

# Samoa - Enterprise Survey 2009

**World Bank**

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# Overview

## Identification

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### ID NUMBER

WSM\_2009\_ES\_v01\_M\_WB

## Overview

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### ABSTRACT

This research is an Indicator Survey conducted in Samoa from May 25 to Oct. 9, 2009, as part of the Enterprise Survey initiative. An Indicator Survey, which is similar to an Enterprise Survey, is implemented for smaller economies where the sampling strategies inherent in an Enterprise Survey are often not applicable due to the limited universe of firms.

The objective of the survey is to obtain feedback from enterprises on the state of the private sector as well as to help in building a panel of enterprise data that will make it possible to track changes in the business environment over time, thus allowing, for example, impact assessments of reforms. Through interviews with firms in the manufacturing and services sectors, the survey assesses the constraints to private sector growth and creates statistically significant business environment indicators that are comparable across countries.

Questionnaire topics include firm characteristics, gender participation, access to finance, annual sales, costs of inputs/labor, workforce composition, bribery, licensing, infrastructure, trade, crime, competition, land and permits, taxation, business-government relations, and performance measures.

### KIND OF DATA

Sample survey data [ssd]

### UNITS OF ANALYSIS

The primary sampling unit of the study is the establishment. An establishment is a physical location where business is carried out and where industrial operations take place or services are provided. A firm may be composed of one or more establishments. For example, a brewery may have several bottling plants and several establishments for distribution. For the purposes of this survey an establishment must make its own financial decisions and have its own financial statements separate from those of the firm. An establishment must also have its own management and control over its payroll.

## Coverage

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### GEOGRAPHIC COVERAGE

National

### GEOGRAPHIC UNIT

Regions covered are selected based on the number of establishments, contribution to employment, and value added. In most cases these regions are metropolitan areas and reflect the largest centers of economic activity in a country.

### UNIVERSE

The whole population, or the universe, covered in the Enterprise Surveys is the non-agricultural economy. It comprises: all manufacturing sectors according to the ISIC Revision 3.1 group classification (group D), construction sector (group F), services sector (groups G and H), and transport, storage, and communications sector (group I). Note that this population definition excludes the following sectors: financial intermediation (group J), real estate and renting activities (group K, except sub-sector 72, IT, which was added to the population under study), and all public or utilities-sectors.

## Producers and Sponsors

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## PRIMARY INVESTIGATOR(S)

Name	Affiliation
World Bank	

## FUNDING

Name	Abbreviation	Role
World Bank		

## Metadata Production

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## METADATA PRODUCED BY

Name	Abbreviation	Affiliation	Role
Antonina Redko			

## DATE OF METADATA PRODUCTION

2011-07-15

## DDI DOCUMENT VERSION

Version 02: The value label for variable a3a was changed compared to v01, produced on March 28, 2011.

## DDI DOCUMENT ID

DDI\_WSM\_2009\_ES\_v01\_M\_v02\_WB

# Sampling

## Sampling Procedure

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The sample for Samoa was selected using stratified random sampling. Two levels of stratification were used in this country: industry and establishment size.

Industry stratification was designed in the way that follows: the universe was stratified into 23 manufacturing industries, and one services sector.

Size stratification was defined following the standardized definition for the rollout: small (5 to 19 employees), medium (20 to 99 employees), and large (more than 99 employees). For stratification purposes, the number of employees was defined on the basis of reported permanent full-time workers. This seems to be an appropriate definition of the labor force since seasonal/casual/part-time employment is not a common practice, except in the sectors of construction and agriculture.

Regional stratification did not take place as only the island of Upolu, containing the capital city of Apia, was surveyed. Of the two islands that make up the majority of Samoa, Upolu has the largest population.

Due to limited data sources available in Samoa on registered businesses, the final sample frame was obtained from a combined dataset obtained from the Samoa National Provident Fund (SNPF). The list provided by the SNPF was limited to including information on the sector and location of enterprises, with no details on the number of employees. Therefore, original sample counts were not able to be stratified by enterprise size. The combined sample frame was then reviewed and duplicate establishments or establishments with ineligible characteristics (industry sector, number of employees, geographic location) removed from the list. The modified sample frame was used to select the sample of establishments for the full survey. This database contained the following information:

- Name of the firm
- Contact details
- Location
- ISIC code.

Given the impact that non-eligible units included in the sample universe may have on the results, adjustments may be needed when computing the appropriate weights for individual observations. The percentage of confirmed non-eligible units as a proportion of the total number of sampled establishments contacted for the survey was 50% (416 out of 835 establishments). Breaking down by industry, the following numbers of establishments were surveyed: Manufacturing - 24, Services - 85.

## Response Rate

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Complete information regarding the sampling methodology, sample frame, weights, response rates, and implementation can be found in "Description of Samoa Implementation 2009" in "Technical Documents" folder.

## Weighting

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For some units it was impossible to determine eligibility because the contact was not successfully completed. Consequently, different assumptions as to their eligibility result in different universe cells' adjustments and in different sampling weights. Three sets of assumptions were considered:

- a- Strict assumption: eligible establishments are only those for which it was possible to directly determine eligibility.
- b- Median assumption: eligible establishments are those for which it was possible to directly determine eligibility and those that rejected the screener questionnaire or an answering machine or fax was the only response. Median weights are used for computing indicators on the [www.enterprisesurveys.org](http://www.enterprisesurveys.org)
- c- Weak assumption: in addition to the establishments included in points a and b, all establishments for which it was not

possible to finalize a contact are assumed eligible. This includes establishments with dead or out of service phone lines, establishments that never answered the phone, and establishments with incorrect addresses for which it was impossible to find a new address. Note that under the weak assumption only observed non-eligible units are excluded from universe projections.

# Questionnaires

## Overview

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The current survey instruments are available:

- Services Questionnaire
- Manufacturing Questionnaire
- Screener Questionnaire.

The Services Questionnaire is administered to the establishments in the services sector. The Manufacturing Questionnaire is built upon the Services Questionnaire and adds specific questions relevant to manufacturing.

The standard Enterprise Survey topics include firm characteristics, gender participation, access to finance, annual sales, costs of inputs/labor, workforce composition, bribery, licensing, infrastructure, trade, crime, competition, capacity utilization, land and permits, taxation, informality, business-government relations, innovation and technology, and performance measures. Over 90% of the questions objectively ascertain characteristics of a country's business environment. The remaining questions assess the survey respondents' opinions on what are the obstacles to firm growth and performance.

# Data Collection

## Data Collection Dates

Start	End	Cycle
2009-05	2009-10	N/A

## Data Collection Mode

Face-to-face [f2f]

## Data Collection Notes

Private contractors conduct the Enterprise Surveys on behalf of the World Bank. Due to sensitive survey questions addressing business-government relations and corruption-related topics, private contractors are preferred over any government agency or an organization/institution associated with government, and are hired by the World Bank to collect the data.

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

All Enterprise Surveys are conducted in the local languages.

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## Data Collectors

Name	Abbreviation	Affiliation
KVA Consult Ltd.		

## Supervision

Complete information regarding the sampling methodology, sample frame, weights, response rates, and implementation can be found in "Description of Samoa Implementation 2009" in "Technical Documents" folder.

## Data Processing

### **Data Editing**

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Data entry and quality controls are implemented by the contractor and data is delivered to the World Bank in batches (typically 10%, 50% and 100%). These data deliveries are checked for logical consistency, out of range values, skip patterns, and duplicate entries. Problems are flagged by the World Bank and corrected by the implementing contractor through data checks, callbacks, and revisiting establishments.



## Data Appraisal

No content available

## File Description

## Variable List

## Samoa 2009-full data-

Content	The file contains the cleaned, raw database.
Cases	109
Variable(s)	189
Structure	Type: Keys: ()
Version	
Producer	World Bank
Missing Data	

## Variables

ID	Name	Label	Type	Format	Question
V1	idstd	WEB STD FIRMID	discrete	numeric	
V2	id	Interview number	contin	numeric	
V3	a0	a.0 questionnaire	discrete	numeric	
V4	a20	A.20	discrete	numeric	
V5	a2	sampling region	discrete	numeric	
V6	a3a	a.3a region of the establishment	discrete	numeric	
V7	a3x	A.3x. City/town/village	discrete	character	
V8	a3	a3 city - population	discrete	numeric	
V9	a4a	a.4.a industry samplig sector	discrete	numeric	
V10	a4b	a.4.b industry screener sector	discrete	numeric	
V11	a5	a.5 sector match between screener information and sample frame	discrete	numeric	Sector match between screener information and sample frame Yes, screener and sample frame info match No, screener and sample frame do not match but establishment does activities which match both screener and sample frame No, does not match
V12	a6a	a.6.a samplig size	discrete	numeric	
V13	a6b	a.6.b screener size	discrete	numeric	
V14	a7	a.7 establishment is part of a large firm	discrete	numeric	
V15	a7a	Number of establishments that form the firm	discrete	numeric	
V16	a8	a.8 type of establishment	discrete	numeric	Type of establishment HQ without production and/or sales in this location HQ with production and/or sales in this location Establishment physically separated from HQ and other establishments of the same firm Establishment physically separated from HQ but with other establishments of the same firm
V17	a9	a.9 establishment financial statements prepared separately of hq statements	discrete	numeric	

ID	Name	Label	Type	Format	Question
V18	a10	a.10 establishment financial statements separate from other establishments	discrete	numeric	
V19	a11	a.11 if hq, financial statements independent of the rest of establishment	discrete	numeric	
V20	a12	a.12 interviewer number	discrete	numeric	Interviewer code
V21	a13	a.13 supervisor number	discrete	numeric	Supervisor code
V22	a14	A.14. Time face to face interview begins	discrete	numeric	
V23	a14d	day	discrete	numeric	Date face-to-face interview begins: Day (dd)
V24	a14m	month	discrete	numeric	Date face-to-face interview begins: Month (mm)
V25	a14y	year	discrete	numeric	Date face-to-face interview begins: Year (yyyy)
V26	a14h	hour	discrete	numeric	Time face-to-face interview begins: Hour (00 to 23)
V27	a14min	minutes	discrete	numeric	Time face-to-face interview begins: Minutes (00 to 59)
V28	b1	what is this firm's current legal status?	discrete	numeric	What is this firm's current legal status?
V29	b1x	b1x.other (specify)	discrete	character	What is this firm's current legal status? Other
V30	b3	what percentage of this firm does the largest owner(s) own?	discrete	numeric	What percent of this firm does the largest owner or owners own?
V31	b2a	b.2a private domestic individuals, companies or organizations	discrete	numeric	What percent of this firm is owned by each of the following: Private domestic individuals, companies or organizations
V32	b2b	b.2b private foreign individuals, companies or organizations	discrete	numeric	What percent of this firm is owned by each of the following: Private foreign individuals, companies or organizations
V33	b2c	b.2c government/state	discrete	numeric	What percent of this firm is owned by each of the following: Government/State
V34	b2d	b.2d other	discrete	numeric	What percent of this firm is owned by each of the following: Other
V35	b4	B4. Are any of the owners female?	discrete	numeric	Amongst the owners of the firm, are there any females?
V36	b5	in what year did this establishment begin operations in this country?	discrete	numeric	In what year did this establishment begin operations?
V37	b6	number of full-time employees of the establishment when it started operations	discrete	numeric	How many full-time employees did this establishment employ when it started operations? Please include all employees and managers
V38	b6a	was establishment formally registered when it began operations in this country?	discrete	numeric	Was this establishment formally registered when it began operations?
V39	b6b	in what year was this establishment formally registered?	discrete	numeric	In what year was this establishment formally registered?
V40	b7	how many years of experience working in this sector does the top manager have?	discrete	numeric	How many years of experience working in this sector does the Top Manager have?

ID	Name	Label	Type	Format	Question
V41	EAb7	EAB7. What is the Top Manager's highest completed level of education?	discrete	numeric	What is the Top Manager's highest completed level of education?
V42	b8	does establishment have an internationally-recognized quality certification?	discrete	numeric	Does this establishment have an internationally-recognized quality certification?
V43	c3	applied to obtain an electrical connection submitted over the last two years?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an electrical connection?
V44	c4	how many days did it take for you to receive an electrical connection service?	discrete	numeric	In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?
V45	c5	informal gift/payment expected or requested for an electrical connection?	discrete	numeric	In reference to that application for an electrical connection, was an informal gift or payment expected or requested?
V46	c6	over fiscal year 2008, did this establishment experience power outages?	discrete	numeric	Over fiscal year 2008, did this establishment experience power outages?
V47	c7	number of power outages experienced in a typical month in last fiscal year	discrete	numeric	In a typical month, over fiscal year 2008, how many power outages did this establishment experience?
V48	c8	how long did the average power outage last?	discrete	numeric	How long did these power outages last on average?
V49	c9a	in last fiscal year, what were your losses that resulted from power outages?	discrete	numeric	Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. Loss as percent of total annual sales due to power outages
V50	c9b	total annual losses due to power outages	discrete	numeric	Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. Annual losses due to power outages
V51	c10	generator shared or owned over the course of last fiscal year?	discrete	numeric	Over the course of fiscal year 2008, did this establishment own or share a generator?
V52	c11	% electricity from generator owned/shared by the establishment in last fiscal yr	discrete	numeric	In fiscal year 2008, what percent of this establishment's electricity came from a generator or generators that the establishment owned or shared?
V53	c12	application to obtain a water connection submitted over the last 2 fiscal years?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain a water connection?
V54	c13	how many days did it take for you to obtain a water connection?	discrete	numeric	In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?
V55	c14	when you applied for a water connection, was an informal gift requested?	discrete	numeric	In reference to that application for a water connection, was an informal gift or payment expected or requested?
V56	c16	frequency of incidents of water shortages in a typical month in last fiscal yr	discrete	numeric	In a typical month, over fiscal year 2008, how many incidents of insufficient water supply did this establishment experience?

ID	Name	Label	Type	Format	Question
V57	c17	average length of water shortage (affecting production) in last fiscal year	discrete	numeric	How long did these incidents of insufficient water supply last on average?
V58	c19	application to obtain a telephone connection submitted over the last two years	discrete	numeric	Over the last two years, did this establishment submit an application to obtain a telephone connection?
V59	c20	how many days did it take for you to receive a telephone connection service?	discrete	numeric	In reference to that application for a telephone connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?
V60	c21	when you applied for a telephone connection was an informal gift requested?	discrete	numeric	In reference to that application for a telephone connection, was an informal gift or payment expected or requested?
V61	c22a	do you currently communicate with clients and suppliers by e-mail?	discrete	numeric	At the present time, does this establishment use any of the following: E-mail to communicate with clients or suppliers?
V62	c22b	do you currently communicate with clients and suppliers via your website?	discrete	numeric	At the present time, does this establishment use any of the following: Its own website?
V63	c30a	how much of an obstacle is electricity to the current operations of this firm?	discrete	numeric	Is electricity No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V64	d1a1x	main product\service (by the largest % of annual sales) in last fiscal year	discrete	character	In fiscal year 2008, what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?
V65	d1a2	first product/service isic code	discrete	numeric	Using this card, please choose the 4-digit code that best applies to the main product of this establishment.
V66	d1a3	first product/service, percent of total annual sales	discrete	numeric	What percentage of total sales does the main product represent?
V67	d2	in last fiscal year, what were this establishment's total annual sales?	discrete	numeric	In fiscal year 2008, what were this establishment's total annual sales?
V68	d3a	what % of establishment's sales were: national sales?	discrete	numeric	In fiscal year 2008, what percent of this establishment's sales were: National sales
V69	d3b	what % of establishment's sales were: indirect exports? (using a third party)	discrete	numeric	In fiscal year 2008, what percent of this establishment's sales were: Indirect exports (sold domestically to third party that exports products)
V70	d3c	what % of establishment's sales were: direct exports?	discrete	numeric	In fiscal year 2008, what percent of this establishment's sales were: Direct exports
V71	d4	in 2008, how many av. days did it take for your exported goods to clear customs?	discrete	numeric	In fiscal year 2008, when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs?
V72	d6	Percentage of lost value of exported products because of theft in transit in 2008	discrete	numeric	In fiscal year 2008, what percent of the consignment value of the products exported directly was lost while in transit because of theft?

ID	Name	Label	Type	Format	Question
V73	d7	% value directly exported products lost in transit by breakage or spoilage, 2008	discrete	numeric	In fiscal year 2008, what percent of the consignment value of the products exported directly was lost while in transit because of breakage or spoilage?
V74	d8	in what year did this establishment first export directly or indirectly?	discrete	numeric	In which year did this establishment first export directly or indirectly?
V75	d12a	% of material inputs and supplies of domestic origin in last fiscal year	discrete	numeric	In fiscal year 2008, as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were: Material inputs or supplies of domestic origin
V76	d12b	% of material inputs and supplies of foreign origin in last fiscal year	discrete	numeric	In fiscal year 2008, as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were: Material inputs or supplies of foreign origin
V77	d13	were any of these material inputs and supplies imported directly?	discrete	numeric	Were any of the material inputs or supplies purchased in fiscal year 2008, imported directly?
V78	d14	av. no. days for imported goods to clear customs in last fiscal year	discrete	numeric	In fiscal year 2008, when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?
V79	d30a	how much of an obstacle is: transportation of goods, supplies, and inputs?	discrete	numeric	Is transport No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V80	d30b	how much of an obstacle is: customs and trade regulations?	discrete	numeric	Are customs and trade regulations No Obstacle, a Minor Obstacle, a Moderate obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V81	e6	do you use technology licensed from a foreign-owned company?	discrete	numeric	Does this establishment at present use technology licensed from a foreign-owned company, excluding office software?
V82	e11	does this establishment compete against unregistered or informal firms?	discrete	numeric	Does this establishment compete against unregistered or informal firms?
V83	e30	how much of an obstacle are the informal sector competitors to your operations?	discrete	numeric	Are practices of competitors in the informal sector No Obstacle, a Minor Obstacle, a Moderate Obstacle, Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V84	g2	applic. to obtain a construction-related permit submitted over the last 2 years	discrete	numeric	More specifically, over the last two years, did this establishment submit an application to obtain a construction-related permit?
V85	g3	how many days did it take for you to obtain a construction-related permit?	discrete	numeric	In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted?



ID	Name	Label	Type	Format	Question
V86	g4	informal gift/payment expected or requested for a construction-related permit	discrete	numeric	In reference to that application for a construction-related permit, was an informal gift or payment expected or requested?
V87	g30a	how much of an obstacle is access to land to the operations of this firm?	discrete	numeric	Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V88	i1	in fiscal year 2008, did this establishment pay for security?	discrete	numeric	In fiscal year 2008, did this establishment pay for security, for example equipment, personnel, or professional security services?
V89	i2a	percentage of total annual sales paid for security in last fiscal year	discrete	numeric	In fiscal year 2008, what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Percent of total annual sales for security
V90	i2b	in last fiscal year, what is the total annual cost of security?	discrete	numeric	In fiscal year 2008, what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security? Total annual cost of security
V91	i3	losses due to theft, robbery, vandalism or arson experienced in last fiscal year	discrete	numeric	In fiscal year 2008, did this establishment experience losses as a result of theft, robbery, vandalism or arson?
V92	i4a	losses due to theft, robbery, vandalism or arson in last fiscal yr (% of sales)	discrete	numeric	In fiscal year 2008, what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Losses as percent of total annual sales
V93	i4b	value of losses due to theft, robbery, vandalism or arson in last fiscal yr	discrete	numeric	In fiscal year 2008, what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses? Total annual value of losses
V94	i30	how much of an obstacle are crime, theft and disorder to this establishment?	discrete	numeric	Are crime, theft and disorder No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V95	k1a	% material inputs or services paid for before the delivery, 2008	discrete	numeric	In fiscal year 2008, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for before the delivery?
V96	k1b	And what percent were paid for on delivery?	discrete	numeric	In fiscal year 2008, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for on delivery?
V97	k1c	And what percent were paid for after delivery?	discrete	numeric	In fiscal year 2008, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for after delivery?
V98	k2a	% of total annual sales paid for before the delivery in last fiscal year	discrete	numeric	In fiscal year 2008, what percent of this establishment's total annual sales of its goods or services were: Paid for before the delivery?

ID	Name	Label	Type	Format	Question
V99	k2b	and what percent were: paid on delivery?	discrete	numeric	In fiscal year 2008, what percent of this establishment's total annual sales of its goods or services were: Paid for on delivery?
V100	k2c	and what percent were: paid after delivery?	discrete	numeric	In fiscal year 2008, what percent of this establishment's total annual sales of its goods or services were: Paid for after delivery?
V101	k3a	in 2008, % working capital financed from: Internal funds\ Retained earnings	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Internal funds/Retained earnings
V102	k3bc	Borrowed from banks (private and state-owned)	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from banks (private and state-owned)
V103	k3e	Borrowed from non-bank financial institutions	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Borrowed from non-bank financial institutions
V104	k3f	Purchases on credit from suppliers and advances from customers	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Purchases on credit from suppliers and advances from customers
V105	k3hd	Other (moneylenders, friends, relatives, etc.)	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources? Other (moneylenders, friends, relatives, etc.)
V106	k4	did this establishment purchase any fixed assets in last fiscal yr?	discrete	numeric	In fiscal year 2008, did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?
V107	n5a	total annual expenditure for purchases of equipment in last fiscal yr	discrete	numeric	In fiscal year 2008, how much did this establishment spend on purchases of: Machinery, vehicles, and equipment (new or used)
V108	n5b	total annual expenditure for purchases of land and buildings in last fiscal yr	discrete	numeric	In fiscal year 2008, how much did this establishment spend on purchases of: Land and buildings
V109	k5a	% of fixed assets funded by internal funds\ retained earnings in last fiscal yr	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Internal funds or retained earnings
V110	k5i	owners' contributions or issued new equity	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Owners' contribution or issued new equity shares

ID	Name	Label	Type	Format	Question
V111	k5bc	Borrowed from banks (private and state-owned)	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Borrowed from banks (private and state-owned)
V112	k5e	Borrowed from non-bank financial institutions	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Borrowed from non-bank financial institutions
V113	k5f	purchases on credit from suppliers and advances from customers	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources? Purchases on credit from suppliers and advances from customers
V114	k5hdj	other (moneylenders, friends, relatives, bonds, commercial papers etc)	discrete	numeric	Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: Other (moneylenders, friends, relatives, bonds, commercial papers etc)
V115	k6	does this establishment have a checking and/or saving account?	discrete	numeric	Now let's talk about the establishment's current situation. At this time, does this establishment have a checking or savings account?
V116	k7	at this time, does this establishment have an overdraft facility?	discrete	numeric	At this time, does this establishment have an overdraft facility?
V117	k8	does this establishment have a line of credit or loan from a financial inst.?	discrete	numeric	At this time, does this establishment have a line of credit or a loan from a financial institution?
V118	k9	type of financial institution that granted the line of credit or loan	discrete	numeric	Referring to the most recent line of credit or loan, what type of financial institution granted this loan? Private commercial banks State-owned banks or government agency Non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies Other
V119	k10	in what year was the most recent line of credit or loan approved?	discrete	numeric	Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?
V120	k11	for the most recent loan, what was the value at the time of approval?	discrete	numeric	Referring only to this most recent loan or line of credit, what was its value at the time of approval?
V121	k13	financing required for the most recent line of credit or loan	discrete	numeric	Referring only to this most recent loan or line of credit, did the financing require collateral?
V122	k14a	type of collateral required for the most recent loan? land, buildings	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Land, buildings under ownership of the establishment
V123	k14b	type of collateral required for the most recent loan? equipment	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Machinery and equipment including movables

ID	Name	Label	Type	Format	Question
V124	k14c	type of collateral required for the most recent loan? accounts	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Accounts receivable and inventories
V125	k14d	type of collateral required for the most recent loan? personal assets	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Personal assets of owner (house, etc.)
V126	k14e	type of collateral required for the most recent loan? other	discrete	numeric	Referring only to this most recent loan or line of credit, what type of collateral was required? Other forms of collateral not included in the categories above
V127	k15a	approx. collateral needed as % of the loan value \ value of the line of credit	discrete	numeric	Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required?
V128	k16	in last fiscal yr, did establishment apply for new loans/lines of credit?	discrete	numeric	Referring again to the last fiscal year 2008, did this establishment apply for any loans or lines of credit?
V129	k17	main reason for not applying for new loans or new lines of credit	discrete	numeric	What was the main reason why this establishment did not apply for any line of credit or loan in fiscal year 2008? No need for a loan - establishment has sufficient capital Application procedures for loans or lines of credit are complex Interest rates are not favorable Collateral requirements are too high Size of loan and maturity are insufficient It is necessary to make informal payments to get bank loans Did not think it would be approved Other
V130	k21	financial statements checked & certified by external auditor in last fiscal yr?	discrete	numeric	In fiscal year 2008, did this establishment have its annual financial statements checked and certified by an external auditor?
V131	k30	how much of an obstacle is: access to finance	discrete	numeric	Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V132	h7a	the court system is fair, impartial and uncorrupted	discrete	numeric	I am going to read some statements that describe the courts system and how it could affect business. For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree. "The court system is fair, impartial and uncorrupted."
V133	j2	what % of senior management time was spent in dealing with govt regulations?	discrete	numeric	In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations? [By senior management I mean managers, directors, and officers above direct supervisors of production/sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms]
V134	j3	over the last 12 months, was this establishment inspected by tax officials?	discrete	numeric	Over the last year, was this establishment visited or inspected by tax officials?

ID	Name	Label	Type	Format	Question
V135	j4	frequency of inspections/requirement for meeting by tax officials	discrete	numeric	Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?
V136	j5	in any of these inspections was a gift or informal requested ?	discrete	numeric	In any of these inspections or meetings was a gift or informal payment expected or requested?
V137	j6a	government contract secured (or attempted) in the last 12 months?	discrete	numeric	Over the last year, has this establishment secured or attempted to secure a government contract?
V138	j6	% of contract value av. firm pays in informal gifts to govt to secure contract?	discrete	numeric	When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?
V139	j7a	percent of total annual sales paid in informal payments	discrete	numeric	It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose? Percent of total annual sales paid as informal payment
V140	j7b	total annual informal payment	discrete	numeric	It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose? Total annual informal payment
V141	j10	application to obtain an import license submitted over the last 2 years?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an import license?
V142	j11	how many days did it take to obtain your import license?	discrete	numeric	Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?
V143	j12	when you applied for an import license, was an informal gift requested?	discrete	numeric	In reference to that application for an import license, was an informal gift or payment expected or requested?
V144	j13	application to obtain an operating license submitted over last 2 years?	discrete	numeric	Over the last two years, did this establishment submit an application to obtain an operating license?
V145	j14	how many days did it take to obtain your operating license?	discrete	numeric	Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?
V146	j15	when you applied for an operating license was an informal gift requested?	discrete	numeric	In reference to that application for an operating license, was an informal gift or payment expected or requested?

ID	Name	Label	Type	Format	Question
V147	j30a	obstacle to the current operations : tax rates	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Tax rates
V148	j30b	obstacle to the current operations : tax administrations	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Tax administration
V149	j30c	obstacle to the current operations : business licensing and permits	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Business licensing and permits
V150	j30e	obstacle to the current operations : political instability	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Political instability
V151	j30f	obstacle to the current operations : corruption	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Corruption
V152	h30	obstacle to the current operations : courts	discrete	numeric	As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment. Courts
V153	l1	no. permanent, full-time employees of this firm at end of last fiscal year	discrete	numeric	At the end of fiscal year 2008, how many permanent, full-time employees did this establishment employ? Please include all employees and managers
V154	l2	no. permanent, full-time employees of this firm at end of 3 fiscal years ago	discrete	numeric	Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers
V155	l5	no. ft employees who were female at end of last fiscal yr	discrete	numeric	At the end of fiscal year 2008, how many permanent full-time employees of this establishment for the following categories were female?
V156	l6	no. full-time temporary employees employed at end of last fiscal year	discrete	numeric	How many full-time temporary employees did this establishment employ in fiscal year 2008?

ID	Name	Label	Type	Format	Question
V157	l8	av.length of employment of all ft temporary employees in last fiscal year	discrete	numeric	What was the average length of employment of all full-time temporary employees in fiscal year 2008?
V158	l10	formal training programs for permanent, ft employees ran in last fiscal yr	discrete	numeric	Over fiscal year 2008, did this establishment have formal training programs for its permanent, full-time employees?
V159	l30a	how much of an obstacle are labour regulations to the operations of this firm?	discrete	numeric	Are labor regulations No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V160	l30b	how much of an obstacle is inadequately educated wokforce to your firm?	discrete	numeric	Is an inadequately educated workforce No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?
V161	m1a	most serious obstacle affecting the operation of this establishment	discrete	numeric	Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment?
V162	m1d	rotation order	discrete	numeric	Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment? Rotation
V163	n2a	total labor cost (incl. wages, salaries, bonuses, etc) in last fiscal year	discrete	numeric	For fiscal year 2008, please provide the following information about this establishment: Total annual cost of labor (including wages, salaries, bonuses, social security payments)
V164	n2b	total annual costs of electricity in last fiscal year	discrete	numeric	For fiscal year 2008, please provide the following information about this establishment: Total annual costs of electricity
V165	n2e	cost of raw materials and intermediate goods used in prod. in last fiscal year	discrete	numeric	For fiscal year 2008, please provide the following information about this establishment: Total annual cost of raw materials and intermediate goods used in production
V166	n3	what were the establishment's total annual sales three fiscal years ago?	discrete	numeric	In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?
V167	b20	can we provide the wb with your contact information?	discrete	numeric	The World Bank might be interested in getting in touch with you to follow up on some aspects of this interview. Would you have any objection if we provide them with your contact information?
V168	a15a1a	A15a1a. Position in the firm of main respondent	discrete	character	
V169	a15a2a	main respondent years working in the firm:	discrete	numeric	
V170	a15a3	A15a3. Gender of the main respondent	discrete	numeric	
V171	a15a1b	A15a1b. Position in the firm of second respondent	discrete	character	
V172	a15a2b	second respondent years working in the firm	discrete	numeric	



ID	Name	Label	Type	Format	Question
V173	a15b3	A15b3. Gender of the second respondent	discrete	numeric	
V174	a15	A.16. Time face to face interview begins	contin	numeric	
V175	a15m	month	discrete	numeric	Time face-to-face interview ends
V176	a15d	day	discrete	numeric	Time face-to-face interview ends
V177	a15h	hour	discrete	numeric	Time face-to-face interview ends
V178	a15min	minutes	discrete	numeric	Time face-to-face interview ends
V179	a16	perception of the questions regarding opinions and perceptions	discrete	numeric	It is my perception that the responses to the questions regarding opinions and perceptions: Truthful Somewhat truthful Not truthful
V180	a17	The questions regarding figures (productivity and employment numbers	discrete	numeric	The responses to the questions regarding figures (productivity and employment numbers):
V181	a17x	interviewer comments	discrete	character	
V182	a18	this questionnaire was completed in:	discrete	numeric	This questionnaire was completed in: One visit in face-to-face interview with one person One visit in face-to-face interview with different managers/staff Several visits
V183	a19h	if option 2 or 3 in a.18, estimate duration of the whole interview: hours	discrete	numeric	
V184	a19m	if option 2 or 3 in a.18, estimate duration of the whole interview:minutes	discrete	numeric	
V185	wstrict		contin	numeric	
V186	wmedian		contin	numeric	
V187	wweak		contin	numeric	
V188	a1	a.1 country code	discrete	numeric	
V189	strata	Strata unique identifier	discrete	numeric	





## WEB STD FIRMID (idstd)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 6  
 Decimals: 0  
 Range: 440801-441076

Valid cases: 109  
 Invalid: 0

**Description**

Unique ID for each observation

## Interview number (id)

File: Samoa 2009-full data-

**Overview**

Type: Continuous  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: 1-330

Valid cases: 109  
 Invalid: 0  
 Minimum: 4  
 Maximum: 834  
 Mean: 425.4  
 Standard deviation: 254

## a.0 questionnaire (a0)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 1  
 Decimals: 0  
 Range: 1-6

Valid cases: 109  
 Invalid: 0

**Description**

Type of questionnaire implemented

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Questionnaire used in the interview. It is defined according to the screener sector of activity of the establishment

## A.20 (a20)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

## sampling region (a2)

File: Samoa 2009-full data-

## sampling region (a2)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Sampling region defines the region stratum of the establishment  
 It is defined by the regional classification of the establishment in the sample frame

## a.3a region of the establishment (a3a)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Codification of a3x into regions of homogeneous regulation and or business environment conditions, for ex. into regional clusters

## A.3x. City/town/village (a3x)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: character  
 Width: 40

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## a3 city - population (a3)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Location control variable: it is defined by the actual location of the establishment

## a.4.a industry samplig sector (a4a)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Classification of the establishment's activity as defined in the sample frame

## a.4.b industry screener sector (a4b)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Classification of the establishment's activity as defined by the screener questionnaire

## a.5 sector match between screener information and sample frame (a5)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Sector match between screener information and sample frame

Yes, screener and sample frame info match

No, screener and sample frame do not match but establishment does activities which match both screener and sample frame

No, does not match

**Interviewer instructions**

Self-explanatory

## a.6.a samplig size (a6a)

File: Samoa 2009-full data-

**Overview**

## a.6.a samplig size (a6a)

## File: Samoa 2009-full data-

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Size of the establishment taken from the sample frame

## a.6.b screener size (a6b)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Size of the establishment as determined with the screener questionnaire

## a.7 establishment is part of a large firm (a7)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Identifies establishments that are part of a larger firm

## Number of establishments that form the firm (a7a)

## File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 3  
 Decimals: 0  
 Range: -9-104

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

## a.8 type of establishment (a8)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Type of establishment  
 HQ without production and/or sales in this location  
 HQ with production and/or sales in this location  
 Establishment physically separated from HQ and other establishments of the same firm  
 Establishment physically separated from HQ but with other establishments of the same firm

**Interviewer instructions**

Identifies type of establishment for those that are part of larger firms

## a.9 establishment financial statements prepared separately of hq statements (a9)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Information taken from the screener questionnaire

## a.10 establishment financial statements separate from other establishments (a10)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Information taken from the screener questionnaire

## a.11 if hq, financial statements independent of the rest of establishment (a11)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Interviewer instructions

Information taken from the screener questionnaire

## a.12 interviewer number (a12)

File: Samoa 2009-full data-

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: 1704-2077

Valid cases: 109  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Interviewer code

### Interviewer instructions

Information taken from the screener questionnaire

## a.13 supervisor number (a13)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

### Literal question

Supervisor code

### Interviewer instructions

Information taken from the screener questionnaire

## A.14. Time face to face interview begins (a14)

File: Samoa 2009-full data-

### Overview

## A.14. Time face to face interview begins (a14)

## File: Samoa 2009-full data-

Type: Discrete  
 Format: numeric  
 Width: 12  
 Decimals: 0  
 Range: 11020091020-241220091420

Valid cases: 0  
 Invalid: 109

## day (a14d)

## File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-30

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Date face-to-face interview begins:  
 Day (dd)

**Interviewer instructions**

Self-explanatory

## month (a14m)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Date face-to-face interview begins:  
 Month (mm)

**Interviewer instructions**

Self-explanatory

## year (a14y)

## File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 4  
 Decimals: 0  
 Range: 2008-2009

Valid cases: 109  
 Invalid: 0

**Literal question**



year (a14y)

File: Samoa 2009-full data-

Date face-to-face interview begins:

Year (yyyy)

hour (a14h)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 7-17

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Time face-to-face interview begins:  
 Hour (00 to 23)

**Interviewer instructions**

Self-explanatory

minutes (a14min)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 0-59

Valid cases: 109  
 Invalid: 0

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Literal question**

Time face-to-face interview begins:  
 Minutes (00 to 59)

what is this firm's current legal status? (b1)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

## what is this firm's current legal status? (b1)

### File: Samoa 2009-full data-

1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. The goal of this survey is to gather information and opinions about the investment climate in this country. Ultimately, the information gathered here will help to develop new policies and programs that enhance employment and economic growth. The information obtained here will be held in the strictest confidentiality. Neither your name nor the name of your business will be used in any document based on this survey.

2) READ OUT THE FOLLOWING INTRODUCTORY SENTENCE ONLY IF A7 = 1 (yes): The first few questions apply to the firm which your establishment is part of.

3) SHOW CARD

#### Literal question

What is this firm's current legal status?

#### Post question

If answer is 3 then SKIP TO B.2

#### Interviewer instructions

A firm's legal status is information well known for the target respondent: CEO, General Manager or owner of the firm. ENUMERATORS DO NOT NEED TO KNOW THE DEFINITION OF EACH TYPE OF LEGAL STATUS.

A firm's legal status is first determined by whether participation on ownership is by shares (first 2 options) or not (options 3 and 4). The fifth option is a combination of the previous ones.

If a firm's shares are publicly traded, it is a shareholding company with shares traded in the stock market. If the shares are not traded or they are traded only privately it is a shareholding company with shares traded privately. A shareholding company with shares traded privately is a firm that is owned by partners or shareholders for whom their claims over the firm are not publicly traded. They may or may not be traded privately. In both of these categories firms have limited liability.

A sole proprietorship is a business owned and operated by one individual natural person. A natural person is a real human being, as opposed to an artificial legal entity such as a corporation or organization that the law treats for some purposes as if it were a person distinct from its members or owner(s).

A firm's legal status defines the extent of the liability which defines the level of responsibility of the owner over the firm's obligations. Under limited liability each owner is only responsible for the proportion of his/her shares.

A partnership allows two or more people to share profits and liabilities, with or without privately held shares. In a partnership, the parties could be individuals, corporations, trusts, other partnerships, or a combination of all of the above. The essential characteristic of this partnership is the unlimited liability of every partner.

Limited partnership is a legal form that includes one or several general partners and one or more limited partners who invest capital into the partnership, but do not take part in the daily operation or management of the business. The limited partners limit their amount of liability to the amount of capital invested in the partnership. The general partners personally shoulder all debts and obligations of the partnership. Business operations are governed, unless otherwise specified in a written agreement, by majority vote of voting partners. Limited liability partnerships are separate legal entities that provide liability protection for all general partners as well as management rights in the business.

Cooperatives and state owned firms should be designated as Other. When other is chosen, the actual form of legal status must be specified in writing by the enumerator on the survey instrument.

## b1x.other (specify) (b1x)

### File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: character  
Width: 50

Valid cases: 1  
Invalid: 0

#### Literal question

What is this firm's current legal status?

Other

#### Interviewer instructions

## b1x.other (specify) (b1x)

## File: Samoa 2009-full data-

A firm's legal status is information well known for the target respondent: CEO, General Manager or owner of the firm. ENUMERATORS DO NOT NEED TO KNOW THE DEFINITION OF EACH TYPE OF LEGAL STATUS.

A firm's legal status is first determined by whether participation on ownership is by shares (first 2 options) or not (options 3 and 4). The fifth option is a combination of the previous ones.

If a firm's shares are publicly traded, it is a shareholding company with shares traded in the stock market. If the shares are not traded or they are traded only privately it is a shareholding company with shares traded privately. A shareholding company with shares traded privately is a firm that is owned by partners or shareholders for whom their claims over the firm are not publicly traded. They may or may not be traded privately. In both of these categories firms have limited liability.

A sole proprietorship is a business owned and operated by one individual natural person. A natural person is a real human being, as opposed to an artificial legal entity such as a corporation or organization that the law treats for some purposes as if it were a person distinct from its members or owner(s).

A firm's legal status defines the extent of the liability which defines the level of responsibility of the owner over the firm's obligations. Under limited liability each owner is only responsible for the proportion of his/her shares.

A partnership allows two or more people to share profits and liabilities, with or without privately held shares. In a partnership, the parties could be individuals, corporations, trusts, other partnerships, or a combination of all of the above. The essential characteristic of this partnership is the unlimited liability of every partner.

Limited partnership is a legal form that includes one or several general partners and one or more limited partners who invest capital into the partnership, but do not take part in the daily operation or management of the business. The limited partners limit their amount of liability to the amount of capital invested in the partnership. The general partners personally shoulder all debts and obligations of the partnership. Business operations are governed, unless otherwise specified in a written agreement, by majority vote of voting partners. Limited liability partnerships are separate legal entities that provide liability protection for all general partners as well as management rights in the business.

Cooperatives and state owned firms should be designated as Other. When other is chosen, the actual form of legal status must be specified in writing by the enumerator on the survey instrument.

## what percentage of this firm does the largest owner(s) own? (b3)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 59  
Invalid: 50

**Literal question**

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

## b.2a private domestic individuals, companies or organizations (b2a)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Pre question**

SHOW CARD

**Literal question**

## b.2a private domestic individuals, companies or organizations (b2a)

## File: Samoa 2009-full data-

What percent of this firm is owned by each of the following:

Private domestic individuals, companies or organizations

**Interviewer instructions**

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## b.2b private foreign individuals, companies or organizations (b2b)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Pre question**

SHOW CARD

**Literal question**

What percent of this firm is owned by each of the following:

Private foreign individuals, companies or organizations

**Interviewer instructions**

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## b.2c government/state (b2c)

## File: Samoa 2009-full data-

**Overview**

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-75

Valid cases: 109  
Invalid: 0

**Pre question**

SHOW CARD

## b.2c government/state (b2c)

## File: Samoa 2009-full data-

**Literal question**

What percent of this firm is owned by each of the following:  
Government/State

**Post question**

IF 100% TERMINATE

**Interviewer instructions**

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## b.2d other (b2d)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Pre question**

SHOW CARD

**Literal question**

What percent of this firm is owned by each of the following:  
Other

**Interviewer instructions**

1) Foreign ownership refers to the nationality of the owners. If the primary owner is a foreign national resident in the country, it is still a foreign owned firm. If the owner is another company or institution owned by individuals who are foreign nationals, then it is foreign owned.

Domestic owners are nationals of the country in which the establishment is located. (Follow the same rule for companies.)

A firm that is a subsidiary of a government-owned firm should be considered government-owned.

Firms that operate under a franchise agreement should be classified according to the nationality of those awarded the franchise.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## B4. Are any of the owners female? (b4)

## File: Samoa 2009-full data-

**Overview**

## B4. Are any of the owners female? (b4)

### File: Samoa 2009-full data-

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

## in what year did this establishment begin operations in this country? (b5)

### File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2007

Valid cases: 109  
Invalid: 0

#### Pre question

READ ONLY IF A7=1 (yes)

I want to proceed by asking you about this establishment only.

#### Literal question

In what year did this establishment begin operations?

#### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

#### Interviewer instructions

The objective of this question is to obtain the year in which operations started regardless of who was the owner at the time.

The year when the establishment began operation refers to the year in which the establishment actually started producing (or providing services), not to the year in which it was registered for the first time.

If the establishment was privatized, then the date provided should refer to when the original government-owned establishment began operations.

If the establishment changed its production significantly to change sector classification, then the year when that took place should be provided.

## number of full-time employees of the establishment when it started operations (b6)

### File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-1992

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Interviewer instructions

number of full-time employees of the establishment when it started operations (b6)

File: Samoa 2009-full data-

The number of permanent, full-time employees for the time that the enterprise began operations should be provided. All employees and managers (including respondent) should be included.

was establishment formally registered when it began operations in this country? (b6a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

Was this establishment formally registered when it began operations?

#### Interviewer instructions

Registering refer to registration with the national registry (public or private).

If and only if the respondent asks what formal registration means explain that it's when the establishment registered with:

XXXXXXX "Ministry or department"

in what year was this establishment formally registered? (b6b)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2007

Valid cases: 109  
Invalid: 0

#### Literal question

In what year was this establishment formally registered?

#### Post question

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR.

#### Interviewer instructions

Year of registration refers to the year in which the establishment completed the registration as explained in B.6a.

how many years of experience working in this sector does the top manager have? (b7)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-52

Valid cases: 109  
Invalid: 0

how many years of experience working in this sector does the top manager have? (b7)

File: Samoa 2009-full data-

#### Literal question

How many years of experience working in this sector does the Top Manager have?

#### Interviewer instructions

Top Manager as defined in B.7a. B.7 refers to years of Top Manager's managerial experience in the type of sector in which the establishment presently operates.

EAB7. What is the Top Manager's highest completed level of education? (EAb7)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-7

Valid cases: 109  
Invalid: 0

#### Literal question

What is the Top Manager's highest completed level of education?

does establishment have an internationally-recognized quality certification? (b8)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

Does this establishment have an internationally-recognized quality certification?

#### Post question

INTERVIEWER: If there is need for clarification, some examples are: ISO 9000, 9002 or 14000

#### Interviewer instructions

The question refers exclusively to internationally recognized certifications. Examples are: ISO (International Organization for Standardization) for manufacturing and services, HACCP (Hazard Analysis and Critical Control Point) for food (especially, but not exclusively, for seafood and juices), and AATCC (American Association of Textiles Chemists and Colorists) for textiles.

Certificates granted only nationally not recognized in international markets are not included.

applied to obtain an electrical connection submitted over the last two years? (c3)

File: Samoa 2009-full data-

#### Overview



applied to obtain an electrical connection submitted over the last two years? (c3)

File: Samoa 2009-full data-

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

Valid cases: 109  
Invalid: 0

#### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING. Now, we turn to the establishment's operations in fiscal year [insert last complete fiscal year].

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION C.6

#### Interviewer instructions

Application for electrical connection.

Electrical connection refers to a new connection or to an increase in voltage of an existing connection that requires an application.

how many days did it take for you to receive an electrical connection service? (c4)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 25  
Invalid: 84

#### Literal question

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

#### Interviewer instructions

Wait for electrical connection. Self-explanatory

informal gift/payment expected or requested for an electrical connection? (c5)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 25  
Invalid: 84

#### Literal question

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

#### Interviewer instructions

- 1) Bribe for electrical connection. Self-explanatory
- 2) Sensitive question, no clarification can be offered

over fiscal year 2008, did this establishment experience power outages? (c6)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

Over fiscal year 2008, did this establishment experience power outages?

#### Post question

If answer is No or Don't Know GO TO QUESTION C.10

#### Interviewer instructions

A power outage occurs when there is equipment malfunction from the failure of adequate supply of power. Blackouts that cause some, but not all equipment to malfunction are also considered power outages.

number of power outages experienced in a typical month in last fiscal year (c7)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 93  
Invalid: 16

#### Literal question

In a typical month, over fiscal year 2008, how many power outages did this establishment experience?

#### Post question

IF 0, GO TO QUESTION C.10

#### Interviewer instructions

If power outages are seasonal the interviewer should ask the respondent to calculate the number of outages in a typical month, excluding both the months in which outages are most frequent and the months where outages are most infrequent. The concept of a typical month must be well understood since it is used several times throughout the questionnaire: it is the most common type of month in the year regarding the characteristic being asked. Thus, for answers such as "electrical outages once every 3 months" in a typical month there are 0 outages (since there will be outages only in 4 months of the year and in the rest 8 months there will be no outages). For the answer "once every other month" write 1 since there will be 6 months with outages and 6 months without them.

how long did the average power outage last? (c8)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-30

Valid cases: 93  
Invalid: 16

#### Literal question

How long did these power outages last on average?

#### Interviewer instructions

how long did the average power outage last? (c8)

File: Samoa 2009-full data-

This refers to the duration of the power outages in a typical month. The respondent should calculate average duration of power outages in the typical month.

in last fiscal year, what were your losses that resulted from power outages? (c9a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 73  
Invalid: 36

#### Literal question

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

Loss as percent of total annual sales due to power outages

#### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH c9a or c9b

#### Interviewer instructions

Losses because of power outages: The Manager should estimate the amount of production lost because of power outages.

total annual losses due to power outages (c9b)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-100000

Valid cases: 20  
Invalid: 89

#### Literal question

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

Annual losses due to power outages

#### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH c9a or c9b

#### Interviewer instructions

Losses because of power outages: The Manager should estimate the amount of production lost because of power outages.

generator shared or owned over the course of last fiscal year? (c10)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 27  
Invalid: 82

#### Literal question

generator shared or owned over the course of last fiscal year? (c10)

File: Samoa 2009-full data-

Over the course of fiscal year 2008, did this establishment own or share a generator?

**Post question**

If answer is No or Don't Know then GO TO QUESTION C.12

**Interviewer instructions**

Establishment owns or shares a generator. Self-explanatory

% electricity from generator owned/shared by the establishment in last fiscal yr (c11)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 5  
Invalid: 104

**Literal question**

In fiscal year 2008, what percent of this establishment's electricity came from a generator or generators that the establishment owned or shared?

**Interviewer instructions**

Percentage of electricity from own or shared generator. Self-explanatory

application to obtain a water connection submitted over the last 2 fiscal years? (c12)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Literal question**

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

**Post question**

If answer is No or Don't Know then GO TO QUESTION C.16

**Interviewer instructions**

Application for water connection. Self-explanatory

how many days did it take for you to obtain a water connection? (c13)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 15  
Invalid: 94

**Literal question**

how many days did it take for you to obtain a water connection? (c13)

File: Samoa 2009-full data-

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

**Interviewer instructions**

Wait for water connection. Self-explanatory

when you applied for a water connection, was an informal gift requested? (c14)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 15  
Invalid: 94

**Literal question**

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

**Interviewer instructions**

- 1) Bribe for water connection. Self-explanatory
- 2) Sensitive question, no clarification can be offered.

frequency of incidents of water shortages in a typical month in last fiscal yr (c16)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-5

Valid cases: 27  
Invalid: 82

**Literal question**

In a typical month, over fiscal year 2008, how many incidents of insufficient water supply did this establishment experience?

**Post question**

If answer is 0 then GO TO QUESTION C.19

**Interviewer instructions**

Incidents of insufficient water supply per month can be estimated by considering the number of times water insufficiencies took place per month. The respondent should be asked to exclude months when water insufficiencies are rare or months when water insufficiencies are extreme from the calculation. The calculation should be made based on a typical month. Zero is the answer only if no insufficiencies occurred in a typical month.

average length of water shortage (affecting production) in last fiscal year (c17)

File: Samoa 2009-full data-

**Overview**

average length of water shortage (affecting production) in last fiscal year (c17)

File: Samoa 2009-full data-

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

Valid cases: 18  
Invalid: 91

#### Literal question

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

#### Interviewer instructions

Duration of a water shortage can be estimated by considering the average duration of water insufficiencies that took place in a typical month.

application to obtain a telephone connection submitted over the last two years (c19)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION C.22

#### Interviewer instructions

Application for telephone connection. Self-explanatory

how many days did it take for you to receive a telephone connection service? (c20)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-90

Valid cases: 35  
Invalid: 74

#### Literal question

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

#### Interviewer instructions

Wait for telephone connection. Self-explanatory

when you applied for a telephone connection was an informal gift requested? (c21)

File: Samoa 2009-full data-

when you applied for a telephone connection was an informal gift requested? (c21)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 34  
Invalid: 75

#### Literal question

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

#### Interviewer instructions

- 1) Bribe for telephone connection. Self-explanatory
- 2) Sensitive question, no clarification can be offered.

do you currently communicate with clients and suppliers by e-mail? (c22a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

At the present time, does this establishment use any of the following:  
E-mail to communicate with clients or suppliers?

#### Interviewer instructions

E-mail and website use.  
Web page should be considered as part of the website.  
Website use includes cases when the establishment has its own website but does not actually do any direct communication with clients or suppliers via the website.

do you currently communicate with clients and suppliers via your website? (c22b)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

At the present time, does this establishment use any of the following:  
Its own website?

#### Interviewer instructions

E-mail and website use.  
Web page should be considered as part of the website.  
Website use includes cases when the establishment has its own website but does not actually do any direct communication with clients or suppliers via the website.

how much of an obstacle is electricity to the current operations of this firm? (c30a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Is electricity No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered.

main product\service (by the largest % of annual sales) in last fiscal year (d1a1x)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: character  
Width: 50

Valid cases: 108  
Invalid: 0

#### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The next topic to be covered is how and where this establishment makes its sales.

#### Literal question

In fiscal year 2008, what was this establishment's main product, that is, the product that represented the largest proportion of annual sales (in LCU)?

#### Interviewer instructions

Establishment's main product The purpose of this question is to determine what the company produces. The description should be written down exactly as provided by the respondent.  
The main product is defined in terms of sales in monetary value not volume.

first product/service isic code (d1a2)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-7310

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Using this card, please choose the 4-digit code that best applies to the main product of this establishment.

#### Interviewer instructions



## first product/service isic code (d1a2)

## File: Samoa 2009-full data-

Categorize the products according to standard industry classification codes. The enumerator should show the respondent the list of codes that correspond to the products identified to ensure agreement with the categorization. The respondent should be directed to look at the card only after he has provided the answer to D.1a1.

It may be that all major products fall into one category or that the establishment has only one main product. If the respondent does not know the code, the enumerator should write the sector and look for the corresponding code in the list of codes before submitting the completed questionnaire.

For the codes use United Nations ISIC Rev.3.1.

<<http://unstats.un.org/unsd/cr/registry/regcst.asp?Cl=17>>

## first product/service, percent of total annual sales (d1a3)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Literal question**

What percentage of total sales does the main product represent?

**Interviewer instructions**

The main product is defined in terms of sales in monetary value not volume.

in last fiscal year, what were this establishment's total annual sales?  
(d2)

## File: Samoa 2009-full data-

**Overview**

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-913000000

Valid cases: 109  
Invalid: 0

**Literal question**

In fiscal year 2008, what were this establishment's total annual sales?

**Interviewer instructions**

Total sales include the value of all annual sales counting manufactured goods and goods the establishment has bought for trading. For ex. if an establishment makes blue jeans and also imports blue jeans for resale, total sales is the value of all blue jeans sold, both produced and imported. Revenue or receipts for all services rendered and any sales of merchandise for the year, even if the payment may have been received at a later date, are included in total sales.

## what % of establishment's sales were: national sales? (d3a)

## File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

what % of establishment's sales were: national sales? (d3a)

File: Samoa 2009-full data-

**Pre question**

- 1) SHOW CARD
- 2) INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

**Literal question**

In fiscal year 2008, what percent of this establishment's sales were:  
National sales

**Post question**

IF 100, GO TO QUESTION D.30

**Interviewer instructions**

- 1) Where sales are made. The purpose of this question is to determine where the establishment's customers are located.

Domestic sales are when goods or services are sold inside the borders of the country.

An indirect export is when the manufacturer sells its goods to a trader or another agent who then exports the product without modifications. Products that the manager knows are smuggled abroad should be counted as indirect exports.

Direct export is the sale of goods where the immediate recipient is outside the borders of the country.

- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

what % of establishment's sales were: indirect exports? (using a third party) (d3b)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 30  
Invalid: 79

**Pre question**

- 1) SHOW CARD
- 2) INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

**Literal question**

In fiscal year 2008, what percent of this establishment's sales were:  
Indirect exports (sold domestically to third party that exports products)

**Post question**

IF 100, GO TO QUESTION D.8

**Interviewer instructions**

- 1) Where sales are made. The purpose of this question is to determine where the establishment's customers are located.

Domestic sales are when goods or services are sold inside the borders of the country.

An indirect export is when the manufacturer sells its goods to a trader or another agent who then exports the product without modifications. Products that the manager knows are smuggled abroad should be counted as indirect exports.

Direct export is the sale of goods where the immediate recipient is outside the borders of the country.

- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

what % of establishment's sales were: direct exports? (d3c)

File: Samoa 2009-full data-

what % of establishment's sales were: direct exports? (d3c)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-99

Valid cases: 30  
Invalid: 79

#### Pre question

- 1) SHOW CARD
- 2) INTERVIEWER: THESE MUST BE ASKED IN THE ORDER THEY APPEAR ON THE TABLE

#### Literal question

In fiscal year 2008, what percent of this establishment's sales were:  
Direct exports

#### Post question

IF 0, GO TO QUESTION D.8

#### Interviewer instructions

- 1) Where sales are made. The purpose of this question is to determine where the establishment's customers are located.

Domestic sales are when goods or services are sold inside the borders of the country.

An indirect export is when the manufacturer sells its goods to a trader or another agent who then exports the product without modifications. Products that the manager knows are smuggled abroad should be counted as indirect exports.

Direct export is the sale of goods where the immediate recipient is outside the borders of the country.

- 2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

in 2008, how many av. days did it take for your exported goods to clear customs? (d4)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 18  
Invalid: 91

#### Literal question

In fiscal year 2008, when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs?

#### Interviewer instructions

Clearing customs for direct exports. The purpose of this question is to determine the efficiency of customs in clearing goods for export.

Main point of exit is the last domestic location (e.g. port, border crossing, airport, or internal custom) from which the goods leave the country.

Whenever different ports of exit are used this question refers to the port where "most goods" exit defined in terms of consignment value (not physical units).

Goods cleared customs They refer to the time it takes to obtain all clearances required from the moment the goods arrived at their point of exit until the moment they satisfy the requirements of the clearance procedures at the customs office. This includes transit procedures.

Average number of days to clear customs. Prompt the respondent to think of all shipments sent to the main point of exit and estimate an average time it took from the time the shipments arrived to the time they left that point of exit.

## Percentage of lost value of exported products because of theft in transit in 2008 (d6)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 18  
Invalid: 91

### Literal question

In fiscal year 2008, what percent of the consignment value of the products exported directly was lost while in transit because of theft?

## % value directly exported products lost in transit by breakage or spoilage, 2008 (d7)

File: Samoa 2009-full data-

### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-10

Valid cases: 18  
Invalid: 91

### Literal question

In fiscal year 2008, what percent of the consignment value of the products exported directly was lost while in transit because of breakage or spoilage?

## in what year did this establishment first export directly or indirectly? (d8)

File: Samoa 2009-full data-

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2007

Valid cases: 26  
Invalid: 83

### Literal question

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

### Interviewer instructions

First exported directly or indirectly. The purpose of this question is self-explanatory.

## % of material inputs and supplies of domestic origin in last fiscal year (d12a)

File: Samoa 2009-full data-

### Overview

## % of material inputs and supplies of domestic origin in last fiscal year (d12a)

File: Samoa 2009-full data-

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

Valid cases: 27  
Invalid: 82

### Pre question

SHOW CARD

### Literal question

In fiscal year 2008, as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were:

Material inputs or supplies of domestic origin

### Interviewer instructions

1) The purpose of this question is to determine from where the inputs for production are obtained and purchased.

The calculation is done as a percent of all purchases of supplies and inputs purchased by the establishment for the fiscal year.

Inputs are materials that go through a mechanical, physical, or chemical transformation that will ultimately make up some portion of the final good produced. Lumber in a furniture factory is a good example of an input.

Supplies are materials or products that are used, expended, consumed, but will not comprise the final good produced. Pencils and writing paper are good examples of a supply.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## % of material inputs and supplies of foreign origin in last fiscal year (d12b)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 27  
Invalid: 82

### Pre question

SHOW CARD

### Literal question

In fiscal year 2008, as a proportion of all of the material inputs or supplies purchased that year, what percent of this establishment's material inputs or supplies were:

Material inputs or supplies of foreign origin

### Post question

IF 0, GO TO QUESTION D.30

### Interviewer instructions

## % of material inputs and supplies of foreign origin in last fiscal year (d12b)

### File: Samoa 2009-full data-

1) The purpose of this question is to determine from where the inputs for production are obtained and purchased.

The calculation is done as a percent of all purchases of supplies and inputs purchased by the establishment for the fiscal year.

Inputs are materials that go through a mechanical, physical, or chemical transformation that will ultimately make up some portion of the final good produced. Lumber in a furniture factory is a good example of an input.

Supplies are materials or products that are used, expended, consumed, but will not comprise the final good produced. Pencils and writing paper are good examples of a supply.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## were any of these material inputs and supplies imported directly? (d13)

### File: Samoa 2009-full data-

#### Overview

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

Valid cases: 27  
Invalid: 82

#### Literal question

Were any of the material inputs or supplies purchased in fiscal year 2008, imported directly?

#### Post question

If answer is No or Don't Know then GO TO QUESTION D.30

#### Interviewer instructions

The purpose of this question is to determine if the establishment has any interaction with customs when importing inputs and other materials.

## av. no. days for imported goods to clear customs in last fiscal year (d14)

### File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-45

Valid cases: 17  
Invalid: 92

#### Literal question

In fiscal year 2008, when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs?

#### Interviewer instructions

## av. no. days for imported goods to clear customs in last fiscal year (d14)

### File: Samoa 2009-full data-

The purpose of these questions is to measure the efficiency of customs clearance of imports.

Goods cleared customs includes all clearances required from the moment the goods arrived at their point of entry (e.g., port, airport) until the moment they satisfy the requirement of the clearance procedures at the customs office and can be picked up. It does not include time spent on transportation to reach the point of entry.

Average number of days to clear customs. Prompt respondent to think of various shipments destined to the establishment that originated from abroad, and to estimate an average of the time it took when the shipment arrived to the country's point of entry to the time the establishment was allowed to claim them and begin domestic transport.

## how much of an obstacle is: transportation of goods, supplies, and inputs? (d30a)

### File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Is transport No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## how much of an obstacle is: customs and trade regulations? (d30b)

### File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Are customs and trade regulations No Obstacle, a Minor Obstacle, a Moderate obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## do you use technology licensed from a foreign-owned company? (e6)

### File: Samoa 2009-full data-

do you use technology licensed from a foreign-owned company? (e6)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 27  
Invalid: 82

#### Literal question

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

#### Interviewer instructions

Technology licensed from a foreign owned company: it measures access to foreign technology. The license may be held by the establishment's parent company. The answer is "no" if the establishment uses foreign technology without a license or a formal agreement.

does this establishment compete against unregistered or informal firms? (e11)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

Does this establishment compete against unregistered or informal firms?

#### Interviewer instructions

- 1) Competition from unregistered or informal firms
- 2) Sensitive question, no clarification can be offered

how much of an obstacle are the informal sector competitors to your operations? (e30)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Are practices of competitors in the informal sector No Obstacle, a Minor Obstacle, a Moderate Obstacle, Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered



applic. to obtain a construction-related permit submitted over the last 2 years (g2)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION G.30

#### Interviewer instructions

Application for construction permit. Self-explanatory

how many days did it take for you to obtain a construction-related permit? (g3)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-720

Valid cases: 29  
Invalid: 80

#### Literal question

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

#### Interviewer instructions

Waiting time for construction permit. Self-explanatory

informal gift/payment expected or requested for a construction-related permit (g4)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 29  
Invalid: 80

#### Literal question

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

#### Interviewer instructions

- 1) Bribe for construction permit. Self-explanatory
- 2) Sensitive question, no clarification can be offered

how much of an obstacle is access to land to the operations of this firm? (g30a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Is access to land No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

in fiscal year 2008, did this establishment pay for security? (i1)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: We now turn to another topic.

#### Literal question

In fiscal year 2008, did this establishment pay for security, for example equipment, personnel, or professional security services?

#### Post question

If answer is No or Don't Know then GO TO QUESTION I.3

#### Interviewer instructions

Pay for security. Self-explanatory

percentage of total annual sales paid for security in last fiscal year (i2a)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-30

Valid cases: 44  
Invalid: 65

#### Literal question

In fiscal year 2008, what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security?

Percent of total annual sales for security

#### Post question

percentage of total annual sales paid for security in last fiscal year (i2a)

File: Samoa 2009-full data-

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

**Interviewer instructions**

How much pay for security. Self-explanatory

in last fiscal year, what is the total annual cost of security? (i2b)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-700000

Valid cases: 15  
Invalid: 94

**Literal question**

In fiscal year 2008, what percent of this establishment's total annual sales was paid for security, or what was the total annual cost of security?

Total annual cost of security

**Post question**

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

**Interviewer instructions**

How much pay for security. Self-explanatory

losses due to theft, robbery, vandalism or arson experienced in last fiscal year (i3)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Literal question**

In fiscal year 2008, did this establishment experience losses as a result of theft, robbery, vandalism or arson?

**Post question**

If answer is No or Don't Know then GO TO QUESTION I.30

**Interviewer instructions**

Experienced losses from theft, robbery, vandalism, arson. Self-explanatory

losses due to theft, robbery, vandalism or arson in last fiscal yr (% of sales) (i4a)

File: Samoa 2009-full data-

**Overview**

losses due to theft, robbery, vandalism or arson in last fiscal yr (% of sales) (i4a)

File: Samoa 2009-full data-

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-10

Valid cases: 37  
Invalid: 72

#### Literal question

In fiscal year 2008, what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses?

Losses as percent of total annual sales

#### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

#### Interviewer instructions

Extent of losses from theft, robbery, vandalism, arson. Self-explanatory

value of losses due to theft, robbery, vandalism or arson in last fiscal yr (i4b)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 6  
Decimals: 0  
Range: -9-200000

Valid cases: 20  
Invalid: 89

#### Literal question

In fiscal year 2008, what were the estimated losses as a result of theft, robbery, vandalism or arson that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses?

Total annual value of losses

#### Post question

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

#### Interviewer instructions

Extent of losses from theft, robbery, vandalism, arson. Self-explanatory

how much of an obstacle are crime, theft and disorder to this establishment? (i30)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Are crime, theft and disorder No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

how much of an obstacle are crime, theft and disorder to this establishment? (i30)

File: Samoa 2009-full data-

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

% material inputs or services paid for before the delivery, 2008 (k1a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

- 1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: I would like to ask you a few questions about how you finance the operations of this establishment.
- 2) Show card

#### Literal question

In fiscal year 2008, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for before the delivery?

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

And what percent were paid for on delivery? (k1b)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

In fiscal year 2008, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for on delivery?

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

And what percent were paid for after delivery? (k1c)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

In fiscal year 2008, what percent, as a proportion of the value of total annual purchases of material inputs or services, were: Paid for after delivery?

And what percent were paid for after delivery? (k1c)

File: Samoa 2009-full data-

**Interviewer instructions**

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

% of total annual sales paid for before the delivery in last fiscal year (k2a)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Pre question**

SHOW CARD

**Literal question**

In fiscal year 2008, what percent of this establishment's total annual sales of its goods or services were:  
Paid for before the delivery?

**Interviewer instructions**

1) The questions refer to an establishment's ability to provide and be provided trade credit arrangements with suppliers and customers.

- a. Paid before delivery means the invoice was paid before the shipment arrived.
- b. Paid for on delivery means that the payment was made at the time the shipment arrived.
- c. Paid for after delivery means that the payment was made at some period after the shipment had arrived.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

and what percent were: paid on delivery? (k2b)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
Invalid: 0

**Pre question**

SHOW CARD

**Literal question**

In fiscal year 2008, what percent of this establishment's total annual sales of its goods or services were:  
Paid for on delivery?

**Interviewer instructions**

and what percent were: paid on delivery? (k2b)

File: Samoa 2009-full data-

1) The questions refer to an establishment's ability to provide and be provided trade credit arrangements with suppliers and customers.

- a. Paid before delivery means the invoice was paid before the shipment arrived.
- b. Paid for on delivery means that the payment was made at the time the shipment arrived.
- c. Paid for after delivery means that the payment was made at some period after the shipment had arrived.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

and what percent were: paid after delivery? (k2c)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

In fiscal year 2008, what percent of this establishment's total annual sales of its goods or services were:  
Paid for after delivery?

#### Interviewer instructions

1) The questions refer to an establishment's ability to provide and be provided trade credit arrangements with suppliers and customers.

- a. Paid before delivery means the invoice was paid before the shipment arrived.
- b. Paid for on delivery means that the payment was made at the time the shipment arrived.
- c. Paid for after delivery means that the payment was made at some period after the shipment had arrived.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

in 2008, % working capital financed from: Internal funds\ Retained earnings (k3a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Internal funds/Retained earnings

#### Interviewer instructions

in 2008, % working capital financed from: Internal funds\ Retained earnings (k3a)

File: Samoa 2009-full data-

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

Borrowed from banks (private and state-owned) (k3bc)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Borrowed from banks (private and state-owned)

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

Borrowed from non-bank financial institutions (k3e)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD

#### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Borrowed from non-bank financial institutions

#### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

Purchases on credit from suppliers and advances from customers (k3f)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

INTERVIEWER: SHOW CARD



## Purchases on credit from suppliers and advances from customers (k3f)

File: Samoa 2009-full data-

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Purchases on credit from suppliers and advances from customers

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Other (moneylenders, friends, relatives, etc.) (k3hd)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

INTERVIEWER: SHOW CARD

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's working capital that was financed from each of the following sources?

Other (moneylenders, friends, relatives, etc.)

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## did this establishment purchase any fixed assets in last fiscal yr? (k4)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Literal question

In fiscal year 2008, did this establishment purchase any fixed assets, such as machinery, vehicles, equipment, land or buildings?

### Post question

If answer is No or Don't Know then GO TO QUESTION K.6

### Interviewer instructions

Purchase of fixed assets, investments, etc. Self-explanatory

## total annual expenditure for purchases of equipment in last fiscal yr (n5a)

File: Samoa 2009-full data-

### Overview

## total annual expenditure for purchases of equipment in last fiscal yr (n5a)

File: Samoa 2009-full data-

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-27000000

Valid cases: 65  
Invalid: 44

### Literal question

In fiscal year 2008, how much did this establishment spend on purchases of:  
Machinery, vehicles, and equipment (new or used)

### Interviewer instructions

The category machinery, vehicles and equipment is the annual investment of anything used directly by this establishment to produce. Vehicles include transport and loading and unloading vehicles. It should include not only the purchase cost but also all other costs involved in the investment such as transport of the item and installation cost. Computer hardware should be considered under equipment

Land, buildings is the annual investment in land, buildings and structures used directly or indirectly by this establishment to produce goods and services.

Included are expenditures for new and used structures (including those under construction at the end of last complete fiscal year), fixtures and equipment, additions, major alterations and improvements to existing facilities, and capitalized repairs.

## total annual expenditure for purchases of land and buildings in last fiscal yr (n5b)

File: Samoa 2009-full data-

### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-70000000

Valid cases: 65  
Invalid: 44

### Literal question

In fiscal year 2008, how much did this establishment spend on purchases of:  
Land and buildings

### Interviewer instructions

The category machinery, vehicles and equipment is the annual investment of anything used directly by this establishment to produce. Vehicles include transport and loading and unloading vehicles. It should include not only the purchase cost but also all other costs involved in the investment such as transport of the item and installation cost. Computer hardware should be considered under equipment

Land, buildings is the annual investment in land, buildings and structures used directly or indirectly by this establishment to produce goods and services.

Included are expenditures for new and used structures (including those under construction at the end of last complete fiscal year), fixtures and equipment, additions, major alterations and improvements to existing facilities, and capitalized repairs.

## % of fixed assets funded by internal funds\ retained earnings in last fiscal yr (k5a)

File: Samoa 2009-full data-

### Overview

## % of fixed assets funded by internal funds\ retained earnings in last fiscal yr (k5a)

File: Samoa 2009-full data-

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

Valid cases: 65  
Invalid: 44

### Pre question

SHOW CARD

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?

Internal funds or retained earnings

### Interviewer instructions

1) Fixed assets include any indivisible purchase made by the establishment as described in K.4. Examples include machinery/equipment, land, buildings, building improvements, etc.

The source of funds for these purchases may be diverse, so it is important for the enumerator to make sure that the various sources do add up to 100%.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## owners' contributions or issued new equity (k5i)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 65  
Invalid: 44

### Pre question

SHOW CARD

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?

Owners' contribution or issued new equity shares

### Interviewer instructions

1) Fixed assets include any indivisible purchase made by the establishment as described in K.4. Examples include machinery/equipment, land, buildings, building improvements, etc.

The source of funds for these purchases may be diverse, so it is important for the enumerator to make sure that the various sources do add up to 100%.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Borrowed from banks (private and state-owned) (k5bc)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 65  
Invalid: 44

## Borrowed from banks (private and state-owned) (k5bc)

File: Samoa 2009-full data-

### Pre question

SHOW CARD

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?

Borrowed from banks (private and state-owned)

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## Borrowed from non-bank financial institutions (k5e)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 65  
Invalid: 44

### Pre question

SHOW CARD

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?

Borrowed from non-bank financial institutions

### Interviewer instructions

INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

## purchases on credit from suppliers and advances from customers (k5f)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 65  
Invalid: 44

### Pre question

SHOW CARD

### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources?

Purchases on credit from suppliers and advances from customers

### Interviewer instructions

1) Fixed assets include any indivisible purchase made by the establishment as described in K.4. Examples include machinery/equipment, land, buildings, building improvements, etc.

The source of funds for these purchases may be diverse, so it is important for the enumerator to make sure that the various sources do add up to 100%.

2) INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%

other (moneylenders, friends, relatives, bonds, commercial papers etc)  
(k5hdj)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 65  
Invalid: 44

#### Literal question

Over fiscal year 2008, please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources:

Other (moneylenders, friends, relatives, bonds, commercial papers etc)

does this establishment have a checking and/or saving account? (k6)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

Now let's talk about the establishment's current situation. At this time, does this establishment have a checking or savings account?

#### Interviewer instructions

Checking/ savings account. Self-explanatory

at this time, does this establishment have an overdraft facility? (k7)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Interviewer instructions

An overdraft facility is a flexible account that allows firms to draw upon in the event their account balance becomes negative. The firm will incur fees or are subject to interest payments if they exercise this option.

does this establishment have a line of credit or loan from a financial inst.? (k8)

File: Samoa 2009-full data-

#### Overview

does this establishment have a line of credit or loan from a financial inst.? (k8)

File: Samoa 2009-full data-

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION K.16

#### Interviewer instructions

A line of credit is an available amount of credit that the establishment can draw upon or leave untapped. Lines of credit usually carry monthly interest rates, and are repaid quickly (as soon as the establishment's cash flow allows for repayment). They may or may not have a defined date of expiration.

A loan is generally a much less flexible form of finance. It comes in fixed amounts (rather than ranges), carry annual interest rates (either fixed or floating), and they carry a determined term to maturity (finite period for repayment).

type of financial institution that granted the line of credit or loan (k9)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 54  
Invalid: 55

#### Pre question

SHOW CARD

#### Literal question

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

Private commercial banks

State-owned banks or government agency

Non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies

Other

#### Interviewer instructions

Institutions that granted loan. Self-explanatory

in what year was the most recent line of credit or loan approved? (k10)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2008

Valid cases: 54  
Invalid: 55

#### Literal question

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

#### Interviewer instructions

in what year was the most recent line of credit or loan approved?  
(k10)

File: Samoa 2009-full data-

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

for the most recent loan, what was the value at the time of approval?  
(k11)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 8  
Decimals: 0  
Range: -9-50000000

Valid cases: 54  
Invalid: 55

#### Literal question

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

#### Interviewer instructions

Value of the loan. Self-explanatory

financing required for the most recent line of credit or loan (k13)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 54  
Invalid: 55

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION K.16

#### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

type of collateral required for the most recent loan? land, buildings  
(k14a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 42  
Invalid: 67

#### Pre question

INTERVIEWER: READ OUT

#### Literal question

type of collateral required for the most recent loan? land, buildings  
(k14a)

File: Samoa 2009-full data-

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

#### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

type of collateral required for the most recent loan? equipment (k14b)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 42  
Invalid: 67

#### Literal question

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

#### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

type of collateral required for the most recent loan? accounts (k14c)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 42  
Invalid: 67

#### Literal question

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

#### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

type of collateral required for the most recent loan? personal assets  
(k14d)

File: Samoa 2009-full data-

#### Overview



type of collateral required for the most recent loan? personal assets  
(k14d)

File: Samoa 2009-full data-

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

Valid cases: 42  
Invalid: 67

#### Literal question

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

#### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

type of collateral required for the most recent loan? other (k14e)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 42  
Invalid: 67

#### Literal question

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

#### Interviewer instructions

Collateral refers to property of the business or personal property of the manager or owners that is used to secure the loan in the event that the establishment defaults on its payment obligations. Collateral only refers to real property or financial assets, not to personal guarantees by third parties.

approx. collateral needed as % of the loan value \ value of the line of  
credit (k15a)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-4000000000

Valid cases: 42  
Invalid: 67

#### Literal question

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

in last fiscal yr, did establishment apply for new loans/lines of credit?  
(k16)

File: Samoa 2009-full data-

#### Overview

in last fiscal yr, did establishment apply for new loans/lines of credit?  
(k16)

File: Samoa 2009-full data-

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

Valid cases: 109  
Invalid: 0

#### Literal question

Referring again to the last fiscal year 2008, did this establishment apply for any loans or lines of credit?

#### Interviewer instructions

Apply for new loans in last year. Self-explanatory

main reason for not applying for new loans or new lines of credit (k17)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-8

Valid cases: 59  
Invalid: 50

#### Pre question

SHOW CARD

#### Literal question

What was the main reason why this establishment did not apply for any line of credit or loan in fiscal year 2008?

No need for a loan - establishment has sufficient capital

Application procedures for loans or lines of credit are complex

Interest rates are not favorable

Collateral requirements are too high

Size of loan and maturity are insufficient

It is necessary to make informal payments to get bank loans

Did not think it would be approved

Other

#### Interviewer instructions

Reasons for not applying for loan last year. Self-explanatory

financial statements checked & certified by external auditor in last  
fiscal yr? (k21)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

In fiscal year 2008, did this establishment have its annual financial statements checked and certified by an external auditor?

#### Interviewer instructions

Certification of financial statements by external auditor. Self-explanatory

how much of an obstacle is: access to finance (k30)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Is access to finance, which includes availability and cost, interest rates, fees and collateral requirements, No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

the court system is fair, impartial and uncorrupted (h7a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

- 1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:  
The following questions assess how establishments, such as this one, deal with government officials and their agencies.
- 2) SHOW CARD

#### Literal question

I am going to read some statements that describe the courts system and how it could affect business. For each statement, please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree.  
"The court system is fair, impartial and uncorrupted."

#### Interviewer instructions

Self-explanatory

what % of senior management time was spent in dealing with govt regulations? (j2)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-70

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Interviewer instructions

what % of senior management time was spent in dealing with govt regulations? (j2)

File: Samoa 2009-full data-

Percent of total senior management's time. Ask managers to estimate what percentage of their time senior managers spend dealing with government regulations, inspections, negotiations and other bureaucratic burden. This is time that would otherwise be spent on business matters. It should not include time spent negotiating procurement contracts with the government - only time dealing with red tape and bureaucracy.

over the last 12 months, was this establishment inspected by tax officials? (j3)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

Over the last year, was this establishment visited or inspected by tax officials?

#### Post question

If answer is No or Don't Know then GO TO QUESTION J.6a

#### Interviewer instructions

Visitations and inspections from tax inspectorate officials. Self-explanatory

frequency of inspections/requirement for meeting by tax officials (j4)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-15

Valid cases: 56  
Invalid: 53

#### Literal question

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

#### Interviewer instructions

Self-explanatory

in any of these inspections was a gift or informal requested ? (j5)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 56  
Invalid: 53

#### Literal question

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

#### Interviewer instructions

in any of these inspections was a gift or informal requested ? (j5)

File: Samoa 2009-full data-

- 1) Bribes from tax inspectors. Self-explanatory
- 2) Sensitive question, no clarification can be offered

government contract secured (or attempted) in the last 12 months?  
(j6a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION J.7

#### Interviewer instructions

Self-explanatory

% of contract value av. firm pays in informal gifts to govt to secure contract? (j6)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 39  
Invalid: 70

#### Literal question

When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?

#### Interviewer instructions

1) Percent of the contract value. The question is designed to get at the size of the unaudited or unreported payment that is made to a government officials that directly aided in granting a government contract, in part or in whole, or expanded the size of the contract to include the establishment's business.

Again, notice the wording (phrasing) of the question: it asks for the respondent to answer for the "typical" establishment, rather than the establishment being interviewed.

- 2) Sensitive question, no clarification can be offered

percent of total annual sales paid in informal payments (j7a)

File: Samoa 2009-full data-

#### Overview

## percent of total annual sales paid in informal payments (j7a)

File: Samoa 2009-full data-

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-5

Valid cases: 108  
 Invalid: 1

**Literal question**

It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

Percent of total annual sales paid as informal payment

**Post question**

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

**Interviewer instructions**

1) Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited or unreported. They are generally given to an official with the expectation that a service will be performed (such as granting a business license), a violation overlooked (such as violation of health regulation), or because the official threatens the business.

Notice the wording (phrasing) of the question: it asks for the respondent to answer for establishments "like this one" rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

## total annual informal payment (j7b)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 6  
 Decimals: 0  
 Range: -9-400000

Valid cases: 1  
 Invalid: 108

**Literal question**

It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

Total annual informal payment

**Post question**

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

**Interviewer instructions**

1) Size of informal payments/gifts Informal payments are payments made to government officials that are unaudited or unreported. They are generally given to an official with the expectation that a service will be performed (such as granting a business license), a violation overlooked (such as violation of health regulation), or because the official threatens the business.

Notice the wording (phrasing) of the question: it asks for the respondent to answer for establishments "like this one" rather than the establishment being interviewed.

2) Sensitive question, no clarification can be offered

application to obtain an import license submitted over the last 2 years? (j10)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION J.13

#### Interviewer instructions

Application for import license Self-explanatory

how many days did it take to obtain your import license? (j11)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-30

Valid cases: 33  
Invalid: 76

#### Literal question

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

#### Interviewer instructions

Wait for import license Self-explanatory

when you applied for an import license, was an informal gift requested? (j12)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 33  
Invalid: 76

#### Literal question

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

#### Interviewer instructions

- 1) Bribe for import license Self-explanatory
- 2) Sensitive question, no clarification can be offered

application to obtain an operating license submitted over last 2 years? (j13)

File: Samoa 2009-full data-

application to obtain an operating license submitted over last 2 years?  
(j13)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

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

#### Post question

If answer is No or Don't Know then GO TO QUESTION J.30

#### Interviewer instructions

Application for operating license Self-explanatory-Includes renewals of operating licenses

how many days did it take to obtain your operating license? (j14)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-600

Valid cases: 52  
Invalid: 57

#### Literal question

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

#### Interviewer instructions

Wait for operating license Self-explanatory

when you applied for an operating license was an informal gift requested? (j15)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 52  
Invalid: 57

#### Literal question

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

obstacle to the current operations : tax rates (j30a)

File: Samoa 2009-full data-

#### Overview



## obstacle to the current operations : tax rates (j30a)

File: Samoa 2009-full data-

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

Valid cases: 109  
Invalid: 0

### Pre question

- 1) SHOW CARD
- 2) ROTATE OPTIONS

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Tax rates

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## obstacle to the current operations : tax administrations (j30b)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

- 1) SHOW CARD
- 2) ROTATE OPTIONS

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Tax administration

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## obstacle to the current operations : business licensing and permits (j30c)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

- 1) SHOW CARD
- 2) ROTATE OPTIONS

### Literal question

## obstacle to the current operations : business licensing and permits (j30c)

### File: Samoa 2009-full data-

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Business licensing and permits

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## obstacle to the current operations : political instability (j30e)

### File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

- 1) SHOW CARD
- 2) ROTATE OPTIONS

#### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Political instability

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## obstacle to the current operations : corruption (j30f)

### File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

- 1) SHOW CARD
- 2) ROTATE OPTIONS

#### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Corruption

#### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## obstacle to the current operations : courts (h30)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

- 1) SHOW CARD
- 2) ROTATE OPTIONS

### Literal question

As I list some factors that can affect the current operations of a business, please look at this card and tell me if you think that each factor is No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment.

Courts

### Interviewer instructions

- 1) The manager should be given a card with the different alternatives for 'degree of obstacle' (from 0 to 4).
- 2) Sensitive question, no clarification can be offered

## no. permanent, full-time employees of this firm at end of last fiscal year (l1)

File: Samoa 2009-full data-

### Overview

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-3040

Valid cases: 109  
Invalid: 0

### Pre question

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: Now I would like to ask you a few questions about this establishment's labour force.

### Literal question

At the end of fiscal year 2008, how many permanent, full-time employees did this establishment employ? Please include all employees and managers

### Post question

INTERVIEWER: include interviewee if applicable

### Interviewer instructions

Number of permanent, full-time employees last complete fiscal year are defined as all paid employees that are contracted for a term of one or more fiscal years and/or have a guaranteed renewal of their employment contract and that work up to 8 or more hours per day.

All employees and managers (including respondent) should be counted.

## no. permanent, full-time employees of this firm at end of 3 fiscal years ago (l2)

File: Samoa 2009-full data-

### Overview

no. permanent, full-time employees of this firm at end of 3 fiscal years ago (l2)

File: Samoa 2009-full data-

Type: Discrete  
Format: numeric  
Width: 4  
Decimals: 0  
Range: -9-2523

Valid cases: 109  
Invalid: 0

#### Literal question

Three fiscal years ago, at the end of fiscal year [insert three complete fiscal years ago], how many permanent, full-time employees did this establishment employ? Please include all employees and managers

#### Post question

INTERVIEWER: include interviewee if applicable

#### Interviewer instructions

Number of permanent, full-time employees three complete fiscal years ago. See definition of permanent, full-time employees in l1

no. ft employees who were female at end of last fiscal yr (l5)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-359

Valid cases: 109  
Invalid: 0

#### Literal question

At the end of fiscal year 2008, how many permanent full-time employees of this establishment for the following categories were female?

no. full-time temporary employees employed at end of last fiscal year (l6)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 3  
Decimals: 0  
Range: -9-400

Valid cases: 109  
Invalid: 0

#### Literal question

How many full-time temporary employees did this establishment employ in fiscal year 2008?

#### Post question

IF 0, GO TO QUESTION L.30

#### Interviewer instructions

Full-time temporary or seasonal employees are defined as all paid short-term (i.e. for less than a fiscal year) employees with no guarantee of renewal of employment contract and work 40 hours or more per week for the term of their contract.

av.length of employment of all ft temporary employees in last fiscal year (l8)

File: Samoa 2009-full data-

av.length of employment of all ft temporary employees in last fiscal year (l8)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 55  
Invalid: 54

#### Literal question

What was the average length of employment of all full-time temporary employees in fiscal year 2008?

#### Interviewer instructions

Average length of employment of all full-time temporary or seasonal employees refers to the number of months that the employee was contracted for work that occupied employees for 40 hours or more per week. If average full-time temporary or seasonal employment was for less than one month, enumerator should write 1.

formal training programs for permanent, ft employees ran in last fiscal yr (l10)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 9  
Invalid: 100

#### Literal question

Over fiscal year 2008, did this establishment have formal training programs for its permanent, full-time employees?

#### Interviewer instructions

Formal training has a structured and defined curriculum. Formal training may include classroom work, seminars, lectures, workshops, and audio-visual presentations and demonstrations. This does not include training to familiarize employees with equipment and machinery on the shop floor, training aimed at familiarizing employees with the establishment's standard operation procedures, or employee orientation at the beginning of an employee's tenure. In-house training may be conducted by other non-supervisory employees of the establishment, the establishment's supervisors or managers, or the establishments training centers.

how much of an obstacle are labour regulations to the operations of this firm? (l30a)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Are labor regulations No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

how much of an obstacle are labour regulations to the operations of this firm? (l30a)

File: Samoa 2009-full data-

- 1) Self-explanatory
- 2) Sensitive question, no clarification can be offered

how much of an obstacle is inadequately educated workforce to your firm? (l30b)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

SHOW CARD

#### Literal question

Is an inadequately educated workforce No Obstacle, a Minor Obstacle, a Moderate Obstacle, a Major Obstacle, or a Very Severe Obstacle to the current operations of this establishment?

#### Interviewer instructions

- 1) Self-explanatory
- 2) Sensitive question, no clarification can be offered

most serious obstacle affecting the operation of this establishment (m1a)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-15

Valid cases: 109  
Invalid: 0

#### Pre question

- 1) READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING: The next set of questions is designed to get a general picture of your opinion about the business environment that affects your operations.
- 2) SHOW CARD

#### Literal question

Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment?

#### Interviewer instructions

Self-explanatory

rotation order (m1d)

File: Samoa 2009-full data-

#### Overview

rotation order (m1d)

File: Samoa 2009-full data-

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-15

Valid cases: 108  
 Invalid: 1

**Literal question**

Which of the following elements of the business environment, if any, currently represents the biggest obstacle faced by this establishment?

Rotation

total labor cost (incl. wages, salaries, bonuses, etc) in last fiscal year (n2a)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: -9-64000000

Valid cases: 109  
 Invalid: 0

**Pre question**

- 1) SHOW CARD
- 2) READ OUT

**Literal question**

For fiscal year 2008, please provide the following information about this establishment:

Total annual cost of labor (including wages, salaries, bonuses, social security payments)

**Interviewer instructions**

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

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

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

total annual costs of electricity in last fiscal year (n2b)

File: Samoa 2009-full data-

**Overview**

## total annual costs of electricity in last fiscal year (n2b)

## File: Samoa 2009-full data-

Type: Discrete  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: -9-19000000

Valid cases: 33  
 Invalid: 76

**Pre question**

- 1) SHOW CARD
- 2) READ OUT

**Literal question**

For fiscal year 2008, please provide the following information about this establishment:  
 Total annual costs of electricity

**Interviewer instructions**

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

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

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## cost of raw materials and intermediate goods used in prod. in last fiscal year (n2e)

## File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 9  
 Decimals: 0  
 Range: -9-308000000

Valid cases: 33  
 Invalid: 76

**Pre question**

- 1) SHOW CARD
- 2) READ OUT

**Literal question**

For fiscal year 2008, please provide the following information about this establishment:  
 Total annual cost of raw materials and intermediate goods used in production

**Interviewer instructions**



## cost of raw materials and intermediate goods used in prod. in last fiscal year (n2e)

### File: Samoa 2009-full data-

Total cost of labor, including wages, salaries and benefits is the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).

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

Total annual cost of finished goods and materials purchased to resell: (S) is the cost of all finished goods and materials purchased to be resold.

Fuel (M) is the total annual cost of all fuels consumed for heat, power, transportation, or the generation of electricity. Do not include the estimated costs of fuels, such as sawdust or blast furnace gas, produced as a byproduct of your manufacturing activities. Include anthracite and bituminous coal, coke, natural and manufactured gas, fuel oil, liquefied petroleum gas, gasoline, and all other fuels, including purchased steam. Be sure to include fuel used to power delivery trucks, fork lifts, or other motor vehicles associated with the establishment.

Electricity is the total annual cost of electric energy purchased from public or private utility companies or received from other establishments that belong to the same firm. Exclude the value of electricity generated and used at this establishment.

Total annual depreciation is the amortization of fixed assets due to the wearing down and/or obsolescence

## what were the establishment's total annual sales three fiscal years ago? (n3)

### File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 10  
Decimals: 0  
Range: -9-636000000

Valid cases: 109  
Invalid: 0

#### Literal question

In fiscal year [insert three complete fiscal years ago], three fiscal years ago, what were total annual sales for this establishment?

#### Interviewer instructions

Total sales three complete fiscal years ago include the value of all annual sales counting manufactured goods and goods the establishment has bought for trading. If an establishment makes blue jeans and also imports blue jeans for resale, total sales is the value of all blue jeans sold, both produced and imported. Revenue or receipts for all services rendered and any sales of merchandise for the year even though payment may have been received at a later date are included in total sales. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

## can we provide the wb with your contact information? (b20)

### File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Literal question

The World Bank might be interested in getting in touch with you to follow up on some aspects of this interview. Would you have any objection if we provide them with your contact information?

can we provide the wb with your contact information? (b20)

File: Samoa 2009-full data-

#### Interviewer instructions

Self-explanatory

A15a1a. Position in the firm of main respondent (a15a1a)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: character  
Width: 20

Valid cases: 108  
Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

main respondent years working in the firm: (a15a2a)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: -9-40

Valid cases: 109  
Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

A15a3. Gender of the main respondent (a15a3)

File: Samoa 2009-full data-

#### Overview

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

Valid cases: 109  
Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

A15a1b. Position in the firm of second respondent (a15a1b)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: character  
Width: 20

Valid cases: 11  
Invalid: 0

#### Pre question

Please complete the following information about the interviewee(s)

## second respondent years working in the firm (a15a2b)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: -9-18

Valid cases: 11  
 Invalid: 98

**Pre question**

Please complete the following information about the interviewee(s)

## A15b3. Gender of the second respondent (a15b3)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 11  
 Invalid: 98

**Pre question**

Please complete the following information about the interviewee(s)

## A.16. Time face to face interview begins (a15)

File: Samoa 2009-full data-

**Overview**

Type: Continuous  
 Format: numeric  
 Width: 8  
 Decimals: 0  
 Range: 1101124-10221445

Valid cases: 27  
 Invalid: 82  
 Minimum: 6181444  
 Maximum: 8261712  
 Mean: 7213056.6  
 Standard deviation: 513760.5

## month (a15m)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Literal question**

Time face-to-face interview ends

## day (a15d)

File: Samoa 2009-full data-

**Overview**

day (a15d)

File: Samoa 2009-full data-

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 1-30

Valid cases: 109  
 Invalid: 0

**Literal question**

Time face-to-face interview ends

hour (a15h)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 8-18

Valid cases: 109  
 Invalid: 0

**Literal question**

Time face-to-face interview ends

minutes (a15min)

File: Samoa 2009-full data-

**Overview**

Type: Discrete  
 Format: numeric  
 Width: 2  
 Decimals: 0  
 Range: 0-59

Valid cases: 109  
 Invalid: 0

**Literal question**

Time face-to-face interview ends

perception of the questions regarding opinions and perceptions (a16)

File: Samoa 2009-full data-

**Overview**

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

Valid cases: 109  
 Invalid: 0

**Pre question**

INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW

**Literal question**

It is my perception that the responses to the questions regarding opinions and perceptions: Truthful  
 Somewhat truthful  
 Not truthful

## The questions regarding figures (productivity and employment numbers (a17)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW

### Literal question

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

## interviewer comments (a17x)

File: Samoa 2009-full data-

### Overview

Type: Discrete  
Format: character  
Width: 100

Valid cases: 5  
Invalid: 0

### Pre question

INTERVIEWER COMMENTS (Problems occurred/extraordinary circumstances which could influence results)

## this questionnaire was completed in: (a18)

File: Samoa 2009-full data-

### Overview

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

Valid cases: 109  
Invalid: 0

### Pre question

SUPERVISORS PLEASE ANSWER

### Literal question

This questionnaire was completed in:  
One visit in face-to-face interview with one person  
One visit in face-to-face interview with different managers/staff  
Several visits

### Post question

If answer is 1 then STOP HERE

## if option 2 or 3 in a.18, estimate duration of the whole interview: hours (a19h)

File: Samoa 2009-full data-

### Overview

if option 2 or 3 in a.18, estimate duration of the whole interview:  
hours (a19h)

File: Samoa 2009-full data-

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

Valid cases: 8  
Invalid: 101  
Minimum: 0  
Maximum: 1  
Mean: 0.3  
Standard deviation: 0.5

#### Pre question

- 1) SUPERVISORS PLEASE ANSWER
- 2) If option 2 or 3 in A.18, estimate duration of the whole interview

if option 2 or 3 in a.18, estimate duration of the whole  
interview:minutes (a19m)

File: Samoa 2009-full data-

#### Overview

Type: Discrete  
Format: numeric  
Width: 2  
Decimals: 0  
Range: 0-58

Valid cases: 8  
Invalid: 101  
Minimum: 0  
Maximum: 55  
Mean: 37.4  
Standard deviation: 22.4

(wstrict)

File: Samoa 2009-full data-

#### Overview

Type: Continuous  
Format: numeric  
Width: 17  
Decimals: 0  
Range: 0.871618986129761-2.04447484016418

Valid cases: 109  
Invalid: 0

#### Description

For some units it was impossible to determine eligibility because the contact was not successfully completed. Consequently, different assumptions as to their eligibility result in different universe cells' adjustments and in different sampling weights. Strict assumption: eligible establishments are only those for which it was possible to directly determine eligibility.

(wmedian)

File: Samoa 2009-full data-

#### Overview

Type: Continuous  
Format: numeric  
Width: 17  
Decimals: 0  
Range: 0.871618986129761-2.04447484016418

Valid cases: 109  
Invalid: 0

#### Description

For some units it was impossible to determine eligibility because the contact was not successfully completed. Consequently, different assumptions as to their eligibility result in different universe cells' adjustments and in different sampling weights. Median assumption: eligible establishments are those for which it was possible to directly determine eligibility and those that rejected the screener questionnaire or an answering machine or fax was the only response. Median weights are used for computing indicators on the [www.enterprisesurveys.org](http://www.enterprisesurveys.org).

(wweak)

File: Samoa 2009-full data-

**Overview**

Type: Continuous	Valid cases: 109
Format: numeric	Invalid: 0
Width: 16	Minimum: 3.5
Decimals: 0	
Range: 1.08088743686676-2.02679514884949	

**Description**

For some units it was impossible to determine eligibility because the contact was not successfully completed. Consequently, different assumptions as to their eligibility result in different universe cells' adjustments and in different sampling weights. Weak assumption: in addition to the establishments included in strict and median assumptions, all establishments for which it was not possible to finalize a contact are assumed eligible. This includes establishments with dead or out of service phone lines, establishments that never answered the phone, and establishments with incorrect addresses for which it was impossible to find a new address. Note that under the weak assumption only observed non-eligible units are excluded from universe projections.

a.1 country code (a1)

File: Samoa 2009-full data-

**Overview**

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 0
Width: 3	
Decimals: 0	
Range: 1-90	

**Pre question**

CONTROL INFORMATION [TO BE COMPLETED BEFORE INTERVIEW]

**Interviewer instructions**

Country: self-explanatory

Strata unique identifier (strata)

File: Samoa 2009-full data-

**Overview**

Type: Discrete	Valid cases: 109
Format: numeric	Invalid: 0
Width: 2	
Decimals: 0	
Range: 1-17	

**Description**

The variable identifies sampling strata in the database