

The European Bank for Reconstruction and Development and the World Bank

Enterprise Survey

Innovation Module - Manufacturing (2012)

A.0 Questionnaire	a0	Module
Manufacturing		1

A.23Mode of implementation a23			
Face-to-face interview, immediately after the main survey	1		
Face-to-face interview, second visit	2		
Phone interview	3		
Other (SPECIFY)	4		

Other	
	a23x

A.14i Time Innovation Module interview begins:

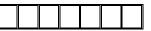
Day (dd)	Month (mm)	Year (yyyy)	Hour (00 to 23)	Minutes (00 to 59)
a14id	a14im	a14iy	a14ih	a14imin

INTERVIEWER INSTRUCTIONS

Below is the decision matrix for which parts of the Innovation Module need to be asked. This is based on the answers to questions in the main BEEPS survey.

	Question in main BEEPS	Yes	No	
Product innovation	H.1	1	2	Ask if H.1 in main BEEPS = yes; starts at O.1a
Process innovation	H.3	1	2	Ask if H.3 in main BEEPS = yes; starts at 0.7
Organisational innovation	H.4	1	2	Ask if H.4 in main BEEPS = yes; starts at 0.14
Marketing innovation	H.5	1	2	Ask if H.5 in main BEEPS =yes; starts at 0.15
Research and development	H.6	1	2	Ask if H.6 in main BEEPS =yes; starts at 0.16
Acquisition of external knowledge and use of computers		\times		Ask all eligible establishments; starts at 0.20
Protection of innovation				Ask all eligible establishments; starts at 0.23a
Management practices	L.1	More the employ		Ask if 50+ employees ; starts at R.1
Interaction with the state and public-private partnerships		\times		Ask all eligible establishments; starts at VEB.1

1



OA. PRODUCT INNOVATION

INTERVIEWER: THIS SECTION SHOULD BE ANSWERED BY RESPONDENTS REPORTING A NEW OR SIGNIFICANTLY IMPROVED PRODUCT OR SERVICE IN QUESTION H.1 IN THE MAIN QUESTIONNAIRE.

IF THE RESPONDENT DID NOT REPORT A NEW OR SIGNIFICANTLY IMPROVED PRODUCT OR SERVICE IN QUESTION H.1 IN THE MAIN QUESTIONNAIRE, GO TO SECTION PROCESS INNOVATION (QUESTION 0.7).

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that your firm had introduced a new or significantly improved product in the past three years. I would now like to ask some more questions related to that.

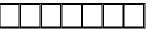
O.1 a	How many new or significantly improved products did this establishment introduce in the
	market over the last three years?

Number of new or significantly improved products		
NONE	0	GO TO QUESTION 0.7
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION 0.7
		ECAo1a

O.1b In fiscal year **[insert last complete fiscal year]**, what was this establishment's main new or significantly improved product, that is, the new or significantly improved product that represented the largest proportion of annual sales (among all new or significantly improved products)?

Description

ECAo1bx



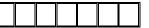
0.2	At the time of its introduction, was this establishment's main new or significantly improved				
	product new to?				
	(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON				
	THE TABLE)				
	(INTERVIEWER: A product was new to the local market/[INSERT				
	COUNTRY]/international market if the establishment was the only producer of such a				
	product in the local market/[INSERT COUNTRY]/international market at the time of				
	the introduction of the product.)				

	Yes	No	DON'T KNOW		
READ OUT			(SPONTANEOUS)		_
Your local market	1	2	-9	ECAo2a	IF 2, GO TO QUESTION 0.3
[INSERT COUNTRY]	1	2	-9	ECAo2b	IF 2, GO TO QUESTION 0.3
International market	1	2	-9	ECAo2c	

0.3	Please compare this main new or significantly improved product with the closest product
	already produced in this establishment. In what aspects are these two products different from
	each other?
	SHOW CARD 1

				SPONTANEOUS		
READ OUT	Yes	No	DON'T KNOW	DOES NOT APPLY		
New product has added new functions to the existing product	1	2	-9	-7	ECA03a	
New product uses new materials or components that enhance its performance compared to the existing product	1	2	-9	-7	ECAo3b	
New product uses new technology	1	2	-9	-7	ECAo3c	
New product looks different from the existing product	1	2	-9	-7	ECAo3d	
New product is completely new to the establishment	1	2	-9	-7	ECAo3e	
Other (SPECIFY)	1	2	-9	-7	ECA03f	

ECAo3fx

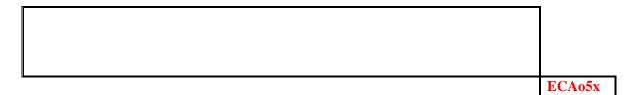


O.4 In fiscal year [insert last complete fiscal year], what percentage of this establishment's total annual sales was accounted for by products that were introduced or significantly improved over the last three years?

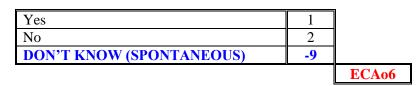
[Percent]
Percentage of annual sales accounted for by new or	%	
significantly improved products	70	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
ALL NEW OR SIGNIFICANTLY IMPROVED		
PRODUCTS WERE INTRODUCED IN THE CURRENT	-6	
FISCAL YEAR (SPONTANEOUS)		
		ECA04

0.5	Which of the following best describes the way in which the main new or significantly
	improved product was introduced?
	(INTERVIEWER: ONLY ONE ANSWER)
	SHOW CARD 2

Developed or adapted by this establishment, from its own ideas	1	
Licensed products or services from another firm	2	
Developed in cooperation with domestic suppliers	3	
Developed in cooperation with suppliers abroad	4	
Developed in cooperation with domestic client firms	5	
Developed in cooperation with client firms abroad	6	
Developed in cooperation with external academic or research institutions	7	
Introduced the establishment's own version of a product or service already supplied (by another firm)	8	
Other (SPECIFY - SPONTANEOUS)	9	ECAo5x
DON'T KNOW (SPONTANEOUS)	-9	
		ECA05



0.6	Did the establishment have to purchase or license any inventions, patent or know-how in
	order to start producing this new or significantly improved product?





OB. PROCESS INNOVATION

INTERVIEWER: THIS SECTION SHOULD BE ANSWERED BY RESPONDENTS REPORTING A NEW OR SIGNIFICANTLY IMPROVED PRODUCTION OR DELIVERY PROCESS IN QUESTION H.3 IN THE MAIN QUESTIONNAIRE.

IF THE RESPONDENT DID NOT REPORT A NEW OR SIGNIFICANTLY IMPROVED PRODUCTION OR DELIVERY PROCESS IN QUESTION H.3 IN THE MAIN QUESTIONNAIRE, GO TO SECTION ORGANISATIONAL INNOVATION (QUESTION 0.14).

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that your firm had introduced a new or significantly improved production or delivery methods in the past three years. I would now like to ask some more questions related to that.

0.7

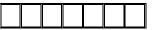
Over the last three years, has this establishment introduced new or significantly improved:

			SPON		
READ OUT	Yes	No	DON'T KNOW	DOES NOT APPLY	
Production methods	1	2	-9	-7	ECA07a
Logistics, delivery or distribution methods for this establishment's inputs and products	1	2	-9	-7	ECA07b
Ancillary support services, such as purchasing, accounting, computing and maintenance	1	2	-9	-7	ECA07c

INTERVIEWER: IF THE ANSWER TO ALL THREE QUESTIONS ABOVE IS 2 (NO), THEN GO TO QUESTION 0.14.

O.8 Please give a short description of this establishment's most important new or significantly improved production or delivery method.
(INTERVIEWER: The most important production or delivery method innovation is the production or delivery method innovation that had the largest impact on the operations of the establishment.)



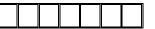


0.9	At the time of its introduction, was this establishment's main new or significantly improved production or delivery method new to other firms operating:
	(INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON
	THE TABLE)(INTERVIEWER: A production or delivery method was new to the local
	market/[INSERT COUNTRY]/international market if the establishment was the only one using such production or delivery method in the local market/[INSERT
	COUNTRY]/international market at the time of its introduction.)

READ OUT	Yes	No	DON'T KNOW (SPONTANEOUS)		
In your local market	1	2	-9	ECA09a	IF 2, GO TO QUESTION 0.10
In [INSERT COUNTRY]	1	2	-9	ECAo9b	IF 2, GO TO QUESTION 0.10
In the international market	1	2	-9	ECAo9c]

O.10	Please compare this main new or significantly improved production or delivery method with the
	production or delivery method previously used by this establishment. Did it require significant
	changes in:

			SPON		
READ OUT	Yes	No	DON'T KNOW	DOES NOT APPLY	
Techniques	1	2	-9	-7	ECAo10a
Machinery and equipment	1	2	-9	-7	ECAo10b
Software	1	2	-9	-7	ECAo10c

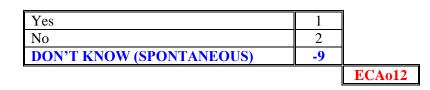


0.11	Which of the following best describes the way in which this establishment introduced the
	main new or significantly improved production or delivery method?
	(INTERVIEWER: ONLY ONE ANSWER)
	SHOW CARD 3

Developed or adapted by this establishment, from its own ideas	1]
Licensed technology or process from another firm	2	
Developed in cooperation with domestic suppliers	3]
Developed in cooperation with suppliers abroad	4	
Developed in cooperation with domestic client firms	5	
Developed in cooperation with client firms abroad	6	
Developed in cooperation with external academic or research institutions	7	
Bought a new machine or equipment to adopt the new technology	8	
Other (SPECIFY - SPONTANEOUS)	9	ECA011x
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
		ECA011

ECAo11x

0.12	Did the establishment have to purchase or license any inventions, patent or know-how in
	order to apply this new production or delivery method?



O.13 Thinking of your main product line and comparing your firm's technology with that of your closest competitor, which of the following best summarizes your position? SHOW CARD 4

My firm's technology is less advanced than that of my main competitor	1	
My firm's technology is about the same as that of my main competitor	2	
My firm's technology is more advanced than that of my main competitor	3	
NO COMPETITORS (SPONTANEOUS)	-7	
DON'T KNOW (SPONTANEOUS)	-9	
		ECAo13



INTERVIEWER: THIS SECTION SHOULD BE ANSWERED BY RESPONDENTS REPORTING NEW OR SIGNIFICANTLY IMPROVED ORGANISATIONAL OR MANAGEMENT PRACTICES OR STRUCTURES IN QUESTION H.4 IN THE MAIN QUESTIONNAIRE.

IF THE RESPONDENT DID NOT REPORT NEW OR SIGNIFICANTLY IMPROVED ORGANISATIONAL OR MANAGEMENT PRACTICES OR STRUCTURES IN QUESTION H.4 IN THE MAIN QUESTIONNAIRE, GO TO SECTION MARKETING INNOVATION (QUESTION 0.15).

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that your firm had introduced a new or significantly improved organizational or management practices or structures in the past three years. I would now like to ask some more questions related to that.

0.14	Over the last three years, has this establishment introduced new or significantly improved
	organizational methods in the following areas?
	SHOW CARD 5

			SPON	TANEOUS	
READ OUT	Yes	No	DON'T KNOW	DOES NOT APPLY	
New knowledge management systems to better use or exchange information, knowledge and skills within the establishment	1	2	-9	-7	ECA014a
Introduction of management systems for general production or supply operations, such as supply chain management systems, lean production, business reengineering, quality management systems	1	2	-9	-7	ECAo14b
New methods for distributing responsibilities and decision making among employees	1	2	-9	-7	ECA014c
A significant change to the management structure of the establishment, such as creating new divisions or departments, integrating different departments or activities	1	2	-9	-7	ECAo14d
New types of collaborations with other businesses, research organizations or consumers	1	2	-9	-7	ECAo14e
Outsourcing or subcontracting of business activities in production, procurement, distribution, recruiting or ancillary services for the first time	1	2	-9	-7	ECA014f



OD. MARKETING INNOVATION

INTERVIEWER: THIS SECTION SHOULD BE ANSWERED BY RESPONDENTS REPORTING NEW OR SIGNIFICANTLY IMPROVED MARKETING METHODS IN QUESTION H.5 IN THE MAIN QUESTIONNAIRE.

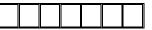
IF THE RESPONDENT DID NOT REPORT NEW OR SIGNIFICANTLY IMPROVED MARKETING METHODS IN QUESTION H.5 IN THE MAIN QUESTIONNAIRE, GO TO SECTION RESEARCH AND DEVELOPMENT (QUESTION 0.16).

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

In our first interview, it was reported that your firm had introduced a new or significantly improved marketing methods in the past three years. I would now like to ask some more questions related to that.

0.15	Over the last three years, has this establishment introduced new or significantly improved
	marketing methods in the following areas?
	SHOW CARD 6

			SPON	FANEOUS	
READ OUT	Yes	No	DON'T KNOW	DOES NOT APPLY	
Significant changes in the product's appearance	1	2	-9	-7	ECAo15a
Introduction of a new method of advertising or product promotion , such as use of a new media for advertising, a new brand image or logo, a new trademark	1	2	-9	-7	ECAo15b
Introduction of a new method of product placement or sales channels , such as product licensing, franchising, direct selling, exclusive retailing, tailoring or customizing the presentation of the product to different types of customers	1	2	-9	-7	ECA015c
New pricing strategies to market the establishment's goods or services, excluding pricing methods used solely to differentiate prices by customer segments	1	2	-9	-7	ECAo15d



OE. RESEARCH AND DEVELOPMENT

INTERVIEWER: THIS SECTION SHOULD BE ANSWERED BY RESPONDENTS THAT REPORTED SPENDING ON RESEARCH AND DEVELOPMENT ACTIVITIES IN QUESTION H.6 IN THE MAIN QUESTIONNAIRE.

IF THE RESPONDENT DID NOT REPORT SPENDING ON RESEARCH AND DEVELOPMENT ACTIVITIES IN QUESTION H.6 IN THE MAIN QUESTIONNAIRE, GO TO SECTION ACQUISITION OF EXTERNAL KNOWLEDGE (QUESTION 0.20).

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

I would now like to ask you questions related to spending on research and development activities.

0.16	Over the last three years, did this establishment spend on research and development activities
	within the establishment?

INTERVIEWER: Research and development (**R&D**) is defined as creative work undertaken on a systematic basis in order to increase the stock of knowledge. For example, laboratory research for a new chemical compound of paint would be research and development while market research surveys or internet surfing would not be research and development.

Yes	1	
No	2	GO TO QUESTION 0.18
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION 0.18
		ECA016

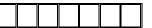
O.17 In fiscal year [**INSERT last complete fiscal year**], how much did this establishment spend on research and development activities performed within this establishment? Please include personnel cost, materials and purchase of fixed assets.

	LCUs	
Expenditures on R&D performed within this establishment		
(include personnel cost, materials and purchase of fixed assets)		
DON'T KNOW (SPONTANEOUS)	-9	
ESTABLISHMENT SPENT ON R&D PRIOR TO FISCAL		
YEAR [INSERT last complete fiscal year], BUT NOT IN	-7	
FISCAL YEAR [INSERT last complete fiscal year]	-/	
(SPONTANEOUS)		
		E

0.18 Over the last three years, did this establishment spend on research and development activities contracted with other companies?

Yes	1	
No	2	GO TO QUESTION 0.20
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION 0.20
		ECAo18





0.19 In fiscal year [**INSERT last complete fiscal year**], how much did this establishment spend on research and development activities contracted with other companies?

	LCUs	
Expenditures on R&D contracted with other companies		
DON'T KNOW (SPONTANEOUS)	-9	
ESTABLISHMENT SPENT ON R&D PRIOR TO		
FISCAL YEAR [INSERT last complete fiscal year],	-7	
BUT NOT IN FISCAL YEAR [INSERT last	-,	
complete fiscal year] (SPONTANEOUS)		
		ECA019

OF. ACQUISITION OF EXTERNAL KNOWLEDGE AND USE OF COMPUTERS

INTERVIEWER: ASK ALL FIRMS ELIGIBLE FOR THE INNOVATION MODULE

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

I would now like to ask you questions related to the acquisition of external knowledge and use of computers.

O.20 Over the last three years, did this establishment spend on the acquisition of external knowledge? This includes purchase or licensing of patents and non-patented inventions, knowhow and other types of knowledge from other businesses or organizations.

Yes	1	
No	2	GO T
DON'T KNOW (SPONTANEOUS)	-9	GO T
		ECA

GO TO QUESTION 0.22a GO TO QUESTION 0.22a ECAo20

O.21 Was the latest invention, patent or know-how licensed or purchased from: SHOW CARD 7

A [COUNTRY] firm	1
A [COUNTRY] research institute or university	2
A foreign firm	3
A foreign research institute or university	4
Other	5
DON'T KNOW (SPONTANEOUS)	-9
	-

ECAo21

O.22a At the end of fiscal year **[insert last complete fiscal year]**, what percent of this establishment's workforce regularly **used** personal computers in their jobs?

	Percent
Percentage of workforce that used computers	%
DON'T KNOW (SPONTANEOUS)	-9
DOES NOT APPLY (SPONTANEOUS)	-7

ECAo22a

O.22b Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], what percent of this establishment's workforce regularly used personal computers in their jobs?

	Percent
Percentage of workforce that used computers three fiscal	%
years ago	/0
DON'T KNOW (SPONTANEOUS)	-9
THE ESTABLISHMENT WAS NOT IN BUSINESS	-7
THREE YEARS AGO (SPONTANEOUS)	



ECAo22b

OG. PROTECTION OF INNOVATION

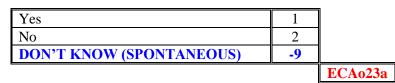
INTERVIEWER: ASK ALL FIRMS ELIGIBLE FOR THE INNOVATION MODULE

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

I would now like to ask you questions related to protection of innovation.

O.23a

Has this establishment ever been granted a patent?



O.23b During the last three years, did this establishment apply for a patent or a trademark? SHOW CARD 8

Yes, for a patent only	1	
Yes, for a trademark only	2	
Yes, for both a patent and a trademark	3	
No	4	GO TO QUESTION R.1 IF NUMBER OF EMPLOYEES >=50, OTHERWISE GO TO QUESTION VEB.1
DON'T KNOW (SPONTANEOUS)	-9	GO TO QUESTION R.1 IF NUMBER OF EMPLOYEES >=50, OTHERWISE GO TO QUESTION VEB.1
		ECAo23b

O.23c	Over the last three years, in which country or countries did this establishment apply for a
	patent or a trademark?

Country or countries where the establishment applied for a patent or a trademark		
DON'T KNOW (SPONTANEOUS)	-9	-
		ECAo23cx

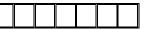


ECAo23d

O.23d Over the last three years, has this establishment been granted a patent or a trademark? SHOW CARD 9

Yes, a patent only	1
Yes, a trademark only	2
Yes, both a patent and a trademark	3
No	4
DON'T KNOW (SPONTANEOUS)	-9

INTERVIEWER: GO TO QUESTION R.1 IF L.1 >=50, OTHERWISE GO TO QUESTION VEB.1.



R. MANAGEMENT PRACTICES

INTERVIEWER: ASK IF 50+ EMPLOYEES (L.1 IN THE MAIN QUESTIONNAIRE IS AT LEAST 50). IF L.1 IS LESS THAN 50, GO TO SECTION VEB (QUESTION VEB.1)

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

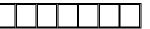
And now I would like to ask you about management practices in this establishment.

R.1 Over the last complete fiscal year [insert last complete fiscal year], what best describes what happened at this establishment when a problem in the production process arose?
SHOW CARD 10

We fixed it but did not take further action	1	
We fixed it and took action to make sure it did not happen again	2	
We fixed it and took action to make sure that it did not happen	3	
again, and had a continuous improvement process to anticipate		
problems like these in advance		
No action was taken	4	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
		ECAr1

R.2 Over the last complete fiscal year [insert last complete fiscal year], how many production performance indicators were monitored at this establishment?
SHOW CARD 11

1-2 production performance indicators	1	
3-9 production performance indicators	2	
10 or more production performance indicators	3	
No production performance indicators	4	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
		ECAr



R.6 Over the last complete fiscal year [insert last complete fiscal year], what best describes the time frame of production targets at this establishment? Examples of production targets are: production, quality, efficiency, waste, on-time delivery.
SHOW CARD 12

Main focus was on short-term (less than one year) production targets	1	
Main focus was on long-term (more than one year) production targets	2	
Combination of short term and long term production targets	3	
No production targets	4	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	

ECAr6

R.7 Over the last complete fiscal year [insert last complete fiscal year], how easy or difficult was it for this establishment to achieve its production targets?
SHOW CARD 13

Possible to achieve without much effort	1	
Possible to achieve with some effort	2	
Possible to achieve with normal amount of effort	3	
Possible to achieve with more than normal effort	4	
Only possible to achieve with extraordinary effort	5	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
		ECAr7

R.8 Over the last complete fiscal year [insert last complete fiscal year], who was aware of the production targets at this establishment?
SHOW CARD 14

Only senior managers	1	
Most managers and some production workers	2	
Most managers and most production workers	3	
All managers and most production workers	4	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
		Г

ECAr8





R.11	Over the last complete fiscal year [insert last complete fiscal year], what were managers'
	performance bonuses usually based on?
	SHOW CARD 15

Their own performance as measured by production targets	1
Their team or shift performance as measured by production targets	2
Their establishment's performance as measured by production targets	3
Their company's performance as measured by production targets	4
No performance bonuses	5
DON'T KNOW (SPONTANEOUS)	-9
DOES NOT APPLY (SPONTANEOUS)	-7

ECAr11

ECAr13

R.13 Over the last complete fiscal year [insert last complete fiscal year], what was the primary way non-managers were promoted at this establishment?
SHOW CARD 16

Promotions were based solely on performance and ability	1	
Promotions were based partly on performance and ability, and partly		
on other factors (for example, tenure or family connections)		
Promotions were based mainly on factors other than performance and	3	
ability (for example, tenure or family connections)		
Non-managers are normally not promoted	4	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	

R.15 Over the last complete fiscal year [insert last complete fiscal year], when was an under-performing non-manager reassigned or dismissed?
SHOW CARD 17

Within 6 months of identifying non-manager under-performance	1	1
After 6 months of identifying non-manager under-performance	2	
Rarely or never	3	
DON'T KNOW (SPONTANEOUS)	-9	
DOES NOT APPLY (SPONTANEOUS)	-7	
		ECAr15



VEB. INTERACTION WITH THE STATE AND PUBLIC-PRIVATE PARTNERSHIPS

INTERVIEWER: ASK ALL FIRMS ELIGIBLE FOR THE INNOVATION MODULE

INTERVIEWER: PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

Now I would like to ask you about the establishment's interaction with the state and public-private partnerships.

VEB.1How well do you know activities / projects of the following Russian development institutions?SHOW CARD 18

				SPONTA	NEOUS	
INTERVIEWER: READ EACH OPTION ALOUD	I know them well, heard a lot about their projects	I heard something about their projects	I don't know anything about their activity / projects	DON'T KNOW	DOES NOT APPLY	
Vnesheconombank	1	2	3	-9	-7	veb1a
Russian technologies	1	2	3	-9	-7	veb1b
Rusnano	1	2	3	-9	-7	veb1c
Investment fund	1	2	3	-9	-7	veb1d
Any other Russian development institutions, including regional ones (please name one)	1	2	3	-9	-7	veb1e, veb1ex

Other

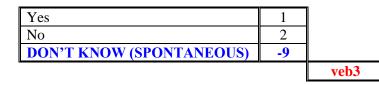
veb1ex

VEB.2 Do the projects implemented by Vnesheconombank affect your business? SHOW CARD 19

Yes	1	
No	2	
I am not aware of Vnesheconombank projects	3	
DON'T KNOW (SPONTANEOUS)	-9	
		veb2



VEB.3 Do you believe that private business can be involved in provision of public services in the areas of infrastructure, transport, road building, utilities, education, health, and social services based on long-term contracts for construction and operation of facilities?



VEB.4 What percentage of the costs of this establishment depends on the quality of public services in the areas of infrastructure, transport, road building, utilities, education, health and social services?

	Percent	
Percentage of the costs depending on the quality of public services	%	
DON'T KNOW (SPONTANEOUS)	-9	veb4

VEB.5Using the scale below, how do you evaluate each of the following risks related to public-
private partnerships?
SHOW CARD 20

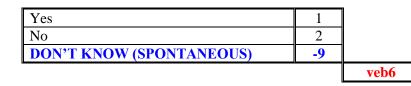
INTERVIEWER: Public-private partnership (PPP) describes a government service or a project which is funded and operated through a partnership of government and private sector companies. PPP typically involves a contract between a public-sector authority and a private party, in which the private party provides a public service or implements a project and takes substantial financial and operational risk in the project.

						SPONT	ANEOUS	
	None	Minor	Moderate	Major	Severe	DON'T KNOW	DOES NOT APPLY	
Review of long-term obligations due to a change in the management of the region	1	2	3	4	5	-9	-7	veb5a
Termination of financing due to lack of (lower) budget revenue	1	2	3	4	5	-9	-7	veb5b
Lobbying, non-transparent selection process	1	2	3	4	5	-9	-7	veb5c
Higher cost of services due to private business participation (for example, higher utility bills)	1	2	3	4	5	-9	-7	veb5d
People unhappy about public services being provided by a private business	1	2	3	4	5	-9	-7	veb5e





VEB.6	Over the last 2-3 years, have there been any changes in regional legislation that led to the
	development of the region / city and improved interaction between the business and the
	authorities?



VEB.7How do you evaluate public-private partnerships projects in terms of transparency, openness and
genuine competition?
(INTERVIEWER: The question is about the respondent's opinion, and not necessarily
based on the experience of the company.)
SHOW CARD 21

				SPONT A	ANEOUS			
	Absolutely transparent	Mostly transparent	Sometimes transparent, sometimes non-transparent	Mostly non- transparent	Absolutely non-transparent	DON'T KNOW	DOES NOT APPLY	
Evaluation of public- private partnerships	1	2	3	4	5	-9	-7	veb7

A.15i Time innovation module interview ends:

Day (dd)	Month (mm)	Year (yyyy)	Hour (00 to 23)	Minutes (00 to 59)
a15id	a15im	a15iy	a15ih	a15imin

A.24 Same respondent as for the main interview?

Yes No	1 2	THANK THE RESPONDENT AND END THE INTERVIEW
		a24



A.15a Information about the respondent for the innovation module

	Innovation module respondent		
Position in the firm		a15a1dx	
Years with the firm		a15a2d	1=LESS THAN ONE YEAR
Years in the position			1=LESS THAN ONE YEAR
Gender		a15a3d	1=MALE, 2=FEMALE DO NOT READ OUT