

# Peru - Enterprise Survey 2006-2017, Panel data

**World Bank**

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# Sampling

## Sampling Procedure

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The sample for the 2006-2017 Peru Enterprise Survey (ES) was selected using stratified random sampling, following the methodology explained in the Sampling Manual. Stratified random sampling was preferred over simple random sampling for several reasons:

- To obtain unbiased estimates for different subdivisions of the population with some known level of precision.
- To obtain unbiased estimates for the whole population. The whole population, or universe of the study, is the non-agricultural economy. It comprises: all manufacturing sectors (group D), construction (group F), services (groups G and H), and transport, storage, and communications (group I). Groups are defined following ISIC revision 3.1. Note that this definition excludes the following sectors: financial intermediation (group J), real estate and renting activities (group K, excluding sub-sector 72, IT, which was added to the population under study), and all public or utilities-sectors.
- To make sure that the final total sample includes establishments from all different sectors and that it is not concentrated in one or two of industries/sizes/regions.
- To exploit the benefits of stratified sampling where population estimates, in most cases, will be more precise than using a simple random sampling method (i.e., lower standard errors, other things being equal.)

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

Industry stratification was designed in the following way: In small economies the population was stratified into 3 manufacturing industries, one services industry - retail-, and one residual sector as defined in the sampling manual. Each industry had a target of 120 interviews. In middle size economies the population was stratified into 4 manufacturing industries, 2 services industries -retail and IT-, and one residual sector. For the manufacturing industries sample sizes were inflated by 25% to account for potential non-response in the financing data.

For the Peru ES, size stratification was defined following the standardized definition for the rollout: small (5 to 19 employees), medium (20 to 99 employees), and large (more than 99 employees). For stratification purposes, the number of employees was defined on the basis of reported permanent full-time workers. This resulted in some difficulties in certain countries where seasonal/casual/part-time labor is common.

## 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 the 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. However, there were clear cases of low response. The following graph shows non-response rates for the sales variable, d2, by sector. Please, note that for this specific question, refusals were not separately identified from "Don't know" responses.

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; whenever this was done, strict rules were followed to ensure replacements were randomly selected within the same stratum. Further research is needed on survey non-response in the Enterprise Surveys regarding potential introduction of bias.

## Weighting

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Since the sampling design was stratified and employed differential sampling, individual observations should be properly weighted when making inferences about the population. Under stratified random sampling, unweighted estimates are biased unless sample sizes are proportional to the size of each stratum. With stratification, the probability of selection of each unit

is, in general, not the same. Consequently, individual observations must be weighted by the inverse of their probability of selection (probability weights or pw in Stata.)

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. The resulting weights are included in the variable w\_strict.

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. The resulting weights are included in the variable w\_median. 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. The resulting weights are included in the variable w\_weak. Note that under the weak assumption only observed non-eligible units are excluded from universe projections.

# Questionnaires

## Overview

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The current survey instruments are available:

- Core Questionnaire + Manufacturing Module [ISIC Rev.3.1: 15-37]
- Core Questionnaire + Retail Module [ISIC Rev.3.1: 52]
- Core Questionnaire [ISIC Rev.3.1: 45, 50, 51, 55, 60-64, 72]
- Screener Questionnaire.

The "Core Questionnaire" is the heart of the Enterprise Survey and contains the survey questions asked of all firms across the world. There are also two other survey instruments - the "Core Questionnaire + Manufacturing Module" and the "Core Questionnaire + Retail Module." The survey is fielded via three instruments in order to not ask questions that are irrelevant to specific types of firms, e.g. a question that relates to production and nonproduction workers should not be asked of a retail firm. In addition to questions that are asked across countries, all surveys are customized and contain country-specific questions. An example of customization would be including tourism-related questions that are asked in certain countries when tourism is an existing or potential sector of economic growth.

The standard Enterprise Survey topics include firm characteristics, gender participation, access to finance, annual sales, costs of inputs/labor, workforce composition, bribery, licensing, infrastructure, trade, crime, competition, capacity utilization, land and permits, taxation, informality, business-government relations, innovation and technology, and performance measures.

## Data Collection

### Data Collection Dates

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<b>Start</b>	<b>End</b>	<b>Cycle</b>
2006	2017	N/A

### Data Collection Mode

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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 surveys are usually implemented following a two-stage procedure. In the first stage, a screener questionnaire is applied over the phone to determine eligibility and to make appointments; in the second stage, a face-to-face interview takes place with the Manager/Owner/Director of each establishment. Sometimes the survey respondent calls company accountants and human resource managers into the interview to answer questions in the sales and labor sections of the survey.

All Enterprise Surveys are conducted in the local languages.

# 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

**Peru\_2006\_2010\_2017**

Content	The file contains variables on the following modules: - Characteristics of establishment - Infrastructure and services - Sales and supplies - Degree of competition - Capacity - Land and permits - Innovation - Crime - Finance - Business-government relations - Labor - Business environment - Performance
Cases	2635
Variable(s)	528
Structure	Type: Keys: ()
Version	
Producer	
Missing Data	

**Variables**

ID	Name	Label	Type	Format	Question
V1	idstd	WEB STD FIRMID	contin	numeric	
V2	panelid	ID that is the same across the waves for panel firms	contin	numeric	
V3	year	Year of survey	discrete	numeric	
V4	panel	Panel: Firm interviewed in these years	discrete	numeric	
V5	eligibility2017	Eligibility of 2010 firm in 2017	discrete	character	
V6	eligibility2010	Eligibility of 2006 firm in 2010	discrete	character	
V7	a4a	Industry Sampling Sector	discrete	numeric	Sampling sector
V8	a6a	Sampling Size	discrete	numeric	Sampling size
V9	a2	Sampling Region	discrete	numeric	Sampling location
V10	a3b	Official Capital City?	discrete	numeric	Is this city the official capital city?
V11	a4b	Industry Screener Sector	discrete	numeric	Industry screener sector
V12	a0	Questionnaire	discrete	numeric	Industry questionnaire
V13	a3a	Region Of The Establishment	discrete	numeric	Screener region
V14	a6b	Screener Size	discrete	numeric	Screener size
V15	a14d	Day	contin	numeric	Time face-to-face interview begins: - day
V16	a14m	Month	discrete	numeric	Time face-to-face interview begins: - month
V17	a14y	Year	discrete	numeric	Time face-to-face interview begins: - year
V18	a14h	Hour	contin	numeric	Time face-to-face interview begins: - hour
V19	a14min	Minutes	contin	numeric	Time face-to-face interview begins: - minutes
V20	a1	Country Code	discrete	numeric	
V21	a1a	Language Of The Interview	discrete	numeric	Language

ID	Name	Label	Type	Format	Question
V22	a7	Establishment Is Part Of A Large Firm	discrete	numeric	Is this establishment part of a larger firm? (larger firms include several distinct locations or establishments, including branch offices or production, distribution, or sales sites)
V23	a11	If Hq, Financial Statements Independent Of The Rest Of Establishment	discrete	numeric	Are the financial statements of the headquarters location separate from the rest of the other establishments?
V24	a9	Establishment'S Financial Statements Prepared Separately From Hq Statements	discrete	numeric	Are this establishment's financial statements prepared separately from headquarters' statements?
V25	b1	Legal Status Of The Firm	discrete	numeric	What is this firm's current legal status? show card 1
V26	b1x	Other (Specify)	discrete	character	What is this firm's current legal status? other (spontaneous-specify)
V27	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?
V28	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
V29	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
V30	b2c	% Owned By Government/State	discrete	numeric	What percentage of this firm is owned by each of the following: - government or state
V31	b2d	% Owned By Other	discrete	numeric	What percentage of this firm is owned by each of the following: - other
V32	b4	Amongst The Owners Of The Firm, Are There Any Females?	discrete	numeric	Amongst the owners of the firm, are there any females?
V33	b5	Year Establishment Began Operations	discrete	numeric	In what year did this establishment begin operations?
V34	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
V35	b6a	Was Establishment Formally Registered When It Began Operations?	discrete	numeric	Was this establishment formally registered when it began operations?
V36	b6b	In What Year Was This Establishment Formally Registered?	discrete	numeric	In what year was this establishment formally registered?
V37	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?
V38	b8	Does Establishment Have An Internationally-Recognized Quality Certification?	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V39	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?
V40	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?

ID	Name	Label	Type	Format	Question
V41	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?
V42	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?
V43	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?
V44	c8a	Average Duration Of Power Outages {Hours; Minutes}	discrete	numeric	How long did these power outages last on average? - hours
V45	c9a	In Last FY, Losses As % Of Annual Sales Due To Power Outages	discrete	numeric	Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. - loss as percentage of total annual sales due to power outages
V46	c9b	In Last FY, Value Of Losses Due To Power Outages	discrete	numeric	Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. - annual losses due to power outages
V47	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?
V48	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?
V49	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?
V50	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?
V51	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?
V52	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?
V53	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?
V54	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?
V55	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?
V56	c22b	Establishment Has Its Own Website	discrete	numeric	At the present time, does this establishment have its own website?

ID	Name	Label	Type	Format	Question
V57	c30a	How Much Of An Obstacle: Electricity To Operations Of This Establishment?	discrete	numeric	To what degree is electricity an obstacle to the current operations of this establishment?
V58	c30b	How Much Of An Obstacle: Telecommunications To Operations Of This Establishment?	discrete	numeric	- to what degree are telecommunications an obstacle to the current operations of this establishment?
V59	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 activity, product or service, that is, the activity, product or service that represented the largest proportion of annual sales
V60	d1a2	Main Product/Service ISIC (Rev. 3.1) Code	contin	numeric	
V61	d1a3	Main Product/Service: Percent Of Total Annual Sales	discrete	numeric	What percentage of total sales does the main product or activity represent?
V62	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? - last complete fiscal year's total sales
V63	n3	What Were The Establishment Sales 3 Years Ago	discrete	numeric	Looking back at the end of fiscal year [insert last complete fiscal year minus two], what were total annual sales for this establishment?
V64	d3a	% Of Sales: National Sales	discrete	numeric	Coming back to fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were: - national sales
V65	d3b	% O Sales: Indirect Exports	discrete	numeric	Coming back to 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)
V66	d3c	% Of Sales: Direct Exports	discrete	numeric	Coming back to fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were: - direct exports
V67	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?
V68	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?
V69	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?
V70	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?

ID	Name	Label	Type	Format	Question
V71	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?
V72	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 value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?
V73	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, supplies, or finished goods and materials purchased to resell purchased that year, what percentage of this establishment's material inputs, supplies, or finished goods and materials purchased to resell were: - material inputs, supplies, or finished goods and materials purchased to resell of domestic origin
V74	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, supplies, or finished goods and materials purchased to resell purchased that year, what percentage of this establishment's material inputs, supplies, or finished goods and materials purchased to resell were: - material inputs, supplies, or finished goods and materials purchased to resell of foreign origin
V75	d13	Were Any Of These Material Inputs And Supplies Imported Directly?	discrete	numeric	Were any of the material inputs, supplies, or finished goods and materials purchased to resell purchased in fiscal year [insert last complete fiscal year], imported directly?
V76	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, supplies, or finished goods and materials purchased to resell, 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?
V77	d30a	How Much Of An Obstacle: Transport?	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - transport
V78	d30b	How Much Of An Obstacle: Customs And Trade Regulations?	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - customs and trade regulations
V79	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?
V80	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
V81	e11	Does This Establishment Compete Against Unregistered Or Informal Firms?	discrete	numeric	Does this establishment compete against unregistered or informal firms?
V82	e30	How Much Of An Obstacle: Practices Of Competitors In Informal Sector?	discrete	numeric	Using the response options on the card; to what degree are practices of competitors in the informal sector an obstacle to the current operations of this establishment?
V83	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?
V84	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? these include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes?
V85	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?
V86	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?
V87	f1	In Last FY, What Was The Capacity Utilization (%) Of This Establishment?	discrete	numeric	In fiscal year [insert last complete fiscal year], what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)?
V88	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?
V89	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
V90	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
V91	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
V92	g1b	Percentage Of The Land Occupied: Rented Or Leased By This Establishment	discrete	numeric	Of the land occupied by this establishment, what percent is: - rented or leased by this establishment
V93	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?

ID	Name	Label	Type	Format	Question
V94	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?
V95	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?
V96	g5a	What Is The Total Selling Area In This Establishment?	discrete	numeric	What is the total selling area of this establishment?
V97	g5b	The Area Is Measured In:	discrete	numeric	What is the total selling area of this establishment? - specify units
V98	g5bx	Specify Other Units (If Not Included Above) The Area Is Measured In	discrete	character	What is the total selling area of this establishment? - other (specify)
V99	g30a	How Much Of An Obstacle: Access To Land?	discrete	numeric	Using the response options on the card; to what degree is access to land an obstacle to the current operations of this establishment?
V100	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 including internet security?
V101	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
V102	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
V103	i3	Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft, robbery, vandalism or arson on this establishment's premises or from internet hacking or from internet fraudulent transactions?
V104	i4a	Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales)	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism, arson or internet hacking 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
V105	i4b	Value Of Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr	discrete	numeric	In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism, arson or internet hacking 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

ID	Name	Label	Type	Format	Question
V106	i30	How Much Of An Obstacle: Crime, Theft And Disorder?	discrete	numeric	Using the response options on the card; to what degree is crime, theft and disorder an obstacle to the current operations of this establishment?
V107	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, was purchased on credit?
V108	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 was sold on credit?
V109	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 is the funds available for day-to-day operations, that was financed from each of the following sources? - internal funds or retained earnings
V110	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 is the funds available for day-to-day operations, that was financed from each of the following sources? - borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies
V111	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 is the funds available for day-to-day operations, that was financed from each of the following sources? - purchases on credit from suppliers and advances from customers
V112	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 is the funds available for day-to-day operations, that was financed from each of the following sources? - other, moneylenders, friends, relatives, etc.
V113	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 is the funds available for day-to-day operations, that was financed from each of the following sources? - borrowed from banks: private and state-owned
V114	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 new or used fixed assets, such as machinery, vehicles, equipment, land or buildings, including expansion and renovations of existing structures?"
V115	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:

ID	Name	Label	Type	Format	Question
V116	n5b	Total Annual Expenditure For Purchases Of Land And Buildings In Last Fiscal Yr	discrete	numeric	In fiscal year 2015, how much did this establishment spend on purchases of and buildings, including expansion and renovations of existing structures? - land and buildings, including expansion and renovations of existing structures?
V117	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 - percent
V118	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 - percent
V119	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 - percent
V120	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 - percent
V121	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 - percent
V122	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 - percent
V123	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?
V124	k6	Does This Establishment Have A Checking And\Or Saving Account?	discrete	numeric	At this time, does this establishment have a checking (current) or savings account?
V125	k7	At This Time, Does This Establishment Have An Overdraft Facility?	discrete	numeric	At this time, does this establishment have an overdraft facility?
V126	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?

ID	Name	Label	Type	Format	Question
V127	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?
V128	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?
V129	k11	For The Most Recent Loan, What Was The Value At The Time Of Approval?	discrete	numeric	Referring only to this most recent line of credits or loan, what was its value at the time of approval?
V130	k13	Financing Required For The Most Recent Line Of Credit Or Loan	discrete	numeric	Referring only to this most recent line of credit or loan, did the financing require collateral?
V131	k14a	Type Of Collateral Required For The Most Recent Loan? Land, Buildings	discrete	numeric	Referring only to this most recent line of credit or loan, what type of collateral was required? - land, buildings under ownership of the establishment
V132	k14b	Type Of Collateral Required For The Most Recent Loan? Equipment	discrete	numeric	Referring only to this most recent line of credit or loan, what type of collateral was required? - machinery and equipment including movables
V133	k14c	Type Of Collateral Required For The Most Recent Loan? Accounts	discrete	numeric	Referring only to this most recent line of credit or loan, what type of collateral was required? - accounts receivable and inventories
V134	k14d	Type Of Collateral Required For The Most Recent Loan? Personal Assets	discrete	numeric	Referring only to this most recent line of credit or loan, what type of collateral was required? - personal assets of owner (house, etc.)
V135	k14e	Type Of Collateral Required For The Most Recent Loan? Other	discrete	numeric	Referring only to this most recent line of credit or loan, what type of collateral was required? - other forms of collateral not included in the categories above
V136	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 lines of credit or loans?
V137	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?
V138	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?
V139	k30	How Much Of An Obstacle: Access To Finance	discrete	numeric	Using the response options on the card; to what degree is access to finance an obstacle to the current operations of this establishment?
V140	h7a	The Court System Is Fair, Impartial And Uncorrupted	discrete	numeric	Please tell me if you strongly disagree, tend to disagree, tend to agree, or strongly agree with the following statement: "the court system is fair, impartial, and uncorrupted".

ID	Name	Label	Type	Format	Question
V141	j2	What % Of Senior Management Time Was Spent In Dealing With Govt Regulations?	discrete	numeric	In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? (by senior management i mean managers, directors, and officers above direct supervisors of production/sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms)
V142	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 or required to meet with them?
V143	j4	Frequency Of Inspections/Requirement For Meeting By Tax Officials	discrete	numeric	Over the last year, how many times was this establishment visited or inspected by tax officials or required to meet with them?
V144	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?
V145	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?
V146	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
V147	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
V148	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?
V149	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?
V150	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?

ID	Name	Label	Type	Format	Question
V151	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?
V152	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?
V153	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?
V154	j30a	How Much Of An Obstacle: Tax Rates	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - tax rates
V155	j30b	How Much Of An Obstacle: Tax Administrations	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - tax administration
V156	j30c	How Much Of An Obstacle: Business Licensing And Permits	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - business licensing and permits
V157	j30e	How Much Of An Obstacle: Political Instability	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - political instability
V158	j30f	How Much Of An Obstacle: Corruption	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - corruption
V159	h30	How Much Of An Obstacle: Courts	discrete	numeric	Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment? - courts
V160	l1	Num. Permanent, Full-Time Employees At End Of Last Fiscal Year	discrete	numeric	At the end of fiscal year [insert last complete fiscal year], how many permanent, full-time individual worked in this establishment? please include all employees and managers (permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift)
V161	l2	Num. Permanent, Full-Time Employees At End Of 3 Fiscal Years Ago	discrete	numeric	Looking back, at the end of fiscal year [insert last complete fiscal year minus two], how many permanent, full-time individuals worked in this establishment? please include all employees and managers
V162	l3a	Num. Full-Time Employees At End Of Last Fiscal Yr: Production Workers	discrete	numeric	Coming back to fiscal year [insert last complete fiscal year], at the end of the fiscal year, how many permanent, full-time individuals in this establishment were: (interviewer: read each category) - production workers

ID	Name	Label	Type	Format	Question
V163	I3b	Num. Full-Time Employees At End Of Last Fiscal Yr: Non-Production Workers	discrete	numeric	Coming back to fiscal year [insert last complete fiscal year], at the end of the fiscal year, how many permanent, full-time individuals in this establishment were: (interviewer: read each category) - non-production workers [e.G., managers, administration, sales]
V164	I4b	Num. Of Permanent, Full-Time Unskilled Production Workers, Last FY	discrete	numeric	At the end of fiscal year [insert last complete financial year], how many permanent, full-time individuals working in this establishment were: - unskilled production workers, whose tasks involve no specialized knowledge
V165	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
V166	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
V167	I5	Num. Full-Time Employees At End Of Last Fiscal Yr: Female	discrete	numeric	Coming back to fiscal year [insert last complete fiscal year], how many permanent full-time individuals that worked in this establishment were female?
V168	I6	Num. Full-Time Temporary Employees At End Of Last Fiscal Yr	discrete	numeric	How many full-time seasonal or temporary employees did this establishment employ during [insert last complete fiscal year]? (full-time, temporary workers are all short-term (i.e. For less than a year) employees with no guarantee of renewal of employment and work full-time)
V169	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 in fiscal year [insert last complete fiscal year]?
V170	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?
V171	I11a	% Permanent Full-Time Production 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? if easier please provide the total numbers (provide one or the other but not both) - production full-time permanent employees trained

ID	Name	Label	Type	Format	Question
V172	l11b	% Permanent Fulltime Nonproduction Employees Received Formal Training In Last FY	discrete	numeric	Referring to the training programs run over fiscal year [insert last complete fiscal year], what percentage of permanent, full-time employees of the following categories received formal training? if easier please provide the total numbers (provide one or the other but not both) - non-production full-time permanent employees trained
V173	l30a	How Much Of An Obstacle: Labor Regulations?	discrete	numeric	Using the response options on the card; to what degree are labor regulations an obstacle to the current operations of this establishment? using the response options on the card; to what degree is an inadequately educated workforce an obstacle to the current operations of this establishment? - labor regulations
V174	l30b	How Much Of An Obstacle: Inadequately Educated Workforce?	discrete	numeric	Using the response options on the card; to what degree are labor regulations an obstacle to the current operations of this establishment? using the response options on the card; to what degree is an inadequately educated workforce an obstacle to the current operations of this establishment? - inadequately educated workforce
V175	m1a	Biggest Obstacle Affecting The Operation Of This Establishment	discrete	numeric	By looking at card [insert card number] can you tell me which of elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment
V176	n2a	Total Labor Cost (Incl. Wages, Salaries, Bonuses, Etc) In Last Fiscal Year	discrete	numeric	From this establishment's income statement for fiscal year [insert last complete fiscal year], please provide the following information: - total annual cost of labor including wages, salaries, bonuses, social payments
V177	n2e	Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year	discrete	numeric	From this establishment's income statement for fiscal year [insert last complete fiscal year], please provide the following information: - total annual cost of raw materials and intermediate goods used in production
V178	n2b	Total Annual Costs Of Electricity In Last Fiscal Year	discrete	numeric	From this establishment's income statement for fiscal year [insert last complete fiscal year], please provide the following information: - total annual cost of electricity
V179	n6a	Net Book Value Of Machinery Vehicles, And Equipment In Last Fiscal Year	discrete	numeric	From this establishment's balance sheet for fiscal year 2015, what was the net book value, that is the value of assets after depreciation, of the following: - machinery, vehicles, and equipment
V180	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 and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased? - machinery, vehicles, and equipment
V181	a15d	Day	contin	numeric	Time face-to-face interview ends: - day

ID	Name	Label	Type	Format	Question
V182	a15m	Month	discrete	numeric	Time face-to-face interview ends: - month
V183	a15y	Year	discrete	numeric	Time face-to-face interview ends: - year
V184	a15h	Hour	contin	numeric	Time face-to-face interview ends: - hour
V185	a15min	Minutes	contin	numeric	Time face-to-face interview ends: - minutes
V186	a17	Responses To The Questions About Figures Areas'	discrete	numeric	The responses to the questions regarding figures (productivity and employment numbers):
V187	a18	This Questionnaire Was Completed In:	discrete	numeric	This questionnaire was completed in:
V188	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 - hour
V189	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 - minutes
V190	wstrict	Weight according to strict eligibility	contin	numeric	
V191	wmedian	Weight according to median eligibility	contin	numeric	
V192	wweak	Weight according to weak eligibility	contin	numeric	
V193	strata	see notes	contin	numeric	
V194	a3	Size Of Locality	discrete	numeric	
V195	a7a	Number Of Establishments In The Firm	discrete	numeric	How many establishments are part of the firm?
V196	b7a	Is The Top Manager Female?	discrete	numeric	Is the top manager female?
V197	ASCe13	Compete Against Registered Firms Selling Goods Or Services Without Records?	discrete	numeric	Does this establishment compete against registered firms selling goods or services without records or receipt?
V198	ASCe14	Compete Against Registered Firms Hiring Workers Without Formal Contracts?	discrete	numeric	Does this establishment compete against registered firms hiring workers without formal contracts?
V199	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?
V200	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
V201	g1c	Percentage Of The Land Occupied: Other	discrete	numeric	Of the land occupied by this establishment, what percent is: - other
V202	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?
V203	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?
V204	l9b	% Of Full Time Workers Completed High School	discrete	numeric	What is the percentage of full-time permanent workers who completed secondary school?

ID	Name	Label	Type	Format	Question
V205	n2i	Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr	discrete	numeric	From this establishment's income statement for fiscal year [insert last complete fiscal year], please provide the following information: - total annual cost of finished goods and materials purchased to resell
V206	a13	Supervisor Number	contin	numeric	Supervisor code
V207	a12	Interviewer Number	discrete	numeric	Interviewer code
V208	ASCn3	The Price Charged For Main Good Or Service Change?	discrete	numeric	From the beginning of fiscal year [insert last complete fiscal year minus two] through the end of fiscal year [insert last complete fiscal year], did the price this establishment charges for its main good or service increase, decrease, or stay the same
V209	ASCK13	What Was The Maturity (In Months) Agreed At The Time Of Approval?	discrete	numeric	Referring only to this most recent line of credit or loan, what was the maturity (in months) agreed at the time of approval?
V210	ASCn8	Total Cost Of Sales Of This Establishment Increase, Decrease, Or Stay The Same?	discrete	numeric	From the beginning of fiscal year [insert last complete fiscal year minus two] through the end of fiscal year [insert last complete fiscal year], did the total cost of sales of this establishment increase, decrease, or stay the same?
V211	a16	Perception Of The Questions Regarding Opinions And Perceptions	discrete	numeric	It is my perception that the responses to the questions regarding opinions and perceptions:
V212	a5	Sector Match Between Screener Information And Sample Frame	discrete	numeric	Match between sample and filter
V213	a8	Type Of Establishment	discrete	numeric	Type of establishment
V214	a10	Establishment's Financial Statements Separate from Other Establishments	discrete	numeric	Are financial statements prepared independently of other establishments of the same firm?
V215	c18	% Of Water Supply (Used In Production) From Public Sources In Last Fiscal Year	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's water supply, used in the production process, was from public sources? - percent water from public sources
V216	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?
V217	c20	How Many Days Did It Take For You To Receive A Telephone Connection?	discrete	numeric	What was the wait, in days, experienced to obtain that connection from the day this establishment applied for it to the day it received the service?
V218	c21	When You Applied For A Tele. Connection Was An Informal/payment Gift Requested?	discrete	numeric	Was an informal gift or payment expected or requested to obtain the telephone connection?
V219	c23	Does The Firm Have A High-Speed Internet Connection On Its Premises?	discrete	numeric	Does this establishment have a high-speed, broadband internet connection on its premises?
V220	c24b	Internet Connection To: make Purchases For This Establishment?	discrete	numeric	Is this establishment's internet connection used to: - make purchases for this establishment
V221	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

ID	Name	Label	Type	Format	Question
V222	c24d	Internet Connectrion 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
V223	d16	Avg. days of inventory of most important input kept by establishment	discrete	numeric	Now thinking about your current experience, at the time this establishment receives delivery of its most important input, how many days of stock, measured in days of production, is available? - days of inventory of main input
V224	d17	Avg. days of inventory of main sales item kept by establishment	discrete	numeric	Now thinking about your current experience, at the time this establishment receives delivery of its main sales item, on average how many days of inventory (days of sales) does this establishment have on hand? - days of inventory of main sales item
V225	e2	In main market, number of competitors faced by establishment's main product	discrete	numeric	For 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/product line face?
V226	LACe8b	FY09, how much spent on purchases of licenses to use intellectual property?	discrete	numeric	In fiscal year [insert last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? and, how much in activities with other companies contracted? - expenditures of r&d performed within this establishment (include personal cost, materials and investment)
V227	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?
V228	g8a	In last 3 yrs, Has This Establishment Been Successful In Acquiring Land ?	discrete	numeric	In the last three years, has this establishment been unsuccessful in acquiring land or new premises?
V229	k1a	In last FY, % Of Material Inputs Or Services Paid For Before Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent, as a proportion of the value of total annual purchases of material inputs or services, were: - paid for before the delivery?
V230	k1b	In last FY, % Of Material Inputs Or Services Paid For On Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent, as a proportion of the value of total annual purchases of material inputs or services, were: - paid for on delivery?
V231	k2a	In last FY, % Of Total Annual Sales Paid For Before Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were: - paid for before the delivery?
V232	k2b	In last FY, % Of Total Annual Sales Paid For on Delivery	discrete	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were: - paid for on delivery?

ID	Name	Label	Type	Format	Question
V233	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?
V234	l4a	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 of production are: - skilled production workers
V235	m1d	Rotation Order	discrete	numeric	Rotation
V236	n2f	Total Annual Costs Of Fuel 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 fuel
V237	n6b	Net Book Value Of Land And Buildings In Last Fiscal Year	discrete	numeric	What was the net book value, the value of assets after depreciation, of the following at the end of fiscal year [insert last complete fiscal year]? -land and buildings
V238	n7b	Cost For Establishment To Re-Purchase All Of Its Land And Buildings	discrete	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
V239	a1c	Sample frame level	discrete	numeric	Frame level
V240	a3c	Main Business City?	discrete	numeric	Is this city the main business city?
V241	a7b	Is This Establishment The Headquarters Location?	discrete	numeric	Is this establishment the headquarters location?
V242	a7c	Does This Headquarters Location Engage In Production Or Sales At This Location?	discrete	numeric	Does this headquarters location engage in production or sales at this location?
V243	a20y	Year of the last completed calendar fiscal year	discrete	numeric	On which calendar date did the last completed fiscal year end? - year
V244	a20m	Month of the last completed calendar fiscal year	discrete	numeric	On which calendar date did the last completed fiscal year end? - month
V245	a20d	Day of the last completed calendar fiscal year	contin	numeric	On which calendar date did the last completed fiscal year end? - day
V246	b4a	% Of The Firm Owned By Females	discrete	numeric	What percentage of the firm is owned by females?
V247	b8x	Specify The Internationally-Recognized Quality Certifications	discrete	character	Please specify the internationally-recognized quality certifications
V248	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, product or service, that is, the activity, product or service that represented the largest proportion of annual sales
V249	d2x	Please Also Write Out The Number	discrete	character	Please also write out the number (i.e. 50,000 as fifty thousand)
V250	ASCn4	How Much Did This Price Change?	discrete	numeric	In percentage terms, how much did this price change?
V251	ASCn5	Main Reason For Price Change	discrete	numeric	Please indicate the main reason for this change

ID	Name	Label	Type	Format	Question
V252	ASCn5b	How Much Did The Price Of Supplies Or Material Inputs Change?	discrete	numeric	In percentage terms, how much did the price of supplies or material inputs change?
V253	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?
V254	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?
V255	ASCd5	Percentage Of Material Inputs Or Supplies Obtained From Repeated Suppliers?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of material inputs, supplies, or finished goods and materials purchased to resell were obtained from suppliers from whom this establishment receives material inputs, supplies, or finished goods and materials purchased to resell more than once a year?
V256	ASCd6	Percentage Of Inputs Tailored To The Specific Needs Of This Establishment?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of material inputs, supplies, or finished goods and materials purchased to resell were tailored to the specific needs of this establishment to the extent that finding a new supplier would entail substantial time and costs?
V257	ASCd7	Percentage Of Inputs Provided As Mutually Agreed?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of this establishment's material inputs, supplies, or finished goods and materials purchased to resell were provided as mutually agreed, that is without problems, disputes, or delays?
V258	ASCd8	Degree Suppliers Prevented From Fulfill. Agr. b/c Of Circumst. Beyond Control?	discrete	numeric	Please indicate to what degree this establishment's suppliers are prevented from fulfilling agreements because of circumstances beyond their control.
V259	ASCd9a	To What Degree Is The Following Is Effective: Personal Relationship And Trust?	discrete	numeric	When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems. - personal relationship and trust
V260	ASCd9b	To What Degree Is The Following Is Effective: Mutual Interests?	discrete	numeric	When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems. - mutual interest in maintaining business relationship, without involving others
V261	ASCd9d	To What Degree Is The Following Is Effective: Paid, Private Dispute Resolution?	discrete	numeric	When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems. - paid, private dispute resolution
V262	ASCd9e	Degree of Effectiveness of: Assistance Of Government Officials?	discrete	numeric	When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems. - assistance of government officials

ID	Name	Label	Type	Format	Question
V263	ASCd9c	Degree of Effectiveness of: Intervention Of Other Third-Parties?	discrete	numeric	When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems. - intervention of other third-parties (excluding paid, private dispute resolution and government officials)
V264	ASCd9f	To What Degree Is The Following Is Effective: Legal System?	discrete	numeric	When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems. - legal system
V265	ASCd14	Percentage Of Sales To Repeated Customers?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of goods or services were provided to customers to whom this establishment provides goods or services more than once a year?
V266	ASCd15	Percentage Of Sales Tailored To The Specific Needs Of Customers?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of goods or services were tailored to the specific needs of customers to the extent that finding new customers would entail substantial time and costs?
V267	ASCd16	Percentage Of This Establishment'S Sales Provided As Mutually Agreed?	discrete	numeric	In fiscal year [insert last complete fiscal year], what percentage of goods or services were provided to customers as mutually agreed, that is without problems, disputes, or delays?
V268	ASCd17	Degree Customers Prevented From Fulfill. Agr. b/c Of Circumst. Beyond Control?	discrete	numeric	Please indicate to what degree this establishment's customers are prevented from fulfilling agreements because of circumstances beyond their control.
V269	ASCd18a	To What Degree Is The Following Is Effective: Personal Relationship And Trust?	discrete	numeric	When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems. - personal relationship and trust
V270	ASCd18b	To What Degree Is The Following Is Effective: Mutual Interests?	discrete	numeric	When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems. - mutual interest in maintaining business relationship, without involving others
V271	ASCd18d	To What Degree Is The Following Is Effective: Paid, Private Dispute Resolution?	discrete	numeric	When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems. - paid, private dispute resolution
V272	ASCd18e	Degree of Effectiveness of: Assistance Of Government Officials?	discrete	numeric	When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems. - assistance of government officials
V273	ASCd18c	Degree of Effectiveness of: Intervention Of Other Third-Parties?	discrete	numeric	When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems. - intervention of other third-parties (excluding private dispute resolution and government officials)

ID	Name	Label	Type	Format	Question
V274	ASCd18f	To What Degree Is The Following Is Effective: Legal System?	discrete	numeric	When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems. - legal system
V275	ASCr1	What Best Describes What Happened When Problem In The Production Process Arose?	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what best describes what happened at this establishment when a problem in the production process arose?
V276	ASCr2	How Many Production Performance Indicators Were Monitored At This Establishment?	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], how many production or sales performance indicators were monitored at this establishment?
V277	ASCr7	How Easy To Achieve Its Production Targets?	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], how easy or difficult was it for this establishment to achieve its production or sales targets? examples of production or sales targets are: production, quality, efficiency, waste, on-time delivery.
V278	ASCr8	Who Was Aware Of The Production Targets At This Establishment?	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], who was aware of the production or sales targets at this establishment?
V279	ASCr111	Does this establishment offer performance bonus to managers	discrete	numeric	Does this establishment offer performance bonuses to managers?
V280	ASCr112	If randomly selected, what Were Managers' Performance Bonuses Usually Based On?	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what were managers' performance bonuses usually based on?
V281	ASCr11	What Were Managers' Performance Bonuses Usually Based On?	discrete	numeric	Over the last complete fiscal year [insert last complete fiscal year], what were managers' performance bonuses usually based on?
V282	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? - number of competitors
V283	ASCe12	Which Practices Of Informal Firms Affects This Establishment The Most?	discrete	numeric	Which of the following practices of unregistered or informal firms affects your establishment the most?
V284	ASCe12x	Other (Specify)	discrete	character	Which of the following practices of unregistered or informal firms affects your establishment the most? other effect (specify _____)
V285	ASCh2	Were These Introduced Because Of Specific Customer Requests Or Direct Demands?	discrete	numeric	Were any of the new or significantly improved products or services introduced because of specific customer requests or direct demands?

ID	Name	Label	Type	Format	Question
V286	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. 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.
V287	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.
V288	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
V289	h7x	How The Main New/Significantly Improved Process Is Different	discrete	character	Description should be as detailed as possible
V290	ASCh10a	Did This Establishment Spend On: Software Development And Database Activities?	discrete	numeric	During last fiscal year, did this establishment spend on any of the following? - software development and database activities
V291	ASCh10b	Did This Establishment Spend On: Intellectual Property Related Activities?	discrete	numeric	During last fiscal year, did this establishment spend on any of the following? - intellectual property related activities
V292	ASCh10c	Did This Establishment Spend On: Design And Other Creative Work?	discrete	numeric	During last fiscal year, did this establishment spend on any of the following? - design and other creative work
V293	ASCh10d	Did This Establishment Spend On: Marketing/Branding Of New Products/Services?	discrete	numeric	During last fiscal year, did this establishment spend on any of the following? - marketing and branding of new products or services
V294	ASCh10e	Did This Establishment Spend On: Organizational Development?	discrete	numeric	During last fiscal year, did this establishment spend on any of the following? - organizational development
V295	ASCn6	Were Any Of These Purchases For New Technology Assoc. w/ New Products/Services?	discrete	numeric	Were any of these purchases for upgrading machinery, vehicles, and equipment spent on upgrades or for acquiring new technology associated with new or significantly improved products or services?
V296	ASCn7	Percent Spent On Upgrades/Acquisition Assoc. w/ New Products/Services?	discrete	numeric	What percent of total purchases of new or used machinery, vehicles, and equipment, was spent on upgrades or acquiring new technology associated with new or significantly improved products or services?

ID	Name	Label	Type	Format	Question
V297	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 - amount dollars
V298	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 - amount dollar
V299	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 - amount dollar
V300	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 - amount dollar
V301	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 - amount dollar
V302	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 - amount dollar
V303	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
V304	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
V305	ASCK8	Which Bank Provided The Most Recent Line Of Credit Or Loan?	discrete	numeric	Which bank provided the most recent line of credit or loan?
V306	ASCK8x	Other (Specify)	discrete	character	Which bank provided the most recent line of credit or loan? - other
V307	ASCK9	Was The Loan Granted As Part Of A Government-Supported Program?	discrete	numeric	Referring to the most recent line of credit or loan, was the loan granted as part of a government-supported program?

ID	Name	Label	Type	Format	Question
V308	k15b	Total Number of Open Lines of Credit and Outstanding Loans Held By This Establish	discrete	numeric	What is the total number of open lines of credit or outstanding held by this establishment?
V309	k15c	Total Outstanding Balance of All Open Lines of Credit and Loans Held By This Est	discrete	numeric	What is the total value of open lines of credit or outstanding loans held by this establishment?
V310	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?
V311	AScK17	Consider Completing Application Steps For A Loan Or Line Of Credit Online?	discrete	numeric	Did this establishment consider completing application steps for a loan or line of credit online?
V312	AScK18	Was The Application Completed Partially Or Entirely Online?	discrete	numeric	Referring only to this most recent application for a line of credit or loan, was the application completed partially or entirely online?
V313	AScK19	What Was The Main Reason For Not Completing The Application Online?	discrete	numeric	What was the main reason for not completing the application online?
V314	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?
V315	AScK22	Lease Any Fixed Assets, Such As Machinery, Vehicles, Equipment, Land, Buildings?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment lease any fixed assets, such as machinery, vehicles, equipment, land or buildings?
V316	ASCj16	Currently Belong To An Industry Organization Or Business Association?	discrete	numeric	Does this establishment currently belong to an industry organization or business association?
V317	ASCj17	Which Describes The Main Industry Organization Or Business Association	discrete	numeric	Please indicate which of the following describes the main industry organization or business association
V318	ASCj18	Make Regular Financial Contributions To This Association?	discrete	numeric	Does this establishment (or the firm to which it belongs) make regular financial contributions to this association?
V319	ASCj19	Senior Management Regularly Spend Time Interacting With This Association?	discrete	numeric	Does the senior management of this establishment (or the firm to which it belongs) make regularly spend time interacting with this association?
V320	ASCj20a	Please Indicate If This Association: Provides Information On Market Trends	discrete	numeric	Please indicate if this association: - provides information to members about market trends, new technologies or new products
V321	ASCj20b	Please Indicate If This Association: Provides Information On Laws	discrete	numeric	Please indicate if this association: - provides information to members about laws, regulations and judicial decisions
V322	ASCj20c	Please Indicate If This Association: Offers Networking Opportunities	discrete	numeric	Please indicate if this association: - offers members networking opportunities
V323	ASCj20d	Please Indicate If This Association: Engage In Lobbying	discrete	numeric	Please indicate if this association: - engage in lobbying and other political activity to influence laws and regulations that affect your industry

ID	Name	Label	Type	Format	Question
V324	l4a1	Num. Of Permanent, Full-Time Highly Skilled Production Workers, Last FY	discrete	numeric	At the end of fiscal year [insert last complete financial year], how many permanent, full-time individuals working in this establishment were: - highly skilled production workers, professionals whose tasks require extensive theoretical and technical knowledge
V325	l4a2	Num. Of Permanent, Full-Time Semi Skilled Production Workers, Last FY	discrete	numeric	At the end of fiscal year [insert last complete financial year], how many permanent, full-time individuals working in this establishment were: - semi-skilled production workers, technicians whose tasks require some level of mechanical or technical knowledge
V326	c8b	How Long Did These Power Outages Last On Average?	discrete	numeric	How long did these power outages last on average? - minutes
V327	l6a	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?
V328	l11a1	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? if easier please provide the total numbers (provide one or the other but not both) - production full-time permanent employees trained
V329	l11b1	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? if easier please provide the total numbers (provide one or the other but not both) - non-production full-time permanent employees trained
V330	n2p	Total Cost Of Sales In Last FY	discrete	numeric	Total cost of sales
V331	ASCn9	In Percentage Terms, How Much Did The Cost Of Sales Change?	discrete	numeric	In percentage terms, how much did the cost of sales change?
V332	a15a1ax	Main Respondent Position In The Firm	discrete	character	Please complete the following information about the interviewee(s) - position in the firm - main respondent
V333	a15a2a	Main Respondent Years Working In The Firm:	discrete	numeric	Please complete the following information about the interviewee(s) - years with the firm - main respondent
V334	a15a3	Main Respondent's Gender	discrete	numeric	Please complete the following information about the interviewee(s) - gender - main respondent
V335	a15a1bx	Second Respondent Position In The Firm	discrete	character	Please complete the following information about the interviewee(s) - position in the firm - second respondent
V336	a15a2b	Second Respondent Years Working In The Firm:	discrete	numeric	Please complete the following information about the interviewee(s) - years with the firm - second respondent
V337	a15b3	Second Respondent's Gender	discrete	numeric	Please complete the following information about the interviewee(s) - gender - second respondent

ID	Name	Label	Type	Format	Question
V338	a15a1cx	Third Respondent Position In The Firm	discrete	character	Please complete the following information about the interviewee(s) - position in the firm - third respondent
V339	a15a2c	Third Respondent Years Working In The Firm:	discrete	numeric	Please complete the following information about the interviewee(s) - years with the firm - third respondent
V340	a15c3	Third Respondent's Gender	discrete	numeric	Please complete the following information about the interviewee(s) - gender - third respondent
V341	stratificationregioncode	stratification region code	discrete	numeric	
V342	stratificationsizecode	stratification size code	discrete	numeric	
V343	stratificationsectorcode	stratification sector code	discrete	numeric	
V344	stratificationpanelcode	panel code	discrete	numeric	
V345	a11a	How Many Establishments Are Included In The Financial Statements?	discrete	numeric	Number of establishments, including the headquarters, included in the financial
V346	a13b	a13b. Does this firm belong to the panel 2003? (it was interviewed in the previo	discrete	numeric	
V347	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?
V348	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?
V349	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? - full-time employees in the previous occupation
V350	JRb4	Was your prior establishment formally registered?	discrete	numeric	Was your prior establishment formally registered?
V351	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?
V352	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?
V353	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?
V354	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
V355	c28	Cell phones used in operations of the establishment	discrete	numeric	Does this establishment currently use cell phones for the operations of the establishment?
V356	c29	Financing Source For The Cell Phones Used For Operation Of The Establishment	discrete	numeric	
V357	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?

ID	Name	Label	Type	Format	Question
V358	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?
V359	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?
V360	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?
V361	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?
V362	e7a	Does The Establishment Have Any Patents Abroad?	discrete	numeric	Does this establishment have any patents registered abroad?
V363	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)?
V364	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?
V365	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?
V366	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? - percent of machinery, vehicles, and equipment purchases made for product and process innovation
V367	LACp1	Last 3 yrs: services to improve quality control/training to obtain quality certification	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?
V368	LACp2	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V369	LACp3	Next 3yrs:foresee using services improving quality control/training for quality certification	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?
V370	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?

ID	Name	Label	Type	Format	Question
V371	LACp5	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V372	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?
V373	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?
V374	LACp8	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V375	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?
V376	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?
V377	LACp11	How were these services and programs financed?	discrete	numeric	How were these services and programs financed?
V378	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?
V379	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
V380	LACp14	How were these programs financed?	discrete	numeric	How were these programs financed?
V381	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.?
V382	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
V383	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
V384	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
V385	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

ID	Name	Label	Type	Format	Question
V386	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
V387	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)
V388	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
V389	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?
V390	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?
V391	LACI10a	Does this establishment currently have any unfilled vacancies?	discrete	numeric	
V392	LACI10b	How many unfilled vacancies does this establishment currently have?	discrete	numeric	How many unfilled vacancies does this establishment currently have?
V393	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?
V394	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?
V395	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?
V396	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
V397	LACI13	FY09 Training programs partially/fully funded by govt: av. hours spent in FY09	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]?
V398	LACI14	FY09 Training prgrms: offered ext. training partially/fully funded by establishmnt	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 this establishment?
V399	LACI15	FY09 Training programs partially/fully funded by estblshmnt: 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]?

ID	Name	Label	Type	Format	Question
V400	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?
V401	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]?
V402	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]?
V403	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?
V404	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
V405	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? -loans from private commercial banks
V406	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? -loans from state-owned banks and/or government agency
V407	Lb8a1	ISO 9001	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V408	Lb8a2	QS 9000	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V409	Lb8a3	ISO/TS 16949	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V410	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
V411	c25	Did this establishment experience unavailability of Internet connection?	discrete	numeric	Over fiscal year [insert last complete fiscal year], did this establishment experience unavailability of internet connection?
V412	c26	How many times have you experienced unavailability of Internet connection?	discrete	numeric	In a typical month, over fiscal year [insert last complete fiscal year], how many times has this establishment experienced unavailability of internet connection?
V413	c27	On average how long did the unavailability of an Internet connection last?	contin	numeric	In a typical month, over fiscal year [insert last complete fiscal year], if this establishment experienced unavailability of internet connection, on average how long did the unavailability of the connection last?
V414	V414	Concerns of internet security affect volume and/or nature of internet purchase	discrete	numeric	

ID	Name	Label	Type	Format	Question
V415	d1b1x	Second main product: second largest proportion of annual sales: Description	discrete	character	In fiscal year [insert last complete fiscal year], what were this establishment's two main products represented by the largest proportion of annual sales? - second: description
V416	d1b2	Second main product: second largest proportion of annual sales: Code	contin	numeric	In fiscal year [insert last complete fiscal year], what were this establishment's two main products represented by the largest proportion of annual sales? - second: code
V417	d1b3	Second main product: largest proportion of annual sales: % of total revenue	contin	numeric	In fiscal year [insert last complete fiscal year], what were this establishment's two main products represented by the largest proportion of annual sales? - second: % of total revenue
V418	d5	Longest number of days to clear customs when exporting directly	contin	numeric	In fiscal year [insert last complete fiscal year], 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? - longest number of days to clear customs
V419	Ld8	Percent of subcontracted sales to other companies or persons	contin	numeric	For fiscal year [insert last complete fiscal year], domestic and foreign, what percent of this establishment's sales was subcontracted to other firms or individuals? - percent of sales subcontracted to other firms or individuals
V420	d9	Who was the principal buyer for this establishment's output?	discrete	numeric	In fiscal year [insert last complete fiscal year], the main buyer of your output was?
V421	Ld11	Percent of material inputs and/or supplies purchased to small companies	contin	numeric	In fiscal year [insert last complete fiscal year], what percent of the consignment value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage? - losses due to breakage or spoilage
V422	d15	Longest number of days to clear customs when importing	contin	numeric	In fiscal year [insert last complete fiscal year], 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? - longest number of days to clear customs
V423	c1	Use its own transport to make shipments to its customers?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment use its own transport to make shipments to its customers?
V424	c2	Percent shipped with own transport	contin	numeric	In fiscal year [insert last complete fiscal year], what percent, in terms of annual revenue, of shipments to its customers were transported by this establishment's own transport?

ID	Name	Label	Type	Format	Question
V425	Lt3	Did this establishment transport the main product using third party providers?	discrete	numeric	In fiscal year [insert last complete fiscal year], did this establishment transport the main product to the primary destination using third party providers?
V426	Lt4ax	Main destination of main product: city	discrete	character	In fiscal year [insert last complete fiscal year], what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product) - name of the city
V427	Lt4bx	Main destination of main product: country	discrete	character	In fiscal year [insert last complete fiscal year], what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product) - country
V428	Lt4c	The country of destination is different to the establishment's country	discrete	numeric	
V429	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?
V430	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?
V431	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? - combination of mentioned options.
V432	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)? - size of last shipment of main product
V433	Lt7b	Unit of measurement for the Size of the last shipment of main product	discrete	numeric	For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)? - specify unit of measure
V434	Lt7bx	Others	discrete	character	For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)? - other specify
V435	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?
V436	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?
V437	Lt10	What is included in this value?	discrete	numeric	What's included in that value?
V438	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?

ID	Name	Label	Type	Format	Question
V439	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
V440	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
V441	Le8b	Investment in R&D within the establishment	contin	numeric	In fiscal year [insert last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? and, how much in activities with other companies contracted? - expenditures of r&d performed within this establishment (include personal cost, materials and investment)
V442	Le8c	Investment in R&D contracting a third party	contin	numeric	In fiscal year [insert last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? and, how much in activities with other companies contracted? - expenditures of r&d performed by other companies contracted
V443	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? - pressure from domestic competitors
V444	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? - pressure from foreign competitors
V445	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? - pressure from domestic competitors
V446	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? - pressure from foreign competitors
V447	Lg1a	Does this establishment have any of the following policies related with CSR?	discrete	numeric	Does this establishment have any of the following instruments regarding corporate social and environmental responsibility?
V448	Lg1b	How being socially responsible affects the establishment's competitiveness	discrete	numeric	In your personal opinion. Do you believe that being socially and environmentally responsible affects this establishment's competitiveness?
V449	Lg1c1	Does this establishment have an energy use optimization program?	discrete	numeric	Does this establishment have any of the following programs to address environmental issues? - optimization for the use of energy
V450	Lg1c2	Does this establishment have a water use optimization program?	discrete	numeric	Does this establishment have any of the following programs to address environmental issues? - optimization for the use of water

ID	Name	Label	Type	Format	Question
V451	Lg1c3	Does this establishment have a recycling program?	discrete	numeric	Does this establishment have any of the following programs to address environmental issues? - recycling
V452	Lg1d	Use any standardized water and air pollution control system?	discrete	numeric	Did this establishment use air and water pollution control systems that meet established standards?
V453	Lg1e	Does this establishment have any community support program ?	discrete	numeric	Does your establishment have formal programs for supporting the community, for example on education, health, sports, community development and/or donations?
V454	Lg1f	Receive pressure to be socially/ environmentally responsible?	discrete	numeric	Does this establishment get pressure from stakeholders, such as buyers, customers, society, financiers, to be socially and environmentally responsible?
V455	g30b	Degree of obstacle for current operations: zoning restrictions	discrete	numeric	Please tell me if you think that access to land is no obstacle, a minor obstacle, a major obstacle, or a very severe obstacle to the current operations of this establishment.
V456	Lg30b	Degree of obstacle for current operations: environment restrictions	discrete	numeric	Please tell me if you think that access to land is no obstacle, a minor obstacle, a major obstacle, or a very severe obstacle to the current operations of this establishment. - environmental regulations
V457	V457	Did this establishment have a dispute with clients over payments?	discrete	numeric	
V458	V458	In reference to the payment dispute, was the court system used to resolve it?	discrete	numeric	
V459	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?
V460	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.
V461	V461	Was decision of the court enforced?	discrete	numeric	
V462	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)?
V463	h7b	Agreement with: The court system is Quick	discrete	numeric	Please tell me if you agree, according to the scale of the card (show card 12). 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
V464	h7c	Agreement with: The court system is Affordable	discrete	numeric	Please tell me if you agree, according to the scale of the card (show card 12). 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
V465	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 (show card 12). 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
V466	Li4	Did the establishment employees' absenteeism increase due to crime?	discrete	numeric	For fiscal year [insert last complete fiscal year], 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.)?
V467	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."
V468	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."
V469	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."
V470	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?
V471	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
V472	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
V473	j30g	Degree of obstacle for current operation: regulation on working hours	discrete	numeric	
V474	j30h	Degree of obstacle for current operation: regulation on prices and mark-ups	discrete	numeric	
V475	k3b	Proportion of working capital financed from private commercial banks	contin	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 private commercial banks
V476	k3c	% of working capital financed: state-owned banks and/or government agency	contin	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 state-owned banks and/or government agency
V477	k3d	Proportion of working capital financed from family/friends	contin	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 family/friends
V478	k3g	Proportion of working capital financed from informal sources	contin	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 informal sources (e.g., moneylenders)
V479	k3h	Proportion of working capital financed from other sources	contin	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
V480	k5j	Proportion of purchases of fixed assets financed from directly placed debt	contin	numeric	Over fiscal year [insert last complete fiscal year], 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)
V481	k5b	Proportion of purchases of fixed assets financed from private commercial banks	contin	numeric	Over fiscal year [insert last complete fiscal year], 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
V482	k5c	% of purchases of fixed assets financed:state-owned banks and/or gov.agency	contin	numeric	Over fiscal year [insert last complete fiscal year], 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

ID	Name	Label	Type	Format	Question
V483	k5d	Proportion of purchases of fixed assets financed from family/friends	contin	numeric	Over fiscal year [insert last complete fiscal year], 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
V484	k5g	Proportion of purchases of fixed assets financed from informal sources	contin	numeric	Over fiscal year [insert last complete fiscal year], 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)
V485	k5h	Proportion of purchases of fixed assets financed from other sources	contin	numeric	Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources? - other
V486	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 loan value or the value of the line of credit?
V487	k18	How many times did this establishment apply for loans or lines of credit?	contin	numeric	In fiscal year [insert last complete fiscal year], how many times did this establishment apply for new loans or new lines of credit?
V488	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?
V489	k20	What was the reason given for the last rejection?	discrete	numeric	In fiscal year [insert last complete fiscal year] what was the reason given for the last loan or line of credit rejection?
V490	l7	Percentage of full-time seasonal/temporary females	contin	numeric	In fiscal year [insert last complete fiscal year], what percentage of all full-time seasonal or temporary employees were female?
V491	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?
V492	l12	Percentage of workforce unionized	contin	numeric	At the present time, what percent of this establishment's workforce is unionized?
V493	l13	Did labour regulations affect decisions of hiring or firing permanent workers?	discrete	numeric	Over fiscal year [insert last complete fiscal year], as decisions about hiring or firing permanent workers were being considered, did labor regulations affect those decisions in a significant way?
V494	l14a	Number of permanent workers that this establishment would have hired	contin	numeric	In fiscal year [insert last complete fiscal year], would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations? - hire
V495	l14b	Number of permanent workers that this establishment would have fired	contin	numeric	In fiscal year [insert last complete fiscal year], would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations? - fire
V496	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?

ID	Name	Label	Type	Format	Question
V497	LI14ax	Other aspect	discrete	character	Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment? - others (specify)
V498	LI14b1	Have explicit policy about hiring women or handicapped persons	discrete	numeric	Does this establishment have an explicit personnel policy on any of the following issues: - hiring of women and disadvantaged persons(handicapped, minorities)
V499	LI14b2	Have programs supporting balance between family and work	discrete	numeric	Does this establishment have an explicit personnel policy on any of the following issues: - balance work and family
V500	LI15a1	Wage of employees with basic computer skills increased, decrease or remain?	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase): - Basic computer skills
V501	LI15b1	Wage of employees with working knowledge of standard office software change?	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase): - Good working knowledge of standard office software
V502	LI15c1	Did wage rate of employees with knowledge of industry-specific software change?	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase): - Facility with industry specific software
V503	LI15d1	Did wage rate of employees with knowledge of hardware and maintenance change?	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase): - Knowledge of hardware and maintenance
V504	LI15e1	Wage of employees with knowledge of programming and system application change?	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase): - Advanced knowledge of programming and application or system architecture
V505	LI15a2	Percent change in average wage: Basic computer skills ,	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease): - Basic computer skills
V506	LI15b2	% change in average wage: Good working knowledge of standard office software	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease): - Good working knowledge of standard office software

ID	Name	Label	Type	Format	Question
V507	l15c2	Percent change in average wage: Facility with industry specific software	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease): - Facility with industry specific software
V508	l15d2	Percent change in average wage: Knowledge of hardware and maintenance	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease): - Knowledge of hardware and maintenance
V509	l15e2	% change in average wage: knowledge of programming and system architecture	discrete	numeric	In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease): - Advanced knowledge of programming and application or system architecture
V510	l16	Importance of English as a skill for technical staff	discrete	numeric	How important is a working knowledge of English as a skill that the technical staff needs to successfully conduct the tasks required in this establishment's line of business?
V511	m1b	Second ranked obstacle to the current operations of this establishment	discrete	numeric	Second most serious obstacle
V512	m1c	Third ranked obstacle to the current operations of this establishment	discrete	numeric	Third most serious obstacle
V513	n1a	Percent of this establishment's total annual sales from: Manufacturing	contin	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales came from the following activities: - Manufacturing
V514	n1b	Percent of this establishment's total annual sales from: Services	contin	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales came from the following activities: - Services
V515	n1c	Percent of this establishment's total annual sales from: Other	contin	numeric	In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales came from the following activities: - Other
V516	n2c	Total annual costs of communications services	contin	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: - Total annual costs of communications services
V517	n2g	Total annual costs of transport for goods (not including fuel)	contin	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: - Total annual costs of transport for goods (not including fuel)
V518	n2h	Total annual costs of water	contin	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: - Total annual costs of water

ID	Name	Label	Type	Format	Question
V519	n2d	Total annual cost of rental of land/buildings, equipment, furniture	contin	numeric	For fiscal year [insert last complete fiscal year], please provide the following information about this establishment: - Total annual cost of rental of land/buildings, equipment, furniture
V520	n4a	Average monthly compensation (Production worker)	contin	numeric	Approximately, in fiscal year [insert last complete fiscal year], what was the average monthly compensation, including benefits when applicable, for each type of full-time worker? - Production worker
V521	n4b	Average monthly compensation (Non-production worker)	contin	numeric	Approximately, in fiscal year [insert last complete fiscal year], what was the average monthly compensation, including benefits when applicable, for each type of full-time worker? - Non-production worker (for ex. administrative)
V522	l9_peru	Average educational attainment of a typical production worker? Peru's scale	discrete	numeric	Average educational attainment of a typical production worker? Peru's scale
V523	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
V524	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
V525	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
V526	id2006	ID number of 2006 survey	contin	numeric	
V527	id2010	ID number of 2010 survey	contin	numeric	
V528	id2017	ID number of 2017 survey	contin	numeric	



## WEB STD FIRMID (idstd)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 6	Minimum: 135001
Decimals: 0	Maximum: 624450
Range: 135001-624450	

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 6	Minimum: 135001
Decimals: 0	Maximum: 624450
Range: 135001-624450	

## Year of survey (year)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 4	Minimum: 2006
Decimals: 0	Maximum: 2017
Range: 2006-2017	

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 1	Minimum: 1
Decimals: 0	Maximum: 6
Range: 1-6	

## Eligibility of 2010 firm in 2017 (eligibility2017)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1000
Format: character	
Width: 104	

## Eligibility of 2006 firm in 2010 (eligibility2010)

### File: Peru\_2006\_2010\_2017

## Eligibility of 2006 firm in 2010 (eligibility2010)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 110

Valid cases: 632

## Industry Sampling Sector (a4a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2408  
Invalid: 227  
Minimum: 1  
Maximum: 5

### Literal question

Sampling sector

## Sampling Size (a6a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 3

### Literal question

Sampling size

## Sampling Region (a2)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 5

### Literal question

Sampling location

## Official Capital City? (a3b)

File: Peru\_2006\_2010\_2017

### Overview

## Official Capital City? (a3b)

### File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
 Invalid: 0  
 Minimum: 1  
 Maximum: 2

#### Literal question

Is this city the official capital city?

## Industry Screener Sector (a4b)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 15-72

Valid cases: 2621  
 Invalid: 14  
 Minimum: 15  
 Maximum: 72

#### Literal question

Industry screener sector

## Questionnaire (a0)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 2635  
 Invalid: 0  
 Minimum: 1  
 Maximum: 3

#### Literal question

Industry questionnaire

## Region Of The Establishment (a3a)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 2635  
 Invalid: 0  
 Minimum: 1  
 Maximum: 5

#### Literal question

Screener region

## Screener Size (a6b)

### File: Peru\_2006\_2010\_2017

#### Overview

## Screeners Size (a6b)

File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
Invalid: 0  
Minimum: 0  
Maximum: 3

### Literal question

Screeners size

## Day (a14d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-31

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 31

### Literal question

Time face-to-face interview begins:

- day

## Month (a14m)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 1-12

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 12

### Literal question

Time face-to-face interview begins:

- month

## Year (a14y)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 2006-2018

Valid cases: 2635  
Invalid: 0  
Minimum: 2006  
Maximum: 2018

### Literal question

Time face-to-face interview begins:

- year

## Hour (a14h)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 1
Decimals: 0	Maximum: 24
Range: 1-24	

### Literal question

Time face-to-face interview begins:

- hour

## Minutes (a14min)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 0
Decimals: 0	Maximum: 59
Range: 0-59	

### Literal question

Time face-to-face interview begins:

- minutes

## Country Code (a1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 1	Minimum: 7
Decimals: 0	Maximum: 7
Range: 7-7	

## Language Of The Interview (a1a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 1	Minimum: 1
Decimals: 0	Maximum: 1
Range: 1-1	

### Literal question

Language

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 1	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2	

### Literal question

Is this establishment part of a larger firm? (larger firms include several distinct locations or establishments, including branch offices or production, distribution, or sales sites)

### Post question

2 -> skip to a.20

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1039
Format: numeric	Invalid: 1596
Width: 2	Minimum: -7
Decimals: 0	Maximum: 2
Range: -7-2	

### Literal question

Are the financial statements of the headquarters location separate from the rest of the other establishments?

### Post question

2 -> skip to a.20

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 859
Format: numeric	Invalid: 1776
Width: 2	Minimum: -7
Decimals: 0	Maximum: 2
Range: -7-2	

### Literal question

Are this establishment's financial statements prepared separately from headquarters' statements?

### Post question

2 ->terminate

## Legal Status Of The Firm (b1)

File: Peru\_2006\_2010\_2017

### Overview

## Legal Status Of The Firm (b1)

File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 6

### Pre question

Read out the following introductory sentence only if a7 = 1 (yes):  
the first few questions apply to the firm which this establishment is part of.

### Literal question

What is this firm's current legal status? show card 1

### Post question

3 -> skip to b.2

## Other (Specify) (b1x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 39

Valid cases: 57  
Invalid: 0

### Literal question

What is this firm's current legal status?  
other (spontaneous-specify)

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2525  
Invalid: 110  
Minimum: -9  
Maximum: 100

### Literal question

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

### Interviewer instructions

Please note when b1 is 3 (sole proprietorship), write 100% for question b3.

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 100

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

File: Peru\_2006\_2010\_2017

### Pre question

Show card 2

### Literal question

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

### Interviewer instructions

- show card 2

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

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

### Interviewer instructions

- show card 2

## % Owned By Government/State (b2c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 60
Range: -9-60	

### Literal question

What percentage of this firm is owned by each of the following:  
- government or state

### Post question

If 100% end interview

### Interviewer instructions

- show card 2

- if 100% end interview

## % Owned By Other (b2d)

File: Peru\_2006\_2010\_2017

### Overview

## % Owned By Other (b2d)

### File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
 Invalid: 0  
 Minimum: -9  
 Maximum: 100

#### Literal question

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

#### Interviewer instructions

- show card 2  
  
 - interviewer: check that total sums to 100% (unless respondent does not know)

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

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 2635  
 Invalid: 0  
 Minimum: -9  
 Maximum: 2

#### Literal question

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

#### Post question

2 -> skip to b.5  
 -9 -> skip to b.5

## Year Establishment Began Operations (b5)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 2635  
 Invalid: 0  
 Minimum: -9  
 Maximum: 2015

#### Pre question

Read only if a7=1 (yes) and a1c=1 (establishment)  
 i want to proceed by asking you about this establishment only.  
 Read only if a7=1 (yes) and a1c=2 (firm)  
 i want to proceed by asking you about the establishment representing the largest amount of sales or production.

#### Literal question

In what year did this establishment begin operations?

#### Interviewer instructions

Provide four digits for year

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 4	Minimum: -9
Decimals: 0	Maximum: 6000
Range: -9-6000	

### Literal question

How many full-time employees did this establishment employ when it started operations? please include all employees and managers

### Interviewer instructions

- include respondent when applicable
- all employees and managers (including respondent) should be included. Include both paid and unpaid workers.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Was this establishment formally registered when it began operations?

### Interviewer instructions

Establishment formally registered at start-up: determined on a country-specific basis. This should be consistent with the sample frame and universe of inference, when possible. Whether the establishment registered with [enter name of main registration office for each country]

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2025
Format: numeric	Invalid: 610
Width: 4	Minimum: -9
Decimals: 0	Maximum: 2015
Range: -9-2015	

### Literal question

In what year was this establishment formally registered?

### Post question

-7 -> terminate

## How Many Years Of Experience Working In This Sector Does The Top Manager Have? (b7)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 65
Range: -9-65	

### Literal question

How many years of experience working in this sector does the top manager have?

### Interviewer instructions

- top manager's experience: in the type of sector that the establishment presently operates.
- top manager refers to the highest management individual. 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment have an internationally-recognized quality certification?

### Post question

2 -> skip to c.3  
-9 -> skip to c.3

### Interviewer instructions

- interviewer: some examples are iso 9000 or 14000, or haccp)

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Pre question

Read the following to the respondent before proceeding.  
Now, we turn to the establishment's operations

### Literal question

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

### Post question

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

File: Peru\_2006\_2010\_2017

2 -> go to question c.6

-9 -> go to question c.6

## How Many Days Did It Take For You To Receive An Electrical Connection Service? (c4)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 590
Format: numeric	Invalid: 2045
Width: 3	Minimum: -9
Decimals: 0	Maximum: 730
Range: -9-730	

### Literal question

In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

### Interviewer instructions

Wait for an electrical connection: period in days between when the application was completed and submitted until the connection was provided.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 590
Format: numeric	Invalid: 2045
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment experience power outages?

### Post question

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

File: Peru\_2006\_2010\_2017

2 -> go to question c.10  
-9 -> go to question c.10

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1149
Format: numeric	Invalid: 1486
Width: 2	Minimum: -9
Decimals: 0	Maximum: 36
Range: -9-36	

### Literal question

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

### Post question

- c7 -> if 0, go to question c.9  
- -9 -> go to question c.9

### Interviewer instructions

Number of outages in a typical month: the typical month is the most common type of month in the year regarding the characteristic being asked. For answers such as "electrical outages once every 3 months", in a typical month there are 0 outages (since there will be no outages in 8 months there will be no outages).

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 616
Format: numeric	Invalid: 2019
Width: 2	Minimum: -9
Decimals: 0	Maximum: 24
Range: -9-24	

### Literal question

How long did these power outages last on average?  
- hours

### Interviewer instructions

Average duration of power outages the duration of each incident of power outage in a typical month. C8a records duration in hours, c8b in minutes. If the duration is less than an hour, record 0 for c8a. Durations less than a minute should be 0 for c8a and 1 for c8b.

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 617  
Invalid: 2018  
Minimum: -9  
Maximum: 60

### Literal question

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

- loss as percentage of total annual sales due to power outages

### Interviewer instructions

Provide either one or the other, not both

## In Last FY, Value Of Losses Due To Power Outages (c9b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-6000000

Valid cases: 210  
Invalid: 2425  
Minimum: 0  
Maximum: 6000000

### Literal question

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

- annual losses due to power outages

### Interviewer instructions

Provide either one or the other, not both

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2363  
Invalid: 272  
Minimum: -9  
Maximum: 2

### Literal question

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

### Post question

2 -> go to question c.12  
-9 -> go to question c.12

### Interviewer instructions

Own or share a generators: regardless of use

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 486
Format: numeric	Invalid: 2149
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2363
Format: numeric	Invalid: 272
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

2 -> go to question c.15  
-9 -> go to question c.15

### Interviewer instructions

Application for a water connection: includes a new connection or any change to an existing connection that requires an application.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 193
Format: numeric	Invalid: 2442
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1460
Range: -9-1460	

### Literal question

In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

### Interviewer instructions

Wait for a water connection: period in days between when the application was completed and submitted until the connection was provided.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 193
Format: numeric	Invalid: 2442
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

- 2 -> go to question c.22a
- 7 -> go to question c.22a
- 9 -> go to question c.22a

### Interviewer instructions

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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 158
Format: numeric	Invalid: 2477
Width: 2	Minimum: -9
Decimals: 0	Maximum: 30
Range: -9-30	

### 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

- 9 -> go to question c.22a

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 98
Format: numeric	Invalid: 2537
Width: 3	Minimum: -9
Decimals: 0	Maximum: 480
Range: -9-480	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Pre question

Show card 3

### Literal question

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

File: Peru\_2006\_2010\_2017

To what degree is electricity an obstacle to the current operations of this establishment?

### Interviewer instructions

- opinion based or sensitive

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2126
Format: numeric	Invalid: 509
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Pre question

Show card 3

### Literal question

- to what degree are telecommunications an obstacle to the current operations of this establishment?

### Interviewer instructions

- opinion based or sensitive

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2363
Format: character	
Width: 117	

### Literal question

In fiscal year [insert last complete fiscal year], what was this establishment's main activity, product or service, that is, the activity, product or service that represented the largest proportion of annual sales

### Interviewer instructions

Description of establishment's main activity and product or service: should be written down exactly as provided and as accurately as possible. The description must specify the activity of the establishment and the product produced or service offered. The main product and activity is defined as the one that generates the largest proportion of annual sales (not volume).

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 2363
Format: numeric	Invalid: 272
Width: 4	Minimum: 1511
Decimals: 0	Maximum: 7290
Range: 1511-7290	

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

File: Peru\_2006\_2010\_2017

### Interviewer instructions

Code of the main product and activity

coding will be made in the office on the basis of the description provided in d1a1x, according to 4-digit industry classification codes using the united nations isic rev.3.1. [Http://unstats.Un.Org/unsd/cr/registry/regcst.Asp?cl=17](http://unstats.Un.Org/unsd/cr/registry/regcst.Asp?cl=17)

## Main Product/Service: Percent Of Total Annual Sales (d1a3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2363
Format: numeric	Invalid: 272
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

What percentage of total sales does the main product or activity represent?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 10	Minimum: -9
Decimals: 0	Maximum: 4240983000
Range: -9-4240983000	

### Pre question

Please note that the next question refers to the total sales of all products and services

### Literal question

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

- last complete fiscal year's total sales

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 10	Minimum: -9
Decimals: 0	Maximum: 4000000000
Range: -9-4000000000	

### Literal question

Looking back at the end of fiscal year [insert last complete fiscal year minus two], what were total annual sales for this establishment?

### Interviewer instructions

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

File: Peru\_2006\_2010\_2017

Total sales three complete fiscal years ago the value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided.

Sales figures should be provided using prices at the time and should be provided from financial establishment, when possible.

## % Of Sales: National Sales (d3a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: -9-100	

### Pre question

Show card 4

### Literal question

Coming back to fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were:  
- national sales

### Post question

If 100% go to question d.10

### Interviewer instructions

- interviewer: check that total sums to 100% (unless respondent does not know)

## % O Sales: Indirect Exports (d3b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: 0
Decimals: 0	Maximum: 100
Range: -9-100	

### Pre question

Show card 4

### Literal question

Coming back to 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: check that total sums to 100% (unless respondent does not know)  
- indirect exports goods (or occasionally services) are sold to a trader or third party who then exports the product without modifications. Products that the manager knows are smuggled abroad should be counted as indirect exports. For hotels, room-nights sold to foreigners via tour operators and/or travel agencies should be considered indirect exports.

## % Of Sales: Direct Exports (d3c)

File: Peru\_2006\_2010\_2017

### Overview

## % Of Sales: Direct Exports (d3c)

File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
Invalid: 0  
Minimum: 0  
Maximum: 100

### Pre question

Show card 4

### Literal question

Coming back to fiscal year [insert last complete fiscal year], what percentage of this establishment's sales were:  
- direct exports

### Interviewer instructions

- show card 4
- interviewer: check that total sums to 100% (unless respondent does not know)
- direct export 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 664  
Invalid: 1971  
Minimum: -9  
Maximum: 90

### 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?

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 664  
Invalid: 1971  
Minimum: -9  
Maximum: 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?

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 664  
Invalid: 1971  
Minimum: -9  
Maximum: 20

### 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?

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 875  
Invalid: 1760  
Minimum: -9  
Maximum: 2016

### Literal question

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

### Interviewer instructions

Write year using 4 digits

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2123  
Invalid: 512  
Minimum: -9  
Maximum: 100

### 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?

### Post question

-7 -> go to question d.12

### Interviewer instructions

Losses due to theft as percentage of the value of the products: only includes shipments made to supply domestic markets. If an establishment does not make shipments and sells all goods on site, or if an establishment exclusively supplies foreign markets, mark "no internal shipments made"

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2084
Format: numeric	Invalid: 551
Width: 2	Minimum: -9
Decimals: 0	Maximum: 70
Range: -9-70	

### Literal question

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

### Interviewer instructions

Losses due to breakage or spoilage as percentage of the value of the products: see d10

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2123
Format: numeric	Invalid: 512
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Pre question

Show card 5

### Literal question

In fiscal year [insert last complete fiscal year], as a proportion of all material inputs, supplies, or finished goods and materials purchased to resell purchased that year, what percentage of this establishment's material inputs, supplies, or finished goods and materials purchased to resell were:

- material inputs, supplies, or finished goods and materials purchased to resell of domestic origin

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2123
Format: numeric	Invalid: 512
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Pre question

Show card 5

### Literal question

In fiscal year [insert last complete fiscal year], as a proportion of all material inputs, supplies, or finished goods and materials purchased to resell purchased that year, what percentage of this establishment's material inputs, supplies, or finished goods and materials purchased to resell were:

- material inputs, supplies, or finished goods and materials purchased to resell of foreign origin

### Post question

If 0, go to question asc.D5

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

File: Peru\_2006\_2010\_2017

### Interviewer instructions

- check that total sums to 100% (unless respondent does not know)

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1615
Format: numeric	Invalid: 1020
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Were any of the material inputs, supplies, or finished goods and materials purchased to resell purchased in fiscal year [insert last complete fiscal year], imported directly?

### Post question

2 -> go to question ascd5  
-9 -> go to question ascd5

## Avg. Num. Of Days For Imported Goods To Clear Customs In Last Fiscal Year (d14)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 856
Format: numeric	Invalid: 1779
Width: 3	Minimum: -9
Decimals: 0	Maximum: 150
Range: -9-150	

### Literal question

In fiscal year [insert last complete fiscal year], when this establishment imported material inputs, supplies, or finished goods and materials purchased to resell, 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

Average time goods remain in 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 but it includes waiting time to enter customs.

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 4

### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?

- transport

### Interviewer instructions

- show card 6  
- opinion based or sensitive

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 4

### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?

- customs and trade regulations

### Interviewer instructions

- show card 6  
- opinion based or sensitive

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1671  
Invalid: 964  
Minimum: -9  
Maximum: 3

### 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

3 -> go to question e.6  
-9 -> go to question e.6

### Interviewer instructions

- show card 15

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2126
Format: numeric	Invalid: 509
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment compete against unregistered or informal firms?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree are practices of competitors in the informal sector an obstacle to the current operations of this establishment?

### Interviewer instructions

- show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2123
Format: numeric	Invalid: 512
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

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

File: Peru\_2006\_2010\_2017

### 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.

### Literal question

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

### Post question

2 -> go to question h.5  
-9 -> go to question h.5

## During Last 3 Yrs, Establishment Introduced New/Significantly Improved Process (h5)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2123
Format: numeric	Invalid: 512
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

2 -> go to question h8  
-9 -> go to question h8

## During Last Fiscal Year, Establishment Spent On R&D (Excl Market Research)? (h8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2123
Format: numeric	Invalid: 512
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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?

### Post question

2 -> go to question asc.H10  
-9 -> go to question asc.H10

## How Much Spent On R&D, Either In-House Or External? (h9)

File: Peru\_2006\_2010\_2017

### Overview

## How Much Spent On R&D, Either In-House Or External? (h9)

File: Peru\_2006\_2010\_2017

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

Valid cases: 861  
Invalid: 1774  
Minimum: -9  
Maximum: 30000000

### 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?

### Interviewer instructions

Cost of r&d refers to how much money was spent on formal r&d either in-house or contracted to other companies. R&d is defined as creative work undertaken to increase knowledge for developing innovative products and processes. It excludes market research surveys. The cost should be provided in local currency unit (lcu)

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1671  
Invalid: 964  
Minimum: -9  
Maximum: 100

### Literal question

In fiscal year [insert last complete fiscal year], what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)?

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1671  
Invalid: 964  
Minimum: -9  
Maximum: 168

### Literal question

In fiscal year [insert last complete fiscal year], how many hours per week did this establishment normally operate?

### Interviewer instructions

- (interviewer: response cannot be greater than 168 hours)

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 1246  
Invalid: 1389  
Minimum: -9  
Maximum: 100

### 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

- show card 17  
- percentage of buildings owned, rented, or leased: if establishment occupies several buildings, the percentages should be computed for all buildings.

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1246  
Invalid: 1389  
Minimum: -9  
Maximum: 100

### 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

- percentage of buildings owned, rented, or leased: if establishment occupies several buildings, the percentages should be computed for all buildings.

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 100

### Literal question

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

### Interviewer instructions

- percentage of land owned, rented, or leased: mark "does not apply" if the establishment occupies a floor or part of a building.  
- check that total sums to 100% unless respondent does not know or if establishment occupies a floor in a building

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Of the land occupied by this establishment, what percent is:  
- rented or leased by this establishment

### Interviewer instructions

- percentage of land owned, rented, or leased: mark "does not apply" if the establishment occupies a floor or part of a building.  
- check that total sums to 100% unless respondent does not know or if establishment occupies a floor in a building

## Applic. To Obtain A Construction-Related Permit Submitted Over The Last 2 Years (g2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

2 -> go to question g.30  
-9 -> go to question g.30

### Interviewer instructions

Application for a construction-related permit: when interviewing construction businesses, these permits refer to both those related to the expansion or construction of the establishment's premises and to permits required in order to carry out construction work for clients.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 646
Format: numeric	Invalid: 1989
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1460
Range: -9-1460	

### Literal question

In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 646
Format: numeric	Invalid: 1989
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 381
Format: numeric	Invalid: 2254
Width: 6	Minimum: -9
Decimals: 0	Maximum: 182000
Range: -9-182000	

### Pre question

Ask the following question only for retail firms. Otherwise skip to g.30

### Literal question

What is the total selling area of this establishment?

### Post question

-9 -> go to g30

## The Area Is Measured In: (g5b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 348
Format: numeric	Invalid: 2287
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

What is the total selling area of this establishment?

- specify units

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1
Format: character	Invalid: 0
Width: 31	

### Literal question

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

File: Peru\_2006\_2010\_2017

What is the total selling area of this establishment?  
- other (specify)

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree is access to land an obstacle to the current operations of this establishment?

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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 including internet security?

### Post question

2 -> go to question i.3  
-9 -> go to question i.3

### Interviewer instructions

Pay for security: includes expenses on equipment, personnel, and professional security services, including payments that consist as part of rent, fees, or dues to occupy a building. Expenses on internet security and protection against hackers should also be included.

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-99

Valid cases: 1001  
Invalid: 1634  
Minimum: -9  
Maximum: 99

### 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

### Interviewer instructions

Provide either one or the other, not both

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-10500000

Valid cases: 995  
Invalid: 1640  
Minimum: -9  
Maximum: 10500000

### 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

### Interviewer instructions

Provide either one or the other, not both

## Losses Due To Theft, Robbery, Vandalism Or Arson Experienced In Last Fiscal Year (i3)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 2

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment experience losses as a result of theft, robbery, vandalism or arson on this establishment's premises or from internet hacking or from internet fraudulent transactions?

### Post question

2 -> go to question i.30  
-9 -> go to question i.30

### Interviewer instructions

Experienced losses from theft, robbery, vandalism, arson. Include losses due to hacking or internet fraudulent transactions that may have affected the establishment.

## Losses Due To Theft, Robbery, Vandalism Or Arson In Last Fiscal Yr (% Of Sales) (i4a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 256
Format: numeric	Invalid: 2379
Width: 2	Minimum: -9
Decimals: 0	Maximum: 99
Range: -9-99	

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism, arson or internet hacking 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

### Interviewer instructions

Provide either one or the other, not both

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 390
Format: numeric	Invalid: 2245
Width: 8	Minimum: -9
Decimals: 0	Maximum: 30000000
Range: -9-30000000	

### Literal question

In fiscal year [insert last complete fiscal year], what were the estimated losses as a result of theft, robbery, vandalism, arson or internet hacking 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

### Interviewer instructions

Provide either one or the other, not both

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree is crime, theft and disorder an obstacle to the current operations of this establishment?

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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 [insert last complete fiscal year], what percentage, as a proportion of the value of total annual purchases of material inputs or services, was purchased on credit?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales of its goods or services was sold on credit?

### Interviewer instructions

Percentage of this establishment's total annual sales of its goods or services was sold on credit: include all materials and inputs paid for by customers after delivery or provision of services, regardless of whether of whether formal financing was used.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?  
- internal funds or retained earnings

### Interviewer instructions

- show card 18

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?  
 - borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies

### Interviewer instructions

- show card 18

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?  
 - purchases on credit from suppliers and advances from customers

### Interviewer instructions

- show card 18

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?  
 - other, moneylenders, friends, relatives, etc.

### Interviewer instructions

- show card 18  
 - interviewer: check that total sums to 100% (unless respondent does not know)

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?  
- borrowed from banks: private and state-owned

### Interviewer instructions

- show card 18

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], 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?"

### Post question

2 -> go to question k.4b  
-9 -> go to question k.4b

### Interviewer instructions

Purchase of fixed assets(new or used) including land, buildings, machinery, equipment, and vehicles: self-explanatory

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1891
Format: numeric	Invalid: 744
Width: 9	Minimum: -9
Decimals: 0	Maximum: 900000000
Range: -9-900000000	

### Literal question

In fiscal year [insert last complete fiscal year], how much did this establishment spend on purchases of:

### Post question

If 0, go to question n.5b  
go to question n.5b

### Interviewer instructions

- interviewer: read out

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1891
Format: numeric	Invalid: 744
Width: 9	Minimum: -9
Decimals: 0	Maximum: 135000000
Range: -9-135000000	

### Literal question

In fiscal year 2015, how much did this establishment spend on purchases of and buildings, including expansion and renovations of existing structures?

- land and buildings, including expansion and renovations of existing structures?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1666
Format: numeric	Invalid: 969
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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  
- percent

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1256
Format: numeric	Invalid: 1379
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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  
- percent

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1666
Format: numeric	Invalid: 969
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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
- percent

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1666
Format: numeric	Invalid: 969
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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
- percent

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1666
Format: numeric	Invalid: 969
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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
- percent

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1666
Format: numeric	Invalid: 969
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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
- percent

### Interviewer instructions

- show card 19
- check that total sums to 100% or that total sum equals total purchases in n5 (unless respondent does not know)

## Purchase Any New/Used Fixed Assets? (k4b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Pre question

Read the following to the respondent before proceeding:  
now i would like to ask you about the fiscal year before last.

### 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?

### Post question

- 2 -> go to question k.6
- 9 -> go to question k.6

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Pre question

Read the following to the respondent before proceeding:  
now let's talk about the establishment's present situation.

### Literal question

At this time, does this establishment have a checking (current) or savings account?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

At this time, does this establishment have an overdraft facility?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

2 -> go to question k.15d  
-9 -> go to question k.15d

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2018
Format: numeric	Invalid: 617
Width: 2	Minimum: 1
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

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

### Post question

3 -> go to question asc.K9  
4 -> go to question asc.K9  
-9 -> go to question asc.K9

### Interviewer instructions

Show card 20

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

File: Peru\_2006\_2010\_2017

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2018
Format: numeric	Invalid: 617
Width: 4	Minimum: -9
Decimals: 0	Maximum: 2018
Range: -9-2018	

### Literal question

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

### Interviewer instructions

Provide four digits for year

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2018
Format: numeric	Invalid: 617
Width: 10	Minimum: -9
Decimals: 0	Maximum: 1000000000
Range: -9-1000000000	

### Literal question

Referring only to this most recent line of credits or loan, what was its value at the time of approval?

### Interviewer instructions

Value of the loan or line of credit: this question refers to the value of the loan at the time of approval, as it was specified in the credit agreement. The respondent should answer according to what was specified in the loan contract. For lines of credit, consider the full amount available to the establishment.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2018
Format: numeric	Invalid: 617
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

2 -> go to question k.15b  
-9 -> go to question k.15b

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

File: Peru\_2006\_2010\_2017

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1098
Format: numeric	Invalid: 1537
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Interviewer instructions

Read out

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1098
Format: numeric	Invalid: 1537
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Referring only to this most recent line of credit or loan, what type of collateral was required?  
- machinery and equipment including movables

### Interviewer instructions

Read out

## Type Of Collateral Required For The Most Recent Loan? Accounts (k14c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1098
Format: numeric	Invalid: 1537
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Referring only to this most recent line of credit or loan, what type of collateral was required?  
- accounts receivable and inventories

### Interviewer instructions

Read out

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1098
Format: numeric	Invalid: 1537
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Referring only to this most recent line of credit or loan, what type of collateral was required?  
- personal assets of owner (house, etc.)

### Interviewer instructions

Read out

## Type Of Collateral Required For The Most Recent Loan? Other (k14e)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1098
Format: numeric	Invalid: 1537
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Referring only to this most recent line of credit or loan, what type of collateral was required?  
- other forms of collateral not included in the categories above

### Interviewer instructions

Read out

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Referring again to the last fiscal year [insert last complete fiscal year], did this establishment apply for any lines of credit or loans?

### Post question

1 -> go to question asc.K18  
-9 -> go to question asc.K.22

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 878
Format: numeric	Invalid: 1757
Width: 2	Minimum: -9
Decimals: 0	Maximum: 7
Range: -9-7	

### Literal question

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

### Post question

1 -> go to question asc.K22

### Interviewer instructions

Show card 22

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree is access to finance an obstacle to the current operations of this establishment?

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 4

### Pre question

The following questions assess how establishments, such as this one, deal with government officials and their agencies.

### Literal question

Please tell me if you strongly disagree, tend to disagree, tend to agree, or strongly agree with the following statement: "the court system is fair, impartial, and uncorrupted".

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 100

### Literal question

In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? (by senior management i mean managers, directors, and officers above direct supervisors of production/sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms)

## Over The Last 12 Months, Was This Establishment Inspected By Tax Officials? (j3)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 2

### Literal question

Over the last year, was this establishment visited or inspected by tax officials or required to meet with them?

### Post question

2 -> go to question j.6a  
-9 -> go to question j.6a

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 1517  
Invalid: 1118  
Minimum: -9  
Maximum: 365

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1517  
Invalid: 1118  
Minimum: -9  
Maximum: 2

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1084  
Invalid: 1551  
Minimum: -9  
Maximum: 60

### 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?

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2476  
Invalid: 159  
Minimum: -9  
Maximum: 80

### Literal question

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

File: Peru\_2006\_2010\_2017

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

Provide either one or the other, not both

## Total Annual Informal Payment (j7b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-595000

Valid cases: 159  
Invalid: 2476  
Minimum: -9  
Maximum: 595000

### 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

Provide either one or the other, not both

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 2

### Literal question

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

### Post question

2 -> go to question j.13  
-9 -> go to question j.13

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 255  
Invalid: 2380  
Minimum: -9  
Maximum: 365

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 255  
Invalid: 2380  
Minimum: -9  
Maximum: 2

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 2

### Literal question

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

### Post question

2 -> go to question asc.J16  
-9 -> go to question asc.J16

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 815  
Invalid: 1820  
Minimum: -9  
Maximum: 730

### Literal question

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

File: Peru\_2006\_2010\_2017

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 815
Format: numeric	Invalid: 1820
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?  
- tax rates

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?  
- tax administration

### Interviewer instructions

Show card 3

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

#### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?

- business licensing and permits

#### Interviewer instructions

Show card 3

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

#### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?

- political instability

#### Interviewer instructions

Show card 3

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

#### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?

- corruption

#### Interviewer instructions

Show card 3

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

### File: Peru\_2006\_2010\_2017

#### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 4

### Literal question

Using the response options on the card; to what degree is/are [insert option] an obstacle to the current operations of this establishment?

- courts

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-13200

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 13200

### 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 individual worked in this establishment? please include all employees and managers (permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift)

### Interviewer instructions

Include interviewee if applicable)

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-13000

Valid cases: 2635  
Invalid: 0  
Minimum: -9  
Maximum: 13000

### Literal question

Looking back, at the end of fiscal year [insert last complete fiscal year minus two], how many permanent, full-time individuals worked in this establishment? please include all employees and managers

### Interviewer instructions

Include interviewee if applicable)

## Num. Full-Time Employees At End Of Last Fiscal Yr: Production Workers (l3a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 4	Minimum: -9
Decimals: 0	Maximum: 7600
Range: -9-7600	

### Literal question

Coming back to fiscal year [insert last complete fiscal year], at the end of the fiscal year, how many permanent, full-time individuals in this establishment were: (interviewer: read each category)  
- production workers

### Interviewer instructions

Read each category

## Num. Full-Time Employees At End Of Last Fiscal Yr: Non-Production Workers (l3b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1500
Range: -9-1500	

### Literal question

Coming back to fiscal year [insert last complete fiscal year], at the end of the fiscal year, how many permanent, full-time individuals in this establishment were: (interviewer: read each category)  
- non-production workers [e.g., managers, administration, sales]

### Interviewer instructions

Read each category

## Num. Of Permanent, Full-Time Unskilled Production Workers, Last FY (l4b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 4	Minimum: -9
Decimals: 0	Maximum: 5400
Range: -9-5400	

### Literal question

At the end of fiscal year [insert last complete financial year], how many permanent, full-time individuals working in this establishment were:  
- unskilled production workers, whose tasks involve no specialized knowledge

## Num. Full-Time Employees At End Of Last Fiscal Yr: Female Production Workers (l5a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 4	Minimum: -9
Decimals: 0	Maximum: 3050
Range: -9-3050	

### 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

### Interviewer instructions

Read options

## Num. Full-Time Employees At End Of Last Fiscal Yr: Female Non-Production Workers (l5b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 3	Minimum: -9
Decimals: 0	Maximum: 500
Range: -9-500	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1052
Format: numeric	Invalid: 1583
Width: 4	Minimum: -9
Decimals: 0	Maximum: 7920
Range: -9-7920	

### Literal question

Coming back to fiscal year [insert last complete fiscal year], how many permanent full-time individuals that worked in this establishment were female?

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

File: Peru\_2006\_2010\_2017

### Overview

## Num. Full-Time Temporary Employees At End Of Last Fiscal Yr (16)

### File: Peru\_2006\_2010\_2017

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: -9-4000

Valid cases: 2635  
 Invalid: 0  
 Minimum: -9  
 Maximum: 4000

#### Literal question

How many full-time seasonal or temporary employees did this establishment employ during [insert last complete fiscal year]? (full-time, temporary workers are all short-term (i.E. For less than a year) employees with no guarantee of renewal of employment and work full-time)

#### Post question

0 -> go to question I.9b  
 -9 -> go to question I.9b

#### Interviewer instructions

Full-time temporary or seasonal employees are defined as all short-term or seasonal (i.E. For less than a fiscal year) employees with no guarantee of renewal of employment and work a full work week for the term of their employment. "temporary" workers who are constantly renewed every year and work for a full year should be accounted as permanent.

## Avg. Length Of Employment Of All Full-Time Temporary Employees In Last Fiscal Yr (18)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 1643  
 Invalid: 992  
 Minimum: -9  
 Maximum: 12

#### Literal question

What was the average length of employment of all full-time temporary employees in fiscal year [insert last complete fiscal year]?

#### Interviewer instructions

Average length of employment of all full-time temporary or seasonal employees: the number of months that the worker was contracted for work that occupied employees for a full work week. If average full-time temporary or seasonal employment was for less than one month, enumerator should write 1.

## Formal Training Programs For Permanent, Full-Time Employees In Last Fiscal Yr (110)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 2363  
 Invalid: 272  
 Minimum: -9  
 Maximum: 2

#### 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

2 -> go to question I30a  
 -9 -> go to question I30a

## % Permanent Full-Time Production Employees Received Formal Training In Last FY (l11a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1104
Format: numeric	Invalid: 1531
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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? if easier please provide the total numbers (provide one or the other but not both)

- production full-time permanent employees trained

## % Permanent Fulltime Nonproduction Employees Received Formal Training In Last FY (l11b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1109
Format: numeric	Invalid: 1526
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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? if easier please provide the total numbers (provide one or the other but not both)

- non-production full-time permanent employees trained

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree are labor regulations an obstacle to the current operations of this establishment?

using the response options on the card; to what degree is an inadequately educated workforce an obstacle to the current operations of this establishment?

- labor regulations

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Using the response options on the card; to what degree are labor regulations an obstacle to the current operations of this establishment?

using the response options on the card; to what degree is an inadequately educated workforce an obstacle to the current operations of this establishment?

- inadequately educated workforce

### Interviewer instructions

Show card 3

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: -9
Decimals: 0	Maximum: 16
Range: -9-16	

### Literal question

By looking at card [insert card number] can you tell me which of elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment

### Interviewer instructions

Do not read out

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 9	Minimum: -9
Decimals: 0	Maximum: 313500000
Range: -9-313500000	

### Pre question

Now, we would like to ask you a few questions about the financial results of this establishment. It is important that this information be as accurate as possible. The individual data are treated as confidential - the identity of your establishment will not be revealed at any point. Please provide the following information from the financial statements of this establishment.

### Literal question

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

- total annual cost of labor including wages, salaries, bonuses, social payments

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 10	Minimum: -9
Decimals: 0	Maximum: 1600000000
Range: -9-1600000000	

### Literal question

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

- total annual cost of raw materials and intermediate goods used in production

### Interviewer instructions

- raw materials and intermediate goods: (manuf) is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements.

## Total Annual Costs Of Electricity In Last Fiscal Year (n2b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2515
Format: numeric	Invalid: 120
Width: 9	Minimum: -9
Decimals: 0	Maximum: 180000000
Range: -9-180000000	

### Literal question

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

- total annual cost of electricity

### Interviewer instructions

- 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.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 10	Minimum: -9
Decimals: 0	Maximum: 3350000000
Range: -9-3350000000	

### Literal question

From this establishment's balance sheet for fiscal year 2015, what was the net book value, that is the value of assets after depreciation, of the following:

- machinery, vehicles, and equipment

## Cost For Establishment To Re-Purchase All Of Its Machinery (n7a)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1671
Format: numeric	Invalid: 964
Width: 10	Minimum: -9
Decimals: 0	Maximum: 8000000000
Range: -9-8000000000	

#### Literal question

Hypothetically, if this establishment were to purchase the assets it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased?

- machinery, vehicles, and equipment

## Day (a15d)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 1
Decimals: 0	Maximum: 31
Range: 1-31	

#### Literal question

Time face-to-face interview ends:

- day

## Month (a15m)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 1
Decimals: 0	Maximum: 12
Range: 1-12	

#### Literal question

Time face-to-face interview ends:

- month

## Year (a15y)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 4	Minimum: 2006
Decimals: 0	Maximum: 2018
Range: 2006-2018	

#### Literal question

Time face-to-face interview ends:

- year

## Hour (a15h)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 3
Decimals: 0	Maximum: 24
Range: 3-24	

### Literal question

Time face-to-face interview ends:  
- hour

## Minutes (a15min)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 2	Minimum: 0
Decimals: 0	Maximum: 59
Range: 0-59	

### Literal question

Time face-to-face interview ends:  
- minutes

## Responses To The Questions About Figures Areas' (a17)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 1	Minimum: 1
Decimals: 0	Maximum: 4
Range: 1-4	

### Literal question

The responses to the questions regarding figures (productivity and employment numbers):

## This Questionnaire Was Completed In: (a18)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 1	Minimum: 1
Decimals: 0	Maximum: 3
Range: 1-3	

### Pre question

Supervisors please answer:  
please ensure that all values are verified. Review sales values, accounting figures, and descriptions to ensure accuracy.

### Literal question

This questionnaire was completed in:

### Post question

## This Questionnaire Was Completed In: (a18)

File: Peru\_2006\_2010\_2017

1 -> stop here

## If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Hours (a19h)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 700
Format: numeric	Invalid: 1935
Width: 1	Minimum: 0
Decimals: 0	Maximum: 3
Range: 0-3	

### Literal question

If option 2 or 3 in a.18, estimate duration of the whole interview  
- hour

## If Option 2 Or 3 In A.18, Estimate Duration Of The Whole Interview: Minutes (a19m)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 700
Format: numeric	Invalid: 1935
Width: 2	Minimum: 0
Decimals: 0	Maximum: 59
Range: 0-59	

### Literal question

If option 2 or 3 in a.18, estimate duration of the whole interview  
- minutes

## Weight according to strict eligibility (wstrict)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 2635
Format: numeric	Invalid: 0
Width: 6	Minimum: 1
Decimals: 2	Maximum: 161.7
Range: 1-161.734786987305	

## Weight according to median eligibility (wmedian)

File: Peru\_2006\_2010\_2017

### Overview

## Weight according to median eligibility (wmedian)

File: Peru\_2006\_2010\_2017

Type: Continuous  
Format: numeric  
Width: 6  
Decimals: 2  
Range: 1-270.93798828125

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 270.9

## Weight according to weak eligibility (wweak)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous  
Format: numeric  
Width: 6  
Decimals: 2  
Range: 1-549.641418457031

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 549.6

## see notes (strata)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: 1-107

Valid cases: 2635  
Invalid: 0  
Minimum: 1  
Maximum: 107

## Size Of Locality (a3)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 2003  
Invalid: 632  
Minimum: 1  
Maximum: 3

## Number Of Establishments In The Firm (a7a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 432  
Invalid: 2203  
Minimum: -9  
Maximum: 1000

### Literal question

How many establishments are part of the firm?

## Is The Top Manager Female? (b7a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Is the top manager female?

## Compete Against Registered Firms Selling Goods Or Services Without Records? (ASCe13)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment compete against registered firms selling goods or services without records or receipt?

## Compete Against Registered Firms Hiring Workers Without Formal Contracts? (ASCe14)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment compete against registered firms hiring workers without formal contracts?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1140
Format: numeric	Invalid: 1495
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Interviewer instructions

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

File: Peru\_2006\_2010\_2017

The question refer to the introduction of new or significantly improved products or services into the establishment's main market before the establishment's competitors. This is different from the introduction by the establishment of new of significantly improved product that are already available from the establishment's main competitors.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1123
Format: numeric	Invalid: 1512
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

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

### Interviewer instructions

- check that total sums to 100% (unless respondent does not know)

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

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

### Interviewer instructions

- percentage of land owned, rented, or leased: mark "does not apply" if the establishment occupies a floor or part of a building.

- check that total sums to 100% unless respondent does not know or if establishment occupies a floor in a building

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 819
Format: numeric	Invalid: 1816
Width: 11	Minimum: -9
Decimals: 0	Maximum: 40000000000
Range: -9-40000000000	

### Literal question

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

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

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

### Post question

2 -> go to question j.7  
-9 -> go to question j.7

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 2003
Format: numeric	Invalid: 632
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

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

### Interviewer instructions

Percentage of full time permanent workers who completed secondary school: "secondary school" is considered the level of education prior to university. To be clarified on a country-by-country basis.

## Total Annual Cost Of Finished Goods/Materials Bought To Resell In Last Fiscal Yr (n2i)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 258
Format: numeric	Invalid: 2377
Width: 12	Minimum: -9
Decimals: 0	Maximum: 150000000000
Range: -9-150000000000	

### Literal question

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

- total annual cost of finished goods and materials purchased to resell

### Interviewer instructions

- cost of finished goods and materials purchased to resell: (serv) is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. For an example please see the income statement in the next section.

## Supervisor Number (a13)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Continuous	Valid cases: 1635
Format: numeric	Invalid: 1000
Width: 8	Minimum: 1
Decimals: 0	Maximum: 72231245
Range: 1-72231245	

#### Literal question

Supervisor code

## Interviewer Number (a12)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1635
Format: numeric	Invalid: 1000
Width: 2	Minimum: 1
Decimals: 0	Maximum: 17
Range: 1-17	

#### Literal question

Interviewer code

## The Price Charged For Main Good Or Service Change? (ASCn3)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1296
Format: numeric	Invalid: 1339
Width: 2	Minimum: -9
Decimals: 0	Maximum: 3
Range: -9-3	

#### Literal question

From the beginning of fiscal year [insert last complete fiscal year minus two] through the end of fiscal year [insert last complete fiscal year], did the price this establishment charges for its main good or service increase, decrease, or stay the same

#### Post question

3 -> go to question d.3  
-9 -> go to question d.3

## What Was The Maturity (In Months) Agreed At The Time Of Approval? (ASCK13)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1217
Format: numeric	Invalid: 1418
Width: 3	Minimum: -9
Decimals: 0	Maximum: 240
Range: -9-240	

#### Literal question

Referring only to this most recent line of credit or loan, what was the maturity (in months) agreed at the time of approval?

## Total Cost Of Sales Of This Establishment Increase, Decrease, Or Stay The Same? (ASCn8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 846
Format: numeric	Invalid: 1789
Width: 2	Minimum: -9
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

From the beginning of fiscal year [insert last complete fiscal year minus two] through the end of fiscal year [insert last complete fiscal year], did the total cost of sales of this establishment increase, decrease, or stay the same?

### Post question

3 -> go to question n6  
-9 -> go to question n6

## Perception Of The Questions Regarding Opinions And Perceptions (a16)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1635
Format: numeric	Invalid: 1000
Width: 1	Minimum: 1
Decimals: 0	Maximum: 3
Range: 1-3	

### Pre question

Interviewers please answer at end of the interview:

### Literal question

It is my perception that the responses to the questions regarding opinions and perceptions:

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1632
Format: numeric	Invalid: 1003
Width: 1	Minimum: 1
Decimals: 0	Maximum: 3
Range: 1-3	

### Literal question

Match between sample and filter

## Type Of Establishment (a8)

File: Peru\_2006\_2010\_2017

### Overview

## Type Of Establishment (a8)

### File: Peru\_2006\_2010\_2017

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -7-4

Valid cases: 830  
 Invalid: 1805  
 Minimum: -7  
 Maximum: 4

#### Literal question

Type of establishment

## Establishment's Financial Statements Separate from Other Establishments (a10)

File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 830  
 Invalid: 1805  
 Minimum: -7  
 Maximum: 2

#### Literal question

Are financial statements prepared independently of other establishments of the same firm?

## % Of Water Supply (Used In Production) From Public Sources In Last Fiscal Year (c18)

File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 1120  
 Invalid: 1515  
 Minimum: -9  
 Maximum: 100

#### Literal question

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

- percent water from public sources

#### Interviewer instructions

If the respondent said none, write 0

## Application To Obtain A Telephone Connection Submitted Over The Last 2 Years (c19)

File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 1632  
 Invalid: 1003  
 Minimum: -9  
 Maximum: 2

## Application To Obtain A Telephone Connection Submitted Over The Last 2 Years (c19)

File: Peru\_2006\_2010\_2017

### Literal question

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

### Post question

2-> go to question c.22

-9-> go to question c.22

## How Many Days Did It Take For You To Receive A Telephone Connection? (c20)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 658
Format: numeric	Invalid: 1977
Width: 3	Minimum: -9
Decimals: 0	Maximum: 180
Range: -9-180	

### Literal question

What was the wait, in days, experienced to obtain that connection from the day this establishment applied for it to the day it received the service?

### Interviewer instructions

If the respondent said less than one day, write 1,

if still in process, write -6

if denied, code is -5

## When You Applied For A Tele. Connection Was An Informal/payment Gift Requested? (c21)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 658
Format: numeric	Invalid: 1977
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Was an informal gift or payment expected or requested to obtain the telephone connection?

## Does The Firm Have A High-Speed Internet Connection On Its Premises? (c23)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1123
Format: numeric	Invalid: 1512
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

## Does The Firm Have A High-Speed Internet Connection On Its Premises? (c23)

File: Peru\_2006\_2010\_2017

### Literal question

Does this establishment have a high-speed, broadband internet connection on its premises?

### Post question

2-> go to question c.30

-9-> go to question c.30

## Internet Connection To: make Purchases For This Establishment? (c24b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1002
Format: numeric	Invalid: 1633
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Is this establishment's internet connection used to:

- make purchases for this establishment

## Internet Connection To: Deliver Services To Your Clients? (c24c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1002
Format: numeric	Invalid: 1633
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Is this establishment's internet connection used to:

- deliver services to this establishment's clients

## Internet Connectrion To: Do Research/Develop Ideas On New Products & Services? (c24d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1002
Format: numeric	Invalid: 1633
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Is this establishment's internet connection used to:

- do research and develop ideas on new products and services

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1120
Format: numeric	Invalid: 1515
Width: 3	Minimum: -9
Decimals: 0	Maximum: 365
Range: -9-365	

### Literal question

Now thinking about your current experience, at the time this establishment receives delivery of its most important input, how many days of stock, measured in days of production, is available?

- days of inventory of main input

### Interviewer instructions

If respondent requires clarification, define as stock on hand.  
If don't have stock, write zero.

## Avg. days of inventory of main sales item kept by establishment (d17)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 243
Format: numeric	Invalid: 2392
Width: 3	Minimum: -9
Decimals: 0	Maximum: 365
Range: -9-365	

### Literal question

Now thinking about your current experience, at the time this establishment receives delivery of its main sales item, on average how many days of inventory (days of sales) does this establishment have on hand?

- days of inventory of main sales item

### Interviewer instructions

If respondent requires clarification, define as stock on hand.  
If don't have stock, write zero

## In main market, number of competitors faced by establishment's main product (e2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 949
Format: numeric	Invalid: 1686
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

For 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/product line face?

### Interviewer instructions

Read the options

## FY09, how much spent on purchases of licenses to use intellectual property? (LACe8b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 343
Format: numeric	Invalid: 2292
Width: 7	Minimum: -9
Decimals: 0	Maximum: 6000000
Range: -9-6000000	

### Literal question

In fiscal year [insert last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? and, how much in activities with other companies contracted?

- expenditures of r&d performed within this establishment (include personal cost, materials and investment)

## Acquired Additional Land Or Buildings To Expand Operations In The Last 3 Years? (g7)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 243
Format: numeric	Invalid: 2392
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
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?

### Post question

2-> go to question g.30  
-9-> go to question g.30

## In last 3 yrs, Has This Establishment Been Successful In Acquiring Land ? (g8a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 188
Format: numeric	Invalid: 2447
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

In the last three years, has this establishment been unsuccessful in acquiring land or new premises?

## In last FY, % Of Material Inputs Or Services Paid For Before Delivery (k1a)

File: Peru\_2006\_2010\_2017

### Overview

## In last FY, % Of Material Inputs Or Services Paid For Before Delivery (k1a)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1632  
Invalid: 1003  
Minimum: -9  
Maximum: 100

### Literal question

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

## In last FY, % Of Material Inputs Or Services Paid For On Delivery (k1b)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1632  
Invalid: 1003  
Minimum: -9  
Maximum: 100

### Literal question

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

### Interviewer instructions

Check that totals are 100%

## In last FY, % Of Total Annual Sales Paid For Before Delivery (k2a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1632  
Invalid: 1003  
Minimum: -9  
Maximum: 100

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were:  
- paid for before the delivery?

## In last FY, % Of Total Annual Sales Paid For on Delivery (k2b)

File: Peru\_2006\_2010\_2017

### Overview

## In last FY, % Of Total Annual Sales Paid For on Delivery (k2b)

### File: Peru\_2006\_2010\_2017

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

Valid cases: 1632  
 Invalid: 1003  
 Minimum: -9  
 Maximum: 100

#### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales of its goods or services were:  
 - paid for on delivery?

#### Interviewer instructions

Check that totals are 100%

## Last 3 yrs: received any public support for training-related activities? (LACI20)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 1000  
 Invalid: 1635  
 Minimum: 1  
 Maximum: 2

#### Literal question

Over the last three years, did this establishment receive any public support (financial or other types of assistance) for training-related activities?

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: -9-7600

Valid cases: 1120  
 Invalid: 1515  
 Minimum: -9  
 Maximum: 7600

#### Literal question

At the present time, how many permanent, full-time employees of production are:  
 - skilled production workers

## Rotation Order (m1d)

### File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 1632  
 Invalid: 1003  
 Minimum: 1  
 Maximum: 3

#### Literal question

## Rotation Order (m1d)

File: Peru\_2006\_2010\_2017

Rotation

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1120
Format: numeric	Invalid: 1515
Width: 9	Minimum: -9
Decimals: 0	Maximum: 171000000
Range: -9-171000000	

### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:  
- total annual costs of fuel

## Net Book Value Of Land And Buildings In Last Fiscal Year (n6b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1120
Format: numeric	Invalid: 1515
Width: 9	Minimum: -9
Decimals: 0	Maximum: 500000000
Range: -9-500000000	

### Literal question

What was the net book value, the value of assets after depreciation, of the following at the end of fiscal year [insert last complete fiscal year]?

-land and buildings

## Cost For Establishment To Re-Purchase All Of Its Land And Buildings (n7b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1120
Format: numeric	Invalid: 1515
Width: 11	Minimum: -9
Decimals: 0	Maximum: 14000000000
Range: -9-14000000000	

### 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

## Sample frame level (a1c)

File: Peru\_2006\_2010\_2017

## Sample frame level (a1c)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 1	Minimum: 2
Decimals: 0	Maximum: 2
Range: 1-2	

#### Literal question

Frame level

## Main Business City? (a3c)

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 1	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2	

#### Literal question

Is this city the main business city?

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 234
Format: numeric	Invalid: 2401
Width: 1	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2	

#### Literal question

Is this establishment the headquarters location?

#### Post question

2 -> skip to a9

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

### File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 40
Format: numeric	Invalid: 2595
Width: 1	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2	

#### Literal question

Does this headquarters location engage in production or sales at this location?

#### Post question

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

File: Peru\_2006\_2010\_2017

1 -> skip to a.20  
2 -> terminate

## Year of the last completed calendar fiscal year (a20y)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 4	Minimum: 2015
Decimals: 0	Maximum: 2017
Range: 2015-2017	

### Literal question

On which calendar date did the last completed fiscal year end?  
- year

## Month of the last completed calendar fiscal year (a20m)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: 3
Decimals: 0	Maximum: 12
Range: 3-12	

### Literal question

On which calendar date did the last completed fiscal year end?  
- month

## Day of the last completed calendar fiscal year (a20d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: 1
Decimals: 0	Maximum: 31
Range: 1-31	

### Literal question

On which calendar date did the last completed fiscal year end?  
- day

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

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

Valid cases: 550  
Invalid: 2085  
Minimum: -9  
Maximum: 100

### Literal question

What percentage of the firm is owned by females?

### Interviewer instructions

Please note when b1 is 3 (sole proprietorship) and b4 is 1 (firm has a female owner), write 100% for question b4a.

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 82

Valid cases: 202  
Invalid: 0

### Literal question

Please specify the internationally-recognized quality certifications

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: 1  
Maximum: 6

### 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, product or service, that is, the activity, product or service that represented the largest proportion of annual sales

### Interviewer instructions

- please specify the activity and product in detail, for ex., "data consulting it services" not just it services
- establishment's main activity and product or service: select the general activity that corresponds to the answer provided by the respondent.

## Please Also Write Out The Number (d2x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 88

Valid cases: 843  
Invalid: 0

### Literal question

Please also write out the number (i.E. 50,000 as fifty thousand)

## How Much Did This Price Change? (ASCn4)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 599
Format: numeric	Invalid: 2036
Width: 3	Minimum: -9
Decimals: 0	Maximum: 159
Range: -9-159	

### Literal question

In percentage terms, how much did this price change?

## Main Reason For Price Change (ASCn5)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 599
Format: numeric	Invalid: 2036
Width: 2	Minimum: -9
Decimals: 0	Maximum: 7
Range: -9-7	

### Pre question

Show card 4

### Literal question

Please indicate the main reason for this change

### Post question

2 -> go to question d.3  
 3 -> go to question d.3  
 4 -> go to question d.3  
 5 -> go to question d.3  
 6 -> go to question d.3  
 7 -> go to question d.3  
 -9 -> go to question d.3

## How Much Did The Price Of Supplies Or Material Inputs Change? (ASCn5b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 341
Format: numeric	Invalid: 2294
Width: 2	Minimum: -9
Decimals: 0	Maximum: 80
Range: -9-80	

### Literal question

In percentage terms, how much did the price of supplies or material inputs change?

## In Clearing Exports Through Customs, Informal Gift/Payment Expected Or Requested? (d5a)

File: Peru\_2006\_2010\_2017

### Overview

## In Clearing Exports Through Customs, Informal Gift/Payment Expected Or Requested? (d5a)

File: Peru\_2006\_2010\_2017

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

Valid cases: 187  
Invalid: 2448  
Minimum: -9  
Maximum: 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?

### Interviewer instructions

Opinion based or sensitive

## In Clearing Imports Through Customs, Informal Gift/Payment Expected Or Requested? (d15a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 343  
Invalid: 2292  
Minimum: -9  
Maximum: 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?

## Percentage Of Material Inputs Or Supplies Obtained From Repeated Suppliers? (ASCd5)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 100

### Pre question

I would now like to ask about this establishment's relationships and interactions with all of its suppliers.

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of material inputs, supplies, or finished goods and materials purchased to resell were obtained from suppliers from whom this establishment receives material inputs, supplies, or finished goods and materials purchased to resell more than once a year?

## Percentage Of Inputs Tailored To The Specific Needs Of This Establishment? (ASCd6)

File: Peru\_2006\_2010\_2017

### Overview

## Percentage Of Inputs Tailored To The Specific Needs Of This Establishment? (ASCd6)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 100

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of material inputs, supplies, or finished goods and materials purchased to resell were tailored to the specific needs of this establishment to the extent that finding a new supplier would entail substantial time and costs?

## Percentage Of Inputs Provided As Mutually Agreed? (ASCd7)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 100

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's material inputs, supplies, or finished goods and materials purchased to resell were provided as mutually agreed, that is without problems, disputes, or delays?

## Degree Suppliers Prevented From Fulfill. Agr. b/c Of Circumst. Beyond Control? (ASCd8)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 5

### Pre question

Show card 7

### Literal question

Please indicate to what degree this establishment's suppliers are prevented from fulfilling agreements because of circumstances beyond their control.

## To What Degree Is The Following Is Effective: Personal Relationship And Trust? (ASCd9a)

File: Peru\_2006\_2010\_2017

### Overview

## To What Degree Is The Following Is Effective: Personal Relationship And Trust? (ASCd9a)

File: Peru\_2006\_2010\_2017

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: 1
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- personal relationship and trust

### Interviewer instructions

[read out options] show card 8

## To What Degree Is The Following Is Effective: Mutual Interests? (ASCd9b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- mutual interest in maintaining business relationship, without involving others

### Interviewer instructions

[read out options] show card 8

## To What Degree Is The Following Is Effective: Paid, Private Dispute Resolution? (ASCd9d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- paid, private dispute resolution

### Interviewer instructions

[read out options] show card 8

## Degree of Effectiveness of: Assistance Of Government Officials? (ASCd9e)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: 1
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- assistance of government officials

### Interviewer instructions

[read out options] show card 8

## Degree of Effectiveness of: Intervention Of Other Third-Parties? (ASCd9c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- intervention of other third-parties (excluding paid, private dispute resolution and government officials)

### Interviewer instructions

[read out options] show card 8

## To What Degree Is The Following Is Effective: Legal System? (ASCd9f)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: 1
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with suppliers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- legal system

### Interviewer instructions

[read out options] show card 8

## Percentage Of Sales To Repeated Customers? (ASCd14)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Pre question

I would now like to ask about this establishment's relationships and interactions with all of its customers.

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of goods or services were provided to customers to whom this establishment provides goods or services more than once a year?

## Percentage Of Sales Tailored To The Specific Needs Of Customers? (ASCd15)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of goods or services were tailored to the specific needs of customers to the extent that finding new customers would entail substantial time and costs?

## Percentage Of This Establishment'S Sales Provided As Mutually Agreed? (ASCd16)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of goods or services were provided to customers as mutually agreed, that is without problems, disputes, or delays?

## Degree Customers Prevented From Fulfill. Agr. b/c Of Circumst. Beyond Control? (ASCd17)

File: Peru\_2006\_2010\_2017

### Overview

## Degree Customers Prevented From Fulfill. Agr. b/c Of Circumst. Beyond Control? (ASCd17)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 5

### Literal question

Please indicate to what degree this establishment's customers are prevented from fulfilling agreements because of circumstances beyond their control.

### Interviewer instructions

Show card 7

## To What Degree Is The Following Is Effective: Personal Relationship And Trust? (ASCd18a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 5

### Literal question

When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- personal relationship and trust

### Interviewer instructions

[read out options] show card 8

## To What Degree Is The Following Is Effective: Mutual Interests? (ASCd18b)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: -9  
Maximum: 5

### Literal question

When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- mutual interest in maintaining business relationship, without involving others

### Interviewer instructions

[read out options] show card 8

## To What Degree Is The Following Is Effective: Paid, Private Dispute Resolution? (ASCd18d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- paid, private dispute resolution

### Interviewer instructions

[read out options] show card 8

## Degree of Effectiveness of: Assistance Of Government Officials? (ASCd18e)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- assistance of government officials

### Interviewer instructions

[read out options] show card 8

## Degree of Effectiveness of: Intervention Of Other Third-Parties? (ASCd18c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems.

- intervention of other third-parties (excluding private dispute resolution and government officials)

### Interviewer instructions

[read out options] show card 8

## To What Degree Is The Following Is Effective: Legal System? (ASCd18f)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

When making agreements with customers, please indicate to what degree each of the following is effective in resolving or preventing problems.  
- legal system

### Interviewer instructions

[read out options] show card 8

## What Best Describes What Happened When Problem In The Production Process Arose? (ASCr1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Pre question

Interviewer: please read the following to the respondent before proceeding:  
and now i would like to ask you about management practices in this establishment.

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what best describes what happened at this establishment when a problem in the production process arose?

### Interviewer instructions

Show card 9

## How Many Production Performance Indicators Were Monitored At This Establishment? (ASCr2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], how many production or sales performance indicators were monitored at this establishment?

### Interviewer instructions

Show card 10

## How Easy To Achieve Its Production Targets? (ASCr7)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 6
Range: -9-6	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], how easy or difficult was it for this establishment to achieve its production or sales targets? examples of production or sales targets are: production, quality, efficiency, waste, on-time delivery.

### Interviewer instructions

Show card 11

## Who Was Aware Of The Production Targets At This Establishment? (ASCr8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], who was aware of the production or sales targets at this establishment?

### Interviewer instructions

Show card 12

## Does this establishment offer performance bonus to managers (ASCr111)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 476
Format: numeric	Invalid: 2159
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment offer performance bonuses to managers?

### Post question

2 -> go to e1

## If randomly selected, what Were Managers' Performance Bonuses Usually Based On? (ASCr112)

File: Peru\_2006\_2010\_2017

## If randomly selected, what Were Managers' Performance Bonuses Usually Based On? (ASCr112)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 147
Format: numeric	Invalid: 2488
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-5	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what were managers' performance bonuses usually based on?

### Interviewer instructions

- include any type of target, including targets based on production, sales, the firm's stock price, etc.
- show card 13

## What Were Managers' Performance Bonuses Usually Based On? (ASCr11)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 527
Format: numeric	Invalid: 2108
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

Over the last complete fiscal year [insert last complete fiscal year], what were managers' performance bonuses usually based on?

### Interviewer instructions

- include any type of target, including targets based on production, sales, the firm's stock price, etc.
- show card 14

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 462
Format: numeric	Invalid: 2173
Width: 3	Minimum: -9
Decimals: 0	Maximum: 400
Range: -9-400	

### 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?

- number of competitors

## Which Practices Of Informal Firms Affects This Establishment The Most? (ASCe12)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 778
Format: numeric	Invalid: 1857
Width: 2	Minimum: -9
Decimals: 0	Maximum: 6
Range: -9-6	

### Literal question

Which of the following practices of unregistered or informal firms affects your establishment the most?

### Interviewer instructions

Show card 16

## Other (Specify) (ASCe12x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 15
Format: character	
Width: 206	

### Literal question

Which of the following practices of unregistered or informal firms affects your establishment the most?  
other effect (specify \_\_\_\_\_)

## Were These Introduced Because Of Specific Customer Requests Or Direct Demands? (ASCh2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 647
Format: numeric	Invalid: 1988
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Were any of the new or significantly improved products or services introduced because of specific customer requests or direct demands?

## Describe In Detail The Main New Or Significantly Improved Product Or Service (h3x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 647
Format: character	
Width: 232	

### Literal question

## Describe In Detail The Main New Or Significantly Improved Product Or Service (h3x)

File: Peru\_2006\_2010\_2017

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.

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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 223

Valid cases: 647

### 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.

### Interviewer instructions

- if there is nothing similar write "completely new"

## Describe Main New/Significantly Improved Process This Establishment Introduced (h6x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 228

Valid cases: 505

### 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

The description has to be as detailed as possible.

## How The Main New/Significantly Improved Process Is Different (h7x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 227

Valid cases: 505

### Literal question

## How The Main New/Significantly Improved Process Is Different (h7x)

File: Peru\_2006\_2010\_2017

Description should be as detailed as possible

### Interviewer instructions

The questions refers to how the main new or significantly improved process introduced in the market by the establishment is different compared to the most similar process that is or was used by this establishment

## Did This Establishment Spend On: Software Development And Database Activities? (ASCh10a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

During last fiscal year, did this establishment spend on any of the following?  
- software development and database activities

### Interviewer instructions

Read options

## Did This Establishment Spend On: Intellectual Property Related Activities? (ASCh10b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

During last fiscal year, did this establishment spend on any of the following?  
- intellectual property related activities

### Interviewer instructions

Read options

## Did This Establishment Spend On: Design And Other Creative Work? (ASCh10c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

## Did This Establishment Spend On: Design And Other Creative Work? (ASCh10c)

File: Peru\_2006\_2010\_2017

### Literal question

During last fiscal year, did this establishment spend on any of the following?  
- design and other creative work

### Interviewer instructions

Read options

## Did This Establishment Spend On: Marketing/Branding Of New Products/Services? (ASCh10d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

During last fiscal year, did this establishment spend on any of the following?  
- marketing and branding of new products or services

### Interviewer instructions

Read options

## Did This Establishment Spend On: Organizational Development? (ASCh10e)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

During last fiscal year, did this establishment spend on any of the following?  
- organizational development

### Interviewer instructions

Read options

## Were Any Of These Purchases For New Technology Assoc. w/ New Products/Services? (ASCn6)

File: Peru\_2006\_2010\_2017

### Overview

## Were Any Of These Purchases For New Technology Assoc. w/ New Products/Services? (ASCn6)

File: Peru\_2006\_2010\_2017

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

Valid cases: 487  
Invalid: 2148  
Minimum: -9  
Maximum: 2

### Literal question

Were any of these purchases for upgrading machinery, vehicles, and equipment spent on upgrades or for acquiring new technology associated with new or significantly improved products or services?

### Post question

- 2 ->skip n.5b  
- 9 ->skip n.5b

## Percent Spent On Upgrades/Acquisition Assoc. w/ New Products/Services? (ASCn7)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 342  
Invalid: 2293  
Minimum: -9  
Maximum: 100

### Literal question

What percent of total purchases of new or used machinery, vehicles, and equipment, was spent on upgrades or acquiring new technology associated with new or significantly improved products or services?

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 5  
Decimals: 0  
Range: -9-25000

Valid cases: 3  
Invalid: 2632  
Minimum: 0  
Maximum: 25000

### 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  
- amount dollars

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

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

File: Peru\_2006\_2010\_2017

Type: Discrete  
Format: numeric  
Width: 7  
Decimals: 0  
Range: -9-1585000

Valid cases: 3  
Invalid: 2632  
Minimum: 0  
Maximum: 1585000

### 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
- amount dollar

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 3  
Invalid: 2632  
Minimum: 0  
Maximum: 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
- amount dollar

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 3  
Invalid: 2632  
Minimum: 0  
Maximum: 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:

- borrowed from non-bank financial institutions
- amount dollar

### Interviewer instructions

Show card 19

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 3
Format: numeric	Invalid: 2632
Width: 5	Minimum: 0
Decimals: 0	Maximum: 70000
Range: -9-70000	

### 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
- amount dollar

### Interviewer instructions

Show card 19

## Fixed Assets - Value Other (k5hdj1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 3
Format: numeric	Invalid: 2632
Width: 2	Minimum: 0
Decimals: 0	Maximum: 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:

- other, moneylenders, friends, relatives, bonds, etc
- amount dollar

### Interviewer instructions

- check that total sums to 100% or that total sum equals total purchases in n5 (unless respondent does not know)

## Total Annual Expenditure For Purchases Of Equipment In Year Prior To Last FY (n5c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 465
Format: numeric	Invalid: 2170
Width: 9	Minimum: -9
Decimals: 0	Maximum: 327150000
Range: -9-327150000	

### 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

### Interviewer instructions

- interviewer: read out

## Total Annual Expenditure On Land And Buildings In Year Prior To Last FY (n5d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 465
Format: numeric	Invalid: 2170
Width: 8	Minimum: -9
Decimals: 0	Maximum: 47040000
Range: -9-47040000	

### Literal question

In fiscal year [insert last complete fiscal year minus one],, how much did this establishment spend on purchases of:  
- land and buildings

### Interviewer instructions

- interviewer: read out

## Which Bank Provided The Most Recent Line Of Credit Or Loan? (ASCk8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 755
Format: numeric	Invalid: 1880
Width: 2	Minimum: -9
Decimals: 0	Maximum: 11
Range: -9-11	

### Literal question

Which bank provided the most recent line of credit or loan?

## Other (Specify) (ASCk8x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 14
Format: character	Invalid: 0
Width: 31	

### Literal question

Which bank provided the most recent line of credit or loan?

- other

## Was The Loan Granted As Part Of A Government-Supported Program? (ASCk9)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 774
Format: numeric	Invalid: 1861
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

## Was The Loan Granted As Part Of A Government-Supported Program? (ASCk9)

File: Peru\_2006\_2010\_2017

Referring to the most recent line of credit or loan, was the loan granted as part of a government-supported program?

## Total Number of Open Lines of Credit and Outstanding Loans Held By This Establis (k15b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 774
Format: numeric	Invalid: 1861
Width: 2	Minimum: -9
Decimals: 0	Maximum: 14
Range: -9-14	

### Literal question

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

### Post question

-9 -> go to question k.15d

### Interviewer instructions

Total number of outstanding lines of credit or loans: an outstanding loan is a loan with principal value has not yet been fully repaid. An outstanding open line of credit is one from which the establishment have withdrawn funds and have not yet fully repaid.

## Total Outstanding Balance of All Open Lines of Credit and Loans Held By This Est (k15c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 717
Format: numeric	Invalid: 1918
Width: 10	Minimum: -9
Decimals: 0	Maximum: 2268000000
Range: -9-2268000000	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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?

## Consider Completing Application Steps For A Loan Or Line Of Credit Online? (ASCk17)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 131
Format: numeric	Invalid: 2504
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Did this establishment consider completing application steps for a loan or line of credit online?

### Post question

1 -> go to question asc.K19  
 2 -> go to question asc.K22  
 -9 -> go to question asc.K22

## Was The Application Completed Partially Or Entirely Online? (ASCk18)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 633
Format: numeric	Invalid: 2002
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Referring only to this most recent application for a line of credit or loan, was the application completed partially or entirely online?

### Post question

1 -> go to question k.20  
 -9 -> go to question k.20

## What Was The Main Reason For Not Completing The Application Online? (ASCk19)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 265
Format: numeric	Invalid: 2370
Width: 2	Minimum: -9
Decimals: 0	Maximum: 7
Range: -9-7	

### Literal question

What was the main reason for not completing the application online?

### Interviewer instructions

If k16 is "no" go to asc.K22

## What Was The Outcome Of That Most Recent Application For Loan/Line Of Credit? (k20a1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 633
Format: numeric	Invalid: 2002
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

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

### Post question

1 -> go to question k.22  
 4 -> go to question k.22  
 -6 -> go to question k.22  
 -9 -> go to question k.22

## Lease Any Fixed Assets, Such As Machinery, Vehicles, Equipment, Land, Buildings? (ASCk22)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment lease any fixed assets, such as machinery, vehicles, equipment, land or buildings?

## Currently Belong To An Industry Organization Or Business Association? (ASCj16)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment currently belong to an industry organization or business association?

### Post question

2 -> skip to j.30  
 -9 -> skip to j.30

## Which Describes The Main Industry Organization Or Business Association (ASCj17)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 362
Format: numeric	Invalid: 2273
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

Please indicate which of the following describes the main industry organization or business association

### Interviewer instructions

Show card 25

## Make Regular Financial Contributions To This Association? (ASCj18)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 362
Format: numeric	Invalid: 2273
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment (or the firm to which it belongs) make regular financial contributions to this association?

## Senior Management Regularly Spend Time Interacting With This Association? (ASCj19)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 362
Format: numeric	Invalid: 2273
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does the senior management of this establishment (or the firm to which it belongs) make regularly spend time interacting with this association?

## Please Indicate If This Association: Provides Information On Market Trends (ASCj20a)

File: Peru\_2006\_2010\_2017

### Overview

## Please Indicate If This Association: Provides Information On Market Trends (ASCj20a)

File: Peru\_2006\_2010\_2017

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

Valid cases: 362  
Invalid: 2273  
Minimum: -9  
Maximum: 2

### Literal question

Please indicate if this association:

- provides information to members about market trends, new technologies or new products

## Please Indicate If This Association: Provides Information On Laws (ASCj20b)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 362  
Invalid: 2273  
Minimum: -9  
Maximum: 2

### Literal question

Please indicate if this association:

- provides information to members about laws, regulations and judicial decisions

## Please Indicate If This Association: Offers Networking Opportunities (ASCj20c)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 362  
Invalid: 2273  
Minimum: -9  
Maximum: 2

### Literal question

Please indicate if this association:

- offers members networking opportunities

## Please Indicate If This Association: Engage In Lobbying (ASCj20d)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 362  
Invalid: 2273  
Minimum: -9  
Maximum: 2

### Literal question

## Please Indicate If This Association: Engage In Lobbying (ASCj20d) File: Peru\_2006\_2010\_2017

Please indicate if this association:

- engage in lobbying and other political activity to influence laws and regulations that affect your industry

## Num. Of Permanent, Full-Time Highly Skilled Production Workers, Last FY (l4a1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 551
Format: numeric	Invalid: 2084
Width: 3	Minimum: -9
Decimals: 0	Maximum: 900
Range: -9-900	

### Literal question

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

- highly skilled production workers, professionals whose tasks require extensive theoretical and technical knowledge

## Num. Of Permanent, Full-Time Semi Skilled Production Workers, Last FY (l4a2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 551
Format: numeric	Invalid: 2084
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1009
Range: -9-1009	

### Literal question

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

- semi-skilled production workers, technicians whose tasks require some level of mechanical or technical knowledge

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

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 353
Format: numeric	Invalid: 2282
Width: 2	Minimum: -9
Decimals: 0	Maximum: 50
Range: -9-50	

### Literal question

How long did these power outages last on average?

- minutes

## Female Temporary, Full-Time Workers Employed Throughout Last Fiscal Yr (l6a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 522
Format: numeric	Invalid: 2113
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1600
Range: -9-1600	

### Literal question

How many full-time seasonal or temporary employees employed during [insert last complete fiscal year] were female?

## Training Programs Amount: Production Full-Time Permanent Employees Trained (l11a1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 22
Format: numeric	Invalid: 2613
Width: 3	Minimum: 1
Decimals: 0	Maximum: 180
Range: -9-180	

### 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? if easier please provide the total numbers (provide one or the other but not both)

- production full-time permanent employees trained

## Training Programs Amount: Non-Production Full-Time Permanent Employees Trained (l11b1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 17
Format: numeric	Invalid: 2618
Width: 3	Minimum: 0
Decimals: 0	Maximum: 250
Range: -9-250	

### 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? if easier please provide the total numbers (provide one or the other but not both)

- non-production full-time permanent employees trained

## Total Cost Of Sales In Last FY (n2p)

File: Peru\_2006\_2010\_2017

### Overview

## Total Cost Of Sales In Last FY (n2p)

File: Peru\_2006\_2010\_2017

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-1083000000

Valid cases: 551  
Invalid: 2084  
Minimum: -9  
Maximum: 1083000000

### Pre question

Total cost of sales should include all above costs and other costs not listed above

### Literal question

Total cost of sales

## In Percentage Terms, How Much Did The Cost Of Sales Change? (ASCn9)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 371  
Invalid: 2264  
Minimum: -9  
Maximum: 80

### Literal question

In percentage terms, how much did the cost of sales change?

## Main Respondent Position In The Firm (a15a1ax)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 54

Valid cases: 1003  
Invalid: 0

### Literal question

Please complete the following information about the interviewee(s)  
- position in the firm  
- main respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Main Respondent Years Working In The Firm: (a15a2a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-53

Valid cases: 1003  
Invalid: 1632  
Minimum: 1  
Maximum: 53

### Literal question

Please complete the following information about the interviewee(s)  
- years with the firm  
- main respondent

## Main Respondent Years Working In The Firm: (a15a2a)

File: Peru\_2006\_2010\_2017

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Main Respondent's Gender (a15a3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1003
Format: numeric	Invalid: 1632
Width: 1	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2	

### Literal question

Please complete the following information about the interviewee(s)

- gender
- main respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Second Respondent Position In The Firm (a15a1bx)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 61
Format: character	Invalid: 0
Width: 50	

### Literal question

Please complete the following information about the interviewee(s)

- position in the firm
- second respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Second Respondent Years Working In The Firm: (a15a2b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 62
Format: numeric	Invalid: 2573
Width: 2	Minimum: 1
Decimals: 0	Maximum: 33
Range: -9-33	

### Literal question

Please complete the following information about the interviewee(s)

- years with the firm
- second respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Second Respondent's Gender (a15b3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 62
Format: numeric	Invalid: 2573
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -7-2	

### Literal question

Please complete the following information about the interviewee(s)  
 - gender  
 - second respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Third Respondent Position In The Firm (a15a1cx)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 6
Format: character	Invalid: 0
Width: 25	

### Literal question

Please complete the following information about the interviewee(s)  
 - position in the firm  
 - third respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Third Respondent Years Working In The Firm: (a15a2c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 5
Format: numeric	Invalid: 2630
Width: 2	Minimum: 1
Decimals: 0	Maximum: 7
Range: -9-7	

### Literal question

Please complete the following information about the interviewee(s)  
 - years with the firm  
 - third respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## Third Respondent's Gender (a15c3)

File: Peru\_2006\_2010\_2017

### Overview

## Third Respondent's Gender (a15c3)

File: Peru\_2006\_2010\_2017

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

Valid cases: 5  
Invalid: 2630  
Minimum: 1  
Maximum: 2

### Literal question

Please complete the following information about the interviewee(s)

- gender
- third respondent

### Interviewer instructions

Enter 1 when years with the firm is less than one. For gender 1: male, 2: female

## stratification region code (stratificationregioncode)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: 1  
Maximum: 6

## stratification size code (stratificationsizecode)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: 1  
Maximum: 5

## stratification sector code (stratificationsectorcode)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1003  
Invalid: 1632  
Minimum: 1  
Maximum: 5

## panel code (stratificationpanelcode)

File: Peru\_2006\_2010\_2017

### Overview

## panel code (stratificationpanelcode)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1003  
 Invalid: 1632  
 Minimum: 0  
 Maximum: 1

## How Many Establishments Are Included In The Financial Statements? (a11a)

File: Peru\_2006\_2010\_2017

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -7-340

Valid cases: 198  
 Invalid: 2437  
 Minimum: -7  
 Maximum: 340

**Literal question**

Number of establishments, including the headquarters, included in the financial

## a13b. Does this firm belong to the panel 2003? (it was interviewed in the previo (a13b)

File: Peru\_2006\_2010\_2017

**Overview**

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

Valid cases: 0  
 Invalid: 2635

## Are you the founder or one of the founders of this establishment? (JRb1)

File: Peru\_2006\_2010\_2017

**Overview**

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

Valid cases: 1000  
 Invalid: 1635  
 Minimum: 1  
 Maximum: 2

**Literal question**

Are you the founder or one of the founders of this establishment?

**Post question**

2-> go to question b5  
 -9-> go to question b5

## Prior to starting this establishment's business, what was your previous oc (JRb2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 350
Format: numeric	Invalid: 2285
Width: 2	Minimum: 1
Decimals: 0	Maximum: 6
Range: -9-6	

### Literal question

Prior to starting this establishment's business, what was your previous occupation?

### Post question

5-> go to question jrb5

6-> go to question jrb5

### Interviewer instructions

Show card 3

## When you left prior establishment , No. of full-time employees of establishment (JRb3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 275
Format: numeric	Invalid: 2360
Width: 5	Minimum: -9
Decimals: 0	Maximum: 13000
Range: -9-13000	

### Literal question

When you left the prior establishment, how many full-time employees did the establishment have?  
- full-time employees in the previous occupation

## Was your prior establishment formally registered? (JRb4)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 275
Format: numeric	Invalid: 2360
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Was your prior establishment formally registered?

## Establishment started due to lack of better employment opportunities (JRb5)

File: Peru\_2006\_2010\_2017

### Overview

## Establishment started due to lack of better employment opportunities (JRb5)

File: Peru\_2006\_2010\_2017

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

Valid cases: 350  
Invalid: 2285  
Minimum: -9  
Maximum: 2

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 350  
Invalid: 2285  
Minimum: -9  
Maximum: 5

### Literal question

Choosing from the following list, which best describes the idea that motivated this establishment's business?

### Interviewer instructions

Show card 4

## No. of full-time employees at start-up that were family members of the founder (JRb7)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-98

Valid cases: 1000  
Invalid: 1635  
Minimum: -9  
Maximum: 98

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1000  
Invalid: 1635  
Minimum: -9  
Maximum: 7

### Literal question

By looking at the card, please indicate which of the following is the most important factor that motivated your decision to register

## Most important factor that motivated decision to register (JRb8)

File: Peru\_2006\_2010\_2017

### Interviewer instructions

Show card 5

## Cell phones used in operations of the establishment (c28)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment currently use cell phones for the operations of the establishment?

### Post question

2-> go to question c30  
-9-> go to question c30

## Financing Source For The Cell Phones Used For Operation Of The Establishment (c29)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 970
Format: numeric	Invalid: 1665
Width: 2	Minimum: 1
Decimals: 0	Maximum: 4
Range: -9-4	

### Post question

The majority of cell phones used for the operations of the establishment are?

### Interviewer instructions

Show card 6

## In fiscal year 2009, % of establishment's total annual sales paid in cash? (JRd2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales were paid in cash?

## FY09, % of sales new/significantly improved products (introduced last 3 yrs)? (LACe2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 493
Format: numeric	Invalid: 2142
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 464
Format: numeric	Invalid: 2171
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 760
Format: numeric	Invalid: 1875
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
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: Peru\_2006\_2010\_2017

### Overview

## Last 3 yrs: receive any public support for innovation-related activities? (LACe10)

File: Peru\_2006\_2010\_2017

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

Valid cases: 760  
Invalid: 1875  
Minimum: -9  
Maximum: 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 760  
Invalid: 1875  
Minimum: -9  
Maximum: 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 760  
Invalid: 1875  
Minimum: -9  
Maximum: 2

### Literal question

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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 760  
Invalid: 1875  
Minimum: -9  
Maximum: 2

### 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

## FY09 establishment spent on purchases of licenses to use intellectual property? (LACe8a)

File: Peru\_2006\_2010\_2017

2-> go to question lace8c

-9-> go to question lace8c

## Last 3 yrs: filed for patent/trademark/copyright for product/process innovations (LACe8c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 760
Format: numeric	Invalid: 1875
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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?

## FY09 % of purch. of machinery/vehicles/equip used for product & process innovation (LACk4a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 524
Format: numeric	Invalid: 2111
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### 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?

- percent of machinery, vehicles, and equipment purchases made for product and process innovation

## Last 3 yrs: services to improve quality control/training to obtain quality certification (LACp1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### 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

## Last 3 yrs: services to improve quality control/training to obtain quality certification (LACp1)

File: Peru\_2006\_2010\_2017

2-> go to question lac.P3  
-9-> go to question lac.P3

## How were these services and programs financed? (LACp2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 545
Format: numeric	Invalid: 2090
Width: 2	Minimum: 1
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

How were these services and programs financed?

## Next 3yrs:foresee using services improving quality control/training for quality certification (LACp3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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

2-> go to question lac.P6  
-9-> go to question lac.P6

## How were these services and programs financed? (LACp5)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 421
Format: numeric	Invalid: 2214
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-3	

### Literal question

How were these services and programs financed?

## Next 3yrs foresee using services to make bus alliances w/other suppliers/clients (LACp6)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Over the last three years, did this establishment use any services or programs to support innovation?

### Post question

2-> go to question lac.P9  
-9-> go to question lac.P9

## How were these services and programs financed? (LACp8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 472
Format: numeric	Invalid: 2163
Width: 2	Minimum: 1
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

## How were these services and programs financed? (LACp8)

File: Peru\_2006\_2010\_2017

How were these services and programs financed?

## Next 3 yrs: foresee using any services to support innovation? (LACp9)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Over the last three years, did this establishment use any services or programs to promote exports?

### Post question

2-> go to question lac.P12  
-9-> go to question lac.P12

## How were these services and programs financed? (LACp11)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 244
Format: numeric	Invalid: 2391
Width: 2	Minimum: 1
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

How were these services and programs financed?

## Next 3 yrs: foresee using any services or programs to promote exports? (LACp12)

File: Peru\_2006\_2010\_2017

## Next 3 yrs: foresee using any services or programs to promote exports? (LACp12)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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/accnting/other (LACp13)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### 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

2-> go to question lac.P15  
-9-> go to question lac.P15

## How were these programs financed? (LACp14)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 682
Format: numeric	Invalid: 1953
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-3	

### Literal question

How were these programs financed?

### Interviewer instructions

Read options

## Next 3yrs:foresee using programs/tech assist/training on IT/mgmt/accnting/other (LACp15)

File: Peru\_2006\_2010\_2017

### Overview

## Next 3yrs:foresee using programs/tech assist/training on IT/mgmt/accnting/other (LACp15)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1000  
Invalid: 1635  
Minimum: -9  
Maximum: 2

### 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.?

### Interviewer instructions

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.

## Impact of services used in last 3 yrs: Increased no. of goods/services offered (LACp16a)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 822  
Invalid: 1813  
Minimum: -9  
Maximum: 2

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 822  
Invalid: 1813  
Minimum: -9  
Maximum: 2

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 822
Format: numeric	Invalid: 1813
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 822
Format: numeric	Invalid: 1813
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 822
Format: numeric	Invalid: 1813
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### 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: Peru\_2006\_2010\_2017

### Overview

## Impact of services used in last 3 yrs: Reduced energy consumption (LACp16f)

File: Peru\_2006\_2010\_2017

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

Valid cases: 822  
Invalid: 1813  
Minimum: -9  
Maximum: 2

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 822  
Invalid: 1813  
Minimum: -9  
Maximum: 2

### 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

## Average Years Of Education For Typical Production Worker (l9a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-17

Valid cases: 760  
Invalid: 1875  
Minimum: -9  
Maximum: 17

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 1000  
Invalid: 1635  
Minimum: -9  
Maximum: 100

### Literal question

% of full time permanent workers w/at least a bachelor degree at end of FY09 (LACl9c)

File: Peru\_2006\_2010\_2017

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: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 1000
Format: numeric	Invalid: 1635
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

How many unfilled vacancies does this establishment currently have? (LACl10b)

File: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 352
Format: numeric	Invalid: 2283
Width: 3	Minimum: -9
Decimals: 0	Maximum: 500
Range: -9-500	

#### 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: Peru\_2006\_2010\_2017

#### Overview

Type: Discrete	Valid cases: 352
Format: numeric	Invalid: 2283
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

#### Literal question

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

Most difficult skill to find when filling vacancies (LACl10d)

File: Peru\_2006\_2010\_2017

#### Overview

## Most difficult skill to find when filling vacancies (LACl10d)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1000  
Invalid: 1635  
Minimum: -9  
Maximum: 2

### Literal question

Please estimate which of the two is the most difficult skill to find when filling vacancies?

### Interviewer instructions

Read options

## Next 12 months: no. of unfilled vacancies this establishment expects to have? (LACl10e)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-500

Valid cases: 1000  
Invalid: 1635  
Minimum: -9  
Maximum: 500

### 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 (LACl12)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 700  
Invalid: 1935  
Minimum: -9  
Maximum: 2

### 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

2-> go to question lac.L14  
-9-> go to question lac.L14

## FY09 Training programs partially/fully funded by govt: av. hours spent in FY09 (LACl13)

File: Peru\_2006\_2010\_2017

### Overview

## FY09 Training programs partially/fully funded by govt: av. hours spent in FY09 (LAC113)

File: Peru\_2006\_2010\_2017

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2000

Valid cases: 36  
Invalid: 2599  
Minimum: -9  
Maximum: 2000

### 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]?

## FY09 Training prgrms:offered ext. training partially/fully funded by establshmnt (LAC114)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 700  
Invalid: 1935  
Minimum: 1  
Maximum: 2

### 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 this establishment?

### Post question

2-> go to question lac.L16  
-9-> go to question lac.L16

## FY09 Training programs partially/fullyfunded by estblshmnt: av. hrs spent in FY09 (LAC115)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-5000

Valid cases: 455  
Invalid: 2180  
Minimum: -9  
Maximum: 5000

### 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: Peru\_2006\_2010\_2017

### Overview

## FY09 Training Programs: any internal training programs offered? (LAC116)

File: Peru\_2006\_2010\_2017

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

Valid cases: 700  
Invalid: 1935  
Minimum: 1  
Maximum: 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

2-> go to question lac.L19  
-9-> go to question lac.L19

## FY09 internal training programs: av. hrs spent in FY09 (LAC117)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-7500

Valid cases: 591  
Invalid: 2044  
Minimum: -9  
Maximum: 7500

### 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 300  
Invalid: 2335  
Minimum: -9  
Maximum: 5

### Literal question

What was the main reason why this establishment did not run any training programs during fiscal year [insert last complete fiscal year]?

### Interviewer instructions

Show card 25

## Estimate which of the following categories requires the most to be trained? (LAC119)

File: Peru\_2006\_2010\_2017

### Overview

## Estimate which of the following categories requires the most to be trained? (LAC119)

File: Peru\_2006\_2010\_2017

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

Valid cases: 1000  
Invalid: 1635  
Minimum: 1  
Maximum: 3

### Literal question

Please estimate which of the following categories requires the most to be trained?

## Other Cost Of Production (n2j)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 9  
Decimals: 0  
Range: -9-111859000

Valid cases: 760  
Invalid: 1875  
Minimum: -9  
Maximum: 111859000

### 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

Show card 28

## Borrowed from private commercial banks (Lb6a1)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 100

### Literal question

What proportion of the investment needed to start the establishment was financed from each of the following sources?  
-loans from private commercial banks

## Borrowed from state-owned banks and/or government agency (Lb6a2)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 100

### Literal question

What proportion of the investment needed to start the establishment was financed from each of the following sources?  
-loans from state-owned banks and/or government agency

## ISO 9001 (Lb8a1)

File: Peru\_2006\_2010\_2017

**Overview**

Type: Discrete	Valid cases: 63
Format: numeric	Invalid: 2572
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

**Literal question**

Does this establishment have an internationally-recognized quality certification?

**Interviewer instructions**

If there is need for clarifications, some examples are: iso 9000, 9002 or 14000, or iso certificates, and/or sei cmm for informatics technology enterprises

## QS 9000 (Lb8a2)

File: Peru\_2006\_2010\_2017

**Overview**

Type: Discrete	Valid cases: 63
Format: numeric	Invalid: 2572
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

**Literal question**

Does this establishment have an internationally-recognized quality certification?

**Interviewer instructions**

If there is need for clarifications, some examples are: iso 9000, 9002 or 14000, or iso certificates, and/or sei cmm for informatics technology enterprises

## ISO/TS 16949 (Lb8a3)

File: Peru\_2006\_2010\_2017

**Overview**

Type: Discrete	Valid cases: 63
Format: numeric	Invalid: 2572
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

**Literal question**

Does this establishment have an internationally-recognized quality certification?

**Interviewer instructions**

If there is need for clarifications, some examples are: iso 9000, 9002 or 14000, or iso certificates, and/or sei cmm for informatics technology enterprises

## Is the Internet connection used to:Communicate with clients and suppliers (c24a)

File: Peru\_2006\_2010\_2017

**Overview**

## Is the Internet connection used to:Communicate with clients and suppliers (c24a)

File: Peru\_2006\_2010\_2017

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

Valid cases: 109  
Invalid: 2526  
Minimum: 1  
Maximum: 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 109  
Invalid: 2526  
Minimum: -9  
Maximum: 2

### Literal question

Over fiscal year [insert last complete fiscal year], did this establishment experience unavailability of internet connection?

### Post question

2-> go to question c.28  
-9-> go to question c.28

## How many times have you experienced unavailability of Internet connection? (c26)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 27  
Invalid: 2608  
Minimum: 0  
Maximum: 4

### 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?

### Post question

0-> go to question c.28

## On average how long did the unavailability of an Internet connection last? (c27)

File: Peru\_2006\_2010\_2017

### Overview

## On average how long did the unavailability of an Internet connection last? (c27)

File: Peru\_2006\_2010\_2017

Type: Continuous  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 2-1440

Valid cases: 13  
Invalid: 2622  
Minimum: 2  
Maximum: 1440

### Literal question

In a typical month, over fiscal year [insert last complete fiscal year], if this establishment experienced unavailability of internet connection, on average how long did the unavailability of the connection last?

### Interviewer instructions

If the respondent said less than one minute, write 1

## Concerns of internet security affect volume and/or nature of internet purchase (V414)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 109  
Invalid: 2526  
Minimum: -7  
Maximum: 2

## Second main product: second largest proportion of annual sales: Description (d1b1x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 40

Valid cases: 360  
Invalid: 0

### Literal question

In fiscal year [insert last complete fiscal year], what were this establishment's two main products represented by the largest proportion of annual sales?

- second: description

### Interviewer instructions

- for "code" show lists of isic-rev3, 4-digits code of the corresponding sector to which the establishment belongs. Show card 4

- 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: Peru\_2006\_2010\_2017

### Overview

## Second main product: second largest proportion of annual sales: Code (d1b2)

File: Peru\_2006\_2010\_2017

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 4	Minimum: -7
Decimals: 0	Maximum: 2899
Range: -7-2899	

### Literal question

In fiscal year [insert last complete fiscal year], what were this establishment's two main products represented by the largest proportion of annual sales?

- second: code

### Interviewer instructions

- for "code" show lists of isic-rev3, 4-digits code of the corresponding sector to which the establishment belongs. Show card 4

- 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: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -7
Decimals: 0	Maximum: 80
Range: -7-80	

### Literal question

In fiscal year [insert last complete fiscal year], what were this establishment's two main products represented by the largest proportion of annual sales?

- second: % of total revenue

### Interviewer instructions

- for "code" show lists of isic-rev3, 4-digits code of the corresponding sector to which the establishment belongs. Show card 4

- 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: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 163
Format: numeric	Invalid: 2472
Width: 3	Minimum: -9
Decimals: 0	Maximum: 120
Range: -9-120	

### Literal question

In fiscal year [insert last complete fiscal year], 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?

- longest number of days to clear customs

## Longest number of days to clear customs when exporting directly (d5)

File: Peru\_2006\_2010\_2017

### Interviewer instructions

If the respondent said less than one day, write 1

## Percent of subcontracted sales to other companies or persons (Ld8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

For fiscal year [insert last complete fiscal year], domestic and foreign, what percent of this establishment's sales was subcontracted to other firms or individuals?  
- percent of sales subcontracted to other firms or individuals

## Who was the principal buyer for this establishment's output? (d9)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -9
Decimals: 0	Maximum: 7
Range: -9-9	

### Literal question

In fiscal year [insert last complete fiscal year], the main buyer of your output was?

### Interviewer instructions

Show card 6

## Percent of material inputs and/or supplies purchased to small companies (Ld11)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

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

### Interviewer instructions

## Percent of material inputs and/or supplies purchased to small companies (Ld11)

File: Peru\_2006\_2010\_2017

If the respondent said no losses, write 0

## Longest number of days to clear customs when importing (d15)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 138
Format: numeric	Invalid: 2497
Width: 3	Minimum: -9
Decimals: 0	Maximum: 120
Range: -9-120	

### Literal question

In fiscal year [insert last complete fiscal year], 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?

- longest number of days to clear customs

### Interviewer instructions

If the respondent said less than one day, write 1

## Use its own transport to make shipments to its customers? (c1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment use its own transport to make shipments to its customers?

### Post question

2-> go to question It.3

-9-> go to question It.3

## Percent shipped with own transport (c2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 203
Format: numeric	Invalid: 2432
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percent, in terms of annual revenue, of shipments to its customers were transported by this establishment's own transport?

### Post question

## Percent shipped with own transport (c2)

File: Peru\_2006\_2010\_2017

100% -> go to question lt.4

## Did this establishment transport the main product using third party providers? (Lt3)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 133  
Invalid: 2502  
Minimum: 1  
Maximum: 2

### Literal question

In fiscal year [insert last complete fiscal year], did this establishment transport the main product to the primary destination using third party providers?

## Main destination of main product: city (Lt4ax)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 17

Valid cases: 360  
Invalid: 0

### Literal question

In fiscal year [insert last complete fiscal year], what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product)  
- name of the city

### Interviewer instructions

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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: character  
Width: 14

Valid cases: 360  
Invalid: 0

### Literal question

In fiscal year [insert last complete fiscal year], what is the primary destination of this establishment's main product? (main destination: place where is sold the main share of the product)  
- country

### Interviewer instructions

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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 1	Minimum: 1
Decimals: 0	Maximum: 2
Range: 1-2	

### Post question

2-> go to question lt.6

### Interviewer instructions

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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 65
Format: character	Invalid: 0
Width: 23	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 1	Minimum: 1
Decimals: 0	Maximum: 6
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?

### Interviewer instructions

Only one answer

## Others (Lt6x)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 3
Format: character	Invalid: 0
Width: 20	

### Literal question

## Others (Lt6x)

File: Peru\_2006\_2010\_2017

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?  
- combination of mentioned options.

### Interviewer instructions

Only one answer

## Size of the last shipment of main product (Lt7a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 6	Minimum: -9
Decimals: 0	Maximum: 130000
Range: -9-130000	

### Literal question

For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)?  
- size of last shipment of main product

## Unit of measurement for the Size of the last shipment of main product (Lt7b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 2	Minimum: -9
Decimals: 0	Maximum: 5
Range: -9-5	

### Literal question

For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)?  
- specify unit of measure

## Others (Lt7bx)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 40
Format: character	Invalid: 0
Width: 12	

### Literal question

For the last shipment to the primary destination of the establishment's main product, what was its size (volume or weight)?  
- other specify

## Cost of last main product shipment to main destination (Lt8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 7	Minimum: -9
Decimals: 0	Maximum: 1000000
Range: -9-1000000	

### Literal question

What was the transportation cost for the last shipment of the establishment's main product to its primary destination?

### Interviewer instructions

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: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 7	Minimum: -9
Decimals: 0	Maximum: 7092000
Range: -9-7092000	

### Literal question

What was the total value of the last shipment of the establishment's main product to its primary destination?

### Interviewer instructions

Please indicate the value of the last shipment at the point of delivery to the client.

## What is included in this value? (Lt10)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 65
Format: numeric	Invalid: 2570
Width: 2	Minimum: -9
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

What's included in that value?

## Time of transport of main product to main destination (Lt11)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 303
Format: numeric	Invalid: 2332
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1440
Range: -9-1440	

### 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?

## Time of transport of main product to main destination (Lt11)

File: Peru\_2006\_2010\_2017

### Interviewer instructions

If time to transport is less than one hour, write 1

## How important it is the pressure from domestic competitors on production costs (e5a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -7
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

How important or unimportant are the following factors on production costs of existing products?  
- pressure from domestic competitors

### Interviewer instructions

Show card 9

## How important it is the pressure from foreign competitors on production costs (e5b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

How important or unimportant are the following factors on production costs of existing products?  
- pressure from foreign competitors

### Interviewer instructions

Show card 9

## Investment in R&D within the establishment (Le8b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 176
Format: numeric	Invalid: 2459
Width: 7	Minimum: -9
Decimals: 0	Maximum: 3500000
Range: -9-3500000	

### Literal question

In fiscal year [insert last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? and, how much in activities with other companies contracted?  
- expenditures of r&d performed within this establishment (include personal cost, materials and investment)

## Investment in R&D contracting a third party (Le8c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 176
Format: numeric	Invalid: 2459
Width: 7	Minimum: -9
Decimals: 0	Maximum: 3000000
Range: -9-3000000	

### Literal question

In fiscal year [insert last complete fiscal year], how much did this establishment spend on research and development activities performed within this establishment? and, how much in activities with other companies contracted?

- expenditures of r&d performed by other companies contracted

## Pressure from domestic competitors over prices of existing products? (e9a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 2512
Width: 2	Minimum: -7
Decimals: 0	Maximum: 4
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

### Interviewer instructions

Show card 7

## Pressure from foreign competitors over prices of existing products? (e9b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 2512
Width: 2	Minimum: -7
Decimals: 0	Maximum: 4
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

### Interviewer instructions

Show card 7

## Pressure from domestic competitors in presenting new lines of products? (e10a)

File: Peru\_2006\_2010\_2017

## Pressure from domestic competitors in presenting new lines of products? (e10a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 2512
Width: 2	Minimum: -7
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

How important or unimportant are each of the following influences on this establishment in presenting new lines of products?

- pressure from domestic competitors

### Interviewer instructions

Show card 8

## Pressure from foreign competitors in presenting new lines of products? (e10b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 2512
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

How important or unimportant are each of the following influences on this establishment in presenting new lines of products?

- pressure from foreign competitors

### Interviewer instructions

Show card 8

## Does this establishment have any of the following policies related with CSR? (Lg1a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

Does this establishment have any of the following instruments regarding corporate social and environmental responsibility?

### Post question

3-> go to question lg.1c  
-9-> go to question lg.1c

### Interviewer instructions

Choose one option

## How being socially responsible affects the establishment's competitiveness (Lg1b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 196
Format: numeric	Invalid: 2439
Width: 2	Minimum: -9
Decimals: 0	Maximum: 3
Range: -9-3	

### Literal question

In your personal opinion. Do you believe that being socially and environmentally responsible affects this establishment's competitiveness?

## Does this establishment have an energy use optimization program? (Lg1c1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment have any of the following programs to address environmental issues?  
- optimization for the use of energy

## Does this establishment have a water use optimization program? (Lg1c2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment have any of the following programs to address environmental issues?  
- optimization for the use of water

## Does this establishment have a recycling program? (Lg1c3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

## Does this establishment have a recycling program? (Lg1c3)

File: Peru\_2006\_2010\_2017

Does this establishment have any of the following programs to address environmental issues?  
- recycling

## Use any standardized water and air pollution control system? (Lg1d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Did this establishment use air and water pollution control systems that meet established standards?

## Does this establishment have any community support program ? (Lg1e)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does your establishment have formal programs for supporting the community, for example on education, health, sports, community development and/or donations?

## Receive pressure to be socially/ environmentally responsible? (Lg1f)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment get pressure from stakeholders, such as buyers, customers, society, financiers, to be socially and environmentally responsible?

## Degree of obstacle for current operations: zoning restrictions (g30b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 2512
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Please tell me if you think that access to land is no obstacle, a minor obstacle, a major obstacle, or a very severe obstacle to the current operations of this establishment.

### Interviewer instructions

Show card 11

## Degree of obstacle for current operations: environment restrictions (Lg30b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Please tell me if you think that access to land is no obstacle, a minor obstacle, a major obstacle, or a very severe obstacle to the current operations of this establishment.  
- environmental regulations

### Interviewer instructions

Show card 11

## Did this establishment have a dispute with clients over payments? (V457)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

## In reference to the payment dispute, was the court system used to resolve it? (V458)

File: Peru\_2006\_2010\_2017

### Overview

In reference to the payment dispute, was the court system used to resolve it? (V458)

File: Peru\_2006\_2010\_2017

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

Valid cases: 216  
Invalid: 2419  
Minimum: 1  
Maximum: 2

In reference to the payment dispute, was a court judgment made? (h3)

File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 146  
Invalid: 2489  
Minimum: -9  
Maximum: 2

#### Literal question

In reference to this payment dispute where the court system was used to resolve it, was a court judgment made?

#### Post question

2-> go to question h7  
-6-> go to question h7  
-9-> go to question h7

Weeks for courts to reach judgment (h4)

File: Peru\_2006\_2010\_2017

#### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-208

Valid cases: 70  
Invalid: 2565  
Minimum: -9  
Maximum: 208

#### 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? (V461)

File: Peru\_2006\_2010\_2017

#### Overview

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

Valid cases: 70  
Invalid: 2565  
Minimum: -6  
Maximum: 2

## Weeks for court enforcement to take place (h6)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 38
Format: numeric	Invalid: 2597
Width: 3	Minimum: -9
Decimals: 0	Maximum: 104
Range: -9-104	

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Please tell me if you agree, according to the scale of the card (show card 12). 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Please tell me if you agree, according to the scale of the card (show card 12). 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: Peru\_2006\_2010\_2017

### Overview

## Agreement with: The court system is Able to enforce its decisions (h7d)

File: Peru\_2006\_2010\_2017

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 4

### Literal question

Please tell me if you agree, according to the scale of the card (show card 12). 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: 1  
Maximum: 2

### Literal question

For fiscal year [insert last complete fiscal year], 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: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 4

### 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."

### Interviewer instructions

Show card 15

## Agreement with: It is common to pay informal payments/gifts to get things done (j1b)

File: Peru\_2006\_2010\_2017

## Agreement with: It is common to pay informal payments/gifts to get things done (j1b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### 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."

### Interviewer instructions

Show card 15

## Ageement with: Establishments know in advance size of informal payment/gift (j1c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### 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

### Interviewer instructions

Show card 15

## Percent of total annual sales reported for tax purposes (j8)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### 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?

### Interviewer instructions

If respondent refuses to respond, write -8  
if don't know write -9

## Percent of total workforce reported for tax purposes (j9)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### 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?

### Interviewer instructions

If respondent refuses to respond, write -8  
if don't know write -9

## Degree of obstacle for the current operation: macroeconomic instability (j30d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -7
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

What is the level of obstacle of the next items to the functioning of this establishment?  
- macroeconomic instability

### Interviewer instructions

Read every category - show card 16

## Degree of obstacle for current operation: regulation on working hours (j30g)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 123
Format: numeric	Invalid: 2512
Width: 2	Minimum: 0
Decimals: 0	Maximum: 4
Range: -9-4	

## Degree of obstacle for current operation: regulation on prices and mark-ups (j30h)

File: Peru\_2006\_2010\_2017

### Overview

## Degree of obstacle for current operation: regulation on prices and mark-ups (j30h)

File: Peru\_2006\_2010\_2017

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

Valid cases: 123  
Invalid: 2512  
Minimum: -7  
Maximum: 4

## Proportion of working capital financed from private commercial banks (k3b)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 100

### 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 private commercial banks

### Interviewer instructions

Show card 17

## % of working capital financed: state-owned banks and/or government agency (k3c)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 80

### 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 state-owned banks and/or government agency

### Interviewer instructions

Show card 17

## Proportion of working capital financed from family/friends (k3d)

File: Peru\_2006\_2010\_2017

### Overview

## Proportion of working capital financed from family/friends (k3d)

File: Peru\_2006\_2010\_2017

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 100

### 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 family/friends

### Interviewer instructions

Show card 17

## Proportion of working capital financed from informal sources (k3g)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 80

### 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 informal sources (e.G., moneylenders)

### Interviewer instructions

Show card 17

## Proportion of working capital financed from other sources (k3h)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 632  
Invalid: 2003  
Minimum: -9  
Maximum: 100

### 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

### Interviewer instructions

Show card 17

## Proportion of purchases of fixed assets financed from directly placed debt (k5j)

File: Peru\_2006\_2010\_2017

### Overview

## Proportion of purchases of fixed assets financed from directly placed debt (k5j)

File: Peru\_2006\_2010\_2017

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

Valid cases: 410  
Invalid: 2225  
Minimum: -9  
Maximum: 100

### Literal question

Over fiscal year [insert last complete fiscal year], 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)

### Interviewer instructions

Show card 18

## Proportion of purchases of fixed assets financed from private commercial banks (k5b)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 410  
Invalid: 2225  
Minimum: -9  
Maximum: 100

### Literal question

Over fiscal year [insert last complete fiscal year], 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

### Interviewer instructions

Show card 18

## % of purchases of fixed assets financed:state-owned banks and/or gov.agency (k5c)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 410  
Invalid: 2225  
Minimum: -9  
Maximum: 70

### Literal question

Over fiscal year [insert last complete fiscal year], 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

### Interviewer instructions

Show card 18

## Proportion of purchases of fixed assets financed from family/friends (k5d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 410
Format: numeric	Invalid: 2225
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], 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

### Interviewer instructions

Show card 18

## Proportion of purchases of fixed assets financed from informal sources (k5g)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 410
Format: numeric	Invalid: 2225
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], 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)

### Interviewer instructions

Show card 18

## Proportion of purchases of fixed assets financed from other sources (k5h)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 410
Format: numeric	Invalid: 2225
Width: 3	Minimum: -9
Decimals: 0	Maximum: 100
Range: -9-100	

### Literal question

Over fiscal year [insert last complete fiscal year], please estimate the proportion of this establishment's purchase of fixed assets that was financed from each of the following sources?  
- other

### Interviewer instructions

Show card 18

## Value of collateral as % of most recent outstanding loan? (k15)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 279
Format: numeric	Invalid: 2356
Width: 3	Minimum: -9
Decimals: 0	Maximum: 500
Range: -9-500	

### 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 loan value or the value of the line of credit?

## How many times did this establishment apply for loans or lines of credit? (k18)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 396
Format: numeric	Invalid: 2239
Width: 3	Minimum: -9
Decimals: 0	Maximum: 800
Range: -9-800	

### Literal question

In fiscal year [insert last complete fiscal year], how many times did this establishment apply for new loans or new lines of credit?

### Post question

If don't know, go to question k.21

## How many of those loan or line of credit applications were rejected? (k19)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 389
Format: numeric	Invalid: 2246
Width: 2	Minimum: 0
Decimals: 0	Maximum: 10
Range: 0-10	

### Literal question

How many of those loan or line of credit applications were rejected?

### Post question

If 0 or don't know, go to question k.21

## What was the reason given for the last rejection? (k20)

File: Peru\_2006\_2010\_2017

### Overview

## What was the reason given for the last rejection? (k20)

File: Peru\_2006\_2010\_2017

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

Valid cases: 40  
Invalid: 2595  
Minimum: 1  
Maximum: 6

### Literal question

In fiscal year [insert last complete fiscal year] what was the reason given for the last loan or line of credit rejection?

### Interviewer instructions

Show card 22

## Percentage of full-time seasonal/temporary females (l7)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 450  
Invalid: 2185  
Minimum: -9  
Maximum: 100

### Literal question

In fiscal year [insert last complete fiscal year], what percentage of all full-time seasonal or temporary employees were female?

## Average educational attainment of a typical production worker? (global scale) (l9)

File: Peru\_2006\_2010\_2017

### Overview

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

Valid cases: 360  
Invalid: 2275  
Minimum: -9  
Maximum: 4

### Literal question

What is the average educational attainment of a typical production worker employed in this establishment?

### Interviewer instructions

Show card 24

## Percentage of workforce unionized (l12)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 0-86

Valid cases: 632  
Invalid: 2003  
Minimum: 0  
Maximum: 86

### 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? (l13)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -9
Decimals: 0	Maximum: 4
Range: -9-4	

### Literal question

Over fiscal year [insert last complete fiscal year], as decisions about hiring or firing permanent workers were being considered, did labor regulations affect those decisions in a significant way?

### Post question

4-> go to question ll.14b  
-9-> go to question ll.14b

## Number of permanent workers that this establishment would have hired (l14a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 186
Format: numeric	Invalid: 2449
Width: 4	Minimum: -9
Decimals: 0	Maximum: 1000
Range: -9-1000	

### Literal question

In fiscal year [insert last complete fiscal year], would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations?

- hire

## Number of permanent workers that this establishment would have fired (l14b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 186
Format: numeric	Invalid: 2449
Width: 3	Minimum: -9
Decimals: 0	Maximum: 150
Range: -9-150	

### Literal question

In fiscal year [insert last complete fiscal year], would this establishment have hired or fired permanent workers had it not been for having to comply with labor regulations?

- fire

## Most important obstacle of labor regulation to hire employees? (L14a)

File: Peru\_2006\_2010\_2017

## Most important obstacle of labor regulation to hire employees? (L114a)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 153
Format: numeric	Invalid: 2482
Width: 1	Minimum: 1
Decimals: 0	Maximum: 6
Range: 1-6	

### Universe

Only for those who say affect to hiring (cod 1 or 3 in I.13)

### Literal question

Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment?

### Interviewer instructions

Only one answer - show card 25

## Other aspect (L114ax)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 7
Format: character	Invalid: 0
Width: 40	

### Literal question

Which of the following aspects of labor regulations constitute the biggest obstacle in hiring workers for this establishment?

- others (specify)

### Interviewer instructions

Only one answer - show card 25

## Have explicit policy about hiring women or handicapped persons (L114b1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment have an explicit personnel policy on any of the following issues:  
- hiring of women and disadvantaged persons(handicapped, minorities)

## Have programs supporting balance between family and work (L114b2)

File: Peru\_2006\_2010\_2017

## Have programs supporting balance between family and work (L14b2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 1
Decimals: 0	Maximum: 2
Range: -9-2	

### Literal question

Does this establishment have an explicit personnel policy on any of the following issues:  
- balance work and family

## Wage of employees with basic computer skills increased, decrease or remain? (l15a1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 2635
Width: 1	
Decimals: 0	

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase):  
- Basic computer skills

### Interviewer instructions

Show card 24

## Wage of employees with working knowledge of standard office software change? (l15b1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 2635
Width: 1	
Decimals: 0	

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase):  
- Good working knowledge of standard office software

### Interviewer instructions

Show card 24

## Did wage rate of employees with knowledge of industry-specific software change? (l15c1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase):

- Facility with industry specific software

### Interviewer instructions

Show card 24

## Did wage rate of employees with knowledge of hardware and maintenance change? (l15d1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase):

- Knowledge of hardware and maintenance

### Interviewer instructions

Show card 24

## Wage of employees with knowledge of programming and system application change? (l15e1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (increase):

- Advanced knowledge of programming and application or system architecture

### Interviewer instructions

## Wage of employees with knowledge of programming and system application change? (l15e1)

File: Peru\_2006\_2010\_2017

Show card 24

## Percent change in average wage: Basic computer skills , (l15a2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease):

- Basic computer skills

### Interviewer instructions

Show card 24

## % change in average wage: Good working knowledge of standard office software (l15b2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease):

- Good working knowledge of standard office software

### Interviewer instructions

Show card 24

## Percent change in average wage: Facility with industry specific software (l15c2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

## Percent change in average wage: Facility with industry specific software (l15c2)

File: Peru\_2006\_2010\_2017

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease):

- Facility with industry specific software

### Interviewer instructions

Show card 24

## Percent change in average wage: Knowledge of hardware and maintenance (l15d2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease):

- Knowledge of hardware and maintenance

### Interviewer instructions

Show card 24

## % change in average wage: knowledge of programming and system architecture (l15e2)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Universe

Questions l15 and l16 only for tic firms, the rest of firms go to question l30.

### Literal question

In the last three years, did the average wage rate increase, decrease or remain the same for employees with the following sets of skills? If that is the case, please estimate percent change during the year (decrease):

- Advanced knowledge of programming and application or system architecture

### Interviewer instructions

Show card 24

## Importance of English as a skill for technical staff (l16)

File: Peru\_2006\_2010\_2017

## Importance of English as a skill for technical staff (I16)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 2635
Width: 1	
Decimals: 0	

### Universe

Questions I15 and I16 only for tic firms, the rest of firms go to question I30.

### Literal question

How important is a working knowledge of English as a skill that the technical staff needs to successfully conduct the tasks required in this establishment's line of business?

### Interviewer instructions

Show card 25

## Second ranked obstacle to the current operations of this establishment (m1b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: 1
Decimals: 0	Maximum: 16
Range: 1-16	

### Literal question

Second most serious obstacle

## Third ranked obstacle to the current operations of this establishment (m1c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 2	Minimum: -7
Decimals: 0	Maximum: 16
Range: -7-16	

### Literal question

Third most serious obstacle

## Percent of this establishment's total annual sales from: Manufacturing (n1a)

File: Peru\_2006\_2010\_2017

### Overview

## Percent of this establishment's total annual sales from: Manufacturing (n1a)

File: Peru\_2006\_2010\_2017

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 3	Minimum: 15
Decimals: 0	Maximum: 100
Range: 15-100	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales came from the following activities:

- Manufacturing

## Percent of this establishment's total annual sales from: Services (n1b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 0
Decimals: 0	Maximum: 80
Range: 0-80	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales came from the following activities:

- Services

## Percent of this establishment's total annual sales from: Other (n1c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: 0
Decimals: 0	Maximum: 85
Range: 0-85	

### Literal question

In fiscal year [insert last complete fiscal year], what percent of this establishment's total annual sales came from the following activities:

- Other

## Total annual costs of communications services (n2c)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 8	Minimum: -9
Decimals: 0	Maximum: 12340322
Range: -9-12340322	

### Literal question

## Total annual costs of communications services (n2c)

File: Peru\_2006\_2010\_2017

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:

- Total annual costs of communications services

## Total annual costs of transport for goods (not including fuel) (n2g)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 8	Minimum: -9
Decimals: 0	Maximum: 79993273
Range: -9-79993273	

### Literal question

For fiscal year [insert last complete fiscal year], 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: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 7	Minimum: -9
Decimals: 0	Maximum: 5000000
Range: -9-5000000	

### Literal question

For fiscal year [insert last complete fiscal year], please provide the following information about this establishment:

- Total annual costs of water

## Total annual cost of rental of land/buildings, equipment, furniture (n2d)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 632
Format: numeric	Invalid: 2003
Width: 8	Minimum: -9
Decimals: 0	Maximum: 10000000
Range: -9-10000000	

### Literal question

For fiscal year [insert last complete fiscal year], 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: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 4	Minimum: -9
Decimals: 0	Maximum: 4800
Range: -9-4800	

### Literal question

Approximately, in fiscal year [insert last complete fiscal year], what was the average monthly compensation, including benefits when applicable, for each type of full-time worker?

- Production worker

## Average monthly compensation (Non-production worker) (n4b)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 4	Minimum: -9
Decimals: 0	Maximum: 9000
Range: -9-9000	

### Literal question

Approximately, in fiscal year [insert last complete fiscal year], what was the average monthly compensation, including benefits when applicable, for each type of full-time worker?

- Non-production worker (for ex. administrative)

## Average educational attainment of a typical production worker?

Peru's scale (l9\_peru)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 360
Format: numeric	Invalid: 2275
Width: 2	Minimum: -9
Decimals: 0	Maximum: 10
Range: -9-10	

### Literal question

Average educational attainment of a typical production worker? Peru's scale

## Establishment received assist.from export promotion programs in last 3 years (Le8d1)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete	Valid cases: 0
Format: numeric	Invalid: 2635
Width: 1	
Decimals: 0	

### Literal question

## Establishment received assist.from export promotion programs in last 3 years (Le8d1)

File: Peru\_2006\_2010\_2017

In the last three year, has this establishment received assistance from any of the following public or private programs?

- Export promotion

## Establishment received assis.from technology update programs in last 3 years (Le8d3)

File: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### 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: Peru\_2006\_2010\_2017

### Overview

Type: Discrete  
Format: numeric  
Width: 1  
Decimals: 0

Valid cases: 0  
Invalid: 2635

### Literal question

In the last three year, has this establishment received assistance from any of the following public or private programs?

- Business development services

## ID number of 2006 survey (id2006)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous  
Format: numeric  
Width: 3  
Decimals: 0  
Range: 1-632

Valid cases: 632  
Invalid: 2003  
Minimum: 1  
Maximum: 632

## ID number of 2010 survey (id2010)

File: Peru\_2006\_2010\_2017

### Overview

## ID number of 2010 survey (id2010)

File: Peru\_2006\_2010\_2017

Type: Continuous  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 1-1000

Valid cases: 1000  
Invalid: 1635  
Minimum: 1  
Maximum: 1000

## ID number of 2017 survey (id2017)

File: Peru\_2006\_2010\_2017

### Overview

Type: Continuous  
Format: numeric  
Width: 5  
Decimals: 0  
Range: 2-16717

Valid cases: 1003  
Invalid: 1632  
Minimum: 2  
Maximum: 16717

## Related Materials

### Questionnaires

#### The World Bank Enterprise Survey - Core Module (2009)

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Title The World Bank Enterprise Survey - Core Module (2009)  
 Author(s) World Bank  
 Country Peru  
 Language English  
 Filename ES LAC 2010 Core\_module.pdf

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#### The World Bank Enterprise Survey - Manufacturing Module (2010)

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Title The World Bank Enterprise Survey - Manufacturing Module (2010)  
 Author(s) World Bank  
 Country Peru  
 Language English  
 Filename ES LAC 2010 Manufacturing\_module.pdf

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#### The World Bank Enterprise Survey - Retail Module (2010)

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Title The World Bank Enterprise Survey - Retail Module (2010)  
 Author(s) World Bank  
 Country Peru  
 Language english  
 Filename ES LAC 2010 Retail\_module.pdf

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#### The World Bank Enterprise Survey - Questionnaire Core (2006)

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Title The World Bank Enterprise Survey - Questionnaire Core (2006)  
 Author(s) World Bank  
 Country Peru  
 Language English  
 Filename LAC Core\_Sector\_Module\_08\_07\_07.pdf

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#### The World Bank Enterprise Survey - Questionnaire Manufacturing (2006)

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Title The World Bank Enterprise Survey - Questionnaire Manufacturing (2006)  
 Author(s) World Bank  
 Country Peru  
 Language English  
 Filename LAC Manufacturing\_Sector\_Module\_08\_07\_07.pdf

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#### The World Bank Enterprise Survey - Questionnaire Services (2006)

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Title The World Bank Enterprise Survey - Questionnaire Services (2006)  
 Author(s) World Bank

Country Peru  
 Language English  
 Filename LAC Services\_Sector\_Module\_08\_07\_07.pdf

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## The World Bank Enterprise Survey - Peru Manufacturing (2017)

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Title The World Bank Enterprise Survey - Peru Manufacturing (2017)  
 Author(s) World Bank  
 Country Peru  
 Language english  
 Filename Peru 2017 ES Questionnaire Manufacturing.pdf

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## The World Bank Enterprise Survey - Peru Services (2017)

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Title The World Bank Enterprise Survey - Peru Services (2017)  
 Author(s) World Bank  
 Country Peru  
 Language English  
 Filename Peru 2017 ES Questionnaire Services.pdf

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## Reports

### Latin America Enterprise Surveys Data Set: Updated Implementation Report 2006 - 2007

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Title Latin America Enterprise Surveys Data Set: Updated Implementation Report 2006 - 2007  
 Country Peru  
 Language English  
 Filename Description of LAC implementation-updated.pdf

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### The Peru 2010 Enterprise Surveys Data Set - Implementation Report

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Title The Peru 2010 Enterprise Surveys Data Set - Implementation Report  
 Country Peru  
 Language English  
 Filename Peru 2010 Implementation Report\_final.pdf

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### The Peru 2017 Enterprise Surveys Data Set - Implementation Report

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Title The Peru 2017 Enterprise Surveys Data Set - Implementation Report  
 Country Peru  
 Language English  
 Filename Peru 2017 ES Implementation Report.pdf

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## Technical documents

### General Structure of the Enterprise Surveys Panel Datasets

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Title General Structure of the Enterprise Surveys Panel Datasets  
 Language English

