

Networks, Innovation and Financial Crisis (NIFS) Survey
 The World Bank
 Turkey 2009

A. CONTROL INFORMATION (to be filled out from the existing information, except for a4c)

A.1 Country

A.1a Language of the interview

A.2

Sampling Region

Marmara	1
Aegean	2
Central Anatolia	3
South	4
Black Sea - Eastern	5

A.3x City/town/village

A.3 Size of locality

Size of locality

Capital city	1
City with population over 1 million – other than capital	2
Over 250.000 to 1 million	3
50.000 to 250.000	4
Less than 50.000	5

A.3a

**Region of the establishment
(coded ex post)**

Marmara	1
Aegean	2
Central Anatolia	3
South	4
Black Sea - Eastern	5

A.4 Industry

		Screener sector a4b	Revised sector a4c
Manufacturing :Section D	Food	15	15
	Textiles	17	17
	Garments	18	18
	Chemicals	24	24
	Plastics & rubber	25	25
	Non metallic mineral products	26	26
	Basic metals	27	27
	Fabricated metal products	28	28
	Machinery and equipment	29	29
	Electronics (31 & 32)	31	31
Service	Retail	52	52
Other	Other manufacturing	2	2
	Wholesale	51	51
	IT	72	72
	Hotel and restaurants: section H	55	55
	Services of motor vehicles	50	50
	Construction Section F:	45	45
Transport Section I: (60-64)	60	60	

A.6b Size

	Screener size a6b
Less than 5 (panel only)	0
Small ≥ 5 and ≤ 19	1
Medium ≥ 20 and ≤ 99	2
Large ≥ 100	3

READ THE FOLLOWING TO THE TARGET RESPONDENT

Good morning, I'm calling you from [...] to thank you for the participation in the survey for the World Bank that we undertook a few months ago and I would like to inform you that we are sending you a brief report of the results. We would like to take this opportunity to ask you a few questions to follow up on the business environment in Turkey and the effect of the current economic crisis on your establishment

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.

B. REGIONAL NETWORKS AND VALUE CHAINS

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING.

The following set of questions refers to how and where this establishment makes its sales and purchases.

B.1 Over fiscal year 2008, what percent of this establishment's sales were:

	Percent	Don't know (spontaneous)
National sales	b1a %	-9
Indirect exports (sold domestically to third party that exports products)	b1b %	-9
Direct exports	b1c %	-9
	100%	

IF 0% GO TO B.4

B.2 Over fiscal year 2008, what is the percentage distribution of your establishment's main product domestic sales by region of destination

INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

	Percent	Don't know (spontaneous)
Marmara	b2a %	-9
Aegean	b2b %	-9
Central Anatolia	b2c %	-9
South	b2d %	-9
Black Sea - Eastern	b2e %	-9
	100%	

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

B.3 Over fiscal year 2008, approximately what percentage of the last year’s sales of your enterprise in the domestic market is made to the below:

INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

	Percent	Don't know (spontaneous)
Government and state owned enterprises	b3a %	-9
Multinational companies operating in Turkey	b3b %	-9
Your parent company or affiliated subsidiaries	b3c %	-9
Other companies and individuals	b3d %	-9
	100%	

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

B.4 Over fiscal year 2008, what percent of this establishment’s main material input purchases were:

	Percent	Don't know (spontaneous)
Purchased in the domestic market	b4a %	-9
Directly imported	b4b %	-9
	100%	

IF 0% GO TO B.6

B.5 Over fiscal year 2008, what is the percentage distribution of your establishment main material input purchases - by region of origin

INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

	Percent	Don't know (spontaneous)
Marmara	b5a %	-9
Aegean	b5b %	-9
Central Anatolia	b5c %	-9
South	b5d %	-9
Black Sea - Eastern	b5e %	-9
	100%	

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

B.6 What percentage of this establishment’s sales goes to your largest buyer?
(INTERVIEWER: if there is need for clarification largest buyer is defined in terms of sales in monetary value)

	Percent
Establishment’s sales to largest buyer	b6 %
Do not have a largest buyer (spontaneous)	-7

GO TO B.10

Don't know (spontaneous)	-9
	100%

B.7 How long is your relationship with your largest buyer (years)?

	Number of years
Years of relationship with the establishment's largest buyer	b7
Don't know (spontaneous)	-9

B.8 What percentage of sales is made according to your largest buyer's unique specification?

	Percent
Percent of sales made according to largest buyer's unique specification	b8
Don't know (spontaneous)	-9

B.9 Does your largest buyer get involved in any of the following?

	Yes	No	Don't know (spontaneous)
Providing information on Design & Quality (i.e., product characteristics) and imposed product quality standards b9a	1	2	-9
Get involved in your firm's process or product R&D investment decision b9b	1	2	-9
Transfer technical personnel to disseminate and diffuse new technologies into your firm's facilities b9c	1	2	-9

**GO TO
QUESTION
C.1**

B.10 Do your buyers get involved in any of the following?

	Yes	No	Don't know (spontaneous)
Providing information on Design & Quality (i.e., product characteristics) and imposed product quality standards b10a	1	2	-9
Get involved in your firm's process or product R&D investment decision b10b	1	2	-9
Transfer technical personnel to disseminate and diffuse new technologies into your firm's facilities b10c	1	2	-9

C. INNOVATION

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:
The next topic to be covered is innovation

C.1 In fiscal year **2008**, what percent of total annual sales did this establishment spend on Research and Development activities?
(INTERVIEWER: if there is need for clarification R&D are the activities which aim at producing a new product, improving the quality or standards of the product, applying new methods for increasing the standards and decreasing the costs, developing new production technologies, adopting a new technology to domestic conditions and also the transformation of the results of these activities to useful tools, materials, products, management, system and production techniques and improving the quality of existing technology.)

	Percent	
R&D investments (as % of annual sales)	c1 %	GO TO C.5
No R&D investments (spontaneous)	-7	
Don't know (spontaneous)	-9	
	100%	

C.2 Which of the following best corresponds to the main output of your R&D over the fiscal year 2008?

A new product with patent	1
A new product without patent mainly sold in the national market	2
A new product without patent mainly sold in international market	3
A new product without patent sold for my main client	4
Improvement on an existing product	5
Improvement of an existing process	6
Other (specify)	7
Don't know (spontaneous)	-9

C2

C.3 Over fiscal year 2008, approximately what percentage of the total R&D expenditures of your enterprise was financed by the different public support programs?

	Percent	
R&D expenditures financed by public support programs	c3 %	GO TO C.5
No public support (spontaneous)	-7	
Don't know (spontaneous)	-9	
	100%	

C.4 Would you have undertaken the above described R&D investment without the support provided by the Government?

Yes, it would have been the same	1
Yes, but it would have been a much smaller investment	2
No, I would not have undertaken any investment without the Government support	3
Don't know (spontaneous)	-9

c4

C.5 What is your firm's main strategy for the development of R&D?

Cooperate with another firm	1
Cooperate with client	2
In house	3
Cooperate with a local research and development institute	4
Cooperate with a local university	5
Cooperate with international institutions	6
Other (specify c5x)	7
No R&D development strategy (spontaneous)	-7
Don't know (spontaneous)	-9

c5

C.6 What percentage of employees use computer in the production process on a regular basis in your establishments?

	Percent
Percent of employees using computers on a regular basis	c6
Do not use computer in the production process (spontaneous)	-7
Don't know (spontaneous)	-9

D. SALES AND CAPACITY

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:
We now turn to sales and labor force.

D.1 What were this establishment's total annual sales for fiscal year 2008?

	LCU's
Total annual sales fiscal year finishing on December 2008	D1a
Refuse to respond (spontaneous)	-8
Don't know (spontaneous)	-9

SPECIFY CURRENCY

Old Turkish Lira	1
New Turkish Lira	2

D1b

D.2 If you compare this establishment's sales for the last completed month in 2009 with the same month in 2008, how did they change?

Increased	1
Remained the same	2
Decreased	3
Don't know (spontaneous)	-9
D2a	

	Percent		LCU
Increased by how much?	D2b %	INTERVIEWER: Record one answer	D2c
Don't know (spontaneous)	-9		-9

	Percent		LCU
Decreased by how much?	D2d %	INTERVIEWER: Record one answer	D2e
Don't know (spontaneous)	-9		-9

D.3 What do you expect will happen with this establishment's sales one year from now?

Increased	1
Remained the same	2
Decreased	3
Don't know (spontaneous)	-9
D3a	

	Percent		LCU
Increased by how much?	D3b %	Interviewer: Record one answer	D3c
Don't know (spontaneous)	-9		-9

	Percent		LCU

Decreased by how much?	D3d %
Don't know (spontaneous)	-9

Interviewer: **D3e**
Record one answer **-9**

D.4 In the last completed month, what was this establishment's current output in comparison with the maximum output possible using all resources available (capacity utilization)?

	Percent
Capacity utilization	d4 %
Don't know (spontaneous)	-9

E. LABOR

E.1 At the end of the last completed month, how many permanent, full-time employees did this establishment employ? Please include all employees and managers (**INTERVIEWER: include respondent if applicable**).

INTERVIEWER: Permanent, full-time employees 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 8 or more hours per day.

	Number
Permanent, full-time employees end of last month	e1
Don't know (spontaneous)	-9

E.2 Does this establishment plan to reduce the number of permanent full-time employees in the next 6 months due to the financial crisis?

Yes	1
No	2
Don't know (spontaneous)	-9

e2

E.3 How many full-time temporary employees worked in this establishment in the last 6 months? (**Interviewer: include all temporary workers not only new hires**)

INTERVIEWER: Full-time, temporary workers are all paid short-term (i.e. for less than a fiscal year) employees with no guarantee of renewal of contract employment and work 8 or more hours per day.

	Number
Full-time seasonal/temporary workers employed last 6 months	e3
Don't know (spontaneous)	-9

IF 0, GO TO QUESTION F.1

E.4 What was the average length of employment of all full-time temporary employees in the last 6 months?

	Months
Average length full-time seasonal/temporary employment last 6 months	e4
Less than one month	1
Don't know (spontaneous)	-9

E.5 Does this establishment plan to change the number of temporary workers it employs in the next 6 months due to the financial crisis?

Yes, increase	1
Yes, decrease	2
No	3
Don't know (spontaneous)	-9

e5

F. FINANCE

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

F.1 In the last completed month, did this establishment sell goods or services on credit?

Yes	1
No	2
Don't know (spontaneous)	-9

GO TO QUESTION F3
GO TO QUESTION F3

F1

F.2 Comparing last month's sales on credit with the month before did they?

Increased	1
Remained the same	2
Decreased	3
Don't know (spontaneous)	-9

F2

F.3 In the last completed month, did this establishment delay payments for more than one week to tax authorities or suppliers?

Yes	1
No	2

Don't know (spontaneous)	-9
F3	

F.4 What is the current level of total liabilities (debt) of this establishment?

INTERVIEWER: only if the respondent refuses to answer the following set of questions try to encourage his/her participation by reassuring the confidentiality of the study.

	LCU's
Total current level of liabilities	F4
No liabilities	0
Refusal (spontaneous)	-9
Don't know (spontaneous)	-9

GO TO QUESTION F.7
GO TO QUESTION F.7

F.5 What percentage of the total level of liabilities (debt) of this establishment is denominated in foreign currency?

	Percent
Share of debt in foreign currency	F5 %
Don't know (spontaneous)	-9

F.6 What percentage of the total level of liabilities (debt) of this establishment has a term to maturity of less than one year (short term)?

	Percent
Share of short term liabilities	F6 %
Don't know (spontaneous)	-9

F.7 Has this establishment been overdue on its obligations to any financial institution in the last 12 months?

Yes	1
No	2
Refuse to respond	-8
Don't know (spontaneous)	-9
F7	

GO TO QUESTION F.9
GO TO QUESTION F.9
GO TO QUESTION F.9

F.8 Has this establishment been overdue in the last 6 months for 90 days or more?

Yes	1
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No	2
Refuse to respond	-8
Don't know (spontaneous)	-9

F8

F.9 Has this establishment restructured any of its outstanding liabilities in the last 12 months?

Yes	1
No	2
Not applicable (no liabilities)	-7
Don't know (spontaneous)	-9

F9

F.10 Do you anticipate that this establishment will not be able to repay its outstanding liabilities that will be due in the course of the next 6 months?

Yes	1
No	2
Don't know (spontaneous)	-9

F10

F.11 Has the financial crisis affected this establishment?

Yes	1
No	2
Don't know (spontaneous)	-9

TERMINATE

TERMINATE

F11

F.12 Choosing from the following list what has been the **main** effect the financial crisis on this establishment? **INTERVIEWER: READ OUT**

Increase the level of debt	1
Increase input cost	2
Reduce access to credit	3
Drop in demand for its products or services	4
Other.	5
Specify f12x _____	
Don't know (spontaneous)	-9

F12

F.13 Has the establishment filed for reorganization that is revaluing the value of the assets to reflect their actual market value, during the last 12 months?

Yes	1
No	2
Don't know (spontaneous)	-9

F13

F.14 Has the establishment filed for insolvency or bankruptcy during the last 12 months?

Yes	1
No	2
Don't know (spontaneous)	-9

F14

F.15 Has this establishment applied for direct state aid in the last 12 months?

Yes	1
No	2
Don't know (spontaneous)	-9

F15

F.16 Due to the financial crisis, is this establishment planning to reduce its existing capacity by:

		Yes	No	Don't know (spontaneous)
Discontinuing line of products	f16a	1	2	-9
Closure of plants and reduction of facilities	f16b	1	2	-9
Other (specify f16x)	f16c	1	2	-9

SERIAL NUMBER

THE SURVEY ENDS HERE

THANK YOU VERY MUCH FOR YOUR COOPERATION.

INTERVIEWER COMMENTS: (Problems occurred or extraordinary circumstances which could influence results)

a17x

INTERVIEW PROTOCOL

	Day (dd)	Month (mm)	Year (yyyy)
Date of the interview	a14d	a14m	a14y

Name of the respondent **a20x**

Position of the respondent **a21x**

a.22 Interviewee was the same person as in baseline survey?

Yes	1
No	2

a22

a.23 Gender of the respondent

Male	1
Female	2

a23

a.24 Number of minutes the interview lasted

Minutes
<input type="text"/>

a24

a.25 Respondent cooperation

Excellent	1
Fair	2
Average	3
Bad	4

a25

a.26 Interviewer number **a26**

a.27	Full Firm Contact information	
	Full address	a27ax
	Phone number(s)	a27b
	Fax number	a27c
	email	a27dx