

THE EBRD AND THE WORLD BANK
Screening Questionnaire
2012

ID number from sample:

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Telephone number:

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PLEASE INDICATE OUTCOME OF CONTACT:

ELIGIBLE	Eligible establishment (Correct name and address)	1
	Eligible establishment (Different name but same address - the new firm/establishment bought the original firm/establishment)	2
	Eligible establishment (Different name but same address - the firm/establishment changed its name)	3
	Eligible establishment (Moved and traced)	4
	Panel firm - now less than five employees	16
INELIGIBLE	The establishment has less than 5 permanent full time employees	5
	The firm discontinued businesses - (Establishment went bankrupt)	616
	The firm discontinued businesses - (Original establishment disappeared and is now a different firm)	618
	The firm discontinued businesses - (Establishment was bought out by another firm)	619
	The firm discontinued businesses - (It was impossible to determine for what reason)	620
	The firm discontinued businesses - (Other: SPECIFY in COMMENTS)	621
	Not a business: Private household	7
	Ineligible activity: Education, Agriculture, Finances, Government, etc.	8
	Out of target - outside the covered regions	151
	Out of target - moved abroad	152
Out of target - firm is not registered with the official registration office (country specific)	153	
UNOBTAINABLE	No reply after having called in different days of the week and in different business hours	91
	Line out of order	92
	No tone	93
	Phone number does not exist	94
	Answering machine	10
	Fax line- data line	11
	Wrong address/ moved away and could not get the new references	12
	Refuses to answer the screener	13
	In process (the establishment is being called/ is being contacted - previous to ask the screener)	14

Good morning/afternoon/evening. I am calling from **[insert name of consulting firm]** a market research company. Could I please speak to the person who most often represents the firm for official purposes, that is the individual who most often deals with banks or government agencies/institutions?

If asked to explain why, add: [insert name of consulting firm] has been contracted by the European Bank for Reconstruction and Development and the World Bank to carry out a survey of the businesses and investment climate in [insert name of country]. They want to better understand the conditions for doing business in the country by asking the opinion of the individuals who are the top firm managers and most often deal with banks or government agencies.

If person is unavailable, arrange a convenient time to call back:

Day (dd)	Month (mm)	Year (yyyy)	Hour (00 to 23)	Minutes (00 to 59)

When put through, continue.

Good [morning/afternoon/evening]. I am [insert your name] from [insert name of consulting firm]. On behalf of the EBRD and the World Bank we seek the opinions of business leaders like you with respect to the business and investment climate in [insert name of country]. Would you please answer a few preliminary questions to determine if we should establish an appointment to complete the survey? Thank you.

IF THE RESPONDENT SAYS NO, TERMINATE INTERVIEW.

S.1	Please tell me what type of product or service represents this firm's greatest share of annual sales?
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A.4 Industry		Sampling sector a4a	Screener sector a4b	
Manufacturing: Section D	Food	15	15	
	Wood	20	20	
	Publishing, printing and recorded media	22	22	
	Chemicals	24	24	
	Plastics & rubber	25	25	
	Non metallic mineral products	26	26	
	Fabricated metal products	28	28	
	Machinery and equipment	29	29	
	Electronics	31	31	
	Precision instruments	33	33	
	Furniture	36	36	
	Other manufacturing	Tobacco products	16	16
		Textiles	17	17
		Garments	18	18
		Tanning & leather	19	19
		Paper & paper products	21	21
		Coke & refined petroleum	23	23
		Basic metals	27	27
		Office machinery	30	30
Communication equipment		32	32	
Motor vehicles		34	34	
Other transport equipment	35	35		
Recycling	37	37		
Retail	Retail	52	52	
Other services	Wholesale	51	51	
	IT	72	72	
	Hotel and restaurants: section H	55	55	
	Services of motor vehicles	50	50	
	Construction Section F:	45	45	
	Transport (60-62)	60	60	
	Supporting transport activities	63	63	
	Post and telecommunications	64	64	

PLEASE INDICATE IF THE SECTOR CLASSIFICATION MATCHES THE ONE PROVIDED IN THE SAMPLE FRAME

S.2	Coincides	1
	Does not coincide	2

SKIP TO QUESTION S.4

S.3 Does this firm also do**(MENTION THE SECTOR FROM THE SAMPLE FRAME)**

Yes	1
No	2

S.4 How many employees does this firm have?

Number of employees
Fewer than 5

TERMINATE UNLESS IT IS PANEL FIRM

S.5 What kind of firm is this?

A private for-profit establishment	1
A 100% government-owned establishment	2
A partially government owned establishment	3
A community – owned establishments	4
A cooperative	5

TERMINATE

TERMINATE

TERMINATE

S.6 Is this establishment part of a larger firm? **a7**

Yes, is part of a larger firm	1
No, it is a firm on its own	2

SKIP TO APPOINTMENT INFORMATION

S.6a How many establishments are part of the firm? **a7a**

	Number of establishments
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S.7 What type of establishment is this? **a8**

Headquarters with no production/no sales at this location	1
Headquarters with production and/or sales at this location	2
Establishment physically separated from HQ and other establishments of the same firm	3
Establishment physically separated from HQ but with other establishments of the same firm	4

SKIP TO QUESTION S.10

SKIP TO QUESTION S.10

S.8 Are financial statements of this establishment kept separate from financial statements that cover activities at headquarters? **a9**

Yes	1
No	2

SKIP TO S.11

S.9	Are financial statements of this establishment kept separate from financial statements that cover activities of other establishments of the same firm? a10
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Yes	1
No	2

**SKIP TO APPOINTMENT INFORMATION
SKIP TO S.11**

S.10	Are the financial statements for these (national) headquarters independent of the other establishments? a11
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Yes	1
No	2

S.11	How many establishments – counting the headquarters- are included in the financial statements kept in the (national) headquarters? a11a
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	Number of establishments
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APPOINTMENT INFORMATION:

We would like to schedule an appointment for an interview. The purpose of this survey is to better understand conditions of the local investment climate and how these conditions affect productivity and growth of your establishment. Your responses, and those of other business leaders, will help to design new policies and programs to improve your establishment's productivity and allow it to grow.

The questionnaire will take approximately one hour to complete. Several sections may be filled out by other members of your staff such as your accountant, financial manager, and human resources manager.

All information you provide will be strictly confidential and no individual establishment-level data will be disclosed. Neither your name nor the name of your establishment will be used in any document based on this survey. If you wish, you can see the results of previous surveys and the type of indicators generated from this data by visiting the World Bank website.

**[INTERVIEWER: IF RESPONDENT WOULD LIKE WEB ADDRESS, PLEASE TELL THEM
<http://www.enterprisesurveys.org/>**

APPOINTMENT DATE: _____ TIME: _____

NAME OF RESPONDENT: _____

POSITION OF RESPONDENT: _____

ADDRESS OF ESTABLISHMENT: _____

ESTABLISHMENT NAME: _____

TELEPHONE: _____

E-MAIL: _____