

CODDED QUESTIONNAIRE
TANZANIA - WAVE (3)

ENTERPRISE NO.			WAVE NO.	
FIG-111			3	

AFRICA
B-VL111116
Case 7

Regional Program on Enterprise Development

Wave III
Tanzania Questionnaire

February 1996

The World Bank
Helsinki School of Economics, Finland
University of Dar es Salaam, Tanzania
Finlida

ENTERED BY: <u>W. V. V.</u>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
CHECKED BY DATA-ENTRY OPERATOR	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
REVIEWED, NOT OK: CHECK WITH INTERVIEWERS	<input checked="" type="checkbox"/>		
CHECKED WITH INTERVIEWERS: ENTER CORRECTIONS	<input checked="" type="checkbox"/>		
REVIEWED AND APPROVED			<input checked="" type="checkbox"/>

SECTOR: Food.....1
Textile.....2
Wood.....3
Metal.....4

INDU

LOCATION: Dar es Salaam.....1
Morogoro.....2
Tanga.....3
Arusha.....4
Mwanza.....5
Iringa.....6

LOCA.

IS THIS FIRM ..

FORMAL?.....1
INFORMAL?.....2
SERVICE INSTITUTION?.....3

SECT

NAME OF THE FIRM: VO NAME

ADDRESS:

STREET: VO ADD

P.O. BOX: VO ADD B

TOWN: VO ADD T

TELEPHONES: VO TEL 1

TELEFAX: VO FAX

OWNER OF THE FIRM: VO OWN

ENTERPRISE NO.

WAVE NO.

3

IF INFORMAL, GET HOME ADDRESS: VO HOM

RESPONDENT: VO RES

PERSON TO CONTACT: VO CON

Have there been any changes in the firm information on this page since last year?

YES.....1
NO.....2

VOCHAN

INTERVIEWERS:

AL-OBALDI.....1
BLANC.....2
DAHLSTEDT.....3
KAUKO.....4
KAKURU.....5
KALAJE.....6
KORHONEN.....7
LUOSTARINEN.....8
LUVANGA.....9
LUTEGE.....10
NYAMWIMHULA.....11
OKOSO-AMAA.....12
RUTASHOBYA.....13
TOMBAK.....14
ZUBERI.....15

VO INT 1

VO INT 2

LANGUAGE?

ENGLISH.....1
SWAHILI.....2

VO LANG

REPORT REQUESTED?

YES.....1
NO.....2

VO REP

FIRST VISIT

DATE AND TIME PROPOSED FOR THE VISIT

DAY	MONTH

TIME

DATE OF THE INTERVIEW

DAY	MONTH	YEAR

TIME BEGUN	TIME FINISHED
6:30	8:15

DAY	MONTH	YEAR

TIME BEGUN	TIME FINISHED

SECOND VISIT

DATE AND TIME PROPOSED

DAY	MONTH

TIME

DATE OF THE INTERVIEW

RESULT: COMPLETED 1
UNCOMPLETED 2
NO CONTACT 3

1

RESULT: COMPLETED 1
UNCOMPLETED 2
NO CONTACT 3

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SECTION TITLE	PAGES	UNCOMPLETED SECTIONS YES 1 NO 2	ORDER OF IMPLEMENTATION (IF NOT IN ORDER)	RESPONDENT'S POSITION OR FUNCTION	COOPERATIVENESS OF RESPONDENT: Good 1 Moderate 2 Poor 3
1. Entrepreneurship	1-9	2	1	Director	1
2. General firm	10-17	2	2	"	"
3. Competition	18-20	2	3	"	"
4. Technology	21-25	2	4	"	"
5. Labor markets	26-28	2	5	"	"
6. Training	29-31	2	6	"	"
7. Financial markets	32-40	2	7	"	"
8. Infrastructure	41-44	2	8	"	"
9. Regulation	45	2	9	"	"
10. Adjustment	46-47	2	10	"	"
11. Investor confidence	48	2	11	"	"
12. Business Support services	49-51	2	12	"	"

AFRICA REGIONAL PROGRAM ON ENTERPRISE DEVELOPMENT WAVE 3 TANZANIA QUESTIONNAIRE

BEFORE BEGINNING THE INTERVIEW, THANK THE RESPONDENT FOR HIS PARTICIPATION LAST YEAR AND REMIND HIM/HER OF THE REASONS FOR THE INTERVIEW AND THE IMPORTANCE OF THE DATA WHICH WILL RESULT (SEVERAL POINTS THAT SHOULD BE MADE ARE LISTED BELOW). ALSO MAKE SURE THE RESPONDENT UNDERSTANDS THAT ALL INFORMATION GATHERED IN THESE QUESTIONNAIRES IS CONFIDENTIAL. NO FIRM NAMES WILL BE USED IN FINAL REPORTS OR IN INFORMATION RELEASED TO OUTSIDERS.

SEVERAL IMPORTANT POINTS TO STRESS IN EXPLAINING THE REASONS FOR THE INTERVIEW:

- The World Bank and other donors are interested in supporting the private sector more directly. Information on the problems of local business will be helpful in these efforts.
- In order to know what specific policies and programs will assist the businesses in your industry, we have to ask rather detailed questions. Thank you for taking the time to talk to us.
- We would be happy to give you a final report of the results of this study.

IN RECORDING RESPONSES, PLEASE REMEMBER THE TWO FOLLOWING STANDARD CODINGS THAT APPLY THROUGHOUT THE QUESTIONNAIRE: (1) WHERE THE RESPONDENT ANSWERS DON'T KNOW OR NOT AVAILABLE INFORMATION THE RESPONSE SHOULD BE WRITTEN DOWN AS DK; AND (2) WHERE THE QUESTION DOES NOT APPLY TO THE FIRM OR RESPONDENT, THE ANSWER SHOULD BE WRITTEN DOWN AS NA. USE THE NUMBER ZERO OR NIL (0) ONLY IF THAT ANSWER IS REALLY VALID OR IS ONE OF THE CHOICES ALLOWED IN THE CODING.

APPENDIX TO LABOR MARKET QUESTIONNAIRE: SURVEY FOR A SUB-SAMPLE OF WORKERS

W O R K E R N U M B E R	37. How many hours did you spend on each of the following activities <i>at work or on company time</i> during your first 12 months with the company? READ THE LIST OF ACTIVITIES SHOWN AT THE BOTTOM OF THE PAGE	38. How many hours did you spend on each of the following activities <i>on your own time (not on company time)</i> during your first 12 months with the company? READ THE LIST OF ACTIVITIES SHOWN AT THE BOTTOM OF THE PAGE	39. If you spent time doing activity A, was the school, vocational or technical institute a public or a private institution PUBLIC.....1 PRIVATE2	40. How much did you have to personally pay for the training materials or the course(s)? IF THE COMPANY PAID OR NO PERSONAL PAYMENT WAS MADE THEN PUT ZERO.								
	HOURS					HOURS						
	A	B	C	D	E	A	B	C	D	E		TSH
1	V37A	V37B	V37C	V37D	V37E	V38A	V38B	V38C	V38D	V38E	V39	V40
2												
3												
4												
5												
6												
7												
8												
9												
10												

Please use the following types of training activity definitions for answering Questions 34-45:

- A. At a school, vocational or training institute
- B. At an industry association training center
- C. Formal training courses provided by your employer
- D. Instructions from a supervisor or co workers.
- E. Watching others or learning on your own

APPENDIX TO LABOR MARKET QUESTIONNAIRE: SURVEY FOR A SUB-SAMPLE OF WORKERS

WORKER NUMBER	32. How much did you get last year?	33. How many hours per week do you currently work for this firm?	34. If you held a job before joining this company, did you ever participate in any of the following learning activities? READ THE LIST OF ACTIVITIES SHOWN AT THE BOTTOM OF THE PAGE YES.....1 NO.....2 IF NO FOR ALL, ⇒ 36)					35. If 34-A was yes, was the school, vocational or technical institute a public or a private institution? PUBLIC.....1 PRIVATE.....2	36. In the first 12 months after joining this company, did you ever participate in any of the following learning activities? READ THE LIST OF ACTIVITIES AT THE BOTTOM OF THE PAGE YES.....1 NO.....2 (IF NO FOR ALL, ⇒ 41)				
	TSH	HOURS	A	B	C	D	E		A	B	C	D	E
1	ALAP-2	HOURS-3	V34A	V34B	V34C	V34D	V34E	V35	V36A	V36B	V36C	V36D	V36E
2													
3													
4													
5													
6													
7													
8													
9													
10													

- Please use the following types of training activity definitions for answering Questions 34-45:**
- A. At a school, vocational or training institute
 - B. At an industry association training center
 - C. Formal training courses provided by your employer
 - D. Instructions from a supervisor or co workers.
 - E. Watching others or learning on your own

CONVAINCE: SURVEY FOR A SUB-SAMPLE OF WORKERS

[illegible]

APPENDIX TO LABOR MARKET QUESTIONNAIRE: SURVEY FOR A SUB-SAMPLE OF WORKERS

NOTE: JOBLABOR CATEGORIES (QUESTIONS 14-16) MUST MATCH THOSE IN THE LABOR MARKET QUESTIONNAIRE.

	12. Are you a relative of the firm owner or manager?	13. Are you a member of a labor union?	14. What is your job now?	15. What was your job last year?	16. What was your job when you started in this firm?	17. How are you currently paid? TIME RATE.....1 PIECE RATE.....2 PERCENT OF FIRMS' SALES.....3	18. What is your total current or usual wage/salary (excluding allowances)?	19. (SKIP IF THIS WORKER WAS INTERVIEWED LAST YEAR) What was your wage/salary last year (excluding allowances)?	20. (SKIP IF THIS WORKER WAS INTERVIEWED LAST YEAR) What was your wage/salary when you started (excluding allowances)?			
W												
O												
R												
R												
E												
N												
U												
M												
B												
E												
R												
	REL-3	OTU-3	CODE USING THE LABOR CATEGORIES BELOW	CODE USING THE LABOR CATEGORIES BELOW	CODE USING THE LABOR CATEGORIES BELOW	PAYN-3	TIME UNIT: 1 HOUR..... 2 DAY..... 3 WEEK..... 4 MONTH..... 5 YEAR.....	TIME UNIT: 1 HOUR..... 2 DAY..... 3 WEEK..... 4 MONTH..... 5 YEAR.....	TIME UNIT: 1 HOUR..... 2 DAY..... 3 WEEK..... 4 MONTH..... 5 YEAR.....			
1			JobN-3	JobL-3	JobAS-3		SALNU-3	TSH	SALNU-3	TSH	SALSV-3	SALS-3
2												
3												
4												
5												
6												
7												
8												
9												
10												

- Managers**.....1
- Professionals (Require University Degree)**
- Engineers.....2
- Physical Scientists (i.e., chemists, physicists).....3
- Accountants, economists, programmers, mathematicians, etc.4
- Technicians**.....5
- Office Workers**
- Skilled Office (i.e., steno., typists, word processors)6
- Unskilled Office (i.e., messengers, helpers).....7
- Sales Workers**
- Specialized Sales.....8
- Sales Assistants.....9
- Service Workers (i.e., cleaners, guards, servers)**.....10
- Production Workers**
- Foremen and Supervisors.....11
- Electricians, Plumbers, Welders.....12
- Machine Maintenance and repair.....13
- Machine operators & assemblers, drivers of equipment.....14
- Laborers, helpers.....15
- Industry Specific 1 (Skilled, SPECIFY).....16
- Industry Specific 2 TO 4 (SPECIFY).....17-19

APPENDIX TO LABOR MARKET QUESTIONNAIRE: SURVEY FOR A SUB-SAMPLE OF WORKERS

1. PLEASE ENTER THE NAMES OF THE WORKERS INTERVIEWED HERE	2.(a) Did we interview you last year? YES...1 (= 14) NO...2	2.(b) What was the interviewee number last year	3. ETHNIC ORIGIN? AFRICAN...1 EUROPEAN...2 ASIAN...3 OTHER...4	4. SEX MALE...1 FEMALE...2	5. What is your age?	6. When did you leave school?	7. What is the highest level of education you completed? NONE...1 PRIMARY...2 (Sl. 1-4, 1-7 after 1964) MIDDLE SCHOOL...3 (Sl. 5-8, only before 1964) SECONDARY...4 O-LEVEL (Fo. 1-4)...5 A-LEVEL (Fo. 5-6)...6 VOCATIONAL SCHOOL...7 TECHNICAL/POLYTECHNICAL...8 COLLEGE...9 PROFESSIONAL SCHOOL...10 UNIVERSITY, TECHNICAL...11 UNIVERSITY, NON-TECHNICAL...12 POSTGRADUATE (DOMESTIC)...13 POSTGRADUATE (ABROAD)...14	8. What is the highest standard or form you reached?	9. How long have you been working for this firm?	10. How many years work exper- ience did you have before you started working in this firm?	11. Are you a permanent full-time employee?			
1 NAME-3	INT-3	WID-2	OR-1-3	SEX-3	AGE-3	YEARS	YEAR	EDU-3	St. or Form	Sl/Form No.	YEARS	MONTHS	YEARS	PERM-3
2														
3														
4														
5														
6														
7														
8														
9														
10														

Special instructions for question 2.(b):

FOR EACH EMPLOYEE/WORKER THAT WAS INTERVIEWED FOR SURVEY LAST YEAR (THE DETAILED INFORMATION ABOUT EACH EMPLOYEE/WORKER THAT IS PROVIDED IN THE FIRM FACT SHEET IS THERE FOR THIS SPECIFIC PURPOSE), PLEASE ENTER THE NUMBER HE/SHE WAS ASSIGNED LAST YEAR (IN BOLD TYPE ON THE FIRM FACT SHEET).

APPENDIX TO LABOR MARKET QUESTIONNAIRE: SURVEYS FOR SUB-SAMPLE OF WORKERS

INSTRUCTIONS FOR INTERVIEWERS

- WE SUGGEST YOU INTERVIEW 10 EMPLOYEES/WORKERS FROM EACH FIRM (OR AS MANY AS ARE AVAILABLE), WHERE YOU HAVE THEIR NAMES, TRY TO INTERVIEW THE WORKERS THAT WERE INTERVIEWED IN WAVE 2 (DETAILED INFORMATION ABOUT EACH OF THE EMPLOYEES/WORKERS INTERVIEWED LAST YEAR IS PROVIDED IN THE FIRM FACT SHEET). PLEASE ALSO OBSERVE THE FOLLOWING GUIDELINES IN SELECTING WORKERS TO INTERVIEW:
- INTERVIEW AT LEAST ONE EMPLOYEE/WORKER FROM EACH CATEGORY IN WHICH THE FIRM SHOWS EMPLOYEES IN THE LABOR MARKET QUESTIONNAIRE. BE SURE TO INTERVIEW AT LEAST ONE MANAGER, AND IF YOU CAN SEE FROM THE FIRM FACT SHEET THAT NO EMPLOYEE/WORKER WAS INTERVIEWED LAST YEAR IN ONE OF THE CATEGORIES IN WHICH THE FIRM YET SHOWS TO HAVE EMPLOYEES/WORKERS, TRY TO INTERVIEW AT LEAST ONE THIS YEAR. THESE CATEGORIES ARE:

<i>Manager</i>	1	<i>Service Worker</i>	10
		(i.e., cleaners, guards, food prep. and servers)	
<i>Professional (Requires University Degree)</i>		<i>Production Worker</i>	
Engineer.....	2	Foreman and supervisor.....	11
Physical scientist.....	3	Electrician, plumber, welder.....	12
Accountant, economist, programmer, mathematician.....	4	Machine maintenance and repair.....	13
		Machine operator or assembler.....	14
<i>Technician</i>	5	Laborer, helper.....	15
<i>Office Worker</i>		Industry Specific 1 (Skilled, SPECIFY).....	16
Skilled office worker.....	6	Industry Specific 2 (SPECIFY).....	17
Unskilled office worker.....	7	Industry Specific 3 (SPECIFY).....	18
<i>Sales Worker</i>		Industry Specific 4 (SPECIFY).....	19
Specialized sales worker.....	8		
Sales assistant.....	9		

- IF THE FIRM EMPLOYS CASUAL WORKERS, ASK TO INTERVIEW AT LEAST ONE CASUAL WORKER.

12. BUSINESS SUPPORT SERVICES

SERVICE #3

- (a) Organization which provided the service (USE THE CODES IN THE RIGHT COLUMN OF PAGE 49)

15102A3

(SPECIFY IF REQUESTED BY CODE: _____)

- (b) What was the service provided?

DESCRIBE: _____

B3

- (c) Was the service provided to your firm useful?

YES 1
NO 2

-C3A

If yes, describe the benefits to your firm's operations:

C3B

DESCRIBE: _____

C3Y

If no, what should the service do to make it more useful to your firm:

DESCRIBE: _____

C3N

12. BUSINESS SUPPORT SERVICES

2. If the answer is yes to one or more of the services above, answer the following questions for each of the services:

SERVICE #1

(a) Organization which provided the service (USE THE CODES IN THE RIGHT COLUMN OF PAGE 49)

V5002A1

(SPECIFY IF REQUESTED BY CODE: V5002A1T)

(b) What was the service provided?

DESCRIBE: V5002B1

(c) Was the service provided to your firm useful?

YES 1
NO 2

V5002C1A

C1B

If yes, describe the benefits to your firm's operations:

DESCRIBE: V5002C1Y

If no, what should the service do to make it more useful to your firm:

DESCRIBE: V5002C1N

SERVICE #2

(a) Organization which provided the service (USE THE CODES IN THE RIGHT COLUMN OF PAGE 49)

V5002A2

(SPECIFY IF REQUESTED BY CODE: V5002A2T)

(b) What was the service provided?

DESCRIBE: V5002B2

(c) Was the service provided to your firm useful?

YES 1
NO 2

V5002C2A

C2B

If yes, describe the benefits to your firm's operations:

DESCRIBE: V5002C2Y

If no, what should the service do to make it more useful to your firm:

DESCRIBE: V5002C2N

12. BUSINESS SUPPORT SERVICES

- Has your firm had any assistance or information services from government programs or agencies, foreign donor programs or NGOs since our visit last year in any of the following areas? (MULTIPLE ANSWERS ALLOWED)

YES 1
NO 2

- Technical consulting and engineering services
- Managerial consulting (except export assistance)
- Export assistance
- Technical training
- Managerial training

V4901A
B
C
D
E

- Financial assistance (including assistance with loan feasibility studies)
- Infrastructure facilities
- Manufacturing services
- Pressure group
- Assistance for legal formalities

F
G
H
I
J

LIST OF ORGANIZATIONS (FOR USE IN QUESTION 2 - FOR ALL SERVICES)

Board of External Trade (BET) 1
Centre for Agricultural Mechanization and Rural Technology (CARMATEC) 2
Chamber of Commerce 3
High Precision Technological Centre (HPTC) 4
Institute of Development Management (IDM) 5
Institute of Finance Management (IFM) 6
Investment Promotion Centre (IPC) 7
Metal Engineering and Industries Development Association (MEIDA) 8
Ministry of Industry and Trade 9
Other Industries Association (TO BE SPECIFIED IN FOLLOWING QUESTIONS) 10
Small Industries Development Organization (SIDO) 11
Tanzanian Association of Employers (TAE) 12
Tanzania Bureau of Standards (TBS) 13
Tanzania Engineering, Manufacturing, and Designing Organization (TEMDO) 14
Tanzania Food and Nutrition Centre (TFNC) 15
Tanzania Industrial Research and Development Organization (TIRDO) 16
University of Dar es Salaam (if other than IDM or IFM, TO BE SPECIFIED IN FOLL. QUEST.) 17
Other (TO BE SPECIFIED IN FOLLOWING QUESTIONS) 18
..... 19

11. INVESTOR CONFIDENCE QUESTIONNAIRE

EXPLAIN TO THE RESPONDENT THAT WE ARE INTERESTED IN HIS EXPECTATIONS FOR THE FUTURE.
 IF THE RESPONDENT DOES NOT KNOW, DK SHOULD BE WRITTEN AS THE ANSWER. NO CHANGE SHOULD BE RECORDED AS 0.
 DECREASES SHOULD BE MARKED WITH A NEGATIVE SIGN.

1. What are your firm's expectations about ...		
	1 Year from Now (Percent change from present level)	3 Years from Now (Percent change from present level)
(a) The firm's sales (volume)	PERCENT N4801A1	PERCENT V4801A3
(b) The firm's employment (full-time)	B1	B3
(c) Bank lending rates	C1	C3
(d) The official exchange rate (TSH per USD)	D1	D3
(e) The parallel market exchange rate (TSH per USD)	E1	E3
(f) Business tax rates	F1	F3
(g) The inflation rate	G1	G3
(h) Import duties on the firm's inputs	H1	H3
(i) Export duties	I1	I3

	2. Do you expect important changes in [...] within one year? IF NO OR DON'T KNOW THEN => 4	3. How would this affect the firm's output (volume)? NO CHANGE...1 INCREASE...2 DECREASE...3	4. Do you expect important changes in [...] within three years? IF NO OR DON'T KNOW THEN => NEXT LINE	5. How would this affect the number of full-time employees you will wish to have? NO CHANGE...1 INCREASE...2 DECREASE...3
(a) Labor legislation	YES 1 NO 2 V4802A	NO CHANGE...1 INCREASE...2 DECREASE...3 V4803A	YES 1 NO 2 V4804A	NO CHANGE...1 INCREASE...2 DECREASE...3 V4805A
(b) Investment code	B	B	B	B
(c) Exchange rate policy	C	C	C	C
(d) Import tariffs				
(e) Business tax schedule				
(f) Reductions in regional (SADC, PTA) trade barriers				
(g) Other policies (SPECIFY: _____)				

10. ADJUSTMENT QUESTIONNAIRE

3. What are your three biggest problems this year?

NOTE: DO NOT READ OFF THESE CATEGORIES. LET THE RESPONDENT ANSWER, THEN CODE. IF RESPONDENT CANNOT ANSWER, HAVE A DISCUSSION.

- OWNERSHIP REGULATIONS.....1
TAXES.....2
GOVERNMENT RESTRICTIONS ON ACTIVITIES.....3
GAINING INVESTMENT BENEFITS.....4
LABOR REGULATIONS.....5
DIFFICULTY IN OBTAINING LICENSES.....6
CORRUPTION.....7
LACK OF SERVICED INDUSTRIAL SITES.....8
LACK OF BUSINESS SUPPORT SERVICES.....9
LACK OF INFRASTRUCTURE.....10
ACCESS TO IMPORTED RAW MATERIALS.....11
COST OF IMPORTED RAW MATERIALS.....12
ACCESS TO DOMESTIC RAW MATERIALS.....13
COST OF DOMESTIC RAW MATERIALS.....14
UTILITY PRICES.....15
ACCESS TO CREDIT.....16

- HIGH INTEREST RATES.....17
INFLATION.....18
INSUFFICIENT DEMAND.....19
ACCESS TO FOREIGN EXCHANGE.....20
HIGH EXCHANGE RATES.....21
COMPETITION FROM IMPORTS.....22
UNCERTAINTY ABOUT GOVT INDUSTRY POLICIES.....23
LACK OF SKILLED LABOR.....24
SECURITY PROBLEMS.....25
LACK OF SPARE PARTS.....26
LACK OF WORKING CAPITAL.....27
LIQUIDITY PROBLEMS.....28
COST OF RENTS.....29
OTHER.....30
.....31

(SPECIFY: _____)

FIRST	SECOND	THIRD
V4703A	V4703B	V4703C

10. ADJUSTMENT QUESTIONNAIRE

ASK THE FOLLOWING TWO QUESTIONS ABOUT THE BUSINESS FACTORS LISTED BELOW:

	1. How severe a problem are these business factors for your firm? Not a problem 1 Slight problem 2 Moderate problem 3 Large Problem 4 Severe Problem 5	2. How have the following business factors changed for your firm in the last year? Improved 1 No Change 2 Worsened 3
(a) Export opportunities/Access to foreign markets	V4601A	V4602A
(b) Access to foreign exchange	B	B
(c) Cost of foreign exchange		
(d) Competition from imports		
(e) Competition from local firms		
(f) Access to imported raw materials		
(g) Cost of imported raw materials		
(h) Opportunities to buy foreign machinery and equipment not available before the reform program		
(i) Business support services		
(j) Utility Prices		
(k) Demand for product		
(l) Other (SPECIFY: _____)		

9. REGULATION QUESTIONNAIRE

ASK QUESTIONS 1 AND 2 REGARDING OBSTACLES AFFECTING FIRMS' ABILITY TO TEMPORARILY REDUCE PRODUCTION

	1. How have the following obstacles affecting your ability to temporarily reduce production changed in the last year?	2. How severe a problem are these obstacles for your firm now?
(a) Trade union rules regarding layoffs	Improved.....1 No Change.....2 Worsened.....3 V4501A	Not a problem.....1 Slight problem.....2 Moderate problem.....3 Large Problem.....4 Severe Problem.....5 V4502A
(b) Government rules	B	B
(c) High financial costs for layoffs	C	C
(d) Other (SPECIFY: _____)	D	D

ASK QUESTIONS 3 AND 4 REGARDING FACTORS AFFECTING ENTERPRISES' ABILITY TO CLOSE DOWN

	3. How have the following factors affecting your ability to close down changed in the last year?	4. How severe a problem are these factors for your firm now?
(a) Government restrictions on selling the enterprise or transferring assets	Improved.....1 No Change.....2 Worsened.....3 V4503A	Not a problem.....1 Slight problem.....2 Moderate problem.....3 Large Problem.....4 Severe Problem.....5 V4504A
(b) The legal process of bankruptcy or liquidation	03B	B

ASK QUESTIONS 5 AND 6 ABOUT THE FOLLOWING REGULATION CATEGORIES

	5. How have the following regulations changed in the last year?	6. How severe a problem are these regulations for your firm?
(a) Ownership Regulations	Improved.....1 No Change.....2 Worsened.....3 V4505A	Not a problem.....1 Slight problem.....2 Moderate problem.....3 Large Problem.....4 Severe Problem.....5 V4506A
(b) Taxes	B	B
(c) Gaining Investment Benefits	C	C
(d) Wage Costs	D	D
(e) Labor Regulations		
(f) Difficulty In Obtaining Licenses		
(g) Corruption		
(h) Other (Specify: _____)		

7. Assuming that you have approximately the same labor force as a year ago, would you say that you can produce more today with this labor force than you could have produced a year ago?

YES.....1
NO.....2

(⇒ NEXT SECTION OF THE QUESTIONNAIRE)

V4507

8. By what percentage can you produce more today?

%

V4508

9. By approximately what percentage has the wage cost of this labor force risen since last year?

%

V4509

8. INFRASTRUCTURE QUESTIONNAIRE

Part II. Electricity/Power

19. Do you intend to buy a generator?

YES 1 (⇒ NEXT SECTION OF THE
NO 2 QUESTIONNAIRE)

V4419

20. Why don't you intend to buy one?

YES 1
NO 2

(a) Power supply is satisfactory

V4420A

(b) Fuel would be difficult to obtain

B

(c) Could not finance the investment, even though such an investment would be profitable

C

(d) Generators are too expensive (independent of the firm's ability to finance the acquisition of one)

D

(e) Maintenance, fuel, etc. would be too expensive

E

(f) Maintaining and operating the generator would be too difficult although not necessarily too expensive

F

(g) The part of the production process that requires electricity can satisfactorily be run when power is available

G

(h) During power outages, labor and other resources are occupied with the phases of the production that do not require electricity

H

(i) Other?

(SPECIFY: V4420I -

I

⇒ SKIP TO NEXT SECTION OF THE QUESTIONNAIRE

21. What is the replacement value of the generator you currently own?

TSH:

V4421

22. What year did you buy it?

YEAR:

V4422

23. With the generator currently installed, how much does it cost per KWH to run this generator including fuel, maintenance, etc.?

TSH:

V4423

24. What is the power generating capacity of your generator?

KW:

V4424

25. Can you run at full capacity with the help of your generator during power outages?

YES 1
NO 2

V4425

8. INFRASTRUCTURE QUESTIONNAIRE

Part II. Electricity/Power

9. Compared to the current situation, would you prefer a higher electricity price and a stable supply?

YES 1
INDIFFERENT, JUST THE SAME 2
NO 3

V4309

10. Does your production process include phases that do not require electricity (e.g., manual assembly, painting, etc.)?

YES 1
NO 2 (= 12)

V4310

11. When power is available, do you stop or slow down the phases of the production process that do not require electricity and shift workers and other resources to run the phases that require electricity?

YES 1
NO 2

V4311

12. Does TANESCO inform you in advance about power outages?

YES 1
NO 2 (= 14)

V4312

13. Is this information provided by TANESCO reliable?

YES, VERY RELIABLE 1
YES, QUITE RELIABLE 2
INDICATIVE 3
NO, QUITE UNRELIABLE 4
ABSOLUTELY UNRELIABLE 5

V4313

14. Is the unit price of electricity constant, irrespective of the season and the amount consumed?

YES 1 (= 16)
NO 2

V4314

15. Does this unit price depend on the following factors?

YES 1
NO 2

(a) Power consumption exceeding a certain quota is more expensive

V4315A

(b) Price depends on the season

V4315B

(c) Other (SPECIFY: V4315C)

V4315C

16. If you had to increase your power consumption by 10% and TANESCO were able to supply, how much would this additional electricity cost you per KWH?

TSH:

V4316

⇒ LOOK BACK AT QUESTION 4. IF ANSWER IS 1, SKIP TO QUESTION 19. IF ANSWER IS 3, SKIP TO QUESTION 21.

17. Why do you rely solely on your generator? How important are the following reasons?

Of no importance 1
To some extent important 2
Of major importance 3

(a) Buying electricity would be more expensive than producing it

V4317A

(b) Power is too unstable

B

(c) Other (SPECIFY: V4317C)

C

(d) Power is not supplied in the area

D

(⇒ SKIP TO QUESTION 21 IF ANSWER TO QUESTION 17(d) ABOVE IS 2 OR 3)

18. If power supply were stable but electricity prices were 50% higher than today, would you begin buying power from alternative external sources, if such sources existed?

YES 1
NO 2

V4318

⇒ SKIP TO QUESTION 21

8. INFRASTRUCTURE QUESTIONNAIRE

Part I. General Infrastructure

1. Do you have any tools and/or machines operated with electricity?

YES 1 (⇒ 3)
NO 2

V4201

2. Why don't you have tools and/or machines operated with electricity? (MULTIPLE ANSWERS ALLOWED)

- ELECTRICITY AND RELATED SERVICES ARE TOO EXPENSIVE 1
BUYING AND OPERATING A GENERATOR WOULD BE TOO EXPENSIVE 2
MACHINES OPERATED BY ELECTRICITY ARE TOO EXPENSIVE 3
NO SUITABLE MACHINES TO THE LOCAL ELECTRICITY SUPPLY CHARACTERISTICS 4
NO SUITABLE PREMISES FOR INSTALLING ELECTRICITY-OPERATED MACHINES 5
POWER SUPPLY IS NOT STABLE ENOUGH 6
POWER IS NOT SUPPLIED TO THE AREA 7
OTHER 8

(SPECIFY: V4202XT-027

⇒ SKIP TO NEXT SECTION OF THE QUESTIONNAIRE

3. How much power would you need to run at full capacity?

KW:

V4203

4. Do you buy power from TANESCO, produce your own electricity, or a combination of both?

Buys only 1
Produces only 2 (⇒ 17)
Both produces and buys 3

V4204

5. How many hours of power outages during regular working hours (i.e., per day) do you usually have during the rain season (INCLUDING POWER OUTAGES THAT DO NOT STOP PRODUCTION BECAUSE THE FIRM HAS A GENERATOR)?

HOURS:

V4205

6. How many hours of power outages during regular working hours (i.e., per day) do you usually have during the dry season (INCLUDING POWER OUTAGES THAT DO NOT STOP PRODUCTION BECAUSE THE FIRM HAS A GENERATOR)?

HOURS:

V4206

⇒ IF 0 TO QUESTIONS 5 AND 6, SKIP TO QUESTION 14.

7. If the power supply were stable but electricity price were 50% higher than today, would you ...?

YES 1
NO, NO CHANGE 2
NO, ON THE CONTRARY 3
DON'T KNOW, DIFFICULT TO SAY 4

(a) Produce more?

V4207A

(b) Add to capacity?

B

(c) Charge higher prices?

C

(d) Adapt the machinery so that, when operated, it would consume less?

D

(e) Acquire a generator or add to existing generator capacity?

E

(f) Hire more workers?

F

(g) Other?

G

(SPECIFY: V4307G-

8. If the power supply were stable but electricity price were 50% higher than today, by what percentage would your electricity consumption change (ANSWERS CAN RANGE FROM -100% to +∞)?

(%)

V4208

8. INFRASTRUCTURE QUESTIONNAIRE

Part I. General Infrastructure

1. Has there been any improvement or deterioration in the provision of the following in the last year?

IMPROVEMENT 1
NO CHANGE 2
DETERIORATION 3

- (a) electricity?
- (b) water?
- (c) freight transport (railroads, barges, trucks)?
- (d) transport for workers?
- (e) roads?
- (f) telephones?
- (g) handling facilities at air and sea ports?
- (h) waste disposal?
- (i) security?
- (j) other?

(SPECIFY: V4101 T)

V4101 A
V4101 B
" C
" D
" E
" F
" G
" H
" I
" J

2. In the last year, have you acquired or constructed any of the following items or begun doing any of the following activities?

YES 1
NO 2

- (a) generators?
- (b) wells/cisterns?
- (c) freight transport?
- (d) transportation for workers?
- (e) roads?
- (f) CB/Malkie-talkie/Radio?
- (g) loading/unloading labor for the ports?
- (h) waste disposal?
- (i) security?
- (j) other?

(SPECIFY: V4102 T)

V4102 A
V4102 B
" C
" D
" E
" F
" G
" H
" I
" J

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

PART V: Informal lending

SUMMARY OF LOAN BALANCES GRANTED BY THE ENTERPRISE OR ENTERPRISE OWNER, EXCLUDING FINANCIAL TRANSACTIONS FOR PURCHASE OR SALE (I.E. TRADE CREDIT), BY LOAN RECIPIENT. BE SURE TO ASK ABOUT IN-KIND LOANS AS WELL, E.G. RAW MATERIALS.

	1. What are the current cash balances due from... [] ... TSH	2. What are the current balances due in-kind from... [] ... TSH
1. Relatives/Friends ¹	14001R1	14002R1
2. Supplier ²	01R2	2
3. Clients ²	01R3	3
4. Employees ³	01R4	4
5. Other enterprises	01R5	5
6. Other (SPECIFY: 01R67)	01R6	6

1. Relatives/Friends Who Are Not Also Suppliers, Clients, Employees, Or Other Enterprises.
2. Excluding Trade Credit
3. Loans other than simple advances on salary

PART VI: Deposits in institutions

THE FOLLOWING QUESTIONS APPLY TO ACCOUNTS AND ASSETS OF THE ENTERPRISE OR, IF THOSE ARE NOT SEPARABLE, THE ACCOUNTS OF THE OWNER, AS A RULE OF THUMB: IN CASE OF A SOLE PROPRIETOR THE ACCOUNTS AND ASSETS OF THE ENTERPRISE AND OWNER CAN NOT BE SEPARATED.

1. Do you have any of the following accounts?

YES 1
NO 2

(a) Current?

14001A

(b) Savings

14001B

(c) Foreign Currency Account

14001C

(d) Foreign Bank Account

14001D

2. Do you have/keep your savings/money in some other forms/places (e.g., in the form of shares, deposits in foreign banks, etc.)?

YES 1
NO 2

(IF YES, SPECIFY: 14002T)

14002

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part IV: Informal Borrowing

SUMMARY OF LOANS OR ADVANCES IN THE LAST YEAR FROM NON-INSTITUTIONAL SOURCES (i.e. FRIENDS, RELATIVES, MONEYLENDERS AND FIRMS EXCLUDING TRANSACTIONS FOR PURCHASE OR SALE (I.E. TRADE CREDIT). BE SURE TO ASK ABOUT IN-KIND LOANS, E.G. RAW MATERIALS.

1. Have you borrowed from friends, relatives, moneylenders and firms (excluding trade credit) in the last year?

YES 1
NO 2

(⇒ PART V)

V3901

2. Why did you choose to borrow from this informal source? (MULTIPLE ANSWERS ALLOWED)

- More favorable interest rate ... 1
- Easier formalities 2
- No collateral required 3
- Flexible payback 4
- Other 5

V3902

(Specify: V3902T)

5. What were your total interest costs on these loans?

Total Interest Costs:

Period:

TSH:

V3905c

Monthly 1
Annual 2

V3905p

6. What do you think would be the maximum total amount you could currently borrow from informal sources?

TSH:

V3906

7. Are you currently a member of an informal group?

YES 1
NO 2

(⇒ PART V)

V3907

8. What is the amount of individual contributions each time?

TSH:

V3908

9. How much did you borrow from the group in the last year?

TSH:

V3909

Sources	3. What are the current cash balances due on loans from [...]?	4. What is the amount due in kind on loans from [...]?
1. Relatives/Friends	V3903R1	V3904R1
2. Moneylender	R2	04R2
3. Informal Group	R3	04R3
4. Suppliers	R4	.
5. Clients	R5	.
6. Other Enterprises	R6	.
7. Other (SPECIFY: R7T)	R7	.

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part III: Borrowing from Formal Institutions

20. What institution(s) rejected the application and why was it rejected? (ANSWER THIS QUESTION AND THEN GO DIRECTLY TO QUESTION 22, I.E., SKIP QUESTION 21)

(a) INSTITUTION: V3820A1

REJECTION REASON: V3820AR

(b) INSTITUTION: V3820B1

REJECTION REASON: V3820BR

21. Why did the firm not apply for a loan last year?

- 1 INADEQUATE COLLATERAL.....
- 2 DON'T WANT TO INCUR DEBT.....
- 3 PROCESS TOO DIFFICULT.....
- 4 DIDN'T NEED ONE.....
- 5 DIDN'T THINK I'D GET ONE.....
- 6 INTEREST RATE TOO HIGH.....
- 7 ALREADY HEAVILY INDEBTED.....
- 8 OTHER.....

V3821

(SPECIFY: _____)

22. Have there been occasions in the past five years (including ones in the last year) when you applied for a bank loan and did not get the amount you applied for, or were refused?

Year	Amount Applied For	Amount Received (ZERO IF REJECTED)
(a) <u>V3822YRA</u>		
(b) <u>B</u>	<u>V3822ARA</u>	<u>V3822RRA</u>
(c) <u>C</u>	<u>RR</u>	<u>B</u>
(d) <u>D</u>	<u>C</u>	<u>C</u>
(e) <u>E</u>	<u>D</u>	<u>D</u>
	<u>E</u>	<u>E</u>

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part III: Borrowing from Formal Institutions

INSTITUTION TYPE	10. How many loans do you have outstanding?	11. What is the total current outstanding balance of loans due?	12. For these outstanding loans, was a collateral required?	13. Compared to the value of the loan(s) for which a collateral was required, was the value of this collateral ...?	14. What was this collateral? (MULTIPLE ANSWERS PERMITTED)	15. What is the average interest rate on these loans?
1. Banks	V3710 R1	V3711 R1	V3712 R1	V3713 R1	V3714 R1	V3715 R1
2. Non-bank financial institutions (e.g., credit unions, etc.)	R2	R2	R2	R2	R2	R2
3. Government Programs and Similar	R3	R3	R3	R3	R3	R3
4. Foreign Bank Loans (e.g., from IFC)	R4	R4	R4	R4	R4	R4
5. Other, (SPECIFY: R5T)	R5	R5	R5	R5	R5	R5

LOOK BACK AT QUESTION 3 IN PART 1 OF THIS SECTION OF THE QUESTIONNAIRE. IF BANK LOANS WERE INVOLVED IN THE FINANCING OF EQUIPMENT INVESTMENTS (TABLE CELL IN THE RIGHTMOST COLUMN WHOSE WITH A THICK RIGHT BORDER), ASK QUESTION 16 BELOW. OTHERWISE, SKIP TO QUESTION 17.

16. What was the interest rate and maturity on the largest loan in the following years:

	Interest Rate (PERCENT)	Maturity (MONTHS)
1992/93	V3716 R3	-16 M3
1993/94	V3716 R4	-16 M4
1994/95	V3716 R5	-16 M5

17. Do you have any loans denominated in a foreign currency?

YES 1
NO 2

V3717

18. Has the enterprise applied to an institution for a loan in the last year?

YES 1
NO 2 (= 21)

V3718

19. Was the application approved?

YES 1 (= 22)
NO 2
DON'T KNOW YET 3 (= 22)

V3719

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part III: Borrowing from Formal Institutions

ASK THE FOLLOWING QUESTIONS, MAKING A CLEAR DISTINCTION BETWEEN OVERDRAFT FACILITIES AND LOANS FROM FORMAL FINANCIAL INSTITUTIONS:

1. Does the enterprise currently have any overdraft facilities?
 YES1
 NO2 (⇒ 10)
 TSH: V3601
2. In how many banks do you have overdraft facilities?
 NO: V3602
3. What is the current balance owed in all overdrafts?
 TSH: V3603
4. What is the current interest rate on overdrafts?
 PERCENT: V3604
5. What is the maximum amount of your overdraft facility?
 TSH: V3605
6. In the past year, how many times have you utilized the maximum amount of your overdraft facility?
 NO: V3606
7. Has this maximum changed over the last year?
 INCREASED1
 DECREASED2 (⇒ 9)
 REMAINED THE SAME3 (⇒ 9)
 TSH: V3607
8. By how much did the maximum amount increase?
 TSH: V3608
9. What amount of an increase did you apply for, if any?
 TSH: V3609

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part II: Credit

9. What is the current amount due to you from all suppliers (prepayments made for goods or services to be delivered later)?

TSH:

V3509

10. What is the current outstanding balance due to you from all clients (accounts receivable)?

TSH:

V3510

⇒ IF ANSWER TO THIS QUESTION IS 0 (I.E., CLIENTS DO NOT OWE ANYTHING TO THE FIRM), SKIP TO QUESTION 12.

11. What is the reason to sell on credit to your clients? (NOTE THAT IT MAY BE THAT THE FIRM ALSO SELLS CASH. THIS QUESTION REFERS ONLY TO THOSE SALES ON CREDIT. MULTIPLE ANSWERS ALLOWED)

- CREDIT MAKES REGULAR CLIENTS 1
IF I GIVE CREDIT, I MUST CHARGE 1
A HIGHER PRICE 2
IF I GIVE CREDIT, I MUST CHARGE INTEREST 3
THE CLIENTS DO NOT WANT TO PREPAY 3
OR PAY CASH 4
I CAN SELL MORE OF THE PRODUCT 5
OTHER 6

V3511X

V3511Y

V3511Z

12. What is the current amount owed to all clients (prepayments for goods or services to delivered)?
- (SPECIFY: THE FIRM RECEIVED SELLING CASH IS THE VALUE IN R.D. WAS A SPECIAL APPROPRIATION)

TSH:

V3512

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part II: Credit

NOTE: TRADE CREDIT IS NOT THE SAME AS TRADE DISCOUNTS FOR LARGE VOLUME ORDERS OR GOOD CLIENTS. IT IS ACCOUNTS PAYABLE AND RECEIVABLE FROM SUPPLIERS AND CLIENTS.

For each of the sources of credit below and in terms of all the credit you could obtain (that you have not necessarily obtained), rank each source of credit using the scale provided in terms of access and cost in Questions 1 to 4:

	1. Access is...	2. Access as compared to last year is...?	3. Costs are...	4. Costs as compared to last year are...?
(a) Bank sources				
1. Overdrafts	Very Easy 1 Easy 2 Moderate 3 Difficult 4 Very difficult or impossible 5	Better 1 Worse 2 The same 3	Very Low 1 Low 2 Moderate 3 High 4 Very high or prohibitively high 6	Lower 1 Higher 2 The same 3
2. Loans	V3401a1	V3402a1	V3403a1	V3404a1
(b) Trade credit				
1. Supplier credit	V3401b1	51	51	51
2. Prepayments from clients	V3401b2	b2	52	52
(c) Informal Groups	V3401c	c	c	c
(d) Friends and Relatives	V3401a	a	a	a

5. What is your current outstanding balance owed to all suppliers (accounts payable), including suppliers of capital equipment?

TSH:

V3405

8. Why do you buy on credit from your suppliers? Why don't you pay cash on delivery? (NOTE THAT IT MAY BE THAT THE FIRM ALSO BUYS CASH. THIS QUESTION REFERS ONLY TO PURCHASES ON CREDIT. MULTIPLE ANSWERS ALLOWED)

⇒ IF ANSWER TO THIS QUESTION IS 0 (I.E., THE FIRM DOES NOT OWE ANYTHING TO ITS SUPPLIERS), SKIP TO QUESTION 9.

6. Do you at present buy on credit raw materials or components (or equipment) that you would have paid cash two years ago (i.e., there has been a change from cash payment to payment on credit in the last three years)?

YES 1
NO 2

V3406

7. Do you at present use longer periods of time than a year ago before you pay the bills to your suppliers?

YES 1
NO 2

V3407

I DO NOT PAY INTEREST AND THERE IS NO DISCOUNT IF I PAY CASH 1
THE CASH DISCOUNT I CAN GET IS NOT VERY HIGH 2
THE INTEREST I PAY IS NOT VERY HIGH 3
THEY ONLY SELL ON CREDIT 4
I REQUIRE CREDIT BECAUSE I DO NOT HAVE THE MONEY BEFORE I HAVE SOLD SOME PRODUCE 5
I WANT TO CHECK THE QUALITY BEFORE PAYING 6
THE SUPPLIER WILL GIVE BETTER SERVICE WHEN THERE IS AN AMOUNT OUTSTANDING 7
OTHER 8
(SPECIFY: V3408x# etc.)

V3408x

V3408y

V3408z

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part I: Acquisition of Capital Stock

LOOK BACK AT QUESTION 2 ON THE PREVIOUS PAGE. IF ANY EQUIPMENT PURCHASES WERE MADE THEN ANSWER QUESTIONS 4 TO 9. OTHERWISE SKIP TO QUESTION 10.

4. If the equipment was purchased with a currency other than that of this country, what currency was it and how much did you pay?

TSH 1
USD 2
OTHER 3

CURRENCY:

V3304c

(SPECIFY: V3304c#)

AMOUNT:

V3304a

5. Was the equipment new or used?

NEW 1
USED 2
MIXED 3

V3305

6. Was the equipment imported or locally produced?

Foreign 1
Local 2
Mixed 3

V3306

7. What was the purpose of the investment in equipment?

PRODUCE SAME PRODUCT, 1
IMPROVE PROCESS 1
PRODUCE SAME PRODUCT, 1
ADD TO CAPACITY 2
INTRODUCE NEW PRODUCTS 3
PRODUCE DIFFERENT VARIETY 4
OF SIMILAR PRODUCT 4
REPLACE OLD EQUIPMENT WITH 4
SIMILAR ONE 5
OTHER 6

V3307

(SPECIFY: V3307#)

8. How has the unit cost (cost of production per unit of output) changed with the new equipment?

IT IS HIGHER THAN BEFORE 1
IT IS ABOUT THE SAME AS BEFORE 2
IT IS LOWER THAN BEFORE 3

V3308

9. How has the quality of the product changed with the new equipment?

IT IS HIGHER THAN BEFORE 1
IT IS ABOUT THE SAME AS BEFORE 2
IT IS LOWER THAN BEFORE 3

V3309

10. Have you sold part of your land, buildings or equipment since last year?

YES 1
NO 2

(⇒ PART II)

V3310

For the most recent sale:

11. Was the sale...?

Land 1
Buildings 2
Equipment 3

V3311

12. What was the selling price?

TSH:

V3312

13. If the sale was equipment, why was it sold?

EXCESS CAPACITY 1
REPLACEMENT 2
LIQUIDITY NEED 3
CHANGE OF OUTPUT MIX 4
NO DEMAND FOR PRODUCT 5
OTHER 6

V3313

(SPECIFY: V3313#)

7. FINANCIAL MARKETS AND CONTRACTUAL RELATIONS QUESTIONNAIRE

Part I: Acquisition of Capital Stock

1. The last two years, we have discussed some of your investments. Now we would like to complete the record and discuss any investments you made in the last three years. We would also like to know about investments in your firm made by a holding company or parent company (e.g., if you leased land or buildings from a holding company). What was the amount of investment in land, buildings and equipment made in each of the following years in TSH? (CHECK THE INFORMATION FOR 1992/93 AND 1993/94 AGAINST THE FIRM FACT SHEET AND INQUIRE ABOUT ANY MAJOR DISCREPANCY).

	Land	Buildings	Equipment
1992/93	V3201e93	V3201b93	V3201e93
1993/94	V3201e94	b94	e94
1994/95	V3201e95	b95	e95

IF THERE WERE INVESTMENTS IN 1995 (1994/95), PLEASE OBTAIN THE FOLLOWING INFORMATION FOR THE LAST MAJOR INVESTMENT IN EACH OF THESE THREE CATEGORIES:

2. What was the form of this acquisition? Purchase 1 Lease 2 (⇒ PART II)	Land	Buildings	Equipment
3. What were the sources of funds, and what proportion came from each of the following categories? (MAKE SURE THE TOTAL OF EACH COLUMN ADDS TO 100)	Percent of total funds spent? %	Percent of total funds spent? %	Percent of total funds spent? %
(a) Company retained earnings	V3203e4	V3203b9	V3203e9
(b) Personal savings	e5		
(c) Borrowed from Friends or Relatives	e6		
(d) Bank Loan	e9		
(e) Bank overdraft	e6		
(f) Supplier Credit	e5		
(g) Borrowed from Money Lender	e3		
(h) Holding company or parent company	e6		
(i) Sale of equity	e1		
(j) New partner	e7		
(k) Other (SPECIFY: _____)	V3203e1e	V3203b1e	V3203e1e

V3203e1e#

V3203b1e#

V3203e1e#

6. TRAINING QUESTIONNAIRE

D. Informal In-plant Training

17. Do plant foremen and supervisors have responsibility for providing informal instruction and training to production workers?

YES 1
NO 2 (⇒ 19)

V3017

18. On average, how many days of informal individualized training would a typical production worker in following categories get from a foreman or supervisor over a 12 month period?

(a) A worker with the firm for less than 1 year

DAYS:

V3018g

(b) All other workers

DAYS:

V3018b

19. Do you have joint programs with other firms to provide your workers with training?

YES 1
NO 2 (⇒ 22)

V3019

20. How are these programs organized?

YES 1
NO 2

V3020g

(a) Through industry association?

(b) Through government or other public institutions?

(c) Through ad-hoc arrangements with other firms?

(d) Through specialized training companies?

(e) Through training programs organized by suppliers?

(f) Through training programs organized by buyers?

V3020f

21. Do they aim at ..

YES 1
NO 2

(a) Enhancing skills in sales and marketing, personnel administration, accounting procedures, or methods of purchasing of materials?

V3121g

(b) Enhancing technical skills related to repair, maintenance and operation of machinery?

V3121b

IF THE COMPANY DOES NOT INVEST IN FORMAL TRAINING, OR INVESTS VERY LITTLE, THEN ASK THE FOLLOWING QUESTION:

22. Why does not your firm invest in training?

Totally agree 1
Neither agree nor disagree 2
Totally disagree 3

(a) Training is not affordable because of limited resources.

V3122g

(b) Training is pointless because of high labor turnover.

(c) We lack knowledge about training techniques and the management of training programs.

(d) Do not need training because the firm uses a mature technology and recruits quickly become proficient in the job through learning by doing.

(e) Skilled workers are readily hired from other firms.

(f) Skills provided by schools are adequate for our needs.

(g) We are skeptical about the benefits of training.

V3122g

6. TRAINING QUESTIONNAIRE

Part B: In-house Training Provided by External Trainers (training provided by your equipment suppliers, buyers, foreign and local business partners)

7. In 1995, did you any of your equipment suppliers, buyers, foreign or local business partners provide training to your employees?

YES.....1
NO.....2 (⇒ PART C)

V2907

8. How much did you pay these external trainers in 1995?

TSH:

V3008

9. In 1995, how many workers in each of the following categories received formal training from these external sources?

	No. Trained	Avg. No. of days
(a) Non-production workers		
(b) Skilled production workers		
(c) Unskilled production workers		

10. Was this training aimed at...

YES.....1
NO.....2

- (a) Enhancing skills in sales and marketing, personnel administration, accounting procedures, or methods of purchasing of materials?

V3010a

- (b) Enhancing technical skills related to repair, maintenance and operation of machinery?

V3010b

11. When did you initiate this training program?

YEAR:

V3011

Part C: Training Outside the Company (training provided by technical institutes, universities or industry associations)

12. In 1995, did you send any workers to take courses or get training from technical institutes, universities or industry associations?

YES.....1
NO.....2 (⇒ PART D)

V3012

13. In 1995, how much did the company spend in total to send these workers for training?

TSH:

V3013

14. In 1995, how many workers in each of the following categories did you send for training to these institutions?

	Universities and technical institutions		Industry Associations	
	No. Trained	Avg. No. of days	No. Trained	Avg. No. of days
(a) Non-production workers	400	400	410	410
(b) Skilled production workers	500	500	510	510
(c) Unskilled production workers	500	500	510	510

15. Was this training aimed at...

YES.....1
NO.....2

- (a) Enhancing skills in sales and marketing, personnel administration, accounting procedures, or methods of purchasing of materials?

V3015a

- (b) Enhancing technical skills related to repair, maintenance and operation of machinery?

V3015b

16. When did you initiate this training program?

YEAR:

V3016

6. TRAINING QUESTIONNAIRE

COMPANIES CAN TRAIN WORKERS AND IMPROVE THEIR SKILLS IN A VARIETY OF WAYS:

- (A) FORMAL INSTRUCTION AND COURSES IN THE COMPANY, PROVIDED BY COMPANY TRAINING STAFF;
 (B) FORMAL TRAINING PROVIDED BY MATERIAL AND MACHINERY SUPPLIERS, TECHNOLOGY LICENSORS AND JOINT-VENTURE PARTNERS;
 (C) SENDING WORKERS TO TAKE COURSES AT A SCHOOL, UNIVERSITY, TECHNICAL INSTITUTE, OR AN INDUSTRY ASSOCIATION TRAINING CENTER; OR
 (D) INFORMAL IN-PLANT INSTRUCTION BY SUPERVISORS AND CO-WORKERS.

Part A: Formal Company Training (formal training can be classroom instruction alone or combine classroom with supervised on-the-job training)

1. Do you have training specialists or staff?

YES 1
 NO 2 (⇒ PART B)

V2901

2. How many training specialists or staff are there?

NUMBER:

V2902

3. What is their average monthly pay?

TSH:

V2903

5. Was this training aimed at . . .

YES 1
 NO 2

(a) Enhancing skills in sales and marketing, personnel administration, accounting procedures, or methods of purchasing of materials?

V29054

(b) Enhancing technical skills related to repair, maintenance and operation of machinery?

V29055

6. When did you initiate this training program?

YEAR:

V2906

4. In 1995, how many workers in each of the following categories received formal training from these company trainers and for how long?

	New Hires		Other Employees	
	No. Trained	Avg. No. of days of classroom instruction	No. Trained	Avg. No. of days of classroom instruction
V2904 ✓ (a) Non-production workers	900	900	900	900
(b) Skilled production workers	600	600	600	600
(c) Unskilled production workers	600	600	600	600

5. LABOR MARKET QUESTIONNAIRE

16. What is the total monthly amount allocated to each of these spending categories?	Food	Housing Allowance	Clothing	Transportation Allowance	Bonus for Christmas, 13th month bonus or permanent bonus	Bonus for Productivity, Merit or Profitability	Other (SPECIFY: _____)
	TSH/MONTH	TSH/MONTH	TSH/MONTH	TSH/MONTH	TSH/YEAR	TSH/MONTH	TSH/MONTH
	V2816a	165	16c	16c1	16e	16f	V2816g

17. Are any of your employees members of a labor union?

YES 1
 NO 2 (⇒ NEXT SECTION OF THE QUESTIONNAIRE)

18. What fraction?

(%)

V2818

THIS TABLE SHOULD BE USED ONLY FOR NORMAL SEASON, FULL-TIME WORKERS (I.E. THE TOTAL OF THIS TABLE MUST EQUAL THE TOTAL IN THE THICK BOX IN QUESTION 1 ON THE PREVIOUS PAGE). BE SURE TO ASK EXPLICITLY ABOUT SALES WORKERS.

WHEN THIS QUESTION IS ASKED, THE INTERVIEWER SHOULD EXPLAIN EACH OF THE CATEGORIES TO THE RESPONDENT

15. Of your total full-time labor force, how many persons are currently working in each of the following employee/worker categories?

(IF NONE, WRITE ZERO AND GO TO NEXT TYPE)

V2715 mol

1 A manager heads the small manufacturing business of a section of a larger business and, on his/her own behalf or that of the proprietor, plans, directs, and coordinates the activities of the business. Tasks include: planning, making budgetary estimates, negotiating with suppliers and customers, hiring of personnel and managing daily operations.

1 A manager heads the small manufacturing business of a section of a larger business and, on his/her own behalf or that of the proprietor, plans, directs, and coordinates the activities of the business. Tasks include: planning, making budgetary estimates, negotiating with suppliers and customers, hiring of personnel and managing daily operations.

2 A technician applies technical knowledge and principles to identify and solve problems arising in the course of work. He/she organizes maintenance and repair work, and installation of machinery. Supervises workers.

3. Laborers and helpers perform simple and routine tasks that require the use of simple hand-held tools, or they undertake product sorting and simple hand assembling of components. Tasks usually consist of lifting, loading, unloading, washing, polishing, packing by hand, etc.

These workers would include specifically skilled employees, such as carvers for the furniture industry, a masterchef for food processing, or a highly skilled tailor for clothing.

5. LABOR MARKET QUESTIONNAIRE

1. How many persons are working for this firm at the moment?		
Type of workers	Part-time	Full-time
Owners, cooperators or shareholders who do work in the firm	V2601pc	V2601fo
Permanent salaried workers	V2601pp	V2601fp
Fixed-term (or casual) workers	V2601pc	V2601fc
TOTAL	V2601pt	V2601ft

2. How many persons were working full-time for this firm at the end of

(a) 1993?

NUMBER:

V2602q

(b) 1994?

NUMBER:

V2602b

ASK QUESTION 3 FOR ENTREPRENEURIAL FIRMS ONLY. OTHERWISE SKIP TO QUESTION 4.

3. How many workers are relatives of the owner?

NUMBER:

V2603

4. Do you have a peak season?

YES 1
NO 2 (⇒ 8)

V2604

5. How many months does your peak season last?

MONTHS:

V2605

6. How many more workers do you hire during peak season?

Additional Full-time:

V2606a

Additional Part-time:

V2606b

7. Is it your peak season right now?

YES 1
NO 2

V2607

8. How many permanent employees/workers did you hire in 1995?

NO. OF WORKERS:

V2608

9. How many permanent employees/workers did you fire or lay off in 1995?

NO. OF WORKERS:
(If 0, ⇒ 11)

V2609

10. How much severance pay did you have to pay in total to these employees/workers?

NO. OF WORKERS:

V2610

11. How many permanent employees/workers quit or absconded in 1995?

NO. OF WORKERS:

V2611

12. How many employees/workers retired in 1995?

NO. OF WORKERS:

V2612

13. How many permanent employees/workers left because of illness in 1995?

NO. OF WORKERS:

V2613

14. How many employees/workers died in 1995?

NO. OF WORKERS:

V2614

4. TECHNOLOGY QUESTIONNAIRE

Part B: Technological Innovation

28. How much did you pay in total for these services?

TSH:

V2528

ASK QUESTION 17 BELOW ONLY IF THE FIRM DID NOT INTRODUCE ANY NEW PRODUCT OR DID NOT MAKE ANY IMPROVEMENT OR CHANGE REGARDING ITS PRODUCTS, PRODUCTION PROCESSES, ORGANIZATION, OR MARKETING. ELSE, SKIP DIRECTLY TO THE NEXT SECTION OF THE QUESTIONNAIRE.

29. Why haven't you made any changes in your products, production processes, organization or marketing methods in the last three years? (MULTIPLE ANSWERS ALLOWED)

- WE NEVER THOUGHT ABOUT IT 1
- THERE WAS NO NEED TO MAKE ANY CHANGES 2
- WE COULD NOT HAVE FINANCED SUCH CHANGES 3
- WE DID NOT KNOW HOW TO DO SUCH CHANGES 4
- SOME PARTNERS (SHAREHOLDERS/COOPERATORS DID NOT AGREE 5
- OTHER 6

V2529x
V2529y
V2529z

(SPECIFY: V2529x# etc.)

4. TECHNOLOGY QUESTIONNAIRE

Part B: Technological Innovation

19. Who provided these services? (MULTIPLE ANSWERS ALLOWED)

TANZANIAN CUSTOMER 1
FOREIGN CUSTOMER 2
TANZANIAN SUPPLIER 3
FOREIGN SUPPLIER 4
TANZANIAN SERVICE SUPPLIER 5
FOREIGN SERVICE SUPPLIER 6
OTHER (TANZANIA) 7

(SPECIFY: V2419 x #)

OTHER (FOREIGN) 8

(SPECIFY: _____)

20. What did these services consist of? (SPECIFY: V2420)

21. How much did you pay in total for these services?

TSH: _____

V2421

ORGANIZATIONAL OR MARKETING IMPROVEMENTS

22. How many improvements or changes that you consider were *major/significant at the time you made them* did you make in the last three years regarding the organization of your firm (e.g., hierarchical structure, promotional or incentive scheme, computerization, reporting procedures, etc.) or regarding your marketing (e.g., promotional methods, sales force, etc.)?

NB. OF IMPROVEMENTS: _____

V2422

IF 0, => 29. ELSE, ASK QUESTION 23 TO 28 FOR THE LAST IMPROVEMENT

23. What was this last organizational or marketing improvement? (SPECIFY: _____)

V2423

24. Where did the idea to make this improvement/change arise from? (MULTIPLE ANSWERS ALLOWED)

WAS AN ORIGINAL IDEA OF MANAGEMENT 1
TO MATCH WITH LOCALLY PRODUCED
COMPETING PRODUCTS 2
TO MATCH WITH IMPORTS 3
FROM EMPLOYEES 4
FROM TANZANIAN CUSTOMER 5
FROM TANZANIAN SUPPLIER 6
FROM FOREIGN CUSTOMER 7
FROM FOREIGN SUPPLIER 8
OTHER (TANZANIA) 9

(SPECIFY: V2424 x # etc.)

OTHER (FOREIGN) 10

(SPECIFY: _____)

25. Could this improvement/change be carried out entirely *in-house*, and/or did it necessitate services/training from *outside* the firm?

IN-HOUSE ONLY 1 (= 29)
NECESSITATED OUTSIDE HELP 2

V2425

26. Who provided these services? (MULTIPLE ANSWERS ALLOWED)

TANZANIAN CUSTOMER 1
FOREIGN CUSTOMER 2
TANZANIAN SUPPLIER 3
FOREIGN SUPPLIER 4
TANZANIAN SERVICE SUPPLIER 5
FOREIGN SERVICE SUPPLIER 6
OTHER (TANZANIA) 7

(SPECIFY: V2426 x #)

OTHER (FOREIGN) 8

(SPECIFY: _____)

27. What did these services consist of? (SPECIFY: V2427)

4. TECHNOLOGY QUESTIONNAIRE

Part B: Technological Innovation

10. Where did the idea to make this improvement/change arise from?
(MULTIPLE ANSWERS ALLOWED)

WAS AN ORIGINAL IDEA OF MANAGEMENT 1
TO MATCH WITH LOCALLY PRODUCED
COMPETING PRODUCTS 2
TO MATCH WITH IMPORTS 3
FROM EMPLOYEES 4
FROM TANZANIAN CUSTOMER 5
FROM TANZANIAN SUPPLIER 6
FROM FOREIGN CUSTOMER 7
FROM FOREIGN SUPPLIER 8
OTHER (TANZANIA) 9

(SPECIFY: V2310x#)

OTHER (FOREIGN) 10

(SPECIFY: _____)

V2310x

11. Could this improvement/change be carried out entirely in-house, and/or did it necessitate services/training from outside the firm?

IN-HOUSE ONLY 1 (⇒ 15)
NECESSITATED OUTSIDE HELP 2

V2311

12. Who provided these services? (MULTIPLE ANSWERS ALLOWED)

TANZANIAN CUSTOMER 1
FOREIGN CUSTOMER 2
TANZANIAN SUPPLIER 3
FOREIGN SUPPLIER 4
TANZANIAN SERVICE SUPPLIER 5
FOREIGN SERVICE SUPPLIER 6
OTHER (TANZANIA) 7

V2312x

(SPECIFY: V2312x#)

OTHER (FOREIGN) 8

(SPECIFY: _____)

13. What did these services consist of? (SPECIFY: V2313)

14. How much did you pay in total for these services?

TSH:

V2314

15. How many improvements or changes in your production methods/processes did you make in the last three years that you consider were *major/significant at the time you made them*?

NB. OF IMPROVEMENTS:

V2315

- IF 0, ⇒ 22. ELSE, ASK QUESTION 16 TO 21 FOR THE LAST PROCESS IMPROVEMENT

16. What was this last production process improvement/change? (SPECIFY: V2316)

V2316

17. Where did the idea to make this improvement/change arise from? (MULTIPLE ANSWERS ALLOWED)

WAS AN ORIGINAL IDEA OF MANAGEMENT 1
TO MATCH WITH LOCALLY PRODUCED
COMPETING PRODUCTS 2
TO MATCH WITH IMPORTS 3
FROM EMPLOYEES 4
FROM TANZANIAN CUSTOMER 5
FROM TANZANIAN SUPPLIER 6
FROM FOREIGN CUSTOMER 7
FROM FOREIGN SUPPLIER 8
OTHER (TANZANIA) 9

V2317x

V2317y

V2317z

(SPECIFY: V2317x#, V2317y#, V2317z#)

OTHER (FOREIGN) 10

(SPECIFY: _____)

18. Could this improvement/change be carried out entirely in-house, and/or did it necessitate services/training from outside the firm?

IN-HOUSE ONLY 1 (⇒ 22)
NECESSITATED OUTSIDE HELP 2

V2318

4. TECHNOLOGY QUESTIONNAIRE

Part B: Technological Innovation

INTRODUCTION OF NEW PRODUCTS OR DESIGNS

1. How many products or designs did you introduce in the last three years that **you** consider were *totally new* at the time of their introduction?

NB. OF NEW PRODUCTS:

V2201

IF 0, ⇒ 8. ELSE, ASK QUESTION 2 TO 7 FOR THE LAST PRODUCT OR DESIGN ADDITION

2. What was this last new product or design? (SPECIFY: V2202

3. Where did the idea to introduce this new product or design arise from? (MULTIPLE ANSWERS ALLOWED)

WAS AN ORIGINAL IDEA OF MANAGEMENT 1
TO MATCH WITH LOCALLY PRODUCED
COMPETING PRODUCTS 2
TO MATCH WITH IMPORTS 3
FROM EMPLOYEES 4
FROM TANZANIAN CUSTOMER 5
FROM TANZANIAN SUPPLIER 6
FROM FOREIGN CUSTOMER 7
FROM FOREIGN SUPPLIER 8
OTHER (TANZANIA) 9

V2203X
V2203Y
V2203Z

(SPECIFY: V2203X# V2203Y#
OTHER (FOREIGN) 10

(SPECIFY:)

4. Could the introduction of this new product or design be carried out entirely in-house, and/or did it necessitate services/training from outside the firm?

IN-HOUSE ONLY 1 (⇒ 8)
NECESSITATED OUTSIDE HELP 2

V2204

5. Who provided these services? (MULTIPLE ANSWERS ALLOWED)

TANZANIAN CUSTOMER 1
FOREIGN CUSTOMER 2
TANZANIAN SUPPLIER 3
FOREIGN SUPPLIER 4
TANZANIAN SERVICE SUPPLIER 5
FOREIGN SERVICE SUPPLIER 6
OTHER (TANZANIA) 7

V2205X

(SPECIFY: V2205X#

OTHER (FOREIGN) 8

(SPECIFY:)

6. What did these services consist of? (SPECIFY: V2206

7. How much did you pay in total for these services?

TSH: V2207

PRODUCT OR DESIGN IMPROVEMENTS

8. How many improvements or changes in your existing products or designs did you make in the last three years that **you** consider were *major/significant* at the time you made them?

NB. OF IMPROVEMENTS: V2208

IF 0, ⇒ 15. ELSE, ASK QUESTION 9 TO 14 FOR THE LAST PRODUCT IMPROVEMENT

9. What was this last product or design improvement/change? (SPECIFY: V2209

V2209

4. TECHNOLOGY QUESTIONNAIRE

Part A: Technology Acquisition

CHECK ON THE FIRM FACT SHEET: IF THE GENERAL MANAGER AND THE PRODUCTION MANAGER ARE THE SAME PERSONS YOU INTERVIEWED LAST YEAR, SKIP QUESTIONS 1-3 AND GO TO QUESTION 4.

FOR THE GENERAL MANAGER AND THE PRODUCTION OR PLANT MANAGER, ASK QUESTIONS 1 TO 3.	1. How many years in the present business	2. Highest completed level of education?	3. Nationality?
1. General manager	1	NONE PRIMARY (ST 1-4, 17 AFTER 1964)..... 1 MIDDLE SCHOOL (ST 5-6, ONLY BEFORE 1964)..... 2 SECONDARY (O LEVEL, FO 1-4)..... 3 SECONDARY (A LEVEL, FO 5-6)..... 4 VOCATIONAL..... 5 TECHNICAL/POLYTECH. COLL..... 6 PROFESSIONAL..... 7 UNIVERSITY, NON-TECHNICAL..... 8 UNIVERSITY, TECHNICAL..... 9 POSTGRADUATE (DOMESTIC)..... 10 POSTGRADUATE (ABROAD)..... 11 12	LOCAL..... 1 OTHER..... 2
2. Production or plant manager	2	V2102212	V210311

CHECK WITH THE RESPONDENT THE INFORMATION ON THE FIRM FACT SHEET AND FILL QUESTIONS 4-6 BELOW.

4. In 1993 or 1994 (LOOK AT FIRM FACT SHEET) had the firm any...

YES 1
NO 2

(a) expatriates?

V21049

(b) foreign licenses?

V21045

(c) foreign technical assistance contract?

V2104c

5. How many expatriates do you currently employ?

NO. OF EXPATRIATES:
(IF 0, => 7)

V2105

6. In what capacity? (MULTIPLE ANSWERS ALLOWED)

MANAGERIAL..... 1
TECHNICAL..... 2
ADMINISTRATIVE..... 3
OPERATIVE..... 4
OTHER (EXPLAIN)..... 5

V2106x, V2106y, V2106z

7. Have you dropped or added any foreign licenses in the last year?

DROPPED..... 1
NO CHANGE..... 2
ADDED..... 3

V2107

8. How much did you spend on royalties and fees for foreign licenses last year?

TSH 1
USD 2
OTHER 3
(SPECIFY: V2108c#)

V2108c

AMOUNT:

V21089

9. Have you signed or terminated any foreign technical assistance contract in the last year?

DROPPED 1
ADDED 2
NO CHANGE 3

V2109

10. How much did you spend on foreign technical assistance last year?

TSH 1
USD 2
OTHER 3
(SPECIFY: V2110c#)

V2110c

CURRENCY:

AMOUNT:

V21109

3. COMPETITION QUESTIONNAIRE

16. On average, by how much, in percentage, are your prices lower than those of your competitors?

(%)

V1916

17. Are your unit costs of production the same as those of your competitors?

NO, LOWER 1 (⇒ 19)
YES 2
NO, HIGHER 3

V2017

18. Do you sell so much more than your competitors that it compensates for the loss in unit price?

YES 1
NO 2

V2018

⇒ IF NONE OF THE TWO COMPETITIVE ADVANTAGES WAS 2 (BETTER PRODUCT QUALITY) IN QUESTION 15 ON THE PREVIOUS PAGE, SKIP TO QUESTION 21.

19. Why is the quality of your products better than that of your competitors?

BETTER RAW MATERIALS 1
BETTER MACHINES 2
BETTER SKILLS OF THE LABOR FORCE 3
OTHER 4

V2019

(SPECIFY: V2019#)

⇒ IF THE TWO COMPETITIVE ADVANTAGES IN QUESTION 15 ON THE PREVIOUS PAGE WERE NOT 1 AND 2, SKIP TO QUESTION 21.

20. Why do you sell at a lower price than that of your competitors if your quality is better?
EXPLAIN: V2020

21. If you could lower your unit selling price by 10%, how many more units, in percentage, do you think you could sell?

0% 0
1 TO 10% 1
11 TO 20% 2
21 TO 50% 3
MORE THAN 50% 4

V2021

3. COMPETITION QUESTIONNAIRE

10. Did any previously important competitors exit the market *within the last year*?

YES 1
NO 2 (⇒ 12)

V1810

11. How many were ...

NONE 0
ONE 1
2-5 2
6-9 3
MORE THAN 10 4

(a) smaller?

V1911a

(b) roughly of the same size?

V1911b

(c) larger?

V1911c

12. What percentage of your total domestic sales is accounted for by your most important client?

Less than 5 percent 1
5-10 percent 2
11-25 percent 3
26-50 percent 4
51-99 percent 5
100 percent 6

V1912

13. What percentage of your domestic sales is sold in the following regions (a rough estimate is enough)?

(a) Dar es Salaam/Coast

V1913a

(b) Morogoro

V1913b

(c) Tanga

V1913c

(d) Arusha/Kilimanjaro

V1913d

(e) Mwanza/Shinyanga/Kagera/Mara

V1913e

(f) Iringa/Mbeya

V1913f

(g) Other

(SPECIFY: V1913g#)

V1913g

MAKE SURE THAT QUESTION 13 ABOVE ADDS UP TO 100%

14. What percentage of the sales in your own region is sold in the same town as where your firm is located?

Less than 5 percent 1
5-10 percent 2
11-25 percent 3
26-50 percent 4
51-99 percent 5
100 percent 6

V1914

⇒ IF ANSWER TO QUESTION 8 ON THE PREVIOUS PAGE WAS 0 (I.E., CURRENTLY NO COMPETITORS), SKIP TO QUESTION 21.

15. What are your two main competitive advantages over your most important competitors?

LOWER PRODUCT PRICES 1
HIGHER QUALITY PRODUCTS 2
LOWER INPUT PRICES 3
DIFFERENTIATED PRODUCTS 4
BETTER PRODUCT REPUTATION 5
WELL-ESTABLISHED RELATIONS WITH REGULAR CLIENTS 6
BETTER LOCATION 7
MORE RELIABLE SUPPLIERS 8
BETTER DISTRIBUTION NETWORK 9
BETTER FINANCIAL SITUATION 10
BETTER ACCESS TO / COST OF CREDIT 11
FEWER PROBLEMS WITH REGULATIONS 12
MORE EFFECTIVE ADVERTISING 13
MORE EFFECTIVE SALES PERSONNEL 14
BETTER AFTER-SALE SERVICE 15
NONE 16
OTHER 17

Primary advantage

V19151

Secondary advantage

V19152

(SPECIFY: V19151#, V19152#)

⇒ IF NONE OF THE TWO COMPETITIVE ADVANTAGES WAS 1 OR 2 IN QUESTION 15 ABOVE, SKIP TO QUESTION 21.

⇒ IF NONE OF THE TWO COMPETITIVE ADVANTAGES WAS 1 (LOWER PRODUCT PRICE) IN QUESTION 15 ABOVE, SKIP TO QUESTION 19.

3. COMPETITION QUESTIONNAIRE

THESE QUESTIONS APPLY TO THE FIRMS DOMESTIC SALES ONLY

1. Indicate how important the following factors are for the way you set your prices using the following scale:

Not important 1
Somewhat important 2
Very important 3

(a) Cost of finance, raw materials, and utilities	V18014
(b) To compete with other firms producing domestically	V18015
(c) To compete with imports	V18016

⇒ IF THE ANSWERS TO QUESTION 1 (b) AND (c) ARE BOTH 1 (I.E., NOT IMPORTANT), SKIP TO QUESTION 3.

2. The last time you had to adjust your prices down to those of competition, how did you concretely do that? (MULTIPLE ANSWERS ALLOWED)

REDUCED MARK-UP 1 V18021
REDUCED DIRECT COSTS 2 V18022
REDUCED INDIRECT COSTS 3 V18023

(FOR ANSWERS 2 AND 3, WHAT SPECIFIC COSTS?)

V180214, V180224, V180234

3. Have you ever had any implicit or explicit agreement with one or several of your competitors to adjust or coordinate your prices or quantities produced?

YES 1
NO 2 (⇒ 6)

V1803

4. Do you have such an implicit or explicit agreement at the moment?

YES 1
NO 2 (⇒ 6)

V1804

5. Does it concern...

prices? 1
quantities? 2

V1805

6. Approximately, how many competitors are there at the moment for your principal product or product range?

NONE 0 (⇒ 10)
ONE 1
2-5 2
6-9 3
MORE THAN 10 4

V1806

7. What is your market share, i.e., what percentage of the total industry output (i.e., in the whole Tanzania) for this product is produced by you?

Less than 5 percent 1
5-10 percent 2
11-25 percent 3
26-50 percent 4
51-99 percent 5
100 percent 6

V1807

8. Out of your current competitors, did any of them enter the market within the last year?

YES 1
NO 2 (⇒ 10)

V1808

9. Of these, how many are...

NONE 0
ONE 1
2-5 2
6-9 3
MORE THAN 10 4

- (a) smaller?

V1809a

- (b) roughly of the same size?

V1809b

- (c) larger?

V1809c

2. GENERAL FIRM QUESTIONNAIRE

61. What proportion/fraction of your domestic sales do you sell through the following marketing channels?

- | | |
|---|--|
| (a) Retailer or wholesaler, private | (%) V17619 |
| (b) Retailer or wholesaler, public | (%) |
| (c) Other manufacturer, for use as an input | (%) |
| (d) End user, private | (%) |
| (e) End user, public | (%) 15 |
| (f) Other | (%) |

(SPECIFY: _____)

MAKE SURE THAT QUESTION 61 ABOVE ADDS UP TO 100%

62. Do you export your products?

YES 1
NO 2 (⇒ 66)

V1762

63. What percent of your output is exported?

(%)

V1763

64. Of this exported output, what percent is sold ..

(a) within Africa?

(%)

V1764a

(b) outside Africa

(%)

V1764b

MAKE SURE THAT QUESTION 64 ABOVE ADDS UP TO 100%

65. What proportion/fraction of your exports are sold through the following marketing channels?

- | | |
|---------------------------------------|--|
| (a) Direct to foreign buyer | (%) V1765a |
| (b) Through government trading agency | (%) V1765b |
| (c) Through private trading agency | (%) V1765c |
| (d) Other | (%) V1765d |

(SPECIFY: _____)

MAKE SURE THAT QUESTION 65 ABOVE ADDS UP TO 100%

66. Have you added any manufacturing locations in the last year?

Yes 1
No 2

V1766

67. Have you added any sales, distribution or administrative offices located separately from plants in the last year?

Yes 1
No 2

V1767

2. GENERAL FIRM QUESTIONNAIRE

FOR FIRMS THAT DON'T HAVE AGGREGATE FIGURES, FIRST ASK QUESTIONS 56-57; FOR FIRMS THAT HAVE AGGREGATE FIGURES, ASK QUESTION 55, THEN SKIP TO QUESTION 58.

55. What is the estimated ...

Land and Buildings?		Equipment?
Total current replacement value of your ... (new, similar)	V1655r2	V1655rr2
Sale value of your ...	V1655sr2	V1655ssr2

FOR SMALL FIRMS, ASK QUESTIONS 56-57 TO GET INFORMATION ON INDIVIDUAL ITEMS OF LAND, BUILDINGS AND EQUIPMENT SO THAT YOU CAN CALCULATE TOTALS AND THEN FILL UP QUESTION 55 ABOVE:

LIST THE FIRM'S MAJOR PIECES OF LAND, BUILDINGS, AND EQUIPMENT AND ASK:	56. What would it cost to replace item No. [..]?	57. How much could you sell item No. [..]?
Land		
Building		
Equipment 1		
Equipment 2		
Equipment 3		
Remaining items		
Total		

DON'T FORGET TO FILL UP QUESTION 55 ABOVE!

58. What is your usual mode of operation?

- One-shift 1
Two-shift 2
Three-shift 3
Other 4

V1658

(Specify: _____)

59(a). In this mode, what is your actual production (in number of units)?

UNITS:

V1659a

In this mode, what is your current production capacity (in number of units)? (or how much could you produce if you had enough orders and all inputs without more equipment?)

UNITS:

V1659b

⇒ IF THE FIRM RUNS AT FULL CAPACITY (I.E., 59(a) = 59(b)), SKIP TO QUESTION 61.

60. Please rank the following obstacles to capacity utilization using the following scale:

- Not an obstacle 1
Moderate obstacle 2
Severe obstacle 3

(a) Shortage of local raw materials and intermediate inputs

V1660a

(b) Shortage of imported raw materials and intermediate inputs

(c) Shortage of skilled labor

(d) Equipment breakdowns

(e) Lack of working capital

(f) Lack of demand

(g) Other (SPECIFY: _____)

2. GENERAL FIRM QUESTIONNAIRE

(m) External cleaning services

TSH:

V1443m

44. Are there any other important cost items we have not already asked? If so, please tell us what they are and the amounts you spent on them in the last [PERIOD]:

Cost Item	TSH
1.	
2.	
3. ADOL	
4.	
5.	

45. What were your gross profits last [PERIOD]?
(before depreciation and tax)

TSH:

V1545

⇒ IF THE FIRM MADE A PROFIT, SKIP TO QUESTION 47.

46. What were the three main sources, by decreasing degree of importance, for financing/covering this loss?

#1:

V1546

Bank loan.....1
Bank overdraft.....2
Supplier credit.....3
Loans from friends and relatives.....4
Your own money.....5
Sales of equipment.....6
Savings of the firm from previous periods.....7
New shareholders' capital.....8
Other.....9

#2:

#3:

(Specify: _____)

47. What was the value of depreciation last [PERIOD]?

TSH:

V1547

48. What were your dividend payments last [PERIOD]?

TSH:

V1548

49. How much company tax did you pay last [PERIOD]?

Central Government

TSH:

V1549

50. How much sales or value-added tax (outgoing) did you pay last [PERIOD]?

Central Government

TSH:

V1550

51. How much excise tax did you pay last [PERIOD]?
(IF YOU CANNOT GET ANNUAL FIGURES THEN GET MONTHLY FIGURES)

Central Government

V1551

per

V15510

(time unit)

52. What amount is paid per year in Local Authorities service charges?

Local Authorities

TSH:

V1552

53. What was the total import duty (including surtax) paid last [PERIOD] on:

Imported Capital Equipment

TSH:

V1553CE

Imported inputs

TSH:

V1553E

54. What tax exemptions did you receive from the government tax authorities through or from the Investment Code or other mechanisms in the last [PERIOD]?

Category (SPECIFY)	Amount
1. V1554 R1C	R1A
2. V1554 R2C	R2A
3. R3C	R3A
4. R4C	R4A
5. R5C	R5A

2. GENERAL FIRM QUESTIONNAIRE

35. What was the value of your finished goods inventory at the beginning of the last [PERIOD]?

TSH:

11435

36. What was the value of your finished goods inventory at the end of the last [PERIOD]?

TSH:

11436

37. What accounting method do you use to value inventories?

- Periodic..... 1
FIFO (First in, first out)..... 2
LIFO (Last in, First out)..... 3
Weighted Average..... 4
Other..... 5

11437

(SPECIFY:

11437#

38. What was the total cost of raw materials used, excluding energy, last [PERIOD]?

TSH:

11438

39. What proportion of your raw materials was sourced from businesses you own?

(a) from businesses located in Tanzania?

(%)

11439

(b) from businesses located abroad?

(%)

11439b

40. What proportion of your raw materials were bought on the market?:

(a) from Tanzanian manufacturers?

(%)

11440

(b) from Tanzanian firms importing the raw material?

(%)

11440b

(c) directly imported by you?

(%)

11440c

MAKE SURE THAT, TOGETHER, QUESTIONS 39 AND 40 ADD UP TO 100%.

41. What was your total wage bill last [PERIOD], excluding all allowances, benefits and social charges?

TSH:

11441

42. What was the total labor cost last period, including wages and all allowances, benefits, and social charges?

TSH:

11442

43. What were the indirect costs of your business, e.g., rent and utilities, in the last [PERIOD]?

(a) Rent

TSH:

11443a

(b) Electricity

TSH:

11443b

(c) Water

TSH:

(d) Telephone

TSH:

(e) Liquid fuel (excluding electricity)

TSH:

(f) Solid fuel and gas

TSH:

(g) Transportation costs (other than for fuel)

TSH:

(h) Security (other than that included in the wage bill)

TSH:

(i) Maintenance and repair

TSH:

(j) Promotion and advertising

TSH:

(k) Total interest payments

TSH:

(l) External accountants

TSH:

11443e

2. GENERAL FIRM QUESTIONNAIRE

COPY THE LIST FROM QUESTION 20 INTO THE BOXES BELOW		23. V1323				24. V1324				25. V1325			
		What was the value of the purchases of [INPUT] ...				In terms of <i>units</i> , what percentage of [INPUT] was imported ...				In terms of <i>total value</i> , what percentage of [INPUT] was imported ...			
		TSH				PERCENT				PERCENT			
		In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?	In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?	In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?			
1.	NONE V1323r1	r15	r14	r13	r15	r14	r13	r15	r14	r13			
2.	"	1	1	1	1	1	1	1	1	1			
3.	"												
4.	"												
5.	V1323r5	r58	r54	r53	r55	r54	r53	r55	r54	r53			

NOTE THAT, FROM HERE ON, MOST OF THE FOLLOWING QUESTIONS REFER AGAIN TO (PERIOD)

Production Sector Activity

26. What was the value of output last [PERIOD]? (SHOULD BE VALUED AT THE CURRENT MARKET PRICE)

TSH:

V1326

31. What was the value of the inventories of your raw materials at the beginning of the last [PERIOD]? TSH:

V1331

27. What was the value of sales of manufactures last [PERIOD]? TSH:

V1327

32. What was the value of the inventories of your raw materials at the end of the last [PERIOD]? TSH:

V1332

28. What was your income from trading (value of sales), if any, last [PERIOD]? TSH:

V1328

33. What was the value of your work in progress inventory at the beginning of the last [PERIOD]? TSH:

V1333

29. What was your income from services (value of sales), if any, last [PERIOD]? TSH:

V1329

34. What was the value of your work in progress inventory at the end of the last [PERIOD]? TSH:

V1334

30. If you had any additional income or other returns such as subsidies, etc., what was that income last [PERIOD]? TSH:

V1330

2. GENERAL FIRM QUESTIONNAIRE

COPY THE LIST FROM QUESTION 14 INTO THE BOXES BELOW

	17. What was the <i>value</i> of the sales of [PRODUCT] ...	18. In terms of <i>units</i> , what percentage of [PRODUCT] was exported ...					19. In terms of <i>total value</i> , what percentage of [PRODUCT] was exported ...									
		TSH					PERCENT					PERCENT				
		In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?	In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?	In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?						
1. V1217r1		r14	r13	r15	r14	r13	r15	r14	r13							
2. V1217r2	r25	r24	r23													
3. V1217r3	r35	r34	r33													
4. V1217r4	r45	r44	r43													
5. V1217r5	r55	r54	r43	r55	r54	r53	r55	r54	r53							

V1218 V1218 V1218 V1219 V1219 V1219

MAJOR INPUTS ARE HERE UNDERSTOOD AS ENCOMPASSING ALL INPUTS IN THE PRODUCTION PROCESS (FOR INSTANCE, FOR A SMALL WOODEN FURNITURE MANUFACTURER, THIS WOULD OF COURSE INCLUDE WOOD PURCHASES, BUT ALSO THE PURCHASES OF GLUE, NAILS, ETC.).

ASK QUESTIONS 20-25 ABOUT THE FIRM'S MAJOR INPUTS.

20. What are your firm's five most important <i>production</i> inputs?	21. What proportion of your firm's total purchases (<i>value</i>) did [INPUT] represent...?	22. What <i>quantity</i> of [INPUT] did you purchase ...?											
		PERCENT			In 1995 (1994/95)?			In 1994 (1993/94)?			In 1993 (1992/93)?		
		In 1995 (1994/95)?	In 1994 (1993/94)?	In 1993 (1992/93)?	Quantity	Unit Used (Kilos, Dozens, etc.)	Quantity	Unit Used (Kilos, Dozens, etc.)	Quantity	Unit Used (Kilos, Dozens, etc.)			
1. V1220r1	r15	r14	r13	Q51	U51	Q41	U41	Q31	U31				
2. V1220r2	r25												
3. V1220r3	r35												
4. V1220r4	r45												
5. V1220r5	r55	r54	r53	Q55	U55	Q45	U45	Q35	U35				

2. GENERAL FIRM QUESTIONNAIRE

- 三三三

13. Have you added, eliminated or changed any of the firm's products since our visit last year? (MULTIPLE ANSWERS ALLOWED)

1
2

ELIMINATED	3
CHANGED	4

1
2
3
4

VIII 3 X #

V1113x
V1113y
V1113z

- V1112

ASK QUESTIONS 14-19 ABOUT THE FIRM'S MAJOR PRODUCTS. NOTE FOR THESE QUESTIONS: TRY TO AGGREGATE PRODUCTS. WE DON'T NEED RED SHIRTS AND BLUE SHIRTS, JUST SHIRTS. WE ARE TRYING TO GET A SENSE HERE OF HOW DIVERSIFIED THE FIRM IS.

V1116Q31-Q35

2. GENERAL FIRM QUESTIONNAIRE

1. Does your firm keep accounts on an annual basis?

Yes 1
No 2 (⇒ 3)

V10001

2. Is information on the inputs and outputs related to your production process available for your last completed fiscal year?

Yes 1 (⇒ 4, AND NOTE THAT IN THE FOLLOWING QUESTIONS [PERIOD] WILL REFER TO THE FISCAL YEAR)
No 2

V10002

3. What is both the easiest and the latest time period for you to use in discussing the inputs and outputs related to your production process?

1 YEAR 1
6 MONTHS 2
1 MONTH 3
2 WEEKS 4
1 WEEK 5
OTHER 6
(SPECIFY V10003#)

V10003

4. What are the beginning and ending dates of this [PERIOD] that we will now use for our discussion?

Beginning Date:

Ending Date:

V10004

IMPORTANT NOTES FOR THE INTERVIEWERS

A number of questions in this section do not refer to the [PERIOD] that was just defined but to YEARS (e.g., 1993, 1994, 1995). Such questions are indicated by the following symbol: ➡ (roughly, question 5 to 25). Yet depending on [PERIOD], please note the following:

- If [PERIOD] = one calendar year (e.g., from January 1 to December 31, 1994), then there is no particular problem: just read these questions as they are written;
- If [PERIOD] = one year, but not a calendar year (e.g., from July 1, 1993, to June 30, 1994), then '1993' should be read '1992/1993', '1994' should be read '1993/1994', etc. (as always indicated between brackets) so as to match with [PERIOD];
- If [PERIOD] = less than a year (e.g., 6 months, 1 week), you must work out yearly responses on the basis of the available information.

Moreover, for the questions that do refer to [PERIOD] (question 6 and 26 onwards), remember that in order to ensure for consistency you should always mention [PERIOD] in full when reading the questions: for instance, if [PERIOD] is '6 months', from July 1, 1995 to December 31, 1995, replace [PERIOD] in the following questions by 'the 6 months from July to December 1995'.

➡ 5. What were your firm's ANNUAL sales of manufacture in...

(a) 1993 (1992/93)?

TSH:

V10054

(b) 1994 (1993/94)?

TSH:

V10055

➡ 6. Can the last [PERIOD] be considered as an average period?

YES 1
NO, BELOW AVERAGE 2
NO, ABOVE AVERAGE 3

V10006

(IF NO, SPECIFY WHY NOT

V10006#

➡ 7. How would you compare the profit rate in 1995 (1994/95) to that of 1994 (1993/94)?

HIGHER 1
LOWER 2
THE SAME 3 (⇒ 9)

V10007

IN CASE THE FIRM MADE LOSSES DURING BOTH PERIODS, NOTE THE FOLLOWING: FROM A LOSS TO A GREATER LOSS SHOULD BE CODED 'LOWER' [?], AND FROM A LOSS TO A SMALLER LOSS SHOULD BE CODED 'HIGHER' [?].

➡ 8. By what percentage did the profit rate change?

PERCENT:

V10008

➡ 9. How would you compare the value of total manufactured sales (price x quantity) in 1995 (1994/95) to that of 1994 (1993/94)?

HIGHER 1
LOWER 2
THE SAME 3 (⇒ 11)

V10009

➡ 10. By what percentage did the value of total manufactured sales change?

PERCENT:

V10010

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part C: Additional Questions for Owners Interviewed Previously

7. Did you start any other business in 1995?

YES 1
NO 2

V0907

8. Did you acquire any other business in 1995?

YES 1
NO 2

V0908

IF THE ANSWER TO EITHER QUESTION 7 OR 8 WAS YES, THEN ANSWER THE QUESTIONS 9 AND 10. OTHERWISE, SKIP TO QUESTION 11.

9. Are any of the businesses that you started or acquired in 1995 in the same line as this firm?

YES 1
NO 2

V0909

10. Did this firm receive inputs from, or supply inputs to, any of the businesses that you started or acquired in 1995?

YES 1
NO 2

V0910

IF YES, SPECIFY IN DETAIL: V0910#

12. What was the form of exit?

CLOSED IT 1
SOLD IT 2
OTHER 3

V0912

13. Why did you exit this business?

LACK OF DEMAND 1
LIQUIDITY PROBLEMS 2
COMPETITION FROM IMPORTS 3
UNAVAILABILITY OF RAW MATERIALS 4
PRICE OF RAW MATERIALS 5
OTHER 6

V0913

(SPECIFY: V0913#)

11. Did you exit any other business this year?

YES 1
NO 2 (⇒ NEXT SECTION)

V0911

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part C: Additional Questions for Owners Interviewed Previously

ASK THE QUESTIONS IN PART C ONLY TO OWNERS WHO WERE INTERVIEWED LAST YEAR. IF THIS IS THE FIRST TIME THIS OWNER HAS BEEN INTERVIEWED (AND PART B HAS BEEN COMPLETED THIS YEAR), THEN SKIP TO THE NEXT SECTION OF THE QUESTIONNAIRE.

	1. Have you received training in 1995 from []? YES 1 NO 2 (⇒ NEXT INSTITUTION)	2. Name of the Course? (e.g., USAID Financial Management Training Course)	3. How long did this training last? MONTHS (MULTIPLE ANSWERS ALLOWED)	4. Of what did this training consist? MANAGEMENT 1 TECHNICAL 2 ACCOUNTING 3 OTHER (SPECIFY) 4 (MULTIPLE ANSWERS ALLOWED)	5. Was this training local or overseas? LOCAL 1 OVERSEAS 2
1. Government?	V080111	V080211			
2. Donor?	V080112	V080212			
3. Foreign firm?					
4. Local firm?					
5. N.G.O.?					
6. Military Training					
7. Other? (SPECIFY: _____)					

6. Have you acquired any of the following in 1995?

YES 1
NO 2

(a) a house backed by title?

V080611

(c) a farm?

V080611

(b) a motor vehicle?

V080611

(d) other real estate?

V080611

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part B: Personal History of the Owner

27. Was this other firm foreign owned or foreign managed?

YES 1
NO 2

NO727

30. Does this firm receive inputs from, or supply inputs to, any of your other businesses?

YES 1
NO 2

28. Do you currently own any other businesses?

YES 1
NO 2 (⇒ 31)

NO728

IF YES, SPECIFY IN DETAIL:

29. Are any of your other businesses in the same sector as this firm?

YES 1
NO 2

NO729

31. Excluding your current businesses, have you ever owned any other business?

YES 1
NO 2
(⇒ SKIP PART C AND GO DIRECTLY TO THE NEXT SECTION)

32. Name the type of business	33. How long were you in that business? YEARS	34. What was the form of exit? CLOSED IT 1 SOLD IT 2 OTHER (SPECIFY) 3	35. Why did you exit this business? LACK OF DEMAND 1 FINANCIAL CONSTRAINTS 2 COMPETITION FROM IMPORTS 3 UNAVAILABILITY OF RAW MATERIALS 4 PRICE OF RAW MATERIALS 5 OTHER (SPECIFY) 6
1.			
2.			
3.			

SKIP PART C AND GO DIRECTLY TO THE NEXT SECTION

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part B: Personal History of the Owner

20. Do you own any of the following?

YES 1
NO 2

(a) a house backed by title?

V0620a

(b) a motor vehicle?

V0620b

(c) a farm?

V0620c

(d) other real estate (e.g., land)?

V0620d

21. Did you establish this business?

YES 1 (⇒ 23)
NO 2

V0621

22. How did you acquire this business?

BOUGHT IT 1
INHERITED IT 2
OTHER 3

V0622

(SPECIFY: _____)

23. Did you have previous experience in this industry?

YES 1
NO 2 (⇒ 26)

V0623

24. What form did this experience take?

YES 1
NO 2

(a) Did you work for this firm?

V0624a

(b) Did you work for another firm?

(c) Were your parents in this business?

(d) Did you work and learn at home?

(e) Were you self-employed?

(f) Other?

(SPECIFY: _____)

25. How many years of experience did you have in this industry prior to acquiring this business?

YEARS: _____

V0625

26. What were you doing immediately prior to acquiring this business?

UNEMPLOYED 1 (⇒ 26)
WORKING FOR THIS FIRM 2 (⇒ 26)
WORKING IN A FIRM IN THIS INDUSTRY 3
SELF-EMPLOYMENT/BUSINESS OWNERSHIP 4
APPRENTICESHIP/SCHOOLING 5 (⇒ 26)
CIVIL SERVANT/GOVERNMENT WORK/PUBLIC SERVICE 6 (⇒ 26)
MILITARY SERVICE 7 (⇒ 26)
OTHER 8 (⇒ 26)
9 (⇒ 26)

(SPECIFY: _____)

V0626

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part B: Personal History of the Owner

10. What year did you leave school/vocational program/university?

YEAR:

V0510

11. What did you study at the university?
(SKIP TO 12 IF THE OWNER DID NOT ATTEND UNIVERSITY)

HUMANITIES.....1
SCIENCES.....2
ENGINEERING.....3
MEDICAL.....4
LAW.....5
OTHER.....6
(SPECIFY _____)

V0511

12. Were you an apprentice?

YES.....1
NO.....2

(⇒ 14)

V0512

13. Were you an apprentice in your firm's field?

YES.....1
NO.....2

V0513

	14. Have you ever received training from [...]?	15. Name of the Course? (e.g. USAID Financial Management Training Course)	16. How long did this training last? MONTHS (MULTIPLE ANSWERS ALLOWED)	17. When did you take this training? YEAR	18. Of what did this training consist? MANAGEMENT.....1 TECHNICAL.....2 ACCOUNTING.....3 OTHER.....4 (SPECIFY) (MULTIPLE ANSWERS ALLOWED)	19. Was this training local or overseas? LOCAL.....1 OVERSEAS.....2
1. Government?	V0514r1	V0515r1				
2. Donor?	V0514r2					
3. Foreign firm?	V0514r3					
4. Local firm?	V0514r4					
5. N.G.O.?	V0514r5					
6. Military Training	V0514r6					
7. Other? (SPECIFY: _____)	V0514r7					

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part B: Personal History of the Owner

1. IF YOU INTERVIEWED THE OWNER IN WAVE I OR II OF THE SURVEY AND THE OWNER IS STILL THE SAME PERSON, SKIP TO PART C OF THIS QUESTIONNAIRE. OTHERWISE, TRY TO INTERVIEW THE OWNER DURING THIS WAVE.
2. THESE QUESTIONS ARE TO BE ANSWERED BY THE OWNER OF THE FIRM. IN THE CASE OF A COOPERATIVE, THESE QUESTIONS SHOULD BE ASKED OF THE CHAIRMAN OF THE COOPERATIVE.
3. IF THE OWNER IS NOT AVAILABLE, TRY TO MAKE AN APPOINTMENT WITH THE OWNER/CHAIRMAN LATER TO ASK THESE QUESTIONS. IF YOU CANNOT SEE THE OWNER/CHAIRMAN, OR IF THE FIRM IS A FOREIGN OWNED OR PUBLIC ENTERPRISE, SKIP THIS SECTION AND PART C.

1. Gender

MALE.....1
FEMALE.....2

V0401

2. How old are you?

YEARS:

V0402

3. Were you born in this town?

YES.....1 (=5)
NO.....2

V0403

4. How long have you lived here?

YEARS:

V0404

5. What was the main occupation of your father?

OWN BUSINESS, MANUFACTURING.....1
OWN BUSINESS, TRADING.....2
OWN BUSINESS, FARMING.....3
EMPLOYEE, PUBLIC SECTOR ENTERPRISE.....4
EMPLOYEE, GOVERNMENT ADMINISTRATION.....5
EMPLOYEE, PRIVATE SECTOR ENTERPRISE.....6
TEACHER.....7
OTHER.....8

(SPECIFY: V0405 #

6. What was the main occupation of your mother?

OWN BUSINESS, MANUFACTURING.....1
OWN BUSINESS, TRADING.....2
OWN BUSINESS, FARMING.....3
EMPLOYEE, PUBLIC SECTOR ENTERPRISE.....4
EMPLOYEE, GOVERNMENT ADMINISTRATION.....5
EMPLOYEE, PRIVATE SECTOR ENTERPRISE.....6
TEACHER.....7
HOUSEWIFE.....8
OTHER.....9

(SPECIFY: V0406 #

V0406

7. Was this business owned by your parents or other family members?

YES.....1
NO.....2

V0407

8. What is the highest level of formal education you reached?

NONE.....1 (=12)
PRIMARY (ST. 1-4, 1-7 AFTER 1964).....2
MIDDLE SCHOOL (ST. 5-8, ONLY BEFORE 1964).....3
SECONDARY (O LEVEL, FO. 1-4).....4
(A LEVEL, FO. 5-6).....5
VOCATIONAL.....6
TECHNICAL/POLYTECHNIC.....7
PROFESSIONAL.....8
UNIVERSITY.....9 (=10)

V0408

9. What was the highest form/grade you completed?
(REFERS TO QUESTION 8 ABOVE)

St. or Fo.?

V0409 a

St. or Fo. No.:

V0409 b

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part B: Personal History of the Owner

5. ASK THE OWNER OR MANAGER TO DESCRIBE ANY MAJOR EVENTS OR CHANGES THAT OCCURRED SINCE WE LAST VISITED IN 1994, WHICH SIGNIFICANTLY INFLUENCED THE FIRM'S ABILITY TO DO BUSINESS (E.G., THE FIRM'S REVENUES, COST STRUCTURE, ETC.)

SUPPLIERS V03056# CHANDLER

LABOR MARKET V03056# CHANDLER

COMPETITORS V03056# CHANDLER

CUSTOMERS V03056# CHANDLER

TAXES V03056# CHANDLER

COMMERCIAL LAW V03056# CHANDLER

SOURCES OF FINANCE V03056# CHANDLER

TECHNOLOGY V03056# CHANDLER

OTHER V03056# CHANDLER

1. ENTREPRENEURSHIP QUESTIONNAIRE

Part B: Personal History of the Owner

READ FROM THE ROUND II FACT SHEET THE INFORMATION WE HAVE ABOUT THE FIRM'S LEGAL STATUS AND OWNERSHIP STRUCTURE AND CHECK THEM WITH THE RESPONDENT. THEN, ANSWER THE THREE FOLLOWING QUESTIONS AND DOCUMENT ANY CHANGES IN THE SPACE IN THE RIGHT COLUMN.

1. What is the legal status of this firm?

- SOLE PROPRIETORSHIP 1
PARTNERSHIP 2
COOPERATIVE 3
LIMITED LIABILITY ENTERPRISE 4
CORPORATION 5

V0201

CHANGES TO OWNERSHIP AND LEGAL STATUS (FIND OUT HOW MANY SHARES WERE SOLD, ETC.)

V020104 #

2. Is this firm . . ?

- YES 1
NO 2

(a) a subsidiary of a local firm?

V0202a

(b) a subsidiary of a foreign firm?

3. Is(are) the owner(s) . . ?

- YES 1
NO 2

(a) private owner(s), Tanzanian?

V0203a

(b) private owner(s), foreign? (⇒ 5)

V0203b

(c) Tanzanian state? (⇒ 5)

V0203c

(d) foreign state? (⇒ 5)

V0203d

4. Is(are) the Tanzanian owner(s) . . ?

- OF AFRICAN ORIGIN (ONLY) 1
OF ASIAN ORIGIN (ONLY) 2
BOTH OF AFRICAN AND ASIAN ORIGIN 3

V0204

APPENDIX TO LABOR MARKET QUESTIONNAIRE: SURVEY FOR A SUB-SAMPLE OF WORKERS

WORKER	41. In the past 12 months, have you participated in any of the following learning activities? READ THE LIST OF ACTIVITIES AT THE BOTTOM OF THE PAGE YES.....1 NO.....2 (IF NO FOR ALL, SKIP TO THE END)	42. How many hours in the past 12 months have you spent on each of the following activities at work or on company time READ THE LIST OF ACTIVITIES SHOWN AT THE BOTTOM OF THE PAGE	43. How many hours in the past 12 months have you spent on each of the following activities on your own time (not on company time) READ THE LIST OF ACTIVITIES SHOWN AT THE BOTTOM OF THE PAGE	44. If you spent time doing activity A, was the school, vocational or technical institute a public or a private institution PUBLIC.....1 PRIVATE.....2	45. How much did you have to personally pay for the training materials or the course(s)? IF THE COMPANY PAID OR NO PERSONAL PAYMENT WAS MADE THEN PUT ZERO.
1	V41A	V42A	V43A	V44	V45
2	V41B	V42B	V43B		
3					
4					
5					
6					
7					
8					
9					
10					

- Please use the following types of training activity definitions for answering Questions 34-45:**
- A. At a school, vocational or training institute
 - B. At an industry association training center
 - C. Formal training courses provided by your employer
 - D. Instructions from a supervisor or co workers.
 - E. Watching others or learning on your own