

--	--	--	--	--	--	--	--	--	--

## THE WORLD BANK ENTERPRISE SURVEY

*Niger TR. Exporter Module (2017)*

**INTERVIEWER: Please ask TRD1 to TRd11 to only direct exporters (d3c>0)**

**INTERVIEWER: READ the following**

Let's now talk about your export activities.

**INTERVIEWER: Please ask TRD1 to TRd11 to only direct exporters (d3c>0)**

**INTERVIEWER: READ the following**

Let's now talk about your export activities.

<b>TRD.1</b>	In fiscal year <b>2016</b> , what percent of this establishment's direct export revenue was from the following countries/areas : <b>SHOW CARD TR1</b>
--------------	---

	Percent	DON'T KNOW (SPONTANEOUS)
CEDEAO	<b>TRd1a%</b>	<b>-9</b>
European Union	<b>TRd1b%</b>	<b>-9</b>
Rest of other countries	<b>TRd1c%</b>	<b>-9</b>
	<b>100%</b>	

**Interviewer: CHECK THAT THE TOTAL IS 100%**

<b>TRD.1d</b>	Of all countries, which are the top two largest destinations for direct exports in terms of export revenues?
---------------	--

	Country
Largest country destination of exports	<b>TRd1dx1</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

	Country
Second largest country destination of exports	<b>TRd2dx2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>

**Interviewers READ the following**

The following questions are about this establishment's main partner market for direct export in fiscal year 2016, which is the market that provided the highest export revenue in fiscal year 2016 .

QUESTIONNAIRE NUMBER

--	--	--	--	--	--	--	--	--	--

<b>TRD.2</b>	Referring to this establishment's main partner market for direct export in fiscal year 2016, when did this establishment first exported directly to this market?
--------------	--

	<b>Year</b>
Year establishment first exported directly to the main partner	<b>TRd2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR**

<b>TRD.3</b>	In fiscal year 2016, were this establishment's direct export to the main market finished goods for sale to final consumers, or semi-finished goods to be used as inputs by other firms, or both finished and semi-finished goods <b>SHOW CARD TR2</b>
--------------	---

Finished goods for sale to final consumers	1
Semi-finished goods to be used as inputs by other firms	2
Both finished and semi-finished goods	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**TRd3**

<b>TRD.4</b>	In fiscal year 2016, what was the main type of client this establishment had for its direct exports? <b>SHOW CARD TR3</b>
--------------	---

A government or government agencies, including state-owned enterprises	1
This establishment's parent company or affiliated subsidiaries	2
Private firms, excluding this establishment's parent company or affiliated subsidiaries, with 150 employees or more	3
Private firms, excluding this establishment's parent company or affiliated subsidiaries, with less than 150 employees	4
Other	5
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**TRd4**

<b>TRD.5</b>	What are the first and second main reasons for this establishment to directly export to its main export market? <b>SHOW CARD TR4</b>
--------------	--

Excess domestic supply for this establishment's products	1
High foreign demand for this establishment's products	2
Specific and favorable incentives when exporting to this area	3
There is a subsidiary of the parent firm	4
Firm created a new competitive product for the destination markets	5

QUESTIONNAIRE NUMBER

--	--	--	--	--	--	--	--	--	--	--	--

Other	6
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
First main reason	<b>TRd5a</b>
Second main reason	<b>TRd5b</b>

<b>TRD.6</b>	Since this establishment first exported to its main market, did the direct export operations to this market ever have to stop?
--------------	--

Yes	1	<b>SKIP TO TRD.9</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
		<b>TRd6</b>

<b>TRD.7</b>	How long did this period of export inactivity last (no of weeks)
--------------	--

	<b>No of weeks</b>
No of weeks the establishment stopped its direct export operations to the main market	<b>TRd7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>DIDN'T RESUME YET</b>	<b>-7</b>

<b>TRD.9</b>	Using the response options on the card, please mark to what degree are each of the following elements in the origin country are a significant obstacle to this establishment's exports to its main partner market? <b>SHOW CARD TR5</b>
--------------	--

QUESTIONNAIRE NUMBER

--	--	--	--	--	--	--	--	--	--

						(SPONTANEOUS)	
	No obstacle	Minor obstacle	Moderat e obstacle	Major obstacle	Very Severe Obstacle	DON'T KNOW	DOES NOT APPLY
Product/Market							
Testing and certification <b>TRd9a</b>	0	1	2	3	4	-9	-7
Export/Import procedures							
Pre-shipment physical controls <b>TRd9b</b>	0	1	2	3	4	-9	-7
Import licensing, quota or prohibitions in destination country <b>TRd9c</b>	0	1	2	3	4	-9	-7
Lengthy local Customs procedures <b>TRd9d</b>	0	1	2	3	4	-9	-7
Cumbersome local cargo handling or other port procedures or requirements <b>TRd9e</b>	0	1	2	3	4	-9	-7
Taxes and regulations in country of origin							
Restrictive foreign exchange allocations <b>TRd9f</b>	0	1	2	3	4	-9	-7
High or discriminatory export taxes or charges <b>TRd9g</b>	0	1	2	3	4	-9	-7
Access to inputs (or public support)							
Lack of export financing <b>TRd9h</b>	0	1	2	3	4	-9	-7
Little information on marketing conditions in export markets <b>TRd9i</b>	0	1	2	3	4	-9	-7
Lack of support to prospect new markets <b>TRd9j</b>	0	1	2	3	4	-9	-7
Issues with transport services (high cost, monopoly, etc.) <b>TRd9l</b>	0	1	2	3	4	-9	-7
Trade regulations							
Complex or changing application of trade agreements <b>TRd9m</b>	0	1	2	3	4	-9	-7

QUESTIONNAIRE NUMBER

--	--	--	--	--	--	--	--	--	--

**TRD.11**

By looking at card **TR6** can you tell me which of the elements included in the list, if any, currently represents the biggest obstacle faced by this establishment in direct export operations to its main market **SHOW CARD TR6**

**INTERVIEWER: DO NOT READ OUT**

1-Application of existing trade agreements
2-Cargo handling and port procedures or requirements
3-Consumer safety regulations
4-Customs procedures
5-Government procurement procedures
6-Health/environment regulations
7-High or discriminatory taxes or charges
8-Import licensing, quota or prohibitions
9-Issues with transport services
10-Lack of export financing
11-Lack of information on export market
12-Lack of support to prospect new markets
13-Pre-shipment controls
14-Product quality regulations
15-Restrictive foreign exchange allocations
16-Testing and certification
17-Other

Biggest obstacle to export	<b>TRd11</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

--	--	--	--	--	--	--	--	--	--

**INTERVIEWER: Please ask TRD13 to TRd16 to both indirect (d3b>0) and direct exporters (d3c>0)**

**INTERVIEWER: Please ask TRD13 and TRD13C only if d12b>0**

<b>TRD.13</b>	In fiscal year 2016, what percentage of this establishment's supplies from outside of the country was from the following countries/areas? Most important supplies is defined as the supplier which provided the highest value of material inputs or supplies <b>SHOW CARD TR7</b>
---------------	--

	Percent	DON'T KNOW (SPONTANEOUS)
CEDEAO (excluding Niger)	<b>TRd13a%</b>	<b>-9</b>
European Union	<b>TRd13b%</b>	<b>-9</b>
Rest of other countries	<b>TRd13c%</b>	<b>-9</b>
	<b>100%</b>	

**Interviewer: CHECK THAT THE TOTAL IS 100%**

<b>TRD.13c</b>	Of all the countries the firm receives supplies from, which country is the biggest source of supplies?
----------------	--

	Country
Country	<b>TRd13cx</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

<b>TRD.14</b>	For how many years has this establishment been doing business with the most important supplier (foreign or domestic)?
---------------	---

	Number of years
Number of year of business with the most important supplier	<b>TRd14</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

QUESTIONNAIRE NUMBER

--	--	--	--	--	--	--	--	--	--	--

**TRD.15** What was the main source of information used by this establishment to find this supplier?  
**SHOW CARD TR8**

Personal knowledge and research (advertisement, internet, etc.)	1
Other businesses in the same line than ours	2
Other business associates, suppliers or customers	3
Business Association or Chamber of Commerce	4
Government agency	5
Tender	6
Supplier is located close to this establishment	7
Supplier contacted this	8
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**TRd15**

**TRD.16** At the time when the business with this supplier started, what was the main reason for this establishment's confidence to make business with this new supplier?  
**SHOW CARD TR9**

Personal acquaintance	1
Physical proximity close to this establishment	2
Belongs to same Business Association than this establishment	3
Recommended by business associates/suppliers/customers	4
Only supplier whose products meet specifications	5
Supplier is government owned with guarantees	6
Other reason	7
Supplier has international certification	8
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

**TRd16**