

THE WORLD BANK
Enterprise Survey Screener Questionnaire for Establishment-Level Frame

INFORMATION SHEET

INFORMATION ACQUIRED PRIOR TO SCREENING:

S.1 | ESTABLISHMENT ID

technicalid

Sampling Information [CODES FROM WBG PROGRESS REPORT]	
Sampling sector	a4a
Sampling size	a6a
Sampling location	a2
Panel	panel

S.3 | CONTACT INFORMATION

	UPDATED CONTACT INFORMATION	
NAME OF THE ESTABLISHMENT		
NO OF HOUSE/FLOOR/DOOR:		
STREET		
CITY		
STATE/PROVINCE		
TELEPHONE NUMBER		
FAX NUMBER		
EMAIL ADDRESS		

SCREENER SCRIPT BEGINS HERE

A. SCREENER CONTROL INFORMATION

Good morning/afternoon/evening. I am calling from **[insert implementing contractor]**, on behalf of the World Bank. We are carrying out a survey of the private sector in **[insert country name]** to better understand the business environment and constraints to businesses like yours.

Could I please speak to the person who most often represents the establishment for official purposes, that is the individual who most often deals with banks or government agencies or institutions?

IF PERSON IS UNAVAILABLE, ASK IF THE PERSON ON THE PHONE CAN ANSWER SOME QUESTIONS ABOUT THE BUSINESS OR ARRANGE A CONVENIENT TIME TO CALL BACK.

IF PUT THROUGH, CONTINUE

Good **[morning/afternoon/evening]**. I'm calling from **[insert implementing contractor]**. Along with the World Bank, we are conducting a survey of the experiences and opinions of business leaders in **[insert country name]**. Would you please answer a few questions to determine if we should establish an appointment to complete the survey?

PLEASE CODE THE FOLLOWING. IF ANSWERS ARE NOT CLEAR, PLEASE CONFIRM WITH THE RESPONDENT FIRM OR ESTABLISHMENT

		YES	NO
S.10	IS FORMALLY REGISTERED WITH [REGISTRATION AGENCY]	1	TERMINATE (Input Code 153 into progress report)
S.8	IS FULLY OWNED BY THE GOVERNMENT, STATE, OR MUNICIPALITY	TERMINATE (Input Code 8 into progress report)	2
S.9	IS A WORKER-OWNED COOPERATIVE OR COLLECTIVE	TERMINATE (Input Code 72 into progress report)	2

S.4 Please tell me what activity represents this establishment's greatest share of annual sales?

Manufacturing	1
Retail trade	2
Wholesale trade	3
Construction	4
Hotel	51
Restaurant	52
Transport, warehousing, courier services	61
Publishing	62
Telecom, IT, computer programming	63
Legal, architectural, advertising, veterinary, or other professional services	64
Repair of computers or household goods	65
Travel agency or tour operator	66
NONE OF THE ABOVE	-9

TERMINATE (Input Code 8 into progress report)

S.7 How many workers does this establishment have?

Number of workers _____ FEWER THAN 5	TERMINATE (Enter Code 5 into progress report) a6c
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A.7 Is this establishment part of a multi-establishment firm? (that is, a firm with several establishments, each with its own location, management, activity, and financial statements).

Yes	1	GO TO APPOINTMENT INFO a7
No	2	

A.7a How many establishments are part of the firm?

Number of establishments	a7a
DON'T KNOW (SPONTANEOUS)	-9

A.7b Is this establishment the headquarters location?

Yes	1	GO TO A9 a7b
No	2	

A.11 Are the financial statements of the headquarters location separable from the rest of the other establishments?

Yes	1	a11
No	2	

A.7c Does this headquarters location engage in production or sales at this location?

Yes	1	a7c
No	2	

	A.7c IS YES (HQ with production or sales)	A.7c IS NO (HQ without production or sales)
A.11 IS YES (HQ has separate financial statements)	GO TO APPOINTMENT INFORMATION ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE FOR THE HEADQUARTERS SEPARATELY	TERMINATE (Input Code 154 into progress report)
A.11 IS NO (HQ does not have separate financial statements)	GO TO APPOINTMENT INFORMATION WITH REFERENCE TO THE HEADQUARTERS ENSURE THAT EMPLOYMENT, SALES, AND COST	GO TO A.7d ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE FOR THE CONSOLIDATED FIRM

	<i>NUMBERS ARE FOR THE CONSOLIDATED FIRM</i>	
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A.7d	INTERVIEW THE LOCATION THAT REPRESENTS THE LARGEST SHARE OF PRODUCTION OR SALES.
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Address and name of the location	a7dx	Code according to regional strata a7dx2	GO TO APPOINTMENT INFO
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A.9	Can values from this establishment's financial statements be reported separately from those of headquarters?
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Yes	1	TERMINATE (Input Code 157 into progress report)	
No	2		a9

S.12. APPOINTMENT INFORMATION:

We would like to schedule an appointment for an interview. The purpose of this survey is to better understand the conditions for private businesses and how they affect productivity and growth. Your responses, and those of other business leaders, will help to design new policies and programs to improve the business environment. All information you provide will be anonymized, and neither your name nor the name of your establishment will be used in any document based on this survey. If you wish, you can see the results of previous surveys and the type of indicators generated from this data by visiting the World Bank website: <http://www.enterprisesurveys.org/>

APPOINTMENT DATE: _____ TIME: _____

NAME OF RESPONDENT: _____

POSITION OF RESPONDENT: _____

UPDATE THE INFORMATION SHEET IF CONTACT INFORMATION IS DIFFERENT THAN WHAT IS LISTED

THE WORLD BANK
Enterprise Survey Screener Questionnaire for Firm-Level Frame

INFORMATION SHEET

INFORMATION ACQUIRED PRIOR TO SCREENING:

S.1 | FIRM ID

technicalid

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Sampling Information [CODES FROM WBG PROGRESS REPORT]

Sampling sector	a4a
Sampling size	a6a
Sampling location	a2
Panel	panel

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	UPDATED CONTACT INFORMATION	
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STREET		
CITY		
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PLEASE CODE THE FOLLOWING. IF ANSWERS ARE NOT CLEAR, PLEASE CONFIRM WITH THE RESPONDENT FIRM OR ESTABLISHMENT

		YES	NO
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TERMINATE (Input Code 8 into progress report)

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Number of workers _____ FEWER THAN 5	TERMINATE (Enter Code 5 into progress report) a6c
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A.11 IS YES (HQ has separate financial statements)	GO TO APPOINTMENT INFORMATION ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE FOR THE HEADQUARTERS SEPARATELY	GO TO A.7d WITH REFERENCE TO THE LARGEST ESTABLISHMENT
A.11 IS NO (HQ does not have separate financial statements)	GO TO APPOINTMENT INFORMATION WITH REFERENCE TO THE HEADQUARTERS ENSURE THAT EMPLOYMENT, SALES,	GO TO A.7d WITH REFERENCE TO THE LARGEST LOCATION ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE

	<i>AND COST NUMBERS ARE FOR THE CONSOLIDATED FIRM</i>	<i>FOR THE CONSOLIDATED FIRM</i>
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A.9 Can values from this establishment's financial statements be reported separately from those of headquarters?

Yes	1	<i>GO TO APPOINTMENT INFORMATION ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE AT THE ESTABLISHMENT LEVEL</i>
No	2	<i>GO TO A.7d WITH REFERENCE TO THE LARGEST LOCATION ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE FOR THE CONSOLIDATED FIRM</i>
a9		

A.7d **INTERVIEW THE ESTABLISHMENT OR LOCATION THAT REPRESENTS THE LARGEST SHARE OF PRODUCTION OR SALES.**

Address and name of the establishment	a7dx	Code according to regional strata a7dx2
---------------------------------------	-------------	--

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APPOINTMENT DATE: _____ TIME: _____

NAME OF RESPONDENT: _____

POSITION OF RESPONDENT: _____

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