Equivalency Table and Comparison of Variables Between PROTEqIN, LACES and FINGEN

| **PROTEqIN** | **LACES** | **FINGEN** |
| --- | --- | --- |
| SNAPID |  |  |
| COUNTRY | a1 | Country |
| SECTOR | a4b |  |
| IDQUEST | id | idquest |
| CALLBACK |  | CALLBACK |
| DAY | a14d | STARTDAY |
| MONTH | a14m | STARTMONTH |
| YEAR | a14y |  |
| EST |  | EST |
| ADDR |  | ADDRESS |
| CITY | a3x | CITY |
| TELEST |  | PHONE |
| RESP | a15\_confidential1 | NAME |
| GEN\_RESP | a15\_confidential2 | GENDER |
| POSITION | a15\_confidential3 | TITLE |
| TEL | a15\_confidential4 | PHONERESP |
| MOBILE | a15\_confidential5 | CELLRESP |
| INTNAME |  |  |
| INTCODE | a12 | INTERCODE |
| SUPNAME |  |  |
| SUPCODE | a13 | SUPERCODE |
| A2A | a7 |  |
| A2A1 | a7a |  |
| A2A2 | a8 |  |
| A2A3 | a10 |  |
| A2A3A | a11a |  |
| B1 | b1 |  |
| B1X | b1x |  |
| B2 | b3 |  |
| B3A | b2a |  |
| B3B | b2b |  |
| B3C | b2c |  |
| B3D | b2d |  |
| GEND1A |  | D1A |
| GEND1B |  | D1B |
| GEND1C |  | D1C |
| GEND1D |  | D1D |
| GEND1E |  | D1E |
| GEND1F |  | D1F |
| GEND1G |  | D1G |
| GEND2A |  | D2A |
| OLD\_B7A | b7a(REVERSE) |  |
| GEND2B |  | D2B |
| GEND2C |  | D2C |
| B6A | b5 |  |
| B6B | b8 |  |
| B6C | b6a |  |
| B6C1 | b6b |  |
| B7 | b7 |  |
| C1A1 | c3 |  |
| C1A2 | c4 |  |
| C1A3 | c5 |  |
| C1B1 | c12 |  |
| C1B2 | c13 |  |
| C1B3 | c14 |  |
| C1C1 | c19 |  |
| C1C2 | c20 |  |
| C1C3 | c21 |  |
| C1D1 |  |  |
| C1D2 |  |  |
| C1D3 |  |  |
| C2A1 | c6 |  |
| C2A2 | c7 |  |
| C2A3 | c8 |  |
| C2A4A | c9a |  |
| C2A4B | c9b |  |
| C2B1 |  |  |
| C2B2 |  |  |
| C2B3 |  |  |
| C2B4A |  |  |
| C2B4B |  |  |
| C2C1 |  |  |
| C2C2 |  |  |
| C2C3 |  |  |
| C2C4A |  |  |
| C2C4B |  |  |
| C2D1 | c15 |  |
| C2D2 | c16 |  |
| C2D3 | c17 |  |
| C2D4A |  |  |
| C2D4B |  |  |
| C3A | c10 |  |
| C3A1 | c11 |  |
| C4A | c22a |  |
| C4B | c22b |  |
| C4C | c28 |  |
| D1A |  |  |
| D1A1 | f1 |  |
| D1A2 | f2 |  |
| D1B |  |  |
| D1C |  |  |
| D1CX |  |  |
| D2A | k2a |  |
| D2B | k2b |  |
| D2C | k2c |  |
| D2G |  |  |
| D2H |  |  |
| D3A | k1a |  |
| D3B | k1b |  |
| D3C | k1c |  |
| D4A | d1a1x |  |
| D4B | d1a3 |  |
| D5A | e1 |  |
| D5B |  |  |
| D5C |  |  |
| D5D |  |  |
| D5E | e2 |  |
| D6A | d3a+d3b |  |
| D6B | d3c |  |
| D6A1 | d3b |  |
| D6B1 | d8 |  |
| D6B3A1 |  |  |
| D6B3A2 |  |  |
| D6B3B1 |  |  |
| D6B3B2 |  |  |
| D7A | d4 |  |
| D7B | d6 |  |
| D7C | d7 |  |
| D8A | d12a |  |
| D8B | d12b |  |
| D9A | d13 |  |
| D9A1 | d14 |  |
| D10A | e11 |  |
| D10B | JRe12 |  |
| D10C | JRe13 |  |
| E1B |  |  |
| E1A | LAC.E1 |  |
| E1A1 |  |  |
| E1A1B |  |  |
| E1A1B1 |  |  |
| E1A1B1X |  |  |
| E1A1B2 |  |  |
| E2A |  |  |
| E2B |  |  |
| E2C |  |  |
| E2D |  |  |
| E2E |  |  |
| E2EA |  |  |
| E2EB |  |  |
| E2EB1 |  |  |
| E2EB2 |  |  |
| E3A |  |  |
| E3A1 |  |  |
| E3A2 |  |  |
| E3A3 |  |  |
| E3A4 |  |  |
| E3A5 |  |  |
| E3A6 |  |  |
| E3A7 |  |  |
| E3A8 |  |  |
| E3A8X |  |  |
| E4A |  |  |
| E4B |  |  |
| E4C |  |  |
| E4D |  |  |
| E4E |  |  |
| E4F |  |  |
| E4G |  |  |
| E5A |  |  |
| E5A1 |  |  |
| E5B |  |  |
| E5B1 |  |  |
| E5C | LACe10 |  |
| E5C1 |  |  |
| E6A | LACe8c |  |
| E6B |  |  |
| E7A |  |  |
| E7B |  |  |
| E8A |  |  |
| E8B |  |  |
| E8C |  |  |
| E8D |  |  |
| E10A |  |  |
| E10B |  |  |
| E10C |  |  |
| E10D |  |  |
| E10E |  |  |
| E10F |  |  |
| E10G |  |  |
| E10H |  |  |
| E10I |  |  |
| E10J |  |  |
| E10K |  |  |
| E10L1 |  |  |
| E10L2 |  |  |
| E10L3 |  |  |
| E10L4 |  |  |
| E10M |  |  |
| E10N |  |  |
| E10O |  |  |
| E10P |  |  |
| E10PX |  |  |
| F1A |  |  |
| F1B |  |  |
| F1C |  |  |
| F1D |  |  |
| F2A |  |  |
| F2B |  |  |
| F2C |  |  |
| F2D |  |  |
| F2E |  |  |
| F2F |  |  |
| G1A | i1 |  |
| G1B1 | i2a |  |
| G1B2 | i2b |  |
| G1C | i3 |  |
| G1D1 | i4a |  |
| G1D2 | i4b |  |
| G2A |  |  |
| G2A1 |  |  |
| G2A2 |  |  |
| G2A3 |  |  |
| G2A4 |  |  |
| G2A5 |  |  |
| G2A6 |  |  |
| G2A7 |  |  |
| G2A8 |  |  |
| G2A9 |  |  |
| G2B |  |  |
| G2B1 |  |  |
| G2B2 |  |  |
| G2B3 |  |  |
| G2B4 |  |  |
| G2B5 |  |  |
| G2B6 |  |  |
| G2B7 |  |  |
| G2B8 |  |  |
| G2B9 |  |  |
| G2C |  |  |
| G2C1 |  |  |
| G2C2 |  |  |
| G2C3 |  |  |
| G2C4 |  |  |
| G2C5 |  |  |
| G2C6 |  |  |
| G2C7 |  |  |
| G2C8 |  |  |
| G2C9 |  |  |
| G2D |  |  |
| G2D1 |  |  |
| G2D2 |  |  |
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| G2D7 |  |  |
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| G2E |  |  |
| G2E1 |  |  |
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| G2G |  |  |
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| G2G6 |  |  |
| G2G7 |  |  |
| G2G8 |  |  |
| G2G9 |  |  |
| G3A |  |  |
| G3B |  |  |
| G3C |  |  |
| G3D |  |  |
| G4A |  |  |
| G4B |  |  |
| G4C |  |  |
| G4D |  |  |
| G4E |  |  |
| G5A |  |  |
| G5A1 |  |  |
| G5A2 |  |  |
| G5B |  |  |
| G5B1 |  |  |
| G5B2 |  |  |
| GEN\_D8A |  | D8A |
| GEN\_D8B |  | D8B |
| GEN\_D8C |  | D8C |
| H2 | j2 |  |
| H3A | j3 |  |
| H3B | j4 |  |
| H3C | j5 |  |
| H4A | j6a |  |
| H4B | j6 |  |
| H5A | j7a |  |
| H5B | j7b |  |
| H6A | j10 |  |
| H6A1 | j11 |  |
| H6A2 | j12 |  |
| H6B | g2 |  |
| H6B1 | g3 |  |
| H6B2 | g4 |  |
| H6C | j13 |  |
| H6C1 | j14 |  |
| H6C2 | j15 |  |
| I1 | b6 |  |
| I2A | L1 |  |
| I2A1 |  |  |
| I2A2A | L4a |  |
| I2A2B | L4b |  |
| I2A3 | L3B |  |
| I2B1 |  |  |
| I2B2A | L5a |  |
| I2B2B | L5a |  |
| I2B3 | L5b |  |
| I3A | L6 |  |
| I3A1 |  |  |
| I3A2A |  |  |
| I3A2B |  |  |
| I3A3 |  |  |
| I3B1 |  |  |
| I3B2A |  |  |
| I3B2B |  |  |
| I3B3 |  |  |
| I3C | L8 |  |
| I3C1 |  |  |
| I3C2A |  |  |
| I3C2B |  |  |
| I3C3 |  |  |
| I4 |  |  |
| I5A1 |  |  |
| I5A2 |  |  |
| I5A3 |  |  |
| I5A4 |  |  |
| I5A5 |  |  |
| I5A6 |  |  |
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| I5I5 |  |  |
| I5I6 |  |  |
| I5J |  |  |
| I5JX |  |  |
| I6A1 |  |  |
| I6A2 |  |  |
| I6B1 |  |  |
| I6B2 |  |  |
| I6C1 |  |  |
| I6C2 |  |  |
| I6D1 |  |  |
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| I6E1 |  |  |
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| I6F1 |  |  |
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| I6G1 |  |  |
| I6G2 |  |  |
| I6H1 |  |  |
| I6H2 |  |  |
| I6I1 |  |  |
| I6I2 |  |  |
| I8A1 |  |  |
| I8A2 |  |  |
| I8B1 |  |  |
| I8B2 |  |  |
| I8C1 |  |  |
| I8C2 |  |  |
| I8D1 |  |  |
| I8D2 |  |  |
| I8E1 |  |  |
| I8E2 |  |  |
| I8F1 |  |  |
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| I8G1 |  |  |
| I8G2 |  |  |
| I9A1 |  |  |
| I9A2 |  |  |
| I9B1 |  |  |
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| I9C1 |  |  |
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| I9H1 |  |  |
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| I10A1 |  |  |
| I10A2 |  |  |
| I10B1 |  |  |
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| I10H1 |  |  |
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| I10N1 |  |  |
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| I10O1 |  |  |
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| I11A1 |  |  |
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| I11C1 |  |  |
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| I11H1 |  |  |
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| I11I1 |  |  |
| I11I2 |  |  |
| I11J1 |  |  |
| I11J2 |  |  |
| I12A1 |  |  |
| I12A2 |  |  |
| I12A3 |  |  |
| I12A4 |  |  |
| I12A5 |  |  |
| I12B1 |  |  |
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| I12B5 |  |  |
| I12C1 |  |  |
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| I12I1 |  |  |
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| I12I5 |  |  |
| I13A |  |  |
| I13B |  |  |
| I13C |  |  |
| I13D |  |  |
| I13E |  |  |
| I13F |  |  |
| I13G |  |  |
| I13H |  |  |
| I14A1 |  |  |
| I14A2 |  |  |
| I14B1 |  |  |
| I14B2 |  |  |
| I14C1 |  |  |
| I14C2 |  |  |
| I14D1 |  |  |
| I14D2 |  |  |
| I14E1 |  |  |
| I14E2 |  |  |
| I14F1 |  |  |
| I14F2 |  |  |
| I14G1 |  |  |
| I14G2 |  |  |
| I15A |  |  |
| I15AX |  |  |
| I15C |  |  |
| I15D |  |  |
| I15E |  |  |
| I15F |  |  |
| I15G |  |  |
| I16A | L10 |  |
| I16B1 |  |  |
| I16B2 |  |  |
| I16C | *LACL12* |  |
| I16D | LACL18 |  |
| I16E |  |  |
| I16E1 |  |  |
| I16E2 |  |  |
| I16E3 |  |  |
| I16E4 |  |  |
| I16E5 |  |  |
| I16E6 |  |  |
| J1A | k21 |  |
| J1B1 | g1a |  |
| J1B2 | g1b |  |
| J1B3X |  |  |
| J1B3 | g1c |  |
| J2A | k7 |  |
| J2B |  |  |
| J3A | k4 |  |
| J3A1 | k3a |  |
| J3B1 | k3bc |  |
| J3C1 | k3bc |  |
| J3D1 | k3e |  |
| J3E1 | k3f |  |
| J3F1 |  |  |
| J3G1 |  |  |
| J3K1 |  |  |
| J3L1 |  |  |
| J3M1 |  |  |
| J3N1 |  |  |
| J3O1 |  |  |
| J3J1 |  |  |
| J3J1X |  |  |
| J3A2 | k5a |  |
| J3B2 | k5bc |  |
| J3C2 | k5bc |  |
| J3D2 | k5e |  |
| J3E2 | k5f |  |
| J3F2 |  |  |
| J3G2 |  |  |
| J3K2 |  |  |
| J3L2 |  |  |
| J3M2 |  |  |
| J3N2 |  |  |
| J3O2 |  |  |
| J3H2 |  |  |
| J3I2 |  |  |
| J3J2 |  |  |
| J4A | k8 |  |
| J4B |  |  |
| J4C | k10 |  |
| J4D | k11 |  |
| J4E |  |  |
| J4F |  |  |
| J4G | k9 |  |
| J4H | k13 |  |
| J4H1 | k14a |  |
| J4H2 | k14b |  |
| J4H3 | k14c |  |
| J4H4 | k14d |  |
| J4H5 | k14e |  |
| J4H5X |  |  |
| J4I |  |  |
| J5A | k16 |  |
| J5B |  |  |
| J5C |  |  |
| J5D |  |  |
| J6 | k17 |  |
| K1A | d2 |  |
| K1B | d2 |  |
| K2A | **n2e** |  |
| K2B | **n2a** |  |
| K2C |  |  |
| K2D |  |  |
| K3A | **n2i** |  |
| K3B | **n2f** |  |
| K3C |  |  |
| K3D |  |  |
| K3E |  |  |
| K4A | n5b |  |
| K4B | n5a |  |
| K5A | n6a |  |
| K5B | n6b |  |
| K6A | n7a |  |
| K6B | n7b |  |
| K7 |  |  |
| L1A | c30b |  |
| L1B | c30a |  |
| L1C | d30a |  |
| L1D | g30a |  |
| L1D1 |  |  |
| L1D2 |  |  |
| L1D3 |  |  |
| L1D4 |  |  |
| L1D5 |  |  |
| L1D6 |  |  |
| L1D7 |  |  |
| L1E | j30a |  |
| L1F | j30b |  |
| L1G | d30b |  |
| L1H | l30a |  |
| L1I | l30b |  |
| L1J | j30c |  |
| L1K | k30 |  |
| L1L |  |  |
| L1M | j30e |  |
| L1N |  |  |
| L1O | j30f |  |
| L1P | i30 |  |
| L1Q | e30 |  |
| L1Q1 |  |  |
| L1Q2 |  |  |
| L1Q3 |  |  |
| L1Q4 |  |  |
| L1Q5 |  |  |
| L2A | m1a |  |
| L2B |  |  |
| L2C |  |  |
| L3 |  |  |
| M1A |  | E1A |
| M1B |  | E1B |
| M2A1 |  | E3A1 |
| M2A2 |  | E3A2 |
| M2A3 |  | E3A3 |
| M2A4 |  | E3A4 |
| M2A5 |  | E3A5 |
| M2B1A1 |  | E3B1A1 |
| M2B1B1 |  | E3B1B1 |
| M2B1A2 |  | E3B1A2 |
| M2B1B2 |  | E3B1B2 |
| M2B1A3 |  | E3B1A3 |
| M2B1B3 |  | E3B1B3 |
| M2B1A4 |  | E3B1A4 |
| M2B1B4 |  | E3B1B4 |
| M2B1A5 |  | E3B1A5 |
| M2B1B5 |  | E3B1B5 |
| M2B2A1 |  | E3B2A1 |
| M2B2B1 |  | E3B2B1 |
| M2B2A2 |  | E3B2A2 |
| M2B2B2 |  | E3B2B2 |
| M2B2A3 |  | E3B2A3 |
| M2B2B3 |  | E3B2B3 |
| M2B2A4 |  | E3B2A4 |
| M2B2B4 |  | E3B2B4 |
| M2B2A5 |  | E3B2A5 |
| M2B2B5 |  | E3B2B5 |
| M2B3A1 |  | E3B3A1 |
| M2B3B1 |  | E3B3B1 |
| M2B3A2 |  | E3B3A2 |
| M2B3B2 |  | E3B3B2 |
| M2B3A3 |  | E3B3A3 |
| M2B3B3 |  | E3B3B3 |
| M2B3A4 |  | E3B3A4 |
| M2B3B4 |  | E3B3B4 |
| M2B3A5 |  | E3B3A5 |
| M2B3B5 |  | E3B3B5 |
| M2B4A1 |  | E3B4A1 |
| M2B4B1 |  | E3B4B1 |
| M2B4A2 |  | E3B4A2 |
| M2B4B2 |  | E3B4B2 |
| M2B4A3 |  | E3B4A3 |
| M2B4B3 |  | E3B4B3 |
| M2B4A4 |  | E3B4A4 |
| M2B4B4 |  | E3B4B4 |
| M2B4A5 |  | E3B4A5 |
| M2B4B5 |  | E3B4B5 |
| M2B5A1 |  | E3B5A1 |
| M2B5B1 |  | E3B5B1 |
| M2B5A2 |  | E3B5A2 |
| M2B5B2 |  | E3B5B2 |
| M2B5A3 |  | E3B5A3 |
| M2B5B3 |  | E3B5B3 |
| M2B5A4 |  | E3B5A4 |
| M2B5B4 |  | E3B5B4 |
| M2B5A5 |  | E3B5A5 |
| M2B5B5 |  | E3B5B5 |
| M2B6A1 |  | E3B6A1 |
| M2B6B1 |  | E3B6B1 |
| M2B6A2 |  | E3B6A2 |
| M2B6B2 |  | E3B6B2 |
| M2B6A3 |  | E3B6A3 |
| M2B6B3 |  | E3B6B3 |
| M2B6A4 |  | E3B6A4 |
| M2B6B4 |  | E3B6B4 |
| M2B6A5 |  | E3B6A5 |
| M2B6B5 |  | E3B6B5 |
| M2B7A1 |  | E3B7A1 |
| M2B7B1 |  | E3B7B1 |
| M2B7A2 |  | E3B7A2 |
| M2B7B2 |  | E3B7B2 |
| M2B7A3 |  | E3B7A3 |
| M2B7B3 |  | E3B7B3 |
| M2B7A4 |  | E3B7A4 |
| M2B7B4 |  | E3B7B4 |
| M2B7A5 |  | E3B7A5 |
| M2B7B5 |  | E3B7B5 |
| M2B8A1 |  | E3B8A1 |
| M2B8B1 |  | E3B8B1 |
| M2B8A2 |  | E3B8A2 |
| M2B8B2 |  | E3B8B2 |
| M2B8A3 |  | E3B8A3 |
| M2B8B3 |  | E3B8B3 |
| M2B8A4 |  | E3B8A4 |
| M2B8B4 |  | E3B8B4 |
| M2B8A5 |  | E3B8A5 |
| M2B8B5 |  | E3B8B5 |
| M3A |  | E4 |
| M3B |  | E4A |
| M3BX |  | E4AX |
| M3C |  | E4B1 |
| M3D |  | E4B2 |
| M3DX |  | E4B2X |
| M3E |  | E4B3 |
| M3EX |  | E4B3X |
| M4A |  |  |
| M4A1 |  |  |
| M4A2 |  |  |
| M4B |  |  |
| M4B1 |  |  |
| M4B2 |  |  |
| M4C |  |  |
| M4C1 |  |  |
| M4C2 |  |  |
| M4D |  |  |
| M4D1 |  |  |
| M4D2 |  |  |
| M4E |  |  |
| M4E1 |  |  |
| M4E2 |  |  |
| M4F |  |  |
| M4F1 |  |  |
| M4F2 |  |  |
| M4G |  |  |
| M4G1 |  |  |
| M4G2 |  |  |
| M4H |  |  |
| M4H1 |  |  |
| M4H2 |  |  |
| M4I |  |  |
| M4I1 |  |  |
| M4I2 |  |  |
| M4J |  |  |
| M4J1 |  |  |
| M4J2 |  |  |
| M4K |  |  |
| M4K1 |  |  |
| M4K2 |  |  |
| DAYEND |  | ENDMONTH |
| MONTHEND |  | ENDDAY |
| YEAREND |  | F1\_FINGEN |
| F1 |  | F2\_FINGEN |
| F2 |  | F3\_FINGEN |
| F3 |  | F4\_FINGEN |
| F4 |  | F4X |
| COMMENT |  | COMMENTS |

Appendix2. Other non-response codes

The variables containing a “Do not know” code (-66) are presented in Table.

Table 7.Variables with a “Do not know” answer (code = -66)

| **Variable name** | **Label** | **Number of cases**  **(Do not know)** |
| --- | --- | --- |
| B2 | What percentage of this firm does the largest owner or owners own? | 7 |
| GEND1A | How would you characterize the gender composition of the owners/shareholders of this establishment^ | 2 |
| GEND1C | Is she related to any of the other owners of this establishment? | 2 |
| GEND1D | What percentage of ownership does she own? | 4 |
| GEND1E | To what extent does she get involved in the management of this establishment? (See table 2) | 18 |
| GEND1F | How many years of experience does she have working in this establishment? | 7 |
| GEND1G | How many years of experience does she have working in another establishment? | 7 |
| GEND2A | How would you characterize the gender composition of the management group of this establishment? (see table 1) | 1 |
| B6A | In what year did this establishment begin operations? | 32 |
| B6C | Is your establishment formally registered? | 16 |
| B6C1 | What year was this establishment formally registered? | 33 |
| B7 | How many years of experience working in this sector does the Top Manager have | 18 |
| C1A2 | Electrical connection: how many days did it take to obtain? | 4 |
| C1B2 | Water connection: how many days did it take to obtain? | 1 |
| C1C2 | Telephone connection: how many days did it take to obtain? | 1 |
| C1D2 | Internet connection: how many days did it take to obtain? | 1 |
| C2A2 | Power. In a typical month, how many? | 5 |
| C2A3 | Power. How long on average? | 3 |
| C2A4A | Power. Estimate losses in annual sales (%) | 2 |
| C2B2 | Cell Connection. In a typical month, how many? | 1 |
| C2B3 | Cell Connection. How long on average? | 2 |
| C2B4A | Cell Connection. Estimate losses in annual sales (%) | 5 |
| C2B4B | Cell Connection. Estimate losses in annual sales (LCU) | 5 |
| C2C2 | Internet access. In a typical month, how many? | 4 |
| C2C3 | Internet access. How long on average? | 4 |
| C2C4A | Internet access. Estimate losses in annual sales (%) | 4 |
| C2C4B | Internet access. Estimate losses in annual sales (LCU) | 4 |
| C3A1 | What percentage of this establishment's electricity came from a generator or generators that the establishment owned or | 64 |
| D1A1 | Capacity utilization | 11 |
| D1A2 | Typical total hours of operation in a week | 1 |
| D2G | In the last fiscal year, what percentage of your sales were paid online? | 4 |
| D2H | Who was the principal buyer for this establishment's output (see table below) | 1 |
| D3A | Purchases: Paid for before delivery | 4 |
| D3B | Purchases: Paid for on delivery | 4 |
| D3C | Purchases: Paid for after delivery | 4 |
| D4B | What percentage of total sales does the main product represent? | 5 |
| D5B | What was its local market share? | 217 |
| D5C | How would you describe the change in your quantities sold? (see table below) | 1 |
| D6A | National sales | 1 |
| D6B | Direct exports | 1 |
| D6A1 | Indirect exports | 72 |
| D6B1 | In what year did you begin exporting directly? | 28 |
| D6B3A1 | Name of country 1: | 28 |
| D6B3A2 | Percentage of exports to country 1: | 9 |
| D6B3B1 | Name of country 2: | 28 |
| D6B3B2 | Percentage of exports to country 2: | 9 |
| D7A | When this establishment exported goods directly, how many days did it take on average from the time this establishment's | 3 |
| D7B | What percentage of the consignment value of the products exported directly was lost while in transit because of theft? | 2 |
| D7C | What percentage of the consignment value of the products exported directly was lost while in transit because of breakage | 1 |
| D8A | Material inputs or supplies of domestic origin | 4 |
| D8B | Material inputs or supplies of foreign origin | 4 |
| D9A1 | When this establishment imported material inputs or supplies, how many days did it take on average from the time these g | 3 |
| E4A | It increased the number of product/service lines offered to the market | 1 |
| E4B | It increased sales | 1 |
| E4C | It opened access to new categories of customers | 1 |
| E4D | It improved the quality of products/services | 1 |
| E4E | It reduced the average cost per unit of output | 1 |
| E4F | It improved the ability to develop new products/services or processes | 1 |
| E4G | Other | 1 |
| E7A | In the last 2 fiscal years, how much did this establishment spend on innovation? | 16 |
| E7B | In the last 2 fiscal years, what percent of this establishment's sales was accounted for by innovation? | 13 |
| E10L1 | Direct public funding for innovation | 3 |
| E10L2 | Linkages with public universities / tertiary level institutions | 3 |
| E10L3 | Technical capacity in key institution responsible for innovation promotion | 3 |
| E10L4 | Investment/Policy framework to foster innovation | 3 |
| E10M | Flexibility/openness of laboratories / research centers for collaborative approaches | 2 |
| E10N | Flexibility/openness of other companies of the sector for collaborative approaches | 1 |
| F1A | Fair, impartial and uncorrupted | 3 |
| F1B | Quick | 3 |
| F1C | Affordable | 3 |
| F1D | Able to enforce its decision | 3 |
| G1B2 | What percentage of this establishment's total annual sales was paid for security, for example equipment, personnel, or p | 9 |
| G1D1 | What were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's pre | 2 |
| G1D2 | What were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's pre | 2 |
| G2A1 | How many times: Burglary | 1 |
| G2A5 | What was the approximate value of loss and damage? (Burglary) | 6 |
| G2A6 | Who was/were the perpetrator(s)? (Burglary) | 2 |
| G2B1 | How many times: Attempted Burglary | 1 |
| G2B5 | What was the approximate value of loss and damage? Attempted Burglary | 2 |
| G2B6 | Who was/were the perpetrator(s)? Attempted Burglary | 2 |
| G2C1 | How many times: Robbery | 1 |
| G2C6 | Who was/were the perpetrator(s)? (Robbery) | 1 |
| G2E1 | How many times: (Deliberate damage/vandalism) | 1 |
| G2E5 | What was the approximate value of loss and damage? (Deliberate damage/vandalism) | 4 |
| G2E6 | Who was/were the perpetrator(s)? (Deliberate damage/vandalism) | 2 |
| G2F1 | How many times: Theft | 1 |
| G2F5 | What was the approximate value of loss and damage? (Theft) | 7 |
| G2F6 | Who was/were the perpetrator(s)? (Theft) | 4 |
| G2G5 | What was the approximate value of loss and damage? Assaults and threats | 39 |
| G3C | If yes, what was the approximate value of the fraud? | 1 |
| G3D | In the last fiscal year, what was the total amount spent on IT security for this establishment? | 18 |
| H2 | In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements | 6 |
| H3B | How many times was this establishment either inspected by tax officials or required to meet with them? | 2 |
| H4B | When establishments like this one do business with the government, what percent of the contract value would be typically | 1 |
| H5A | It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" | 10 |
| H5B | It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" | 9 |
| H6A1 | Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted? | 1 |
| H6B1 | Approximately how many days did it take to obtain this construction related permit from the day of the application to the day it was granted? | 3 |
| H6C1 | Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted? | 5 |
| I1 | How many full-time employees did this establishment employ when it started operations? | 121 |
| I2B1 | Management - Females | 2 |
| I2B2A | Skilled - Females | 2 |
| I2B2B | Unskilled - Females | 2 |
| I2B3 | Non-Production workers - Females | 2 |
| I3C | Total - Average length of employment | 2 |
| I3C2A | Skilled - Average length of employment | 1 |
| I3C2B | Unskilled - Average length of employment | 2 |
| I3C3 | Non-Production workers - Average length of employment | 2 |
| I4 | At the end of last fiscal year, how many part-time workers did you employ? | 2 |
| I5A1 | Managers | 3 |
| I5A2 | Managers Avg. wage (gross) last year | 2 |
| I5A4 | Managers Avg. wage (gross) previous year | 2 |
| I5A6 | Managers Avg. wage (gross) one year from now | 4 |
| I5B2 | Professionals Avg. wage (gross) last year | 1 |
| I5B4 | Professionals Avg. wage (gross) previous year | 3 |
| I5B6 | Professionals Avg. wage (gross) one year from now | 3 |
| I5C2 | Technicians and associate professionals Avg. wage (gross) last year | 1 |
| I5C3 | Technicians and associate professionals (previous year) | 1 |
| I5C4 | Technicians and associate professionals Avg. wage (gross) previous year | 3 |
| I5C5 | Technicians and associate professionals (one year from now) | 2 |
| I5C6 | Technicians and associate professionals Avg. wage (gross) one year from now | 5 |
| I5D2 | Clerical support workers Avg. wage (gross) last year | 2 |
| I5D4 | Clerical support workers Avg. wage (gross) previous year | 5 |
| I5D6 | Clerical support workers Avg. wage (gross) one year from now | 4 |
| I5E2 | Service and sales workers Avg. wage (gross) last year | 2 |
| I5E4 | Service and sales workers Avg. wage (gross) previous year | 5 |
| I5E5 | Service and sales workers (one year from now) | 1 |
| I5E6 | Service and sales workers Avg. wage (gross) one year from now | 4 |
| I5H2 | Plant and machine operators, and assemblers Avg. wage (gross) last year | 1 |
| I5H4 | Plant and machine operators, and assemblers Avg. wage (gross) previous year | 4 |
| I5H5 | Plant and machine operators, and assemblers (one year from now) | 1 |
| I5H6 | Plant and machine operators, and assemblers Avg. wage (gross) one year from now | 4 |
| I5I5 | Elementary occupations (one year from now) | 1 |
| I5I6 | Elementary occupations Avg. wage (gross) one year from now | 1 |
| I5J | If total employees is different in the last 2 fiscal years, please specify reason for increase/decrease | 1 |
| I6A1 | Minimum required level of education - Managers | 1 |
| I6A2 | Average level or education - Managers | 4 |
| I6B1 | Minimum required level of education- Professionals | 2 |
| I6B2 | Average level or education - Professionals | 1 |
| I6C1 | Minimum required level of education- Technicians and associate professionals | 1 |
| I6C2 | Average level or education - Technicians and associate professionals | 1 |
| I6D1 | Minimum required level of education - Clerical support workers | 1 |
| I6D2 | Average level or education - Clerical support workers | 3 |
| I6E1 | Minimum required level of education - Service and sales workers | 1 |
| I6E2 | Average level or education - Service and sales workers | 3 |
| I6F1 | Minimum required level of education - Skilled agricultural, forestry, and fishery workers | 1 |
| I6F2 | Average level or education - Skilled agricultural, forestry, and fishery workers | 1 |
| I6G1 | Minimum required level of education - Craft and related trade workers | 1 |
| I6G2 | Average level or education - Craft and related trade workers | 1 |
| I6H1 | Minimum required level of education - Plant and machine operators | 1 |
| I6H2 | Average level or education - Plant and machine operators | 1 |
| I6I1 | Minimum required level of education - Elementary occupations | 1 |
| I6I2 | Average level or education - Elementary occupations | 1 |
| I8A1 | Education (Director, manager or professional) | 4 |
| I8A2 | Education - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I8B1 | Previous experience in this industry- (Director, manager or professional) | 5 |
| I8B2 | Previous experience in this industry- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I8C1 | Overall work experience- (Director, manager or professional) | 5 |
| I8C2 | Overall work experience- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I8D1 | Job related training outside of school- (Director, manager or professional) | 5 |
| I8D2 | Job related training outside of school- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I8E1 | Reference from people you know- (Director, manager or professional) | 5 |
| I8E2 | Reference from people you know- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I8F1 | Prior familiarity with the applicant- (Director, manager or professional) | 5 |
| I8F2 | Prior familiarity with the applicant- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I8G1 | Other - (Director, manager or professional) | 5 |
| I8G2 | Other - Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I9A1 | Reliability and punctuality (Director, manager or professional) | 4 |
| I9A2 | Reliability and punctuality - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I9B1 | Commitment and hard work- (Director, manager or professional) | 4 |
| I9B2 | Commitment and hard work- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I9C1 | Desire to learn and adaptability- (Director, manager or professional) | 4 |
| I9C2 | Desire to learn and adaptability- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I9D1 | Honesty- (Director, manager or professional) | 4 |
| I9D2 | Honesty- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I9E1 | Personal appearance- (Director, manager or professional) | 4 |
| I9E2 | Personal appearance- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I9F1 | Ability to work independently- (Director, manager or professional) | 4 |
| I9F2 | Ability to work independently- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I9G1 | Other physical attributes (e.g. fitness, health) - (Director, manager or professional) | 10 |
| I9G2 | Other physical attributes (e.g. fitness, health)- Skilled (production, administrative, sales, technical, craftsmen) | 10 |
| I9H1 | Other personal characteristics- (Director, manager or professional) | 7 |
| I9H2 | Other personal characteristics- Skilled (production, administrative, sales, technical, craftsmen) | 9 |
| I10A1 | Communication skills- (Director, manager or professional) | 4 |
| I10A2 | Communication skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10B1 | Team working skills- (Director, manager or professional) | 4 |
| I10B2 | Team working skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10C1 | Problem solving skills- (Director, manager or professional) | 4 |
| I10C2 | Problem solving skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10D1 | Literacy skills- (Director, manager or professional) | 4 |
| I10D2 | Literacy skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10E1 | Numeracy skills- (Director, manager or professional) | 4 |
| I10E2 | Numeracy skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10F1 | Use of information technology- (Director, manager or professional) | 4 |
| I10F2 | Use of information technology - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10G1 | Planning and organizing skills- (Director, manager or professional) | 4 |
| I10G2 | Planning and organizing skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10H1 | Customer care skills - (Director, manager or professional) | 4 |
| I10H2 | Customer care skills - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10I1 | Responsibility, reliability and trustworthiness- (Director, manager or professional) | 4 |
| I10I2 | Responsibility, reliability and trustworthiness - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10J1 | Motivation and commitment- (Director, manager or professional) | 4 |
| I10J2 | Motivation and commitment- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10K1 | Self-management and entrepreneurship -- (Director, manager or professional) | 4 |
| I10K2 | Self-management and entrepreneurship - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10L1 | General vocational job-specific skills- (Director, manager or professional) | 4 |
| I10L2 | General vocational job-specific skills- Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10M1 | Advanced vocational job-specific skills- (Director, manager or professional) | 5 |
| I10M2 | Advanced vocational job-specific skills- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I10N1 | Foreign language- (Director, manager or professional) | 4 |
| I10N2 | Foreign language - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I10O1 | Other core skills- (Director, manager or professional) | 2 |
| I10O2 | Other core skills- Skilled (production, administrative, sales, technical, craftsmen) | 20 |
| I11A1 | Minimum required level of education- (Director, manager or professional) | 4 |
| I11A2 | Minimum required level of education- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11B1 | Foreign post-secondary Domestic- (Director, manager or professional) | 4 |
| I11B2 | Foreign post-secondary Domestic- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11C1 | Foreign post-secondary education - (Director, manager or professional) | 4 |
| I11C2 | Foreign post-secondary education - Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11D1 | Grades and transcripts- (Director, manager or professional) | 4 |
| I11D2 | Grades and transcripts- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11E1 | Theoretical knowledge of the job- (Director, manager or professional) | 4 |
| I11E2 | Theoretical knowledge of the job- Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11F1 | Practical knowledge of the job - (Director, manager or professional) | 4 |
| I11F2 | Practical knowledge of the job - Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11G1 | Previous work experience in the same field- (Director, manager or professional) | 4 |
| I11G2 | Previous work experience in the same field - Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11H1 | Previous work experience in different field - (Director, manager or professional) | 4 |
| I11H2 | Previous work experience in different field - Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11I1 | General experience in a workplace - (Director, manager or professional) | 4 |
| I11I2 | General experience in a workplace - Skilled (production, administrative, sales, technical, craftsmen) | 3 |
| I11J2 | Other job related skills - Skilled (production, administrative, sales, technical, craftsmen) | 2 |
| I12A1 | Managers - personal characteristics | 6 |
| I12A2 | Managers - core skills | 6 |
| I12A3 | Managers - job related skills | 6 |
| I12A4 | Managers - current vacancies | 5 |
| I12A5 | Managers - Average time needed to fill vacancies | 3 |
| I12B4 | Professionals- current vacancies | 1 |
| I12C4 | Technicians and associate professionals- current vacancies | 3 |
| I12C5 | Technicians and associate professionals - Average time needed to fill vacancies | 2 |
| I12D4 | Clerical support workers - current vacancies | 2 |
| I12D5 | Clerical support workers - Average time needed to fill vacancies | 2 |
| I12E5 | Service and Sales workers - Average time needed to fill vacancies | 1 |
| I12F1 | Skilled agricultural, forestry and fishery workers - personal characteristics | 2 |
| I12F2 | Skilled agricultural, forestry and fishery workers - core skills | 2 |
| I12F3 | Skilled agricultural, forestry and fishery workers - job related skills | 2 |
| I12F4 | Skilled agricultural, forestry and fishery workers - current vacancies | 1 |
| I12F5 | Skilled agricultural, forestry and fishery workers - Average time needed to fill vacancies | 1 |
| I12G1 | Craft and related trades workers- personal characteristics | 4 |
| I12G2 | Craft and related trades workers- core skills | 4 |
| I12G3 | Craft and related trades workers - job related skills | 4 |
| I12H1 | Plant and machine operators, and assemblers - personal characteristics | 2 |
| I12H2 | Plant and machine operators, and assemblers- core skills | 2 |
| I12H3 | Plant and machine operators, and assemblers- job related skills | 2 |
| I12H4 | Plant and machine operators, and assemblers- current vacancies | 2 |
| I12H5 | Plant and machine operators, and assemblers- Average time needed to fill vacancies | 1 |
| I12I1 | Elementary occupations - personal characteristics | 3 |
| I12I2 | Elementary occupations - core skills | 3 |
| I12I3 | Elementary occupations - job related skills | 3 |
| I13A | Shortage in number of local professionals trained by local institutions | 1 |
| I13B | Quality of the education and training | 1 |
| I13C | Worker emigration | 2 |
| I13D | Professionals moving to other sectors of the economy or other enterprises | 4 |
| I13E | Lack of necessary personal, soft skills offered by local institutions | 2 |
| I13G | Labor protection laws and regulations | 1 |
| I13H | Other | 1 |
| I14G2 | Other - Productivity of employees | 1 |
| I15E | If yes, how many? | 2 |
| I15G | If yes, how many? | 2 |
| I16E6 | Other | 5 |
| J1B1 | Own | 2 |
| J1B2 | Lease | 2 |
| J1B3 | Other (percentage) | 2 |
| J2B | If yes, what is the average annual interest rate? | 7 |
| J3A1 | Internal funds/Retained earnings | 10 |
| J3B1 | Borrowed from private commercial banks | 10 |
| J3C1 | Borrowed from state-owned banks and/or government agency | 10 |
| J3D1 | Borrowed from Non-bank financial institutions | 10 |
| J3E1 | Purchases on credit from suppliers and advances from customers | 10 |
| J3F1 | Borrowed from family/friends | 10 |
| J3G1 | Borrowed from informal sources (e.g., moneylenders) | 10 |
| J3K1 | Angel Investors | 10 |
| J3L1 | Venture Capitalists | 10 |
| J3M1 | private Equity | 10 |
| J3N1 | credit Cards | 10 |
| J3O1 | government provided or subsidized entity or program | 10 |
| J3J1 | Other percentage | 10 |
| J3A2 | Internal funds/Retained earnings (fixed assets) | 1 |
| J3B2 | Borrowed from private commercial banks (fixed assets) | 1 |
| J3C2 | Borrowed from state-owned banks and/or government agency (fixed assets) | 1 |
| J3D2 | Borrowed from Non-bank financial institutions (fixed assets) | 1 |
| J3E2 | Purchases on credit from suppliers and advances from customers (fixed assets) | 1 |
| J3F2 | Borrowed from family/friends (fixed assets) | 1 |
| J3G2 | Borrowed from informal sources (e.g., moneylenders) (fixed assets) | 1 |
| J3K2 | Angel Investors | 1 |
| J3L2 | Venture Capitalists | 1 |
| J3M2 | private Equity | 1 |
| J3N2 | credit Cards | 1 |
| J3O2 | government provided or subsidized entity or program | 1 |
| J3H2 | Issued new Equity (shares) | 1 |
| J3I2 | Issued new debt (including commercial paper and debentures) | 1 |
| J3J2 | Other percentage (fixed assets) | 1 |
| J4C | What year was it approved? | 10 |
| J4D | What was the amount at the time of approval? | 24 |
| J4E | What was the average annual interest rate? | 11 |
| J4F | What is the total duration (term) in months? | 15 |
| J4I | What was the approximate value of the collateral required as a percentage of the amount of the loan or line of credit? | 10 |
| J5B | How many applications were submitted? | 1 |
| K1A | What were the total sales of your establishment in:2011 | 7 |
| K1B | What were the total sales of your establishment in:2012 | 7 |
| K2A | If manufacturing total cost of raw materials and intermediate goods used in production or if retail total annual cost of | 7 |
| K2B | Total cost of labor, including wages, salaries and bonuses and social payments | 7 |
| K2C | Total annual depreciation | 9 |
| K2D | Total cost of rental of land/building, equipment, furniture | 7 |
| K3A | Electricity | 7 |
| K3B | Fuel | 7 |
| K3C | Water | 7 |
| K3D | Transportation for goods (not including Fuel) | 7 |
| K3E | Communications services | 7 |
| K4A | - Machinery, vehicles and equipment (new and/or used) | 7 |
| K4B | Land and buildings | 7 |
| K5A | - Machinery, vehicles and equipment (new and/or used) | 9 |
| K5B | Land and buildings | 8 |
| K6A | All Machinery, vehicles and equipment that you use (whether you Own IT or not) | 19 |
| K6B | All Land and buildings that you use (whether you Own IT or not) | 15 |
| K7 | In the last fiscal year, what would have been the cost of replacing All you Machinery and equipment with new machines? | 17 |
| L1G | Customs and Trade regulations | 2 |
| L1J | Business licensing and permits | 1 |
| L1K | Access to finance (e.g. collateral) | 1 |
| L1M | Political environment | 1 |
| L1O | Corruption | 1 |
| L1Q | Practices of competitors | 3 |
| M2B1B2 | Effective impact M&OS higher sales | 1 |
| M2B1B3 | Effective impact FMTCAS higher sales | 2 |
| M2B1B4 | Effective impact T&IS higher sales | 2 |
| M2B1B5 | Effective impact HR higher sales | 8 |
| M2B2B2 | Effective impact M&OS Lower cost | 1 |
| M2B2B3 | Effective impact FMTCAS Lower cost | 2 |
| M2B2B4 | Effective impact T&IS Lower cost | 2 |
| M2B2B5 | Effective impact HR Lower cost | 8 |
| M2B3B2 | Effective impact M&OS 3- Bigger profits | 1 |
| M2B3B3 | Effective impact FMTCAS 3- Bigger profits | 2 |
| M2B3B4 | Effective impact T&IS 3- Bigger profits | 2 |
| M2B3B5 | Effective impact HR 3- Bigger profits | 8 |
| M2B4B3 | Effective impact FMTCAS 3- Bigger profits | 1 |
| M2B4B4 | Effective impact T&IS4- Improved production process | 1 |
| M2B4B5 | Effective impact HR 4- Improved production process | 7 |
| M2B5B3 | Effective impact FMTCAS 5- Improved access to financing | 1 |
| M2B5B4 | Effective impact T&IS 5- Improved access to financing | 1 |
| M2B5B5 | Effective impact HR 5- Improved access to financing | 7 |
| M2B6B3 | Effective impact FMTCAS 6- Improved internal business environment | 1 |
| M2B6B4 | Effective impact T&IS 6- Improved internal business environment | 1 |
| M2B6B5 | Effective impact HR 6- Improved internal business environment | 7 |
| M2B7B2 | Effective impact M&OS 7- Improved HR management | 1 |
| M2B7B3 | Effective impact FMTCAS 7- Improved HR management | 2 |
| M2B7B4 | Effective impact T&IS 7- Improved HR management | 2 |
| M2B7B5 | Effective impact HR 7- Improved HR management | 8 |
| M2B8B3 | Effective impact FMTCAS 8- Improved overall performance | 1 |
| M2B8B4 | Effective impact T&IS 7- 8- Improved overall performance | 1 |
| M2B8B5 | Effective impact HR 8- Improved overall performance | 7 |

The variables containing a “No answer” code (-88) are presented in Table.

Table 8.Variables with a “No answer” (code = -88)

| **Variable name** | **Label** | **Number of cases**  **(No answer)** |
| --- | --- | --- |
| B6A | In what year did this establishment begin operations? | 12 |
| B6C1 | What year was this establishment formally registered? | 12 |
| D6A1 | Indirect exports | 44 |

The variables containing a “Refuse to answer” code (-99) are presented in Table 9.

Table 9.Variables with a “Refuse to answer” (code = -99)

| **Variable name** | **Label** | **Number of cases**  **(Refuse to answer)** |
| --- | --- | --- |
| B2 | What percentage of this firm does the largest owner or owners own? | 1 |
| GEND1D | What percentage of ownership does she own? | 1 |
| GEND2A | How would you characterize the gender composition of the management group of this establishment? (see table 1) | 1 |
| D4B | What percentage of total sales does the main product represent? | 6 |
| D6B1 | In what year did you begin exporting directly? | 1 |
| D6B3A1 | Name of country 1: | 48 |
| D6B3A2 | Percentage of exports to country 1: | 48 |
| D6B3B1 | Name of country 2: | 48 |
| D6B3B2 | Percentage of exports to country 2: | 48 |
| E7A | In the last 2 fiscal years, how much did this establishment spend on innovation? | 14 |
| E7B | In the last 2 fiscal years, what percent of this establishment's sales was accounted for by innovation? | 7 |
| G1B2 | What percentage of this establishment's total annual sales was paid for security, for example equipment, personnel, or p | 1 |
| G2B5 | What was the approximate value of loss and damage? Attempted Burglary | 1 |
| G2C5 | What was the approximate value of loss and damage? (Robbery) | 3 |
| G2F5 | What was the approximate value of loss and damage? (Theft) | 1 |
| G3D | In the last fiscal year, what was the total amount spent on IT security for this establishment? | 26 |
| H5B | It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" | 1 |
| I5A2 | Managers Avg. wage (gross) last year | 25 |
| I5A3 | Managers (previous year) | 6 |
| I5A4 | Managers Avg. wage (gross) previous year | 24 |
| I5A5 | Managers (one year from now) | 7 |
| I5A6 | Managers Avg. wage (gross) one year from now | 22 |
| I5B1 | Professionals | 3 |
| I5B2 | Professionals Avg. wage (gross) last year | 10 |
| I5B3 | Professionals (previous year) | 7 |
| I5B4 | Professionals Avg. wage (gross) previous year | 14 |
| I5B5 | Professionals (one year from now) | 7 |
| I5B6 | Professionals Avg. wage (gross) one year from now | 14 |
| I5C1 | Technicians and associate professionals | 3 |
| I5C2 | Technicians and associate professionals Avg. wage (gross) last year | 10 |
| I5C3 | Technicians and associate professionals (previous year) | 7 |
| I5C4 | Technicians and associate professionals Avg. wage (gross) previous year | 15 |
| I5C5 | Technicians and associate professionals (one year from now) | 7 |
| I5C6 | Technicians and associate professionals Avg. wage (gross) one year from now | 16 |
| I5D1 | Clerical support workers | 3 |
| I5D2 | Clerical support workers Avg. wage (gross) last year | 14 |
| I5D3 | Clerical support workers (previous year) | 7 |
| I5D4 | Clerical support workers Avg. wage (gross) previous year | 19 |
| I5D5 | Clerical support workers (one year from now) | 7 |
| I5D6 | Clerical support workers Avg. wage (gross) one year from now | 20 |
| I5E1 | Service and sales workers | 3 |
| I5E2 | Service and sales workers Avg. wage (gross) last year | 9 |
| I5E3 | Service and sales workers (previous year) | 8 |
| I5E4 | Service and sales workers Avg. wage (gross) previous year | 13 |
| I5E5 | Service and sales workers (one year from now) | 7 |
| I5E6 | Service and sales workers Avg. wage (gross) one year from now | 14 |
| I5F1 | Skilled agricultural, forestry, and fishery workers | 3 |
| I5F2 | Skilled agricultural, forestry, and fishery workers Avg. wage (gross) last year | 3 |
| I5F3 | Skilled agricultural, forestry, and fishery workers (previous year) | 7 |
| I5F4 | Skilled agricultural, forestry, and fishery workers Avg. wage (gross) previous year | 7 |
| I5F5 | Skilled agricultural, forestry, and fishery workers (one year from now) | 7 |
| I5F6 | Skilled agricultural, forestry, and fishery workers Avg. wage (gross) one year from now | 7 |
| I5G1 | Craft and related trades workers | 3 |
| I5G2 | Craft and related trades workers Avg. wage (gross) last year | 5 |
| I5G3 | Craft and related trades workers (previous year) | 7 |
| I5G4 | Craft and related trades workers Avg. wage (gross) previous year | 9 |
| I5G5 | Craft and related trades workers (one year from now) | 7 |
| I5G6 | Craft and related trades workers Avg. wage (gross) one year from now | 9 |
| I5H1 | Plant and machine operators, and assemblers | 3 |
| I5H2 | Plant and machine operators, and assemblers Avg. wage (gross) last year | 10 |
| I5H3 | Plant and machine operators, and assemblers (previous year) | 8 |
| I5H4 | Plant and machine operators, and assemblers Avg. wage (gross) previous year | 15 |
| I5H5 | Plant and machine operators, and assemblers (one year from now) | 7 |
| I5H6 | Plant and machine operators, and assemblers Avg. wage (gross) one year from now | 16 |
| I5I1 | Elementary occupations | 3 |
| I5I2 | Elementary occupations Avg. wage (gross) last year | 6 |
| I5I3 | Elementary occupations (previous year) | 7 |
| I5I4 | Elementary occupations Avg. wage (gross) previous year | 12 |
| I5I5 | Elementary occupations (one year from now) | 7 |
| I5I6 | Elementary occupations Avg. wage (gross) one year from now | 9 |
| I5J | If total employees is different in the last 2 fiscal years, please specify reason for increase/decrease | 13 |
| I6A1 | Minimum required level of education - Managers | 2 |
| I6A2 | Average level or education - Managers | 1 |
| I6C1 | Minimum required level of education- Technicians and associate professionals | 1 |
| I6C2 | Average level or education - Technicians and associate professionals | 1 |
| I6H1 | Minimum required level of education - Plant and machine operators | 1 |
| I6H2 | Average level or education - Plant and machine operators | 1 |
| I8A1 | Education (Director, manager or professional) | 1 |
| I8A2 | Education - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I8B1 | Previous experience in this industry- (Director, manager or professional) | 1 |
| I8B2 | Previous experience in this industry- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I8C1 | Overall work experience- (Director, manager or professional) | 1 |
| I8C2 | Overall work experience- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I8D1 | Job related training outside of school- (Director, manager or professional) | 1 |
| I8D2 | Job related training outside of school- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I8E1 | Reference from people you know- (Director, manager or professional) | 1 |
| I8E2 | Reference from people you know- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I8F1 | Prior familiarity with the applicant- (Director, manager or professional) | 1 |
| I8F2 | Prior familiarity with the applicant- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I8G1 | Other - (Director, manager or professional) | 1 |
| I8G2 | Other - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9A1 | Reliability and punctuality (Director, manager or professional) | 1 |
| I9A2 | Reliability and punctuality - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9B1 | Commitment and hard work- (Director, manager or professional) | 1 |
| I9B2 | Commitment and hard work- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9C1 | Desire to learn and adaptability- (Director, manager or professional) | 1 |
| I9C2 | Desire to learn and adaptability- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9D1 | Honesty- (Director, manager or professional) | 1 |
| I9D2 | Honesty- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9E1 | Personal appearance- (Director, manager or professional) | 1 |
| I9E2 | Personal appearance- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9F1 | Ability to work independently- (Director, manager or professional) | 1 |
| I9F2 | Ability to work independently- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9G1 | Other physical attributes (e.g. fitness, health) - (Director, manager or professional) | 1 |
| I9G2 | Other physical attributes (e.g. fitness, health)- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I9H1 | Other personal characteristics- (Director, manager or professional) | 1 |
| I9H2 | Other personal characteristics- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10A1 | Communication skills- (Director, manager or professional) | 1 |
| I10A2 | Communication skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10B1 | Team working skills- (Director, manager or professional) | 1 |
| I10B2 | Team working skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10C1 | Problem solving skills- (Director, manager or professional) | 1 |
| I10C2 | Problem solving skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10D1 | Literacy skills- (Director, manager or professional) | 1 |
| I10D2 | Literacy skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10E1 | Numeracy skills- (Director, manager or professional) | 1 |
| I10E2 | Numeracy skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10F1 | Use of information technology- (Director, manager or professional) | 1 |
| I10F2 | Use of information technology - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10G1 | Planning and organizing skills- (Director, manager or professional) | 1 |
| I10G2 | Planning and organizing skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10H1 | Customer care skills - (Director, manager or professional) | 1 |
| I10H2 | Customer care skills - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10I1 | Responsibility, reliability and trustworthiness- (Director, manager or professional) | 1 |
| I10I2 | Responsibility, reliability and trustworthiness - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10J1 | Motivation and commitment- (Director, manager or professional) | 1 |
| I10J2 | Motivation and commitment- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10K1 | Self-management and entrepreneurship -- (Director, manager or professional) | 1 |
| I10K2 | Self-management and entrepreneurship - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10L1 | General vocational job-specific skills- (Director, manager or professional) | 1 |
| I10L2 | General vocational job-specific skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10M1 | Advanced vocational job-specific skills- (Director, manager or professional) | 1 |
| I10M2 | Advanced vocational job-specific skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10N1 | Foreign language- (Director, manager or professional) | 1 |
| I10N2 | Foreign language - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I10O1 | Other core skills- (Director, manager or professional) | 1 |
| I10O2 | Other core skills- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11A1 | Minimum required level of education- (Director, manager or professional) | 1 |
| I11A2 | Minimum required level of education- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11B1 | Foreign post-secondary Domestic- (Director, manager or professional) | 1 |
| I11B2 | Foreign post-secondary Domestic- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11C1 | Foreign post-secondary education - (Director, manager or professional) | 1 |
| I11C2 | Foreign post-secondary education - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11D1 | Grades and transcripts- (Director, manager or professional) | 1 |
| I11D2 | Grades and transcripts- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11E1 | Theoretical knowledge of the job- (Director, manager or professional) | 1 |
| I11E2 | Theoretical knowledge of the job- Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11F1 | Practical knowledge of the job - (Director, manager or professional) | 1 |
| I11F2 | Practical knowledge of the job - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11G1 | Previous work experience in the same field- (Director, manager or professional) | 1 |
| I11G2 | Previous work experience in the same field - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11H1 | Previous work experience in different field - (Director, manager or professional) | 1 |
| I11H2 | Previous work experience in different field - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11I1 | General experience in a workplace - (Director, manager or professional) | 1 |
| I11I2 | General experience in a workplace - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I11J1 | Other job related skills - (Director, manager or professional) | 1 |
| I11J2 | Other job related skills - Skilled (production, administrative, sales, technical, craftsmen) | 1 |
| I12A1 | Managers - personal characteristics | 3 |
| I12A2 | Managers - core skills | 3 |
| I12A3 | Managers - job related skills | 3 |
| I12A4 | Managers - current vacancies | 2 |
| I12A5 | Managers - Average time needed to fill vacancies | 2 |
| I12B1 | Professionals - personal characteristics | 3 |
| I12B2 | Professionals- core skills | 3 |
| I12B3 | Professionals- job related skills | 3 |
| I12B4 | Professionals- current vacancies | 3 |
| I12B5 | Professionals- Average time needed to fill vacancies | 2 |
| I12C1 | Technicians and associate professionals- personal characteristics | 3 |
| I12C2 | Technicians and associate professionals - core skills | 3 |
| I12C3 | Technicians and associate professionals - job related skills | 3 |
| I12C4 | Technicians and associate professionals- current vacancies | 2 |
| I12C5 | Technicians and associate professionals - Average time needed to fill vacancies | 2 |
| I12D1 | Clerical support workers - personal characteristics | 3 |
| I12D2 | Clerical support workers - core skills | 3 |
| I12D3 | Clerical support workers - job related skills | 3 |
| I12D4 | Clerical support workers - current vacancies | 2 |
| I12D5 | Clerical support workers - Average time needed to fill vacancies | 2 |
| I12E1 | Service and Sales workers - personal characteristics | 3 |
| I12E2 | Service and Sales workers - core skills | 3 |
| I12E3 | Service and Sales workers - job related skills | 3 |
| I12E4 | Service and Sales workers - current vacancies | 2 |
| I12E5 | Service and Sales workers - Average time needed to fill vacancies | 2 |
| I12F1 | Skilled agricultural, forestry and fishery workers - personal characteristics | 3 |
| I12F2 | Skilled agricultural, forestry and fishery workers - core skills | 3 |
| I12F3 | Skilled agricultural, forestry and fishery workers - job related skills | 3 |
| I12F4 | Skilled agricultural, forestry and fishery workers - current vacancies | 2 |
| I12F5 | Skilled agricultural, forestry and fishery workers - Average time needed to fill vacancies | 2 |
| I12G1 | Craft and related trades workers- personal characteristics | 3 |
| I12G2 | Craft and related trades workers- core skills | 3 |
| I12G3 | Craft and related trades workers - job related skills | 3 |
| I12G4 | Craft and related trades workers- current vacancies | 2 |
| I12G5 | Craft and related trades workers- Average time needed to fill vacancies | 2 |
| I12H1 | Plant and machine operators, and assemblers - personal characteristics | 3 |
| I12H2 | Plant and machine operators, and assemblers- core skills | 3 |
| I12H3 | Plant and machine operators, and assemblers- job related skills | 3 |
| I12H4 | Plant and machine operators, and assemblers- current vacancies | 2 |
| I12H5 | Plant and machine operators, and assemblers- Average time needed to fill vacancies | 2 |
| I12I1 | Elementary occupations - personal characteristics | 3 |
| I12I2 | Elementary occupations - core skills | 3 |
| I12I3 | Elementary occupations - job related skills | 3 |
| I12I4 | Elementary occupations -current vacancies | 2 |
| I12I5 | Elementary occupations - Average time needed to fill vacancies | 2 |
| I13A | Shortage in number of local professionals trained by local institutions | 3 |
| I13B | Quality of the education and training | 4 |
| I13C | Worker emigration | 4 |
| I13D | Professionals moving to other sectors of the economy or other enterprises | 3 |
| I13E | Lack of necessary personal, soft skills offered by local institutions | 3 |
| I13F | High expectations from new hires | 3 |
| I13G | Labor protection laws and regulations | 3 |
| I13H | Other | 2 |
| I14A1 | Lack of financial incentives - recruiting new employees | 2 |
| I14A2 | Lack of financial incentives - Productivity of employees | 2 |
| I14B1 | Health issues - recruiting new employees | 2 |
| I14B2 | Health issues - Productivity of employees | 2 |
| I14C1 | Lack of personal qualifications (such as honesty, integrity) - recruiting new employees | 2 |
| I14C2 | Lack of personal qualifications (such as honesty, integrity) - Productivity of employees | 2 |
| I14D1 | Lack of strong educational background - recruiting new employees | 2 |
| I14D2 | Lack of strong educational background - Productivity of employees | 2 |
| I14E1 | Lack of strong job related technical experience- recruiting new employees | 2 |
| I14E2 | Lack of strong job related technical experience- Productivity of employees | 2 |
| I14F1 | Lack of motivation and commitment - recruiting new employees | 2 |
| I14F2 | Lack of motivation and commitment - Productivity of employees | 2 |
| I14G1 | Other - recruiting new employees | 2 |
| I14G2 | Other - Productivity of employees | 2 |
| I15A | How did this establishment find its most recent employee? | 1 |
| I15E | If yes, how many? | 1 |
| I15G | If yes, how many? | 1 |
| J2B | If yes, what is the average annual interest rate? | 1 |
| J3A1 | Internal funds/Retained earnings | 3 |
| J3B1 | Borrowed from private commercial banks | 3 |
| J3C1 | Borrowed from state-owned banks and/or government agency | 3 |
| J3D1 | Borrowed from Non-bank financial institutions | 3 |
| J3E1 | Purchases on credit from suppliers and advances from customers | 3 |
| J3F1 | Borrowed from family/friends | 3 |
| J3G1 | Borrowed from informal sources (e.g., moneylenders) | 3 |
| J3K1 | Angel Investors | 3 |
| J3L1 | Venture Capitalists | 3 |
| J3M1 | private Equity | 3 |
| J3N1 | credit Cards | 3 |
| J3O1 | government provided or subsidized entity or program | 3 |
| J3J1 | Other percentage | 3 |
| J3A2 | Internal funds/Retained earnings (fixed assets) | 1 |
| J3B2 | Borrowed from private commercial banks (fixed assets) | 1 |
| J3C2 | Borrowed from state-owned banks and/or government agency (fixed assets) | 1 |
| J3D2 | Borrowed from Non-bank financial institutions (fixed assets) | 1 |
| J3E2 | Purchases on credit from suppliers and advances from customers (fixed assets) | 1 |
| J3F2 | Borrowed from family/friends (fixed assets) | 1 |
| J3G2 | Borrowed from informal sources (e.g., moneylenders) (fixed assets) | 1 |
| J3K2 | Angel Investors | 1 |
| J3L2 | Venture Capitalists | 1 |
| J3M2 | private Equity | 1 |
| J3N2 | credit Cards | 1 |
| J3O2 | government provided or subsidized entity or program | 1 |
| J3H2 | Issued new Equity (shares) | 1 |
| J3I2 | Issued new debt (including commercial paper and debentures) | 1 |
| J3J2 | Other percentage (fixed assets) | 1 |
| J4D | What was the amount at the time of approval? | 14 |
| J4E | What was the average annual interest rate? | 4 |
| J4F | What is the total duration (term) in months? | 6 |
| J4G | What type of financial institution granted the line of credit or the loan? | 1 |
| K1A | What were the total sales of your establishment in:2011 | 65 |
| K1B | What were the total sales of your establishment in:2012 | 65 |
| K2A | If manufacturing total cost of raw materials and intermediate goods used in production or if retail total annual cost of | 65 |
| K2B | Total cost of labor, including wages, salaries and bonuses and social payments | 65 |
| K2C | Total annual depreciation | 65 |
| K2D | Total cost of rental of land/building, equipment, furniture | 65 |
| K3A | Electricity | 65 |
| K3B | Fuel | 66 |
| K3C | Water | 65 |
| K3D | Transportation for goods (not including Fuel) | 65 |
| K3E | Communications services | 64 |
| K4A | - Machinery, vehicles and equipment (new and/or used) | 8 |
| K4B | Land and buildings | 7 |
| K5A | - Machinery, vehicles and equipment (new and/or used) | 14 |
| K5B | Land and buildings | 14 |
| K6A | All Machinery, vehicles and equipment that you use (whether you Own IT or not) | 14 |
| K6B | All Land and buildings that you use (whether you Own IT or not) | 14 |
| K7 | In the last fiscal year, what would have been the cost of replacing All you Machinery and equipment with new machines? | 14 |
| L1A | Telecommunications | 1 |
| L1B | Electricity | 1 |
| L1C | Transportation | 1 |
| L1D | Access to land for expansion/relocation | 1 |
| L1E | Tax rates | 1 |
| L1F | Tax administration | 1 |
| L1G | Customs and Trade regulations | 1 |
| L1H | Labor regulations | 1 |
| L1I | Inadequately educated workforce | 1 |
| L1J | Business licensing and permits | 1 |
| L1K | Access to finance (e.g. collateral) | 1 |
| L1L | Cost of finance (e.g. interest rates) | 1 |
| L1M | Political environment | 1 |
| L1N | Macroeconomic environment (inflation, exchange rate, interest rate) | 1 |
| L1O | Corruption | 1 |
| L1P | Crime, theft and disorder | 1 |
| L1Q | Practices of competitors | 1 |
| L2A | The most serious | 1 |
| L2B | The second most serious | 1 |
| L2C | The third most serious | 1 |
| L3 | Does corruption represent an obstacle to the operation and growth for Smith's business? (please see table below) | 2 |