

SHOW CARD B1

Shareholding company with shares trade in the stock market
Shareholding company with non-traded shares or shares traded privately
Sole proprietorship
Partnership
Limited partnership

SHOW CARD B2

Private domestic individuals, companies or organizations
Private foreign individuals, companies or organizations
Government/State
Other

SHOW CARD B3a

All men
Majority are men
Majority are women
All women
Equally divided between men and women

SHOW CARD B3c

Started the business on their own or with partners
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Purchased an existing business

Joined an existing family business

Joined an existing non family business
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SHOW CARD B3e

To take advantage of a business opportunity

Jobs or opportunities were absent or not satisfactory

SHOW CARD B3f

Makes most decisions on his/her own
Makes decisions in consultation with other owners?
Delegates most decisions to other partners/owners?
Has appointed a manager(s) who make decision
A board of directors makes the decision
Other (specify)

SHOW CARD AFB7a

No Education
Primary School (complete or not)
Secondary School (complete or not)
Vocational Training
Some university training
Graduate degree

SHOW CARD C30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD D1a2 - 1

45 Sector F - Construction

- 4510 - Site preparation
- 4520 - Building of complete constructions or parts thereof; civil engineering
- 4530 - Building installation
- 4540 - Building completion
- 4550 - Renting of construction or demolition equipment with operator

50 Sector G - Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel

- 5010 - Sale of motor vehicles
- 5020 - Maintenance and repair of motor vehicles
- 5030 - Sale of motor vehicle parts and accessories
- 5040 - Sale, maintenance and repair of motorcycles and related parts and accessories
- 5050 - Retail sale of automotive fuel

51 Sector G - Wholesale trade and commission trade, except of motor vehicles and motorcycles

- 5110 - Wholesale on a fee or contract basis
- 5121 - Wholesale of agricultural raw materials and live animals
- 5122 - Wholesale of food, beverages and tobacco
- 5131 - Wholesale of textiles, clothing and footwear
- 5139 - Wholesale of other household goods
- 5141 - Wholesale of solid, liquid and gaseous fuels and related products
- 5142 - Wholesale of metals and metal ores
- 5143 - Wholesale of construction materials, hardware, plumbing and heating equipment and supplies
- 5149 - Wholesale of other intermediate products, waste and scrap
- 5151 - Wholesale of computers, computer peripheral equipment and software
- 5152 - Wholesale of electronic and telecommunications parts and equipment
- 5159 - Wholesale of other machinery, equipment and supplies
- 5190 - Other wholesale

SHOW CARD D1a2 - 2

52 Sector G - **Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods**

- 5211 - Retail sale in non-specialized stores with food, beverages or tobacco predominating
- 5219 - Other retail sale in non-specialized stores
- 5220 - Retail sale of food, beverages and tobacco in specialized stores
- 5231 - Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
- 5232 - Retail sale of textiles, clothing, footwear and leather goods
- 5233 - Retail sale of household appliances, articles and equipment
- 5234 - Retail sale of hardware, paints and glass
- 5239 - Other retail sale in specialized stores
- 5240 - Retail sale of second-hand goods in stores
- 5251 - Retail sale via mail order houses
- 5252 - Retail sale via stalls and markets
- 5259 - Other non-store retail sale
- 5260 - Repair of personal and household goods

55 Sector H - **Hotels and restaurants**

- 5510 - Hotels; camping sites and other provision of short-stay accommodation
- 5520 - Restaurants, bars and canteens

60 Sector I - **Land transport; transport via pipelines**

- 6010 - Transport via railways
- 6021 - Other scheduled passenger land transport
- 6022 - Other non-scheduled passenger land transport
- 6023 - Freight transport by road
- 6030 - Transport via pipelines

SHOW CARD D1a2 - 3

61 Sector I - Water transport

- 6110 - Sea and coastal water transport
- 6120 - Inland water transport

62 Sector I - Air transport

- 6210 - Scheduled air transport
- 6220 - Non-scheduled air transport

63 Sector I - Supporting and auxiliary transport activities; activities of travel agencies

- 6301 - Cargo handling
- 6302 - Storage and warehousing
- 6303 - Other supporting transport activities
- 6304 - Activities of travel agencies and tour operators; tourist assistance activities n.e.c.
- 6309 - Activities of other transport agencies

64 Sector I - Post and telecommunications

- 6411 - National post activities
- 6412 - Courier activities other than national post activities

SHOW CARD D3

National sales
Indirect exports (sold domestically to third party that exports products)
Direct exports

SHOW CARD AFD3f-h

Neighboring Countries within Sub-Saharan Africa

Developed Countries

Other

SHOW CARD D30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD E30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD G30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD I30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD K1

Paid for before the delivery?

Paid for on delivery?

Paid for after delivery?

SHOW CARD K2

Paid for before the delivery?

Paid for on delivery?

Paid for after delivery?

SHOW CARD K3

Internal funds/Retained earnings
Borrowed from banks (private and state-owned)
Borrowed from non-bank financial institutions
Purchases on credit from suppliers and advances from customers
Other (moneylenders, friends, relatives, etc.)

SHOW CARD K5

Internal funds or retained earnings
Owners' contribution or issued new equity shares
Borrowed from banks (private and state-owned)
Borrowed from non-bank financial institutions
Purchases on credit from suppliers and advances from customers
Other (moneylenders, friends, relatives, bonds, commercial papers etc)

SHOW CARD K9

Private commercial banks
State-owned banks or government agency
Non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies
Other

SHOW CARD K17

No need for a loan - establishment has sufficient capital

Application procedures for loans or lines of credit are complex

Interest rates are not favorable

Collateral requirements are too high

Size of loan and maturity are insufficient
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Did not think it would be approved

Other

SHOW CARD K30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD J1

Strongly disagree	Tend to disagree	Tend to agree	Strongly agree
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SHOW CARD J30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD L30

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD M1

ROTATION 1

- Practices of competitors in the informal sector
- Electricity
- Crime, theft and disorder
- Access to Finance
- Political Instability
- Tax Administration
- Transport
- Inadequately educated workforce
- Business Licensing and Permits
- Corruption
- Customs and Trade Regulations
- Access to Land
- Courts
- Labor Regulations
- Tax Rates

SHOW CARD M1

ROTATION 2

- Labor Regulations
- Transport
- Electricity
- Access to Finance
- Tax Administration
- Inadequately educated workforce
- Access to Land
- Customs and Trade Regulations
- Crime, theft and disorder
- Tax Rates
- Business Licensing and Permits
- Practices of competitors in the informal sector
- Corruption
- Courts
- Political Instability

SHOW CARD M1

ROTATION 3

- Access to Finance
- Inadequately educated workforce
- Corruption
- Labor Regulations
- Access to Land
- Crime, theft and disorder
- Courts
- Tax Administration
- Business Licensing and Permits
- Political Instability
- Electricity
- Practices of competitors in the informal sector
- Tax Rates
- Transport
- Customs and Trade Regulations

SHOW CARD N2

Total annual cost of labor (including wages, salaries, bonuses, social payments)