  
Invalid: 1405

### Literal question

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

Your own well or shared well

## Percentage Water For Production From Private Vendors (LACc18b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 367  
Invalid: 1405

### Literal question

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

Purchased from private vendors

## Percentage Water For Production From Other (LACc18c)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 367  
Invalid: 1405

### Literal question

## Percentage Water For Production From Other (LACc18c)

File: ElSalvador\_2006\_2010\_2016

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

Other

## Did This Establishment Experience Telecommunications Interruptions? (LACc19)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment experience telecommunications interruptions?

## How Many Telecom Interruptions Experienced In A Typical Month? (LACc20)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 184  
Invalid: 1588

### Literal question

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

## How Long Did Telecom Interruptions Last, Hours? (LACc21a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 160  
Invalid: 1612

### Literal question

How long did these telecommunications interruptions last on average? Hours

## How Long Did Telecom Interruptions Last, Minutes? (LACc21b)

File: ElSalvador\_2006\_2010\_2016

### Overview

## How Long Did Telecom Interruptions Last, Minutes? (LACc21b)

### File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 160  
 Invalid: 1612

#### Literal question

How long did these telecommunications interruptions last on average? Minutes

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

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 1772  
 Invalid: 0

#### Literal question

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

## Establishment Has Its Own Website (c22b)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 1772  
 Invalid: 0

#### Literal question

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

#### Interviewer instructions

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: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 1772  
 Invalid: 0

#### 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?

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

File: ElSalvador\_2006\_2010\_2016

### Interviewer instructions

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1203  
Invalid: 569

### 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

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

## Establishment'S Main Product/Service Last Fiscal Yr (d1a1a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### 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 activity and product, that is, the activity and product that represented the largest proportion of annual sales?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 161

Valid cases: 1516

### Literal question

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

File: ElSalvador\_2006\_2010\_2016

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?

### Interviewer instructions

Establishment's main product. The purpose of this question is to determine what is the main product of the establishment in terms of sales (or monetary value). 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.

## Main Product/Service ISIC (rev. 3.1) Code (d1a2)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 1516
Format: numeric	Invalid: 256
Width: 4	Minimum: -7
Decimals: 0	Maximum: 7230
Range: -7-7230	

### Interviewer instructions

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

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

## Main Product/Service: percent of total annual sales (d1a3)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1516
Format: numeric	Invalid: 256
Width: 3	
Decimals: 0	
Range: -9-100	

### Interviewer instructions

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

What percentage of total sales does the main product represent?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 9	
Decimals: 0	
Range: -9-600000000	

### Literal question

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

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

File: ElSalvador\_2006\_2010\_2016

### Interviewer instructions

INTERVIEWER: PLEASE NOTE THAT THE NEXT QUESTION REFERS TO THE TOTAL SALES OF ALL PRODUCTS AND SERVICES

## Please Also Write Out The Number (d2x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 587

Format: character

Width: 98

### 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

INTERVIEWER: PLEASE NOTE THAT THE NEXT QUESTION REFERS TO THE TOTAL SALES OF ALL PRODUCTS AND SERVICES

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

## What Were The Establishment Sales 3 Years Ago (n3)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 1771

Format: numeric

Invalid: 1

Width: 10

Decimals: 0

Range: -9-4200000000

### Literal question

Looking back at the end of fiscal year 2013, 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 to sell, total sales is the value of all blue jeans sold, both produced and imported. Revenue or receipts for all services rendered and any sales of merchandise for the year even though payment may have been received at a later date are included in total sales. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

## % Of Sales: National Sales (d3a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 1772

Format: numeric

Invalid: 0

Width: 3

Decimals: 0

Range: -9-100

### Literal question

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

## % Of Sales: National Sales (d3a)

### File: ElSalvador\_2006\_2010\_2016

#### Interviewer instructions

INTERVIEWER: these must be asked in the order they appear on the table

SHOW CARD

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.

## % O Sales: Indirect Exports (d3b)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 1772  
Invalid: 0

#### Literal question

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

#### Interviewer instructions

INTERVIEWER: these must be asked in the order they appear on the table

SHOW CARD

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.

## % Of Sales: Direct Exports (d3c)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 1772  
Invalid: 0

#### Literal question

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

#### Interviewer instructions

## % Of Sales: Direct Exports (d3c)

### File: ElSalvador\_2006\_2010\_2016

INTERVIEWER: these must be asked in the order they appear on the table

#### SHOW CARD

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.

## In Last Fy, Avg. Num. Of Days For Exported Goods To Clear Customs? (d4)

File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 425  
Invalid: 1347

#### 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

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 custom 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.

## Longest Number Of Days For Exported Goods Or Services To Clear Customs (LACd4)

File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 130  
Invalid: 1642

#### Literal question

In fiscal year [insert last complete fiscal year], when this establishment exported goods directly, what was the longest number of days it took 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?

## In clearing exports through customs, informal gift/payment expected or requested? (d5a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 130
Format: numeric	Invalid: 1642
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In reference to when this establishment exported goods directly, in clearing these goods through customs was an informal gift or payment expected or requested?

## In Last Fy, Export Losses Due To Theft As % Of Value Of Products (d6)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 425
Format: numeric	Invalid: 1347
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

Theft, breakage or spoilage for direct export. The purpose of this question is to determine the extent of losses that stem from theft, breakage or spoilage as goods are transported for export, independently of whether the cost is borne by the establishment or a third party that is hired to transport the goods. Value of the products exported refers to the value paid when goods are delivered to the receiver. Theft refers to robbery that occurred outside the premises of the establishment. Breakage refers to the inoperability or usability of the good. A broken good is inoperable or unusable in its current state.

## In Last Fy, Export Losses Due To Breakage Or Spoilage As % Of Value Of Products (d7)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 425
Format: numeric	Invalid: 1347
Width: 2	
Decimals: 0	
Range: -9-30	

### Literal question

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

### Interviewer instructions

Theft, breakage or spoilage for direct export. The purpose of this question is to determine the extent of losses that stem from theft, breakage or spoilage as goods are transported for export, independently of whether the cost is borne by the establishment or a third party that is hired to transport the goods. Value of the products exported refers to the value paid when goods are delivered to the receiver. Theft refers to robbery that occurred outside the premises of the establishment. Breakage refers to the inoperability or usability of the good. A broken good is inoperable or unusable in its current state.

## Over Fiscal Year 2015, Use Export Facilitation Services Or Programs? (LACd7)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 151  
Invalid: 1621

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment use export facilitation services or programs?

## Over next year, does this establishment expect volume of direct exports to: (LACd8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 151  
Invalid: 1621

### Literal question

Over the next year, does this establishment expect the volume of its direct exports to:

### Interviewer instructions

INTERVIEWER: READ OUT

## By What Percentage Does Establishment Expect Volume Of Direct Exports To Change? (LACd9)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 99  
Invalid: 1673

### Literal question

By what percentage does this establishment expect the volume of its direct exports to change?

### Interviewer instructions

INTERVIEWER: READ OUT

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 572  
Invalid: 1200

### Literal question

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

## Obstacle: Insufficient Access To Finance (LACd10a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
Insufficient access to finance

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Obstacle: Insufficient Export Guarantees (LACd10b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
Insufficient export guarantees

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Obstacle: Limited Production Capacity To Meet International Demand (LACd10c)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Obstacle: Limited Production Capacity To Meet International Demand (LACd10c)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 405  
Invalid: 1367

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
Limited production capacity to meet international demand

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Obstacle: Lack Of Staff With Training In Foreign Trade (LACd10d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
Lack of staff with training in foreign trade

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Obstacle: High Transport Costs (LACd10e)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
High transport costs

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Obstacle: Lack Of Appropriate Of Production Inputs (LACd10f)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Obstacle: Lack Of Appropriate Of Production Inputs (LACd10f)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 405  
Invalid: 1367

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
Lack of appropriate of production inputs

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Obstacle: High Price Of Production Inputs (LACd10g)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 405  
Invalid: 1367

### Literal question

To what degree is each of the following issues an obstacle for this establishment's capacity to export its products or services. Please answer regardless of whether this establishment currently exports its goods or services.  
High price of production inputs

### Interviewer instructions

INTERVIEWER: READ OUT SHOW CARD 6

## Did Cafta Provisions Affect Establishment's Capacity To Export? (LACd11)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

In fiscal year [insert last complete fiscal year], did the provisions under CAFTA directly affect this establishment's capacity to export its products or services?

## How Cafta Provisions Affected Capacity To Export (LACd12)

File: ElSalvador\_2006\_2010\_2016

### Overview

## How Cafta Provisions Affected Capacity To Export (LACd12)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 27  
Invalid: 1745

### Literal question

Please indicate how provisions under CAFTA affected this establishment's capacity to export its goods or services

## In Last Fy, % Of Value Of Products Lost In Transit Due To Theft (d10)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1281  
Invalid: 491

### Literal question

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

### Interviewer instructions

"No internal shipments to supply domestic markets" applies only when direct exports represent 100% of the establishment's sales.

## In Last Fy, % Of Value Of Products Lost In Transit Due To Breakage Or Spoilage? (d11)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1259  
Invalid: 513

### Literal question

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

### Interviewer instructions

"No internal shipments to supply domestic markets" applies only when direct exports represent 100% of the establishment's sales.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1281  
Invalid: 491

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1281  
Invalid: 491

### Pre question

SHOW CARD

### Literal question

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

### Post question

IF 0, GO TO QUESTION d16

### Interviewer instructions

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.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 896  
Invalid: 876

### 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 d16

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 514  
Invalid: 1258

### 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.

## Longest Number Of Days For Imported Inputs Or Supplies To Clear Customs (LACd15)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 156  
Invalid: 1616

### Literal question

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

## In clearing imports through customs,informal gift/payment expected or requested? (d15a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 156
Format: numeric	Invalid: 1616
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In reference to when this establishment imported material inputs or supplies, in claiming these goods from customs was an informal gift or payment expected or requested?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### 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

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

## In Last Fy, Main Market For Establishment'S Main Product (e1)

File: ElSalvador\_2006\_2010\_2016

### Overview

## In Last Fy, Main Market For Establishment'S Main Product (e1)

### File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 967  
Invalid: 805

#### 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

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 in monetary terms. The establishment's main market is defined by the market that generates the most sales of 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.

## Competitors For The Main Product/Service In The Main Market (e2b)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-600

Valid cases: 782  
Invalid: 990

#### 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: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 967  
Invalid: 805

#### Literal question

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

#### Interviewer instructions

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

File: ElSalvador\_2006\_2010\_2016

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. Office software such as Microsoft Office should not be included.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1203  
Invalid: 569

### Literal question

Does this establishment compete against unregistered or informal firms?

### Interviewer instructions

Sensitive question, no clarification can be offered

## How Much Of An Obstacle: Practices Of Competitors In Informal Sector? (e30)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### 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

The manager should be given a card with the different alternatives for "degree of obstacle" (from 0 to 4).

## New Products/Services Introduced Over Last 3 Yrs (h1)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 844  
Invalid: 928

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING

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

## New Products/Services Introduced Over Last 3 Yrs (h1)

File: ElSalvador\_2006\_2010\_2016

### Literal question

During the last three years, has this establishment introduced new or significantly improved products or services?

## New Products/Services Also New For Thr Establishment'S Main Market (h2)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 336  
Invalid: 1436

### Literal question

Were any of the new or significantly improved products or services also new for the establishment's main market?

## Describe in detail the main new or significantly improved product or service (h3x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 181

Valid cases: 267

### Literal question

Please describe in detail the main new or significantly improved product or service that this establishment introduced during the last three years. The main new or significantly improved product or service is the one that represented the largest proportion of this establishment's sales in value (not volume) during the last three years.

### Interviewer instructions

DESCRIPTION SHOULD BE AS DETAILED AS POSSIBLE

## Describe how the main new/significantly improved product or service is different (h4x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 164

Valid cases: 262

### Literal question

Please describe in detail how the main new or significantly improved product or service is different than the most similar product or service, if any, previously produced by this establishment. IF THERE IS NOTHING SIMILAR WRITE "COMPLETELY NEW"

## During last 3 yrs, establishment introduced new/significantly improved process (h5)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 844  
Invalid: 928

### Literal question

During the last three years, has this establishment introduced any new or significantly improved process, that is: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes?

## Describe main new/significantly improved process this establishment introduced (h6x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 163

Valid cases: 143

### Literal question

Please describe in detail the main new or significantly improved process that this establishment introduced during the last three years. The main innovative process is the innovative process that had the largest impact on the operations of the establishment during the last three years.

### Interviewer instructions

DESCRIPTION SHOULD BE AS DETAILED AS POSSIBLE

## How the main new/significantly improved process is different (h7x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 214

Valid cases: 141

### Literal question

Please describe in detail how the main new or significantly improved process is different than the most similar process that is or was used by this establishment IF THERE IS NOTHING SIMILAR WRITE "COMPLETELY NEW"

## During Last Fiscal Year, establishment spent on R&D (excl market research)? (h8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 844  
Invalid: 928

During Last Fiscal Year, establishment spent on R&D (excl market research)? (h8)

File: ElSalvador\_2006\_2010\_2016

**Literal question**

During last fiscal year, did this establishment spend on formal research and development activities, either in-house or contracted with other companies, excluding market research surveys?

How much spent on R&D, either in-House or external? (h9)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 123  
Invalid: 1649

**Literal question**

During last fiscal year, how much did this establishment spend on formal research and development activities, either in-house or contracted with other companies?

In Last Fy, What Was The Capacity Utilization (%) Of This Establishment? (f1)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 967  
Invalid: 805

**Literal question**

In percentage terms, 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 the resources available, that is to say 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 under normal and realistic operating conditions fully utilizing the machinery, equipment and employees in place

Relative To Prior Fy, Did Productive Capacity Increase/Decrease/Stay The Same? (LACf1)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 405  
Invalid: 1367

**Literal question**

## Relative To Prior Fy, Did Productive Capacity Increase/Decrease/Stay The Same? (LACf1)

File: ElSalvador\_2006\_2010\_2016

Relative to the prior fiscal year, that is [ ], please indicate if this establishment's productive capacity increased, decreased, or stayed the same?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 967  
Invalid: 805

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 952  
Invalid: 820

### Literal question

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

### Interviewer instructions

If establishment occupies several buildings the percentages should be computed for the summation of buildings.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 952  
Invalid: 820

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

File: ElSalvador\_2006\_2010\_2016

### Literal question

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

### Interviewer instructions

If establishment occupies several buildings the percentages should be computed for the summation of buildings.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 828  
Invalid: 944

### Literal question

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

### Interviewer instructions

If establishment occupies several buildings the percentages should be computed for the summation of buildings.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

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

File: ElSalvador\_2006\_2010\_2016

### Pre question

SHOW CARD

### Literal question

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1079  
Invalid: 693

### Pre question

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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 297  
Invalid: 1475

### Literal question

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

File: ElSalvador\_2006\_2010\_2016

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?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 297  
Invalid: 1475

### Literal question

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

### Interviewer instructions

Sensitive question, no clarification can be offered

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-60000

Valid cases: 396  
Invalid: 1376

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 348  
Invalid: 1424

### Literal question

What is the total selling area of this establishment? SPECIFY UNITS

### 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 15

Valid cases: 15

### Literal question

What is the total selling area of this establishment? 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### 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

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

## In Last Fy, Did This Establishment Pay For Security? (i1)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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

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

File: ElSalvador\_2006\_2010\_2016

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 603
Format: numeric	Invalid: 1169
Width: 2	
Decimals: 0	
Range: -9-56	

### Literal question

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

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 674
Format: numeric	Invalid: 1098
Width: 6	
Decimals: 0	
Range: -9-500000	

### Literal question

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

### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

## Losses Due To Theft Or Robbery On Establishment's Premises? (LACi3)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft or robbery (excluding in transit) on this establishment's premises?

## Est. Losses Due To Theft Or Robbery On Premises, Percentage Total Annual Sales (LACi4a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 64  
Invalid: 1708

### Literal question

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

## Est. Losses Due To Theft Or Robbery On Premises, Total Value (LACi4b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-400000

Valid cases: 73  
Invalid: 1699

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery (excluding in transit) 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

## Percentage Of Incidents Of Theft Or Robbery On Premises Reported To Authorities? (LACi5)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 137  
Invalid: 1635

### Literal question

What percentage of these incidents of theft or robbery (excluding in transit) were reported to the authorities?

## Percentage Of Incidents Of Theft Or Robbery On Premises Resolved By Authorities? (LACi6)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Percentage Of Incidents Of Theft Or Robbery On Premises Resolved By Authorities? (LACi6)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 73  
Invalid: 1699

### Literal question

What percentage of these incidents of theft or robbery (excluding in transit) were resolved by the authorities?

## Losses Due To Theft Or Robbery In Transit? (LACi7)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

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

## Est. Losses Due To Theft Or Robbery In Transit, Percentage Total Annual Sales (LACi8a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 81  
Invalid: 1691

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery in transit either as a percentage of total annual sales or as total annual losses?  
Losses as percentage of total annual sales

## Est. Losses Due To Theft Or Robbery In Transit, Total Value (LACi8b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-100000

Valid cases: 20  
Invalid: 1752

### Literal question

## Est. Losses Due To Theft Or Robbery In Transit, Total Value (LACi8b)

File: ElSalvador\_2006\_2010\_2016

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft or robbery in transit either as a percentage of total annual sales or as total annual losses?

Total annual value of losses

## Percentage Of Incidents Of Theft Or Robbery In Transit Reported To Authorities? (LACi9)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 101  
Invalid: 1671

### Literal question

What percentage of these incidents of theft or robbery in transit were reported to the authorities?

## Percentage Of Incidents Of Theft Or Robbery In Transit Resolved By Authorities? (LACi10)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 44  
Invalid: 1728

### Literal question

What percentage of these incidents of theft or robbery in transit were resolved by the authorities?

## Losses Due To Arson Or Vandalism? (LACi11)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

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

## Est. Losses Due To Arson Or Vandalism, Percentage Total Annual Sales (LACi12a)

File: ElSalvador\_2006\_2010\_2016

## Est. Losses Due To Arson Or Vandalism, Percentage Total Annual Sales (LACi12a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 17  
Invalid: 1755

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of vandalism or arson either as a percentage of total annual sales or as total annual losses?  
Losses as percentage of total annual sales

## Est. Losses Due To Arson Or Vandalism, Total Value (LACi12b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-50000

Valid cases: 11  
Invalid: 1761

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of vandalism or arson either as a percentage of total annual sales or as total annual losses?  
Total annual value of losses

## Percentage Of Incidents Of Arson Or Vandalism Reported To Authorities? (LACi13)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 28  
Invalid: 1744

### Literal question

What percentage of these incidents of vandalism or arson were reported to the authorities?

## Percentage Of Incidents Of Arson Or Vandalism Resolved By Authorities? (LACi14)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 16  
Invalid: 1756

## Percentage Of Incidents Of Arson Or Vandalism Resolved By Authorities? (LACi14)

File: ElSalvador\_2006\_2010\_2016

### Literal question

What percentage of these incidents of vandalism or arson were resolved by the authorities?

## Losses Due To Internet Fraud Or Hacking? (LACi15)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of internet fraud or hacking?

## Est. Losses Due To Internet Fraud Or Hacking, Percentage Total Annual Sales (LACi16a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 4  
Invalid: 1768

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of internet fraud or hacking either as a percentage of total annual sales or as total annual losses?  
Losses as percentage of total annual sales

## Est. Losses Due To Internet Fraud Or Hacking, Total Value (LACi16b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 9  
Invalid: 1763

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of internet fraud or hacking either as a percentage of total annual sales or as total annual losses?  
Total annual value of losses

## Percentage Of Incidents Of Internet Fraud Or Hacking Reported To Authorities? (LACi17)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 13
Format: numeric	Invalid: 1759
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

What percentage of these incidents of internet fraud or hacking were reported to the authorities?

## Percentage Of Incidents Of Internet Fraud Or Hacking Resolved By Authorities? (LACi18)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 3
Format: numeric	Invalid: 1769
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

What percentage of these incidents of internet fraud or hacking were resolved by the authorities?

## Losses Due To Extortion Or Payments To Gangs? (LACi19)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of extortion or payments to gangs?

## Losses Due To Extortion Or Payments To Gangs, Percentage Total Annual Sales (LACi20a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 84
Format: numeric	Invalid: 1688
Width: 2	
Decimals: 0	
Range: -9-75	

### Literal question

## Losses Due To Extortion Or Payments To Gangs, Percentage Total Annual Sales (LACi20a)

File: ElSalvador\_2006\_2010\_2016

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of extortion or payments to gangs either as a percentage of total annual sales or as total annual losses?

Losses as percentage of total annual sales

## Est. Losses Due To Extortion Or Payments To Gangs, Total Value (LACi20b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-250000

Valid cases: 95  
Invalid: 1677

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of extortion or payments to gangs either as a percentage of total annual sales or as total annual losses?

Total annual value of losses

## Share Of Incidents Of Extortion Or Payments To Gangs Reported To Authorities? (LACi21)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 179  
Invalid: 1593

### Literal question

What percentage of these incidents of extortion or payments to gangs were reported to the authorities?

## Share Of Incidents Of Extortion Or Payments To Gangs Resolved By Authorities? (LACi22)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 28  
Invalid: 1744

### Literal question

What percentage of these incidents of extortion or payments to gangs were resolved by the authorities?

## Losses Due To Absenteeism Due To Crime? (LACi23)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of worker absenteeism due to violence?

## Est. Losses Due To Absenteeism Due To Crime, Percentage Total Annual Sales (LACi24a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 75  
Invalid: 1697

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of worker absenteeism due to violence either as a percentage of total annual sales or as total annual losses?  
Losses as percentage of total annual sales

## Est. Losses Due To Absenteeism Due To Crime, Total Value (LACi24b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-50000

Valid cases: 32  
Invalid: 1740

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of worker absenteeism due to violence either as a percentage of total annual sales or as total annual losses?  
Total annual value of losses

## Percentage Of Incidents Of Absenteeism Due To Crime Reported To Authorities? (LACi25)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Percentage Of Incidents Of Absenteeism Due To Crime Reported To Authorities? (LACi25)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 107  
Invalid: 1665

### Literal question

What percentage of these incidents of worker absenteeism due to violence were reported to the authorities?

## Percentage Of Incidents Of Absenteeism Due To Crime Resolved By Authorities? (LACi26)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 13  
Invalid: 1759

### Literal question

What percentage of these incidents of worker absenteeism due to violence were resolved by the authorities?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

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

File: ElSalvador\_2006\_2010\_2016

SHOW CARD

### Literal question

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

### Interviewer instructions

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.

## In Last Fy, % Of Total Annual Sales Paid For After Delivery (k2c)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

SHOW CARD

### Literal question

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

### Interviewer instructions

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.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

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

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

File: ElSalvador\_2006\_2010\_2016

Working capital refers to financing of short term production activities. Working capital is necessary for businesses to cover short term liquidity issues, such as purchases of inputs, covering wage bills, etc. It does not refer to larger investments, such as in machinery or equipment. Since investment financing is covered under question K.5, working capital can be understood as financing of all operations, excluding investment in fixed assets Working capital sources are likely to be diverse. It is important for the enumerator to make sure that the various sources do add up to 100%. Both domestic and foreign banks are included in k3bc

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1079  
Invalid: 693

### Pre question

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

Working capital refers to financing of short term production activities. Working capital is necessary for businesses to cover short term liquidity issues, such as purchases of inputs, covering wage bills, etc. It does not refer to larger investments, such as in machinery or equipment. Since investment financing is covered under question K.5, working capital can be understood as financing of all operations, excluding investment in fixed assets Working capital sources are likely to be diverse. It is important for the enumerator to make sure that the various sources do add up to 100%. Both domestic and foreign banks are included in k3bc

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

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

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

File: ElSalvador\_2006\_2010\_2016

Working capital refers to financing of short term production activities. Working capital is necessary for businesses to cover short term liquidity issues, such as purchases of inputs, covering wage bills, etc. It does not refer to larger investments, such as in machinery or equipment. Since investment financing is covered under question K.5, working capital can be understood as financing of all operations, excluding investment in fixed assets Working capital sources are likely to be diverse. It is important for the enumerator to make sure that the various sources do add up to 100%. Both domestic and foreign banks are included in k3bc

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

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

Working capital refers to financing of short term production activities. Working capital is necessary for businesses to cover short term liquidity issues, such as purchases of inputs, covering wage bills, etc. It does not refer to larger investments, such as in machinery or equipment. Since investment financing is covered under question K.5, working capital can be understood as financing of all operations, excluding investment in fixed assets Working capital sources are likely to be diverse. It is important for the enumerator to make sure that the various sources do add up to 100%. Both domestic and foreign banks are included in k3bc

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

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

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

File: ElSalvador\_2006\_2010\_2016

Working capital refers to financing of short term production activities. Working capital is necessary for businesses to cover short term liquidity issues, such as purchases of inputs, covering wage bills, etc. It does not refer to larger investments, such as in machinery or equipment. Since investment financing is covered under question K.5, working capital can be understood as financing of all operations, excluding investment in fixed assets Working capital sources are likely to be diverse. It is important for the enumerator to make sure that the various sources do add up to 100%. Both domestic and foreign banks are included in k3bc

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-30000000

Valid cases: 1136  
Invalid: 636

### 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)

### Post question

IF 0, GO TO QUESTION K.5

### 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.

## Any Of These Purchases Spent On Upgrading Existing Or Acquiring New Technology? (LACn5)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 237
Format: numeric	Invalid: 1535
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Were any of these purchases spent on upgrading existing machinery, vehicles, and equipment or acquiring new technology?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1136
Format: numeric	Invalid: 636
Width: 7	
Decimals: 0	
Range: -9-7000000	

### 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 850
Format: numeric	Invalid: 922
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

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%.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 850
Format: numeric	Invalid: 922
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

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%.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 439
Format: numeric	Invalid: 1333
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

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%.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 850
Format: numeric	Invalid: 922
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

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%.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 850
Format: numeric	Invalid: 922
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

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%.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 850
Format: numeric	Invalid: 922
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

### Interviewer instructions

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%.

## Purchase any new/used fixed assets? (k4b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year minus one], did this establishment purchase any new or used fixed assets, such as machinery, vehicles, equipment, land or buildings, including expansion and renovations of existing structures?

## Fixed Assets - Value Internal Funds Or Retained Earnings (k5a1)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 1768
Width: 6	
Decimals: 0	
Range: -9-130000	

#### 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

## Fixed Assets - Value Owners' Contribution Or Issued New Equity Shares (k5i1)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 1768
Width: 2	
Decimals: 0	
Range: -9-0	

#### 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

## Fixed Assets - Value Borrowed From Banks (k5bc1)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 1768
Width: 5	
Decimals: 0	
Range: -9-37500	

#### 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

## Fixed Assets - Value Borrowed From Non-Bank Financial Institutions (k5e1)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 4
Format: numeric	Invalid: 1768
Width: 2	
Decimals: 0	
Range: -9-0	

## Fixed Assets - Value Borrowed From Non-Bank Financial Institutions (k5e1)

File: ElSalvador\_2006\_2010\_2016

### 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

## Fixed Assets - Value Purchases On Credit From Suppliers, Advances From Customers (k5f1)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 4  
Invalid: 1768

### 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

## Fixed Assets - Value Other (k5hdj1)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 4  
Invalid: 1768

### 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.

## Total annual expenditure for purchases of equipment in year prior to last FY (n5c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-25000000

Valid cases: 138  
Invalid: 1634

### Literal question

In fiscal year [insert last complete fiscal year minus one], how much did this establishment spend on purchases of:  
New or used machinery, vehicles, and equipment

## Total annual expenditure on land and buildings in year prior to last FY (n5d)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 138
Format: numeric	Invalid: 1634
Width: 7	
Decimals: 0	
Range: -9-5000000	

### Literal question

In fiscal year [insert last complete fiscal year minus one], how much did this establishment spend on purchases of: Land and buildings, including expansion and renovations of existing structures

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1772  
Invalid: 0

### 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). In case of more than one loan outstanding, consider the most recent acquired loan.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 994  
Invalid: 778

### Pre question

SHOW CARD

### Literal question

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 994  
Invalid: 778

### 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?

### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 994
Format: numeric	Invalid: 778
Width: 9	
Decimals: 0	
Range: -9-250000000	

### 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. This question refers to the original loan value, as it was specified in the credit agreement. Thus, the respondent should answer according to what was specified in the loan contract, not what happened in practice (e.g. if they paid off the loan early or later than the term of the loan).

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 994
Format: numeric	Invalid: 778
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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 817
Format: numeric	Invalid: 955
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: ElSalvador\_2006\_2010\_2016

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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 817  
Invalid: 955

### Pre question

INTERVIEWER: READ OUT

### 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 817  
Invalid: 955

### Pre question

INTERVIEWER: READ OUT

### 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 817
Format: numeric	Invalid: 955
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?  
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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 817
Format: numeric	Invalid: 955
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?  
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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 810
Format: numeric	Invalid: 962
Width: 9	
Decimals: 0	
Range: -9-250000000	

### Literal question

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

### Interviewer instructions

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

File: ElSalvador\_2006\_2010\_2016

Value of collateral. This question asks for the value of the property used to secure the loan. If the value of the collateral pledged is greater than the value of the loan amount, the answer can be greater than the loan amount.

## Total Number Of Outstanding Loans/Lines Of Credit Held By This Establishment (k15b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 353  
Invalid: 1419

### Literal question

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

## Total Value Of Outstanding Loans/Lines Of Credit Held By This Establishment (Lcu (k15c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 11  
Decimals: 0  
Range: -9-42000000000

Valid cases: 342  
Invalid: 1430

### Literal question

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

## Outstanding Personal Loans Used To Finance Establishment'S Business Activities? (k15d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

At this time, does the owner or owners of this establishment have any outstanding personal loans that are used to finance this establishment's business activities?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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?

### Post question

If answer is Yes or Don't Know then GO TO QUESTION K.21

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1072  
Invalid: 700

### Pre question

SHOW CARD

### Literal question

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

## What was the outcome of that most recent application for loan/line of credit? (k20a1)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 208  
Invalid: 1564

### Literal question

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

## For Most Recent Application, What Was The Main Obstacle? (LACK20)

File: ElSalvador\_2006\_2010\_2016

### Overview

## For Most Recent Application, What Was The Main Obstacle? (LACK20)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 208  
Invalid: 1564

### Literal question

At the time of this most recent application for a line of credit or loan, please indicate which, if any, of the following was the main obstacle?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

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

File: ElSalvador\_2006\_2010\_2016

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The following questions assess how establishments, such as this one, deal with government officials and their agencies.

### 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

Sensitive question, no clarification can be offered

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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 or sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms]

### Interviewer instructions

Percent of total senior management's time. The question asks senior managers to estimate what percentage of their time they spend dealing with government regulations, inspections, negotiations and other bureaucratic burden in a TYPICAL week. 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: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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

## Frequency Of Inspections/Requirement For Meeting By Tax Officials (j4)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 994
Format: numeric	Invalid: 778
Width: 3	
Decimals: 0	
Range: -9-240	

### Literal question

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 994
Format: numeric	Invalid: 778
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In any of these inspections or meetings was a gift or informal payment expected or requested?

### Interviewer instructions

Sensitive question, no clarification can be offered

## Government Contract Secured (Or Attempted) In The Last 12 Months? (j6a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last year, has this establishment secured or attempted to secure a government contract?

### Post question

If answer is No or Don't Know then GO TO QUESTION J.7

### Interviewer instructions

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 official 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.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 929
Format: numeric	Invalid: 843
Width: 2	
Decimals: 0	
Range: -9-80	

### 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

Sensitive question, no clarification can be offered

## Percent Of Total Annual Sales Paid In Informal Payments (j7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1637
Format: numeric	Invalid: 135
Width: 2	
Decimals: 0	
Range: -9-62	

### 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 percentage 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?

Percentage of total annual sales paid as informal payment

### Interviewer instructions

Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited and 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.

Sensitive question, no clarification can be offered

## Total Annual Informal Payment (j7b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 269
Format: numeric	Invalid: 1503
Width: 5	
Decimals: 0	
Range: -9-50000	

### 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 percentage 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

### Interviewer instructions

## Total Annual Informal Payment (j7b)

File: ElSalvador\_2006\_2010\_2016

Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited and 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.

Sensitive question, no clarification can be offered

## Application To Obtain An Import License Submitted Over The Last 2 Years? (j10)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
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

## How Many Days Did It Take To Obtain Your Import License? (j11)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 363  
Invalid: 1409

### 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?

## When You Applied For An Import License, Was An Informal Gift/Payment Requested? (j12)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 363  
Invalid: 1409

### Literal question

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

### Interviewer instructions

Sensitive question, no clarification can be offered

## Application To Obtain An Operating License Submitted Over Last 2 Years? (j13)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last two years, did this establishment submit an application to obtain an operating license?

### Post question

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

## How Many Days Did It Take To Obtain Your Operating License? (j14)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 408
Format: numeric	Invalid: 1364
Width: 4	
Decimals: 0	
Range: -9-1825	

### 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-Includes renewals of operating licenses

## When You Applied For Operating License Was An Informal Gift/Payment Requested? (j15)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 408
Format: numeric	Invalid: 1364
Width: 2	
Decimals: 0	
Range: -9-2	

### 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

## Over Last 2 Yrs, Submitted An Application For A Municipal Permit? (LACj15)

File: ElSalvador\_2006\_2010\_2016

## Over Last 2 Yrs, Submitted An Application For A Municipal Permit? (LACj15)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

## How Many Days Did It Take To Obtain Municipal Permit? (LACj16)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 267
Format: numeric	Invalid: 1505
Width: 3	
Decimals: 0	
Range: -9-730	

### Literal question

Approximately how many days did it take to obtain this municipal permit from the day of the application to the day it was granted?

## In Ref To Munic. Permit Application, Informal Gift/Payment Expected Or Requested? (LACj17)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 267
Format: numeric	Invalid: 1505
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

## Over Last 2 Yrs, Submitted An Application For A Environmental Permit? (LACj18)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last two years, did this establishment submit an application to obtain an environmental permit?

## How Many Days Did It Take To Obtain Environmental Permit? (LACj19)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 124
Format: numeric	Invalid: 1648
Width: 4	
Decimals: 0	
Range: -9-1825	

### Literal question

Approximately how many days did it take to obtain this environmental permit from the day of the application to the day it was granted?

## On Environ. Permit, Informal Gift/Payment Expected Or Requested? (LACj20)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 124
Format: numeric	Invalid: 1648
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

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

## Last 2 Yrs, Any Law Directly Affecting Establishment's Industry Been Enacted? (LACj21)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last two years, has any law directly affecting this establishment's industry been enacted?

## Referring To These Laws, Was Establishment Or Firm Consulted? (LACj22)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 147
Format: numeric	Invalid: 1625
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

## Referring To These Laws, Was Establishment Or Firm Consulted? (LACj22)

File: ElSalvador\_2006\_2010\_2016

In reference to these laws, was this establishment or firm involved in a consultation process?

## Involved In Any Organized Effort To Influence Creation/Implementation? (LACj23)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 147  
Invalid: 1625

### Literal question

Was this establishment or firm involved in any organized effort to influence the creation or implementation of these laws?

## Please Indicate The Main Means Through Which This Effort Was Organized: (LACj24)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 8  
Invalid: 1764

### Literal question

Please indicate the main means through which this effort was organized:

### Interviewer instructions

INTERVIEWER: ONLY ONE ANSWER ALLOWED SHOW CARD 21

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

ROTATE OPTIONS

### 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

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

File: ElSalvador\_2006\_2010\_2016

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

## How Much Of An Obstacle: Tax Administrations (j30b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

ROTATE OPTIONS

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### Pre question

ROTATE OPTIONS

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1772  
Invalid: 0

### Pre question

ROTATE OPTIONS

### 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

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

## How Much Of An Obstacle: Corruption (j30f)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

ROTATE OPTIONS

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Pre question

ROTATE OPTIONS

### 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

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

File: ElSalvador\_2006\_2010\_2016

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

## How Much Of An Obstacle: Municipalities (LACj31a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?  
Municipalities

## How Much Of An Obstacle: Anda (SLVj31b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?  
ANDA

## How Much Of An Obstacle: Dirección General De Impuestos Internos (LACj31c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?  
Direccin General de Impuestos Internos

## How Much Of An Obstacle: Marn (SLVj31d)

File: ElSalvador\_2006\_2010\_2016

## How Much Of An Obstacle: Marn (SLVj31d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

MARN

## How Much Of An Obstacle: Minec €“ Datco (SLVj31e)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

MINEC - DATCO (Direccin de Administracin de Tratados Comerciales)

## How Much Of An Obstacle: Ministerio De Trabajo (LACj31f)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

Ministerio de Trabajo

## How Much Of An Obstacle: Ministerio De Obras P“blicas (LACj31g)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

## How Much Of An Obstacle: Ministerio De Obras Públicas (LACj31g)

File: ElSalvador\_2006\_2010\_2016

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

Ministerio de Obras Pblicas

## How Much Of An Obstacle: Mined (SLVj31h)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

MINED

## How Much Of An Obstacle: Siget (SLVj31i)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

SIGET

## How Much Of An Obstacle: Pnc (SLVj31j)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

PNC

## How Much Of An Obstacle: Proesa (SLVj31k)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

PROESA

## How Much Of An Obstacle: Ministerio De Salud (Minsal) (LACj31l)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

Ministerio de Salud (MINSAL)

## How Much Of An Obstacle: Mag (SLVj31m)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

MAG

## How Much Of An Obstacle: Opamss (SLVj31n)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

## How Much Of An Obstacle: Opamss (SLVj31n)

File: ElSalvador\_2006\_2010\_2016

Using the response options on the card; To what degree is or are the service provision from [INSERT OPTION] an obstacle to the current operations of this establishment?

OPAMSS (Oficina de Planificacin del rea Metropolitana de San Salvador)

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-5000

Valid cases: 1772  
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 individuals worked in this establishment? Please include all employees and managers. 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-4000

Valid cases: 1772  
Invalid: 0

### Literal question

Three fiscal years ago, at the end of fiscal year 2007, how many permanent, full-time individuals work in this establishment? Please include all employees and managers (INTERVIEWER: include interviewee if applicable).

## Num. Full-Time Employees At End Of Last Fiscal Yr: Production Workers (l3a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-3590

Valid cases: 967  
Invalid: 805

## Num. Full-Time Employees At End Of Last Fiscal Yr: Production Workers (l3a)

File: ElSalvador\_2006\_2010\_2016

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals were:  
Production workers

### Interviewer instructions

Number of permanent, full-time production workers are workers (up through 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 category. Number of permanent, full-time non-production workers are those workers 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-893

Valid cases: 967  
Invalid: 805

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individuals were:  
Non-production workers [e.g., managers, administration, sales]

### Interviewer instructions

Number of permanent, full-time production workers are workers (up through 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 category. Number of permanent, full-time non-production workers are those workers 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. of permanent, full-time highly skilled production workers, last FY (l4a1)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 405
Format: numeric	Invalid: 1367
Width: 4	
Decimals: 0	
Range: -9-2700	

## Num. of permanent, full-time semi skilled production workers, last FY (l4a2)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 405
Format: numeric	Invalid: 1367
Width: 4	
Decimals: 0	
Range: -9-2900	

## Num. of permanent, full-time unskilled production workers, last FY (l4b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 967
Format: numeric	Invalid: 805
Width: 4	
Decimals: 0	
Range: -9-3138	

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

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

### Interviewer instructions

Numbers of different types of permanent, full-time skilled production workers are workers (up through 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. Also, these workers are skilled in that they have some special knowledge or (usually acquired) ability in their work. A skilled worker may have attended a college, university or technical school. Or, a skilled worker may have learned his skills on the job. Unskilled production workers are workers (up through 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. Also, these workers 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: Female Production Workers (l5a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2720

Valid cases: 967  
Invalid: 805

### Literal question

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

## Num. Full-Time Employees At End Of Last Fiscal Yr: Female Non-Production Workers (l5b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-570

Valid cases: 967  
Invalid: 805

### Literal question

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2000

Valid cases: 549  
Invalid: 1223

### Literal question

At the end of fiscal year [insert last complete fiscal year], how many permanent full-time individuals were female?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### Literal question

## Num. Full-Time Temporary Employees At End Of Last Fiscal Yr (16)

### File: ElSalvador\_2006\_2010\_2016

How many full-time temporary employees did this establishment employ in fiscal year [insert last complete fiscal year]?

#### Post question

IF 0, GO TO QUESTION L.9a

#### Interviewer instructions

Full-time temporary or seasonal employees are defined as all paid short-term (i.e. for less than a fiscal year) employees with no guarantee of renewal of employment contract) and work 40 hours or more per week for the term of their contract.

## Female Temporary, Full-Time Workers Employed Throughout Last Fiscal Yr (16a)

File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 276  
Invalid: 1496

#### Literal question

How many full-time seasonal or temporary employees employed during [insert last complete fiscal year] were female?

## Avg. Length Of Employment Of All Full-Time Temporary Employees In Last Fiscal Yr (18)

File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 826  
Invalid: 946

#### Literal question

What was the average length of employment of all full-time temporary employees throughout 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 worker 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.

## % Of Full Time Workers Completed High School (19b)

File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 919  
Invalid: 853

#### Literal question

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

## Number Of Full-Time Permanent Workers Completed Secondary School? (l9b\_c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 160
Format: numeric	Invalid: 1612
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

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

## Share Of Full-Time Permanent Workers Who Completed University Or A Higher Degree (LACl9)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 566
Format: numeric	Invalid: 1206
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

What is the percentage of full-time permanent workers who completed university or a higher degree?  
Percent

## Number Of Full-Time Perm. Workers Completed University Or A Higher Degree? (LACl9\_c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 153
Format: numeric	Invalid: 1619
Width: 2	
Decimals: 0	
Range: -9-70	

### Literal question

What is the percentage of full-time permanent workers who completed university or a higher degree?  
Number

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 1516  
Invalid: 256

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment have formal training programs for its permanent, full-time employees?

### Post question

If answer is No then GO TO QUESTION LAC.L18  
If answer is Don't Know then GO TO QUESTION LAC.L19

### Interviewer instructions

Formal training that 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.

## Over Fiscal Year 2015, Please Indicate Which Type Of Training Was Offered (LAC111)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 364  
Invalid: 1408

### Literal question

Over fiscal year [insert last complete fiscal year], please indicate which type of training was offered by this establishment.

## Please Indicate With Which Institution This External Training Was Conducted (SLV111)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 261  
Invalid: 1511

### Literal question

Please indicate with which institution this external training was conducted

## % Permanent Full-Time Production Employees Received Formal Training In Last Ffy (l11a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	
Decimals: 0	
Range: -9-100	

### 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?

Production full-time permanent employees trained  
Percent

## Training Programs Amount: Production Full-Time Permanent Employees Trained (l11a1)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 56
Format: numeric	Invalid: 1716
Width: 3	
Decimals: 0	
Range: -9-324	

### 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?

Production full-time permanent employees trained  
Number

## % Permanent Fulltime Nonproduction Employees Received Formal Training In Last Fy (l11b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	
Decimals: 0	
Range: -9-100	

### 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?

Non-production full-time permanent employees trained  
Percent

## Training Programs Amount: Non-Production Full-Time Permanent Employees Trained (l11b1)

File: ElSalvador\_2006\_2010\_2016

## Training Programs Amount:Non-Production Full-Time Permanent Employees Trained (l11b1)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 56
Format: numeric	Invalid: 1716
Width: 3	
Decimals: 0	
Range: -9-196	

### 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?

Non-production full-time permanent employees trained  
Number

## Degree Of Diff. To Employees With: Interpersonal/Communication Skills (LAC112a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### 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

## Degree Of Diff. To Employees With: Work Ethic/Commitment (LAC112b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 2	
Decimals: 0	
Range: -9-4	

### 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

## Degree Of Diff. To Employees With: Writing Skills (LAC112c)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Degree Of Diff. To Employees With: Writing Skills (LAC112c)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 719  
Invalid: 1053

### 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

## Degree Of Diff. To Employees With: English Language Skills (LAC112d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

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

English language skills

## Degree Of Diff. To Employees With: Computer/General It Skills (LAC112e)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### 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 skills or general IT skill

## Degree Of Diff. To Employees With: Tech. Skills (Other Than Computers) (LAC112f)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

## Degree Of Diff. To Employees With: Tech. Skills (Other Than Computers) (LAC112f)

File: ElSalvador\_2006\_2010\_2016

### 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 computers, vocational, or job-specific skills

## Coming Year, Expect To: Increase/Decrease/Maintain Num Perm Employees (LAC113)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

### Literal question

Referring to the external training programs partially or fully funded by the government, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]?

## Change In Number Of Perm Employees Over Coming Yr. (LAC114)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-600

Valid cases: 259  
Invalid: 1513

### Literal question

Please indicate the change in the number of permanent, full-time employees over the coming year:

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1772  
Invalid: 0

### 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

The manager should be given a card with the different alternatives for "degree of obstacle" (from 0 to 4).

Sensitive question, no clarification can be offered

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-4	

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: -9-16	

### Pre question

SHOW CARD

### 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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 8	
Decimals: 0	
Range: -9-38045783	

### 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 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.

SHOW CARD

READ OUT

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

File: ElSalvador\_2006\_2010\_2016

### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:  
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. Finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. 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. 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, forklifts, or other motor vehicles associated with the establishment. Other costs of production not included above: (M) this should be computed as total costs of production minus the items included above.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-288600000

Valid cases: 967  
Invalid: 805

### Pre question

SHOW CARD  
READ OUT

### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:  
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. Finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. 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. 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, forklifts, or other motor vehicles associated with the establishment. Other costs of production not included above: (M) this should be computed as total costs of production minus the items included above.

## Total Annual Costs Of Electricity In Last Fiscal Year (n2b)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Total Annual Costs Of Electricity In Last Fiscal Year (n2b)

### File: ElSalvador\_2006\_2010\_2016

Type: Discrete  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: -9-68855000

Valid cases: 1646  
 Invalid: 126

#### Pre question

SHOW CARD  
 READ OUT

#### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:  
 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. Finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. 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. 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, forklifts, or other motor vehicles associated with the establishment. Other costs of production not included above: (M) this should be computed as total costs of production minus the items included above.

## Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr (n2i)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: -9-10887000

Valid cases: 272  
 Invalid: 1500

#### Pre question

SHOW CARD  
 READ OUT

#### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:  
 Total annual cost of finished goods and materials purchased 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. Finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. 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. 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, forklifts, or other motor vehicles associated with the establishment. Other costs of production not included above: (M) this should be computed as total costs of production minus the items included above.

## Total Cost Of Sales in Last FY (n2p)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-391888000

Valid cases: 405  
Invalid: 1367

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-125000000

Valid cases: 967  
Invalid: 805

### 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.

## Cost For Establishment To Re-Purchase All Of Its Machinery (n7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-125000000

Valid cases: 530  
Invalid: 1242

### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition, how much would they cost?  
Machinery, vehicles, and equipment

### Interviewer instructions

This question is designed to ascertain the market value of the establishment's capital. 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 52

Valid cases: 719

## Main Respondent Years Working In The Firm: (a15a2a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-69

Valid cases: 719  
Invalid: 1053  
Minimum: 1  
Maximum: 69

## Main Respondent'S Gender (a15a3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 719  
Invalid: 1053

## Second Respondent Position In The Firm (a15a1bx)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 48

Valid cases: 148

## Second Respondent Years Working In The Firm: (a15a2b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-55

Valid cases: 148  
Invalid: 1624  
Minimum: 1  
Maximum: 55

## Second Respondent'S Gender (a15b3)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Second Respondent'S Gender (a15b3)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 148  
Invalid: 1624

## Third Respondent Position In The Firm (a15a1cx)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 48

Valid cases: 34

## Third Respondent Years Working In The Firm: (a15a2c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-40

Valid cases: 34  
Invalid: 1738  
Minimum: 1  
Maximum: 40

## Third Respondent'S Gender (a15c3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 34  
Invalid: 1738

## Day (a15d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1079  
Invalid: 693  
Minimum: 1  
Maximum: 31

### Literal question

Time face-to-face interview ends:

## Month (a15m)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	
Decimals: 0	
Range: 1-12	

### Literal question

Time face-to-face interview ends:

## Year (a15y)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 4	
Decimals: 0	
Range: 2010-2016	

### Literal question

Time face-to-face interview ends:

## Hour (a15h)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	
Decimals: 0	
Range: 3-18	

### Literal question

Time face-to-face interview ends:

## Minutes (a15min)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 1079
Format: numeric	Invalid: 693
Width: 2	Minimum: 0
Decimals: 0	Maximum: 59
Range: 0-59	

### Literal question

Time face-to-face interview ends:

## Perception Of The Questions Regarding Opinions And Perceptions (a16)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 1	
Decimals: 0	
Range: 1-3	

## Responses To The Questions About Figures Are€ (a17)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-4	

### Pre question

INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW:

### Literal question

The responses to the questions regarding figures (productivity and employment numbers):

## This Questionnaire Was Completed In: (a18)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 1	
Decimals: 0	
Range: 1-3	

### 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 181
Format: numeric	Invalid: 1591
Width: 1	
Decimals: 0	
Range: 0-2	

### Pre question

SUPERVISORS PLEASE ANSWER:

## If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Hours (a19h)

File: ElSalvador\_2006\_2010\_2016

### Literal question

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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 181
Format: numeric	Invalid: 1591
Width: 2	Minimum: 0
Decimals: 0	Maximum: 58
Range: 0-58	

### Pre question

SUPERVISORS PLEASE ANSWER:

### Literal question

If option 2 or 3 in A.18, estimate duration of the whole interview

## stratification region code (stratificationregioncode)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 1	
Decimals: 0	
Range: 1-4	

## stratification size code (stratificationsizecode)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 1	
Decimals: 0	
Range: 1-3	

## stratification sector code (stratificationsectorcode)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 1	
Decimals: 0	
Range: 1-6	

## panel code (stratificationpanelcode)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Discrete	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 1	
Decimals: 0	
Range: 0-1	

## Weight according to strict eligibility (wstrict)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 6	Minimum: 1
Decimals: 2	Maximum: 382.2
Range: 1-382.178497314453	

## Weight according to median eligibility (wmedian)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 6	Minimum: 1
Decimals: 2	Maximum: 505.1
Range: 1-505.117248535156	

## Weight according to weak eligibility (wweak)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 1772
Format: numeric	Invalid: 0
Width: 6	Minimum: 1
Decimals: 2	Maximum: 527.4
Range: 1-527.436706542969	

## see notes (strata)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 719
Format: numeric	Invalid: 1053
Width: 3	Minimum: 1
Decimals: 0	Maximum: 102
Range: 1-102	

## WEB STD FIR MID (idstd2010)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 223
Format: numeric	Invalid: 1549
Width: 6	Minimum: 500335
Decimals: 0	Maximum: 500689
Range: 500335-500689	

## Industry Sampling Sector (V348)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 2	
Decimals: 0	
Range: 2-72	

## Type Of Establishment (a8)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 813
Format: numeric	Invalid: 959
Width: 2	
Decimals: 0	
Range: -7-4	

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Literal question

Type of establishment  
 HQ without production and/or sales in this location  
 HQ with production and/or sales in this location  
 Establishment physically separated from HQ and other establishments of the same firm  
 Establishment physically separated from HQ but with other establishments of the same firm

#### Interviewer instructions

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

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

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 813
Format: numeric	Invalid: 959
Width: 2	
Decimals: 0	
Range: -7-2	

#### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

#### Interviewer instructions

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

File: ElSalvador\_2006\_2010\_2016

Information taken from the screener questionnaire

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -7-83

Valid cases: 120  
Invalid: 1652

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## a13a. Does this firm belong to the panel 2006? (it was interviewed in the previo (a13a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## a13b. Does this firm belong to the panel 2003? (it was interviewed in the previo (a13b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

## Are you the founder or one of the founders of this establishment? (JRb1)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Are you the founder or one of the founders of this establishment? (JRb1)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 360  
Invalid: 1412

### Literal question

Are you the founder or one of the founders of this establishment?

### Post question

If answer is No or Don't Know then GO TO QUESTION B5

## Prior to starting this establishment's business, what was your previous oc (JRb2)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 126  
Invalid: 1646

### Pre question

SHOW CARD

### Literal question

Prior to starting this establishment's business, what was your previous occupation?

### Post question

If answer is 5 or 6 then GO TO QUESTION JRB5

## When you left prior establishment , No. of full-time employees of establishment (JRb3)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2700

Valid cases: 91  
Invalid: 1681

### Literal question

When you left the prior establishment, how many full-time employees did the establishment have?

## Was your prior establishment formally registered? (JRb4)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Was your prior establishment formally registered? (JRb4)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 91  
Invalid: 1681

### Literal question

Was your prior establishment formally registered?

## Establishment started due to lack of better employment opportunities (JRb5)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 126  
Invalid: 1646

### Literal question

Did you start this establishment's business due to lack of better employment opportunities?

## which best describes the idea that motivated this establishment's business? (JRb6)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 126  
Invalid: 1646

### Pre question

SHOW CARD

### Literal question

Choosing from the following list, which best describes the idea that motivated this establishment's business?

## No. of full-time employees at start-up that were family members of the founder (JRb7)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

How many full-time employees at start-up were family members of the founder?

## Most important factor that motivated decision to register (JRb8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Pre question

SHOW CARD

### Literal question

By looking at the card, please indicate which of the following is the most important factor that motivated your decision to register

## Application To Obtain A Telephone Connection Submitted Over The Last 2 Years (c19)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1053  
Invalid: 719

### Literal question

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

### Interviewer instructions

Application for telephone connection. Self-explanatory

## How Many Days Did It Take For You To Receive A Telephone Connection? (c20)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1095

Valid cases: 424  
Invalid: 1348

### Literal question

In reference to that application for a telephone 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 telephone connection. Self-explanatory

## When You Applied For A Tele. Connection Was An Informal/payment Gift Requested? (c21)

File: ElSalvador\_2006\_2010\_2016

### Overview

## When You Applied For A Tele. Connection Was An Informal/payment Gift Requested? (c21)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 424  
Invalid: 1348

### Literal question

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

### Interviewer instructions

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

## Does The Firm Have A High-Speed Internet Connection On Its Premises? (c23)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 484  
Invalid: 1288

### Literal question

Does this establishment have a high-speed Internet connection on its premises?

### Interviewer instructions

High-speed, Internet connection is defined as Internet connection that is faster than using a telephone line with a modem.

## Internet Connection To: make Purchases For This Establishment? (c24b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 386  
Invalid: 1386

### Literal question

Is this establishment's Internet connection used to:  
Make purchases for this establishment

### Interviewer instructions

How Internet connection is used. Self-explanatory

## Internet Connection To: Deliver Services To Your Clients? (c24c)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Internet Connection To: Deliver Services To Your Clients? (c24c)

### File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 386  
 Invalid: 1386

#### Literal question

Is this establishment's Internet connection used to:  
 Deliver services to this establishment's clients

#### Interviewer instructions

How Internet connection is used. Self-explanatory

## Internet Connectrion To: Do Research/Develop Ideas On New Products & Services? (c24d)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 386  
 Invalid: 1386

#### Literal question

Is this establishment's Internet connection used to:  
 Do research and develop ideas on new products and services

#### Interviewer instructions

How Internet connection is used. Self-explanatory

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

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 438  
 Invalid: 1334

#### Literal question

Do concerns about the security of Internet connections or authentication of parties in a transaction affect the volume and/or nature of purchases that this establishment makes over the Internet?

## Financing Source For The Cell Phones Used For Operation Of The Establishment (c29)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 333  
 Invalid: 1439

## Financing Source For The Cell Phones Used For Operation Of The Establishment (c29)

File: ElSalvador\_2006\_2010\_2016

### Pre question

SHOW CARD

### Literal question

The majority of cell phones used for the operations of the establishment are?

### Interviewer instructions

How the cost of cell phones used is divided between the establishment and staff.

## In fiscal year 2009, % of establishment's total annual sales paid in cash? (JRd2)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales were paid in cash?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 562  
Invalid: 1210

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

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

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 233
Format: numeric	Invalid: 1539
Width: 3	
Decimals: 0	
Range: -9-365	

### Literal question

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

### Post question

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

### Interviewer instructions

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

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

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

## FY09, % of sales new/significantly improved products (introduced last 3 yrs)? (LACe2)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 67
Format: numeric	Invalid: 1705
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's sales was accounted for new or significantly improved products (goods or services) introduced in the last three years?

## Last 3 yrs: new/significantly improved processes also new to your industry? (LACe5)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 67
Format: numeric	Invalid: 1705
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last three years, did this establishment introduce any new or significantly improved processes for producing or supplying products (goods or services) which were also new to your industry?

## Last 3 yrs: cooperate on innovation w/other enterprises/science&tech institutions (LACe9)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 1647
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last three years, did this establishment co-operate on any of its innovation activities with other enterprises or science and technology institutions?

## Last 3 yrs: receive any public support for innovation-related activities? (LACe10)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 1647
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over the last three years, did this establishment receive any public support (financial or other types of assistance) for innovation-related activities?

## Does The Establishment Have Any Patents Abroad? (e7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 1647
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Does this establishment have any patents registered abroad?

## Does The Establishment Have Any Patents Registered In (Insert Name Of Country)? (e7b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 125
Format: numeric	Invalid: 1647
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

## Does The Establishment Have Any Patents Registered In (Insert Name Of Country)? (e7b)

File: ElSalvador\_2006\_2010\_2016

Does this establishment have any patents registered in (insert name of country)?

## FY09 establishment spent on purchases of licenses to use intellectual property? (LACe8a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 125  
Invalid: 1647

### Literal question

In fiscal year [last fiscal year], did this establishment spend on purchases of licenses to use intellectual property such as patents, trademarks, industrial designs, copyrights or specialized consultancy services?

### Post question

If answer is No or Don't Know then GO TO QUESTION LAC.E8c

## FY09, how much spent on purchases of licenses to use intellectual property? (LACe8b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-520000

Valid cases: 33  
Invalid: 1739

### Literal question

In fiscal year [last fiscal year], how much did this establishment spend on purchases of licenses to use intellectual property such as patents, trademarks, industrial designs, copyrights or specialized consultancy services?

## Last 3 yrs: filed for patent/trademark/copyright for product/process innovations (LACe8c)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 125  
Invalid: 1647

### Literal question

Over the last three years, has this establishment apply or file for any patent, trademark, industrial design or copyright registration related with its products or process innovations?

## Compete against registered firms selling goods/services w/o records or receipt? (JRe12)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Does this establishment compete against registered firms selling goods or services without records or receipt?

### Interviewer instructions

Sensitive question, no clarification can be offered

## Compete against registered firms hiring workers without formal contracts? (JRe13)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Does this establishment compete against registered firms hiring workers without formal contracts?

### Interviewer instructions

Sensitive question, no clarification can be offered

## Acquired Additional Land Or Buildings To Expand Operations In The Last 3 Years? (g7)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 233
Format: numeric	Invalid: 1539
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In the last three years, has this establishment acquired or attempted to acquire additional land or buildings to expand operations?

### Interviewer instructions

Self-explanatory

## In last 3 yrs, Has This Establishment Been Successful In Acquiring Land ? (g8a)

File: ElSalvador\_2006\_2010\_2016

## In last 3 yrs, Has This Establishment Been Successful In Acquiring Land ? (g8a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 32
Format: numeric	Invalid: 1740
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In the last three years, has this establishment been successful in acquiring land or new premises?

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1053
Format: numeric	Invalid: 719
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year 2005, did this establishment experience losses as a result of theft, robbery, vandalism or arson?

### 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: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 186
Format: numeric	Invalid: 1586
Width: 2	
Decimals: 0	
Range: -9-41	

### Literal question

In fiscal year 2005, 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

### 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: ElSalvador\_2006\_2010\_2016

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 288
Format: numeric	Invalid: 1484
Width: 6	
Decimals: 0	
Range: -9-315000	

### Literal question

In fiscal year 2005, 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

### Interviewer instructions

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

## In last FY, % Of Material Inputs Or Services Paid For Before Delivery (k1a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1053
Format: numeric	Invalid: 719
Width: 3	
Decimals: 0	
Range: -9-100	

### Pre question

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

### Literal question

In fiscal year 2005, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for before the delivery?

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO100%

## In last FY, % Of Material Inputs Or Services Paid For On Delivery (k1b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 1053
Format: numeric	Invalid: 719
Width: 3	
Decimals: 0	
Range: -9-100	

### Literal question

In fiscal year 2005, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for on delivery?

### Interviewer instructions

## In last FY, % Of Material Inputs Or Services Paid For On Delivery (k1b)

File: ElSalvador\_2006\_2010\_2016

INTERVIEWER: CHECK THAT TOTAL SUMS TO100%

## In last FY, % Of Total Annual Sales Paid For Before Delivery (k2a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1053  
Invalid: 719

### Pre question

SHOW CARD

### Literal question

In fiscal year 2005, what percent of this establishment's total annual sales of its goods or services were:  
Paid for before the 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%

## In last FY, % Of Total Annual Sales Paid For on Delivery (k2b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1053  
Invalid: 719

### Pre question

SHOW CARD

### Literal question

In fiscal year 2005, what percent of this establishment's total annual sales of its goods or services were:  
Paid for on delivery?

### Interviewer instructions

## In last FY, % Of Total Annual Sales Paid For on Delivery (k2b) File: ElSalvador\_2006\_2010\_2016

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%

## FY09 % of purch. of machinery/vehicles/equip used for product&process innovation (LACk4a) File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 67  
Invalid: 1705

### Literal question

In fiscal year [last fiscal year], what percent of this establishment's purchases of machinery, vehicles, and equipment was made for product and process innovation?

## Last 3 yrs: services to improve qlty control/training to obtain qlty certifictn (LACp1) File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

Over the last three years, did this establishment use any services or programs to improve quality control or training to obtain quality certification?

### Post question

If answer is No or Don't Know then GO TO QUESTION LAC.P3

## How were these services and programs financed? (LACp2) File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 157  
Invalid: 1615

## How were these services and programs financed? (LACp2)

File: ElSalvador\_2006\_2010\_2016

### Pre question

READ OPTIONS

### Literal question

How were these services and programs financed?

## Next 3yrs:foresee using services improving qlty control/training for qlty certif (LACp3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

In the next three years, this establishment envisages to use any services or programs to improve quality control or training to obtain quality certification?

## Last 3 yrs: use any services to make bus. alliances w/other suppliers/clients? (LACp4)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

Over the last three years, did this establishment use any services or programs to make business alliances with other suppliers or clients?

### Post question

If answer is No or Don't Know then GO TO QUESTION LAC.P6

## How were these services and programs financed? (LACp5)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 167  
Invalid: 1605

### Pre question

READ OPTIONS

### Literal question

How were these services and programs financed?

## Next 3yrs foresee using services to make bus alliances w/other suppliers/clients (LACp6)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

In the next three years, this establishment envisages to use any services or programs to make business alliances with other suppliers or clients?

## Last 3 yrs: did this establishment use any services to support innovation? (LACp7)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

Over the last three years, did this establishment use any services or programs to support innovation?

### Post question

If answer is No or Don't Know then GO TO QUESTION LAC.P9

## How were these services and programs financed? (LACp8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 177  
Invalid: 1595

### Pre question

READ OPTIONS

### Literal question

How were these services and programs financed?

## Next 3 yrs: foresee using any services to support innovation? (LACp9)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Next 3 yrs: foresee using any services to support innovation? (LACp9)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 360  
Invalid: 1412

### Literal question

In the next three years, this establishment envisages to use any services or programs to support innovation?

## Last 3 yrs: did this establishment use any services to promote exports? (LACp10)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

### Literal question

Over the last three years, did this establishment use any services or programs to promote exports?

### Post question

If answer is No or Don't Know then GO TO QUESTION LAC.P12

## How were these services and programs financed? (LACp11)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 88  
Invalid: 1684

### Pre question

READ OPTIONS

### Literal question

How were these services and programs financed?

## Next 3 yrs: foresee using any services or programs to promote exports? (LACp12)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 360  
Invalid: 1412

Next 3 yrs: foresee using any services or programs to promote exports? (LACp12)

File: ElSalvador\_2006\_2010\_2016

**Literal question**

In the next three years, this establishment envisages to use any services or programs to promote exports?

Last 3 yrs: use programs/tech assist/training on IT/mgmt/acnting/other (LACp13)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 360  
Invalid: 1412

**Literal question**

Over the last three years, did this establishment use any programs, technical assistance or training on information technology, management, accounting or other functions as marketing, logistics etc

**Post question**

If answer is No or Don't Know then GO TO QUESTION LAC.P15

How were these programs financed? (LACp14)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 234  
Invalid: 1538

**Pre question**

READ OPTIONS

**Literal question**

How were these programs financed?

Next 3yrs:foresee using programs/tech assist/training on IT/mgmt/acnting/other (LACp15)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 360  
Invalid: 1412

**Literal question**

In the next three years, this establishment envisages to use any programs, technical assistance or training on information technology, management, accounting or other functions as marketing, logistics etc.?

## Impact of services used in last 3 yrs: Increased no. of goods/services offered (LACp16a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Increased number of goods or services offered by this establishment

## Impact of services used in last 3 yrs: Opened new foreign markets (LACp16b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Opened new foreign markets

## Impact of services used in last 3 yrs: Increased sales in domestic market (LACp16c)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Increased sales in domestic market

## Impact of services used in last 3 yrs: Improved quality of goods or services (LACp16d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Improved quality of goods or services

## Impact of services used in last 3 yrs: Reduced unit production costs (LACp16e)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Reduced unit production costs

## Impact of services used in last 3 yrs: Reduced energy consumption (LACp16f)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Reduced energy consumption (electricity, gas, etc)

## Impact of services used in last 3 yrs: Obtained quality or export certification (LACp16g)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 295  
Invalid: 1477

### Pre question

INTERVIEWER: ASK QUESTION LAC.P16 ONLY IF THE ESTABLISHMENT USES ANY OF THE SERVICES OR PROGRAMS LISTED ABOVE (AT LEAST ONE ANSWER "YES" TO THE FOLLOWING FIVE QUESTIONS): LAC.P1, LAC.P4, LAC.P7, LAC.P10, LAC.P13 IF NOT (ANSWER IS "NO" TO QUESTIONS LAC.P1 , - LAC.P4 , - LAC.P7 , - LAC.P10 ,- LAC.P13), GO TO THE NEXT SECTION.

### Literal question

Have any of the programs and services used in the last three years by this establishment had any of the following impacts?  
Obtained quality certification or export certification

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1920

Valid cases: 562  
Invalid: 1210

### Pre question

INTERVIEWER: READ EACH CATEGORY

### Literal question

At the present time, 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.

## Average Years Of Education For Typical Production Worker (l9a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 125  
Invalid: 1647

### Literal question

What is the average number of years of education of a typical permanent full-time production worker employed in this establishment?

% of full time permanent workers w/at least a bachelor degree at end of FY09 (LACl9c)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 3	
Decimals: 0	
Range: -9-100	

#### Literal question

What is the percentage of full time permanent workers who has at least a bachelor degree at the end of fiscal year 2009?

Does this establishment currently have any unfilled vacancies? (LACl10a)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Does this establishment currently have any unfilled vacancies?

#### Post question

If answer is No or Don't Know then GO TO QUESTION LACL.10d

How many unfilled vacancies does this establishment currently have? (LACl10b)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 81
Format: numeric	Invalid: 1691
Width: 3	
Decimals: 0	
Range: -9-100	

#### Literal question

How many unfilled vacancies does this establishment currently have?

Have any of these unfilled vacancies being vacant for more than four months? (LACl10c)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 81
Format: numeric	Invalid: 1691
Width: 2	
Decimals: 0	
Range: -9-2	

Have any of these unfilled vacancies being vacant for more than four months? (LACI10c)

File: ElSalvador\_2006\_2010\_2016

**Literal question**

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

Most difficult skill to find when filling vacancies (LACI10d)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 360  
Invalid: 1412

**Pre question**

READ OPTIONS

**Literal question**

Please estimate which of the two is the most difficult skill to find when filling vacancies?

Next 12 months: no. of unfilled vacancies this establishment expects to have? (LACI10e)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 360  
Invalid: 1412

**Literal question**

Throughout the next 12 months, how many unfilled vacancies does this establishment expect to have?

FY09 Training programs: offered ext. training partially/fully funded by govt (LACI12)

File: ElSalvador\_2006\_2010\_2016

**Overview**

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

Valid cases: 241  
Invalid: 1531

**Literal question**

Referring to the training programs run over fiscal year [insert last complete fiscal year], did this establishment offered any external training partially or fully funded by the government?

**Post question**

If answer is No or Don't Know then GO TO QUESTION LAC.L14

## FY09 Training programs partially/fully funded by govt: av. hours spent in FY09 (V426)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 131
Format: numeric	Invalid: 1641
Width: 4	
Decimals: 0	
Range: -9-1500	

## FY09 Training prgrms:offered ext. training partially/fully funded by establshmnt (V427)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 241
Format: numeric	Invalid: 1531
Width: 2	
Decimals: 0	
Range: -9-2	

## FY09 Training programs partially/fully funded by establshmnt: av. hrs spent in FY09 (LAC115)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 160
Format: numeric	Invalid: 1612
Width: 4	
Decimals: 0	
Range: -9-1772	

### Literal question

Referring to the external training programs partially or fully funded by this establishment, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]?

## FY09 Training Programs: any internal training programs offered? (LAC116)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 241
Format: numeric	Invalid: 1531
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Referring to the training programs run over fiscal year [insert last complete fiscal year], did this establishment offered any internal training programs?

### Post question

If answer is No or Don't Know then GO TO QUESTION LAC.L19

## FY09 internal training programs: av. hrs spent in FY09 (LAC117)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 188
Format: numeric	Invalid: 1584
Width: 4	
Decimals: 0	
Range: -9-4500	

### Literal question

Referring to the internal training program, can you please estimate how many hours were spent on average during the last fiscal year [insert last complete fiscal year]?

## Main reason why this establishment did not run any training programs in FY09 (LAC118)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 119
Format: numeric	Invalid: 1653
Width: 2	
Decimals: 0	
Range: -9-5	

### Pre question

SHOW CARD

### Literal question

What was the main reason why this establishment did not run any training programs during fiscal year [insert last complete fiscal year]?

## Estimate which of the following categories requires the most to be trained? (LAC119)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 2	
Decimals: 0	
Range: -9-3	

### Literal question

Please estimate which of the following categories requires the most to be trained?

## Last 3 yrs: received any public support for training-related activities? (LAC120)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Last 3 yrs: received any public support for training-related activities? (LACI20)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 360  
Invalid: 1412

### Literal question

Over the last three years, did this establishment receive any public support (financial or other types of assistance) for training-related activities?

## Rotation Order (m1d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 1053  
Invalid: 719

### Literal question

You have indicated that several obstacles affect the operation of this establishment. Here is a card with the obstacles I mentioned throughout the interview (HAND RESPONDENT CARD LISTING ALL FACTORS). Please tell me the three that you think are currently the biggest problem, beginning with the worst of all three.

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

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-10000000

Valid cases: 562  
Invalid: 1210

### Literal question

For fiscal year 2005, please provide the following information about this establishment:  
Total annual costs of fuel

### Interviewer instructions

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

### File: ElSalvador\_2006\_2010\_2016

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

Raw materials and intermediate goods (M) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## Other Cost Of Production (n2j)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-10000000

Valid cases: 125  
Invalid: 1647

#### Pre question

SHOW CARD  
READ OUT

#### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:  
Other cost of production not included above

#### 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. Finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. 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. 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, forklifts, or other motor vehicles associated with the establishment. Other costs of production not included above: (M) this should be computed as total costs of production minus the items included above.

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

### File: ElSalvador\_2006\_2010\_2016

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-150000000

Valid cases: 562  
 Invalid: 1210

#### Literal question

At the end of fiscal year 2005, 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 Land And Buildings (n7b)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-100000000

Valid cases: 125  
 Invalid: 1647

#### 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 capital. 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.

## PC1a. INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B5 IN 2006 AND 20 (PC1a)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 116  
 Invalid: 1656

#### Pre question

## PC1a. INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B5 IN 2006 AND 20 (PC1a)

File: ElSalvador\_2006\_2010\_2016

ONLY FOR PANEL INTERVIEWS

INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B5 AND B6.b IN 2006 AND 2010 ARE THE SAME OR NOT. IF NOT, MENTION THE ANSWERS PROVIDED IN 2006 AND 2010 AND ASK: could you please tell me which information is correct?

## PC1b. INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B6.b IN 2006 AND (PC1b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 116  
Invalid: 1656

### Pre question

ONLY FOR PANEL INTERVIEWS

INTERVIEWER: CHECK IF THE ANSWERS PROVIDED FOR QUESTIONS B5 AND B6.b IN 2006 AND 2010 ARE THE SAME OR NOT. IF NOT, MENTION THE ANSWERS PROVIDED IN 2006 AND 2010 AND ASK: could you please tell me which information is correct?

ID number: PANEL 2003 (idPANEL2003)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 8  
Decimals: 0  
Range: 11203003-11212235

Valid cases: 76  
Invalid: 1696  
Minimum: 11203003  
Maximum: 11212235

(idPANEL2006)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 8  
Decimals: 0  
Range: 11212304-31240016

Valid cases: 116  
Invalid: 1656  
Minimum: 11212304  
Maximum: 31240016

sampling strata (V443)

File: ElSalvador\_2006\_2010\_2016

### Overview

## sampling strata (V443)

File: ElSalvador\_2006\_2010\_2016

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 2	Minimum: 1
Decimals: 0	Maximum: 36
Range: 1-36	

## Unique identification code per country (id)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 1772
Width: 1	
Decimals: 0	

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## City/ Town (a3x)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Discrete	Valid cases: 693
Format: character	Invalid: 0
Width: 31	

## Interviewer code (V446)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	Minimum: 0
Decimals: 0	Maximum: 33
Range: 0-33	

## Supervisor code: (V447)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	Minimum: 0
Decimals: 0	Maximum: 32
Range: 0-32	

It is my perception that the questions regarding opinions and perceptions are (V448)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 1	
Decimals: 0	
Range: 1-3	

Borrowed from private commercial banks (Lb6a1)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

#### Literal question

What proportion of the investment needed to start the establishment was financed from each of the following sources?

Borrowed from state-owned banks and/or government agency (Lb6a2)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

#### Literal question

What proportion of the investment needed to start the establishment was financed from each of the following sources?

Did this establishment formally register when it begun operations? (Lb6b)

File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-2	

#### Literal question

Did this establishment formally register when it started operations?

## When did this establishment formally register? (Lb6c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 152
Format: numeric	Invalid: 1620
Width: 4	Minimum: -9
Decimals: 0	Maximum: 2006
Range: -9-2006	

### Literal question

When did this establishment formally register?

## Is the Internet connection used to:Communicate with clients and suppliers (c24a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 78
Format: numeric	Invalid: 1694
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Is this establishment's Internet connection used to:  
Communicate with clients and suppliers

## Did this establishment experience unavailability of Internet connection? (c25)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 78
Format: numeric	Invalid: 1694
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

Over fiscal year 2005, did this establishment experience unavailability of Internet connection?

### Interviewer instructions

Unavailability of Internet connection refers to instances when establishment Internet users receive an unavailable service message when attempting to access or log on to Internet services. The purpose of the question is to assess the reliability of the service provider and not the unavailability due to internal problems.

## How many times have you experienced unavailability of Internet connection? (c26)

File: ElSalvador\_2006\_2010\_2016

### Overview

## How many times have you experienced unavailability of Internet connection? (c26)

File: ElSalvador\_2006\_2010\_2016

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 0-30

Valid cases: 49  
Invalid: 1723  
Minimum: 0  
Maximum: 30

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], how many times has this establishment experienced unavailability of Internet connection?

### Interviewer instructions

Incidents of unavailable Internet connection per typical month: registers the number of times establishment Internet users receive an unavailable service message when attempting to access or log on to Internet services.

## On average how long did the unavailability of an Internet connection last? (c27)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 1-1440

Valid cases: 32  
Invalid: 1740  
Minimum: 1  
Maximum: 1440

### Literal question

In a typical month, over fiscal year 2005, on average how long did the unavailability of an Internet connection last?

### Interviewer instructions

Average duration of unavailable Internet connection registers the length of time (in minutes) of an average incident in a typical month.

## Second main product: second largest proportion of annual sales: Description (d1b1x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete  
Format: character  
Width: 161

Valid cases: 437

### Literal question

In fiscal year 2005, what were this establishment's two main products represented by the largest proportion of annual sales?

### Post question

INTERVIEWER: TOTAL DOES NOT NECESSARILY ADD UP TO 100%  
IF SECOND PRODUCT IS UNDEFINED CODE IS -5

## Second main product: second largest proportion of annual sales: Code (d1b2)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Second main product: second largest proportion of annual sales: Code (d1b2)

File: ElSalvador\_2006\_2010\_2016

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 4	Minimum: -9
Decimals: 0	Maximum: 3694
Range: -9-3694	

### Literal question

In fiscal year 2005, what were this establishment's two main products represented by the largest proportion of annual sales?

### Post question

INTERVIEWER: TOTAL DOES NOT NECESSARILY ADD UP TO 100%  
IF SECOND PRODUCT IS UNDEFINED CODE IS -5

## Second main product: largest proportion of annual sales: % of total revenue (d1b3)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 2	Minimum: -9
Decimals: 0	Maximum: 90
Range: -9-90	

### Literal question

In fiscal year 2005, what were this establishment's two main products represented by the largest proportion of annual sales?

### Post question

INTERVIEWER: TOTAL DOES NOT NECESSARILY ADD UP TO 100%  
IF SECOND PRODUCT IS UNDEFINED CODE IS -5

## Longest number of days to clear customs when exporting directly (d5)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 194
Format: numeric	Invalid: 1578
Width: 2	Minimum: -9
Decimals: 0	Maximum: 60
Range: -9-60	

### Literal question

In fiscal year 2005, when this establishment exported goods directly, what was the average number of days that it took from the time this establishment's goods arrived to their main point of exit (e.g., port, airport) until the time these goods cleared customs? And what was the longest number of days?

## Percent of subcontracted sales to other companies or persons (Ld8)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Percent of subcontracted sales to other companies or persons (Ld8)

File: ElSalvador\_2006\_2010\_2016

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

For fiscal year 2005, domestic and foreign, what percent of this establishment's sales was subcontracted to other firms or individuals?

## Who was the principal buyer for this establishment's output? (d9)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-9	

### Pre question

SHOW CARD

### Literal question

In fiscal year 2005, the main buyer of your output was?

## Percent of material inputs and/or supplies purchased to small companies (Ld11)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year 2005, what percent of this establishment's material inputs and supplies was purchased from small firms (less than 50 workers)?

## Longest number of days to clear customs when importing (d15)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 174
Format: numeric	Invalid: 1598
Width: 3	Minimum: -9
Decimals: 0	Maximum: 300
Range: -9-300	

### Literal question

## Longest number of days to clear customs when importing (d15)

File: ElSalvador\_2006\_2010\_2016

In fiscal year 2005, when this establishment imported goods, what was the average number of days that it took from the time goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs? And what was the longest time?

## Use its own transport to make shipments to its customers? (c1)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 2	
Decimals: 0	
Range: -9-2	

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The next topic is transport. The first four questions refer to the last complete fiscal year, after that the questions will focus in the last shipping of the most important product of the establishment.

### Literal question

In fiscal year 2005, did this establishment use its own transport to make shipments to its customers?

## Percent shipped with own transport (c2)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 339
Format: numeric	Invalid: 1433
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

In fiscal year 2005, what percent, in terms of annual revenue, of shipments to its customers were transported by this establishment's own transport?

## Did this establishment transport the main product using third party providers? (Lt3)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 241
Format: numeric	Invalid: 1531
Width: 2	
Decimals: 0	
Range: -9-2	

### Literal question

In fiscal year 2005, did this establishment transport the main product to the primary destination using third party providers?

## Main destination of main product: city (Lt4ax)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 437

Format: character

Width: 161

### Literal question

In fiscal year 2005, what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product)

### Post question

INTERVIEWER: IF THE PRODUCT IS SOLD IN THE SAME PLACE WHERE IS PRODUCED, WRITE -7 AND GO TO QUESTION Lt.30

## Main destination of main product: country (Lt4bx)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 437

Format: character

Invalid: 0

Width: 81

### Literal question

In fiscal year 2005, what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product)

### Post question

INTERVIEWER: IF THE PRODUCT IS SOLD IN THE SAME PLACE WHERE IS PRODUCED, WRITE -7 AND GO TO QUESTION Lt.30

## The country of destination is different to the establishment's country (Lt4c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 347

Format: numeric

Invalid: 1425

Width: 1

Decimals: 0

Range: 1-2

### Pre question

INTERVIEWER: REGISTER IF THE PRIMARY DESTINATION OF THIS ESTABLISHMENT'S MAIN PRODUCT IS DIFFERENT FROM THE COUNTRY WHERE THE ESTABLISHMENT IS LOCATED

## What is the name of the main point of exit of the main product? (Lt5x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete

Valid cases: 71

Format: character

Invalid: 0

Width: 89

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The following questions refer to the last shipment of this establishment's main product to its primary destination

## What is the name of the main point of exit of the main product? (Lt5x)

File: ElSalvador\_2006\_2010\_2016

### Literal question

What is the name of the point of exit for the last shipment of the main product?

## Type of transport used to ship the main product to the main destination (Lt6)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 347
Format: numeric	Invalid: 1425
Width: 1	
Decimals: 0	
Range: 1-6	

### Literal question

For the last shipment of the main product to the primary destination, what was the mode of transportation used to deliver the establishment's main product to the mentioned primary destination?

Terrestrial: cars, trucks, etc.

Terrestrial: Train

Air

Transport by river

Transport by ocean

Combination of mentioned options

## Others (Lt6x)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 18
Format: character	Invalid: 0
Width: 26	

### Literal question

For the last shipment of the main product to the primary destination, what was the mode of transportation used to deliver the establishment's main product to the mentioned primary destination?

Other

## Size of the last shipment of main product (Lt7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 347
Format: numeric	Invalid: 1425
Width: 9	Minimum: -9
Decimals: 0	Maximum: 250000000
Range: -9-250000000	

### Literal question

For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)?

## Unit of measurement for the Size of the last shipment of main product (Lt7b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 347
Format: numeric	Invalid: 1425
Width: 2	
Decimals: 0	
Range: -9-5	

### Pre question

SPECIFY UNIT OF MEASURE  
 Tons  
 Kilograms  
 Cubic meters  
 Pounds  
 Other

## Others (Lt7bx)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 77
Format: character	Invalid: 0
Width: 21	

### Pre question

SPECIFY UNIT OF MEASURE  
 Other

## Cost of last main product shipment to main destination (Lt8)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 347
Format: numeric	Invalid: 1425
Width: 6	Minimum: -9
Decimals: 0	Maximum: 250000
Range: -9-250000	

### Literal question

What was the transportation cost for the last shipment of the establishment's main product to its primary destination?

### Post question

INTERVIEWER: IF THE PRIMARY DESTINATION IS OUTSIDE THE COUNTRY, PLEASE INDICATE THE TRANSPORTATION COST NET OF ANY FEES CHARGED AT THAT PORT OF EXIT (E.G. CUSTOMS FEES, PORT OR AIRPORT FEES, CARGO HANDLING FEES, ETC.).

## Value of last main product shipment to main destination (Lt9)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Value of last main product shipment to main destination (Lt9)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 347  
Invalid: 1425  
Minimum: -9  
Maximum: 1000000

### Literal question

What was the total value of the last shipment of the establishment's main product to its primary destination?

## What is included in this value? (Lt10)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 71  
Invalid: 1701

### Literal question

What's included in that value?

## Time of transport of main product to main destination (Lt11)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1200

Valid cases: 347  
Invalid: 1425  
Minimum: -9  
Maximum: 1200

### Literal question

For the last shipment, how long did it take to transport the last shipment of the establishment's main product to its primary destination, from the time the product left the establishment until it was delivered to the client?

## Change of sales of the main product (e3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 364  
Invalid: 1408

### Literal question

Comparing the last month to the first month of the fiscal year 2005 have monthly sales of this establishment's main product increased, remained the same, or decreased?

### Interviewer instructions

Change in value sales. The purpose of this question is to determine if the establishment has sold more than, less than or the same as it did in the previous year.

Selling more is measured in terms of REVENUE (and not units like kilograms, for example).

## Change of prices of the main product (e4)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 364  
Invalid: 1408

### Literal question

Comparing the last month to the first month of the fiscal year 2005 have prices of this establishment's main product increased, remained the same, or decreased?

### Interviewer instructions

Change in prices. The purpose of this question is to determine if the establishment's prices were higher than, lower than or the same as they were in the previous year. This is in unit prices.

## How important it is the pressure from domestic competitors on production costs (e5a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

How important or unimportant are the following factors on production costs of existing products?  
Pressure from domestic competitors

## How important it is the pressure from foreign competitors on production costs (e5b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

How important or unimportant are the following factors on production costs of existing products?  
Pressure from foreign competitors

## Introduce new or significantly improved products or services? (e7)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Introduce new or significantly improved products or services? (e7)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 437  
Invalid: 1335

### Literal question

During the last three years, did this establishment introduce onto the market any new or significantly improved products?

## Introduced any new or significantly improved production processes? (e8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

During the last three fiscal years, has this establishment introduced any new or significantly improved production processes including methods of supplying services and ways of delivering products?

## Invested in R&D, within the establishment or through a third party? (Le8a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

In fiscal year 2005, did this establishment spend on research and development activities, within the establishment or other companies contracted?

## Investment in R&D within the establishment (Le8b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-400000

Valid cases: 149  
Invalid: 1623  
Minimum: -9  
Maximum: 400000

### Literal question

In fiscal year 2005, how much did this establishment spend on research and development activities performed within this establishment?

## Investment in R&D contracting a third party (Le8c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 149
Format: numeric	Invalid: 1623
Width: 6	Minimum: -9
Decimals: 0	Maximum: 204000
Range: -9-204000	

### Literal question

In fiscal year 2005, how much did this establishment spend on research and development activities performed within this establishment? And, how much in activities with other companies contracted?

## Pressure from domestic competitors over prices of existing products? (e9a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 124
Format: numeric	Invalid: 1648
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

For this establishment, how important are each of the following influences over prices of existing products?

## Pressure from foreign competitors over prices of existing products? (e9b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 124
Format: numeric	Invalid: 1648
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

For this establishment, how important are each of the following influences over prices of existing products?

## Pressure from domestic competitors in presenting new lines of products? (e10a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 124
Format: numeric	Invalid: 1648
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

## Pressure from domestic competitors in presenting new lines of products? (e10a)

File: ElSalvador\_2006\_2010\_2016

How important or unimportant are each of the following influences on this establishment in presenting new lines of products?

## Pressure from foreign competitors in presenting new lines of products? (e10b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 124  
Invalid: 1648

### Literal question

How important or unimportant are each of the following influences on this establishment in presenting new lines of products?

## Has this establishment been unsuccessful in acquiring land or new premises? (g8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 124  
Invalid: 1648

### Literal question

In the last three years, has this establishment been unsuccessful in acquiring land or new premises?

## Degree of obstacle for current operations: zoning restrictions (g30b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 124  
Invalid: 1648

### Pre question

SHOW CARD

### Literal question

Is Zoning restrictions 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

## Degree of obstacle for current operations: zoning restrictions (g30b)

File: ElSalvador\_2006\_2010\_2016

- 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

## Degree of obstacle for current operations: environment restrictions (Lg30b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 569
Format: numeric	Invalid: 1203
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Please tell me if you think that environmental regulations is No Obstacle, a Minor Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

## Did this establishment have a dispute with clients over payments? (V497)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-2	

## In reference to the payment dispute, was the court system used to resolve it? (V498)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 201
Format: numeric	Invalid: 1571
Width: 2	
Decimals: 0	
Range: -9-2	

## In reference to the payment dispute, was a court judgment made? (h3)

File: ElSalvador\_2006\_2010\_2016

### Overview

## In reference to the payment dispute, was a court judgment made? (h3)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 104  
Invalid: 1668

### Literal question

In reference to this payment dispute where the court system was used to resolve it, was a court judgment made?

## Weeks for courts to reach judgment (h4)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-104

Valid cases: 58  
Invalid: 1714  
Minimum: -9  
Maximum: 104

### Literal question

In reference to the most recent resolved dispute for which the court system was used and a court judgment was made, how many weeks did it take the courts to come to judgment on this dispute? Calculate time to reach a judgment from the day the establishment first took court action until the moment a judgment was made.

## Was decision of the court enforced? (V501)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 58  
Invalid: 1714

## Weeks for court enforcement to take place (h6)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-96

Valid cases: 43  
Invalid: 1729  
Minimum: -9  
Maximum: 96

### Literal question

In reference to the most recent resolved dispute for which a legal proceeding was initiated, a court judgment was made, and judgment was enforced, how many weeks did the enforcement (execution) of the court judgment take (from the moment of the issuance of the court decision until the moment payment was resolved)?

## Agreement with: The court system is Quick (h7b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

### Literal question

Please tell me if you agree, according to the scale of the card. Sentences are about how the court system handles business disputes between private parties, including matters of payment for goods or services, liability, and property right enforcement, but not labor disputes. The court system is quick

## Agreement with: The court system is Affordable (h7c)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

### Literal question

Please tell me if you agree, according to the scale of the card. Sentences are about how the court system handles business disputes between private parties, including matters of payment for goods or services, liability, and property right enforcement, but not labor disputes. The court system is affordable.

## Agreement with: The court system is Able to enforce its decisions (h7d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

### Literal question

Please tell me if you agree, according to the scale of the card. Sentences are about how the court system handles business disputes between private parties, including matters of payment for goods or services, liability, and property right enforcement, but not labor disputes. The court system is able to enforce its decisions.

## Did the establishment employees' absenteeism increase due to crime? (Li4)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

## Did the establishment employees' absenteeism increase due to crime? (Li4)

File: ElSalvador\_2006\_2010\_2016

### Literal question

For fiscal year 2005, has this establishment experienced increases in worker absenteeism as a result of crime and insecurity (for example, workers unwilling to work the night shift, or workers unable to work as a result of having been victims of crimes, etc.)?

## Agree: gov.officials' interpretation of laws/reg consistent & predictable (j1a)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The following questions assess how establishments, such as this one, deal with government officials, their agencies, and the rules and regulations these agencies are designed to implement and enforce.

### Literal question

I am going to read some statements that describe business-government relations. For each statement, please tell me if you agree or disagree, according to this scale.

"Government officials' interpretations of the laws and regulations affecting this establishment are consistent and predictable."

## Agreement with: It is common to pay informal payments/gifts to get things done (j1b)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

### Literal question

I am going to read some statements that describe business-government relations. For each statement, please tell me if you agree or disagree, according to this scale.

"It is common for establishments in this line of business to have to pay informal payments/gifts to get things done with regard to customs, taxes, licenses, and regulations, etc."

## Ageement with: Establishments know in advance size of informal payment/gift (j1c)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Ageement with: Establishments know in advance size of informal payment/gift (j1c)

File: ElSalvador\_2006\_2010\_2016

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

Valid cases: 693  
Invalid: 1079

### Literal question

I am going to read some statements that describe business-government relations. For each statement, please tell me if you agree or disagree, according to this scale.

"Establishments in this line of business know in advance about how much this informal payment/gift is to get things done."

## Percent of total annual sales reported for tax purposes (j8)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079  
Minimum: -9  
Maximum: 100

### Literal question

Recognizing the difficulties many business establishments face in fully complying with taxes and regulations, what percent of total annual sales would you estimate the typical firm in this establishment's line of business declares for tax purposes?

## Percent of total workforce reported for tax purposes (j9)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079  
Minimum: -9  
Maximum: 100

### Literal question

Recognizing the difficulties that many business establishments face in fully complying with labor regulations, what percent of total workforce would you estimate the typical firm in your line of business declares for tax purposes?

## Degree of obstacle for the current operation: macroeconomic instability (j30d)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 693  
Invalid: 1079

### Literal question

## Degree of obstacle for the current operation: macroeconomic instability (j30d)

File: ElSalvador\_2006\_2010\_2016

What is the level of obstacle of the next items to the functioning of this establishment?  
Macroeconomic instability

## Proportion of working capital financed from private commercial banks (k3b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
Borrowed from private commercial banks

## % of working capital financed: state-owned banks and/or government agency (k3c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	Minimum: 0
Decimals: 0	Maximum: 70
Range: 0-70	

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
Borrowed from state-owned banks and/or government agency

## Proportion of working capital financed from family/friends (k3d)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?  
Borrowed from family/friends

## Proportion of working capital financed from informal sources (k3g)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	Minimum: 0
Decimals: 0	Maximum: 80
Range: 0-80	

#### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Borrowed from informal sources (e.g., moneylenders)

## Proportion of working capital financed from other sources (k3h)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

#### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Other

## Proportion of purchases of fixed assets financed from directly placed debt (k5j)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 2	
Decimals: 0	
Range: 0-20	

#### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?

Issued new debt (including commercial paper and debentures)

## Proportion of purchases of fixed assets financed from private commercial banks (k5b)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

## Proportion of purchases of fixed assets financed from private commercial banks (k5b)

File: ElSalvador\_2006\_2010\_2016

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?

Borrowed from private commercial banks

## % of purchases of fixed assets financed:state-owned banks and/or gov.agency (k5c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?

Borrowed from state-owned banks and/or government agency

## Proportion of purchases of fixed assets financed from family/friends (k5d)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?

Borrowed from family/friends

## Proportion of purchases of fixed assets financed from informal sources (k5g)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

## Proportion of purchases of fixed assets financed from informal sources (k5g)

File: ElSalvador\_2006\_2010\_2016

Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?

Borrowed from informal sources (e.g., moneylenders)

## Proportion of purchases of fixed assets financed from other sources (k5h)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 411
Format: numeric	Invalid: 1361
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: 0-100	

### Literal question

Over fiscal year 2005, please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?

Other

## Term to maturity of the most recent outstanding loan or line of credit (k12)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 428
Format: numeric	Invalid: 1344
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1300
Range: -9-1300	

### Literal question

Referring only to this most recent line of credit or loan, how much time (in months) was this establishment granted to pay off the loan or line of credit when it was received?

## Value of collateral as % of most recent outstanding loan? (k15)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 371
Format: numeric	Invalid: 1401
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1900
Range: -9-1900	

### Literal question

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

### Interviewer instructions

Value of collateral - self explanatory

## How many times did this establishment apply for loans or lines of credit? (k18)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 300
Format: numeric	Invalid: 1472
Width: 2	Minimum: -9
Decimals: 0	Maximum: 24
Range: -9-24	

### Literal question

In fiscal year 2005, how many times did this establishment apply for new loans or new lines of credit?

## How many of those loan or line of credit applications were rejected? (k19)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 291
Format: numeric	Invalid: 1481
Width: 1	
Decimals: 0	
Range: 0-5	

### Literal question

How many of those loan or line of credit applications were rejected?

## What was the reason given for the last rejection? (k20)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 50
Format: numeric	Invalid: 1722
Width: 2	
Decimals: 0	
Range: -9-6	

### Literal question

In fiscal year 2005 what was the reason given for the last loan or line of credit rejection?

## Percentage of full-time seasonal/temporary females (17)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 343
Format: numeric	Invalid: 1429
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year 2005, what percentage of all full-time seasonal or temporary employees were female?

## Average educational attainment of a typical production worker? (global scale) (I9)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 2	
Decimals: 0	
Range: -9-5	

### Pre question

SHOW CARD

### Literal question

What is the average educational attainment of a typical production worker employed in this establishment?

## Percentage of workforce unionized (I12)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

At the present time, what percent of this establishment's workforce is unionized?

## Did labour regulations affect decisions of hiring or firing permanent workers? (I13)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-4	

### Literal question

Over fiscal year 2005, as decisions about hiring or firing permanent workers were being considered, did labor regulations affect those decisions in a significant way?

## Number of permanent workers that this establishment would have hired (I14a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 45
Format: numeric	Invalid: 1727
Width: 3	Minimum: -9
Decimals: 0	Maximum: 400
Range: -9-400	

## Number of permanent workers that this establishment would have hired (l14a)

File: ElSalvador\_2006\_2010\_2016

### Literal question

In fiscal year 2005, would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations?

## Number of permanent workers that this establishment would have fired (l14b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 45
Format: numeric	Invalid: 1727
Width: 3	Minimum: -9
Decimals: 0	Maximum: 250
Range: -9-250	

### Literal question

In fiscal year 2005, would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations?

## Most important obstacle of labor regulation to hire employees? (L14a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 23
Format: numeric	Invalid: 1749
Width: 1	
Decimals: 0	
Range: 1-6	

### Pre question

ONLY FOR THOSE WHO SAY AFFECT TO HIRING (CODE 1 OR 3 IN L.13)

### Literal question

Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment?

## Other aspect (L14ax)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 3
Format: character	Invalid: 0
Width: 15	

### Pre question

ONLY FOR THOSE WHO SAY AFFECT TO HIRING (CODE 1 OR 3 IN L.13)

### Literal question

Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment?  
Other (specify)

## Second ranked obstacle to the current operations of this establishment (m1b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-16	

### Literal question

You have indicated that several obstacles affect the operation of this establishment. Here is a card with the obstacles I mentioned throughout the interview (HAND RESPONDENT CARD LISTING ALL FACTORS). Please tell me the three that you think are currently the biggest problem, beginning with the worst of all three.

## Third ranked obstacle to the current operations of this establishment (m1c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-16	

### Literal question

You have indicated that several obstacles affect the operation of this establishment. Here is a card with the obstacles I mentioned throughout the interview (HAND RESPONDENT CARD LISTING ALL FACTORS). Please tell me the three that you think are currently the biggest problem, beginning with the worst of all three.

## Percent of this establishment's total annual sales from: Manufacturing (n1a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 3	Minimum: 20
Decimals: 0	Maximum: 100
Range: 20-100	

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The purpose of the following questions is to allow us to estimate the productivity of establishments like this one. Estimates are made at the aggregate level so the information you provide below will be compiled with the information from other establishments. It is important that this information be as accurate as possible. Please provide the following information from the financial statements of this establishment.

### Literal question

In fiscal year 2005, what percent of this establishment's total annual sales came from the following activities:

## Percent of this establishment's total annual sales from: Services (n1b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 2	Minimum: 0
Decimals: 0	Maximum: 80
Range: 0-80	

### Literal question

In fiscal year 2005, what percent of this establishment's total annual sales came from the following activities:

## Percent of this establishment's total annual sales from: Other (n1c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 2	Minimum: 0
Decimals: 0	Maximum: 62
Range: 0-62	

### Literal question

In fiscal year 2005, what percent of this establishment's total annual sales came from the following activities:

## Total annual costs of communications services (n2c)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 7	Minimum: -9
Decimals: 0	Maximum: 3000000
Range: -9-3000000	

### Literal question

For fiscal year 2005, please provide the following information about this establishment:  
Total annual costs of communications services

### Interviewer instructions

## Total annual costs of communications services (n2c)

### File: ElSalvador\_2006\_2010\_2016

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 transport for goods (not including fuel) (n2g)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 7	Minimum: -9
Decimals: 0	Maximum: 1727933
Range: -9-1727933	

#### Literal question

For fiscal year 2005, please provide the following information about this establishment:  
Total annual costs of transport for goods (not including fuel)

## Total annual costs of water (n2h)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 7	Minimum: -9
Decimals: 0	Maximum: 2000775
Range: -9-2000775	

#### Literal question

For fiscal year 2005, please provide the following information about this establishment:  
Total annual costs of water

#### Interviewer instructions

## Total annual costs of water (n2h)

### File: ElSalvador\_2006\_2010\_2016

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 rental of land/buildings, equipment, furniture (n2d)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 8	Minimum: -9
Decimals: 0	Maximum: 52508500
Range: -9-52508500	

#### Literal question

For fiscal year 2005, please provide the following information about this establishment:  
Total annual cost of rental of land/buildings, equipment, furniture

## Average monthly compensation (Production worker) (n4a)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 4	Minimum: -9
Decimals: 0	Maximum: 4222
Range: -9-4222	

#### Literal question

In fiscal year 2005, what was the approximate average monthly compensation, including benefits when applicable, for a full-time production employee?

#### Interviewer instructions

See definition of production workers in the Labor Section.

Compensation includes all annual benefits paid to the worker including social security tax and other labor taxes paid to the government.

## Average monthly compensation (Non-production worker) (n4b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 5	Minimum: -9
Decimals: 0	Maximum: 75000
Range: -9-75000	

### Literal question

Approximately, in fiscal year 2005, what was the average monthly compensation, including benefits when applicable, for each type of full-time worker?

Non-production worker (for example, administrative)

## Annual expenditure on purchases of Information technology (V548)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 124
Format: numeric	Invalid: 1648
Width: 8	Minimum: -9
Decimals: 0	Maximum: 10000000
Range: -9-10000000	

## Hypothetical cost to purchase its own land and buildings (Ln7a)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 9	Minimum: -9
Decimals: 0	Maximum: 300000000
Range: -9-300000000	

### Literal question

If this establishment had to hypothetically purchase its own land and buildings, and machinery and equipment in use now, as they are in their current condition, how much would it cost to purchase each of the following?

Machinery and equipment (including vehicles)

## Hypothetical cost to purchase its own machinery vehicles and equipment in use (Ln7b)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 437
Format: numeric	Invalid: 1335
Width: 9	Minimum: -9
Decimals: 0	Maximum: 200000000
Range: -9-200000000	

### Literal question

If this establishment had to hypothetically purchase its own land and buildings, and machinery and equipment in use now, as they are in their current condition, how much would it cost to purchase each of the following?

Land and buildings

## Region from sample frame (region\_sample)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 1	
Decimals: 0	
Range: 1-2	

## Size from sample frame (size\_sample)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	
Decimals: 0	
Range: -9-3	

## Country (V553)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: character	Invalid: 0
Width: 11	

## Industry from sample frame (ind\_sample)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 2	Minimum: 2
Decimals: 0	Maximum: 52
Range: 2-52	

## Classification ISIC sample frame (isic)

File: ElSalvador\_2006\_2010\_2016

### Overview

Type: Discrete	Valid cases: 693
Format: character	Invalid: 0
Width: 7	

## Strata unique identifier (V556)

File: ElSalvador\_2006\_2010\_2016

### Overview

## Strata unique identifier (V556)

### File: ElSalvador\_2006\_2010\_2016

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0

Valid cases: 0  
 Invalid: 1772

## Unique panel identification code from 2003 (idstd\_2003)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Continuous  
 Format: numeric  
 Width: 5  
 Decimals: 0  
 Range: 48001-48463

Valid cases: 308  
 Invalid: 1464  
 Minimum: 48001  
 Maximum: 48463

## Time beginning of interview Central America format (a14)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

Type: Discrete  
 Format: character  
 Width: 14

Valid cases: 693  
 Invalid: 0

## Establishment received assist.from export promotion programs in last 3 years (Le8d1)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 437  
 Invalid: 1335

#### Literal question

In the last three year, has this establishment received assistance from any of the following public or private programs?  
 Export promotion

## Establishment received assist.from training programs in last 3 years (Le8d2)

### File: ElSalvador\_2006\_2010\_2016

#### Overview

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

Valid cases: 437  
 Invalid: 1335

#### Literal question

## Establishment received assist.from training programs in last 3 years (Le8d2)

File: ElSalvador\_2006\_2010\_2016

In the last three year, has this establishment received assistance from any of the following public or private programs?  
Training programs

## Establishment received assis.from technology update programs in last 3 years (Le8d3)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

In the last three year, has this establishment received assistance from any of the following public or private programs?  
Technology update

## Establishment received assist.from bussines development services in last 3 years (Le8d4)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

In the last three year, has this establishment received assistance from any of the following public or private programs?  
Business development services

## Average educational attainment of a typical production worker? Central America's (l9\_centroamerica)

File: ElSalvador\_2006\_2010\_2016

### Overview

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

Valid cases: 437  
Invalid: 1335

### Literal question

What is the average educational attainment of a typical production worker employed in this establishment?

## Time end of interview Central America format (a15)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Discrete	Valid cases: 693
Format: character	Invalid: 0
Width: 14	

## Estimated interview duration when in several appointments (a19)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 693
Format: numeric	Invalid: 1079
Width: 3	Minimum: 0
Decimals: 0	Maximum: 510
Range: 0-510	

## (id2006)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 809
Format: numeric	Invalid: 963
Width: 8	Minimum: 11203001
Decimals: 0	Maximum: 31240018
Range: 11203001-31240018	

## ID number of 2010 survey (id2010)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 1412
Width: 5	Minimum: 1
Decimals: 0	Maximum: 90206
Range: 1-90206	

## ID number of 2016 survey (id2016)

File: ElSalvador\_2006\_2010\_2016

**Overview**

Type: Continuous	Valid cases: 835
Format: numeric	Invalid: 937
Width: 5	Minimum: 3
Decimals: 0	Maximum: 19065
Range: 3-19065	

## Related Materials

### Questionnaires

#### Manufacturing Module Questionnaire 2016

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Title Manufacturing Module Questionnaire 2016  
 Language English  
 Filename El\_Salvador\_2016\_ES\_Questionnaire\_Manufacturing.pdf

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#### Services Module Questionnaire 2016

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Title Services Module Questionnaire 2016  
 Language English  
 Filename El\_Salvador\_2016\_ES\_Questionnaire\_Services.pdf

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#### Core Questionnaire 2010

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Title Core Questionnaire 2010  
 Country El Salvador  
 Language English

Table of contents  
 Section A - Control Information (information collected in the first stage of implementation)  
 Section B - General information (characteristics of the establishment)  
 Section C - Infrastructure and Services (power, water, transport, and communication technologies)  
 Section D - Sales and Supplies (imports, exports, supply and demand conditions)  
 Section E - Innovation and Degree of Competition (number of competitors and technology)  
 Section G - Land and Permits (land ownership, land access issues)  
 Section I - Crime (extent of crime and losses due to crime)  
 Section K - Finance (sources of finance, access to credit)  
 Section P - Business Development Services  
 Section J - Business-Government Relations (quality of public services, consistency of policy, regulatory compliance costs (management time, bribes))  
 Section L - Labor (employment, training, skills)  
 Section M - Business Environment (ranking of general obstacles)  
 Section N - Performance (numbers and figures needed to estimate performance or productivity).

Filename ES LAC 2010 Core\_CentralAmerica.pdf

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#### Core Questionnaire + Manufacturing Module 2010

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Title Core Questionnaire + Manufacturing Module 2010  
 Country El Salvador  
 Language English  
 Filename ES LAC 2010 Manufacturing\_CentralAmerica.pdf

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#### Core Questionnaire + Retail Module 2010

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Title Core Questionnaire + Retail Module 2010  
 Country El Salvador  
 Language English  
 Filename ES LAC 2010 Retail\_CentralAmerica.pdf

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## Core Questionnaire 2006

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Title Core Questionnaire 2006  
 Language English  
 Filename LAC Core\_Sector\_Module\_08\_07\_07.pdf

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## Core Questionnaire + Manufacturing Module 2006

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Title Core Questionnaire + Manufacturing Module 2006  
 Language English  
 Filename LAC Manufacturing\_Sector\_Module\_08\_07\_07.pdf

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## Core Questionnaire + Retail Module 2006

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Title Core Questionnaire + Retail Module 2006  
 Language English  
 Filename LAC Services\_Sector\_Module\_08\_07\_07.pdf

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## Reports

### El Salvador Country Profile 2016

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Title El Salvador Country Profile 2016  
 Language English  
 Filename <http://www.enterprisesurveys.org/~media/GIAWB/EnterpriseSurveys/Documents/Profiles/English/El-Salvador-2016.pdf>

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### El Salvador Country Profile 2010

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Title El Salvador Country Profile 2010  
 Country El Salvador  
 Language English  
 Description Country Profiles provide key investment climate indicators for a country with benchmarks against their respective regional and income groups. The set of covered topics includes perceived obstacles, the average firm, corruption, taxes and regulations, access to finance, infrastructure, workforce, crime, informality, innovation, and trade. These 15-18 page documents contain mostly figures and tables for easy visual display.  
 Filename ESCP2009\_El\_Salvador\_10782010v2.pdf

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## Technical documents

### Description of El Salvador ES 2016 Implementation

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Title Description of El Salvador ES 2016 Implementation  
 Language English  
 Filename El Salvador 2016 ES Implementation Report.pdf

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### Description of El Salvador ES 2010 Implementation

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Title Description of El Salvador ES 2010 Implementation  
 Language English  
 Filename El Salvador 2010 Implementation Report\_final.pdf

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## Latin America and the Caribbean Enterprise Survey 2006 Implementation Report

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Title Latin America and the Caribbean Enterprise Survey 2006 Implementation Report  
Language English  
Description The document provides information on the data collected in Latin America and the Caribbean during the calendar years 2006 and 2007. It describes the sampling design, the data set structure, provides information on non-response and the appropriate use of weights.  
Filename LAC-2006--implementation note-.pdf

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## General Structure of Enterprise Surveys Panel Datasets

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Title General Structure of Enterprise Surveys Panel Datasets  
Language English  
Filename Notes on Panel Datasets.pdf

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