

**THE WORLD BANK**  
**Enterprise Survey Screener Questionnaire**

**INFORMATION SHEET**

**INFORMATION ACQUIRED PRIOR TO SCREENING:**

<b>S.1</b>	ID
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**ID**

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

<b>S.3</b>	CONTACT INFORMATION
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	<b>UPDATED CONTACT INFORMATION</b>	
NAME OF THE FIRM/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 firm 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**

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

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).
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Yes	1	<b>GO TO S.4</b>
No	2	
		<b>a7</b>

A.7a	How many establishments are part of the firm?
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Number of establishments	<b>a7a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>

A.7b Is this establishment the headquarters location?

Yes	1	<b>GO TO A9</b>
No	2	

**a7b**

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

Yes	1	<b>GO TO S.4</b>
No	2	

**a11**

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

Yes	1	<b>GO TO S.4</b>
No	2	

**a7c**

A.7d **INTERVIEW THE ESTABLISHMENT THAT REPRESENTS THE LARGEST SHARE OF PRODUCTION OR SALES, WHICH ALSO MAINTAINS ITS OWN SALES, EMPLOYMENT, AND COST RECORDS.**

Address and name of the establishment	<b>a7dx</b>	<b>Code according to regional strata a7dx2</b>	<b>GO TO S.4</b>
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A.9 Are this establishment's financial statements prepared separately from headquarters' statements?

Yes	1	<b>ENSURE THAT EMPLOYMENT, SALES, AND COST NUMBERS ARE AT THE ESTABLISHMENT LEVEL</b>
No	2	

**INTERVIEW HQ, WITH REFERENCE TO THE LARGEST ESTABLISHMENT**

**a9**

**S.4** Please tell me what type of product or service represents this establishment's greatest share of annual sales?

	Please circle one of the numbers below	Detailed description of main activity and product
Manufacturing of	1	
Retail trade of	2	
Wholesale trade of	3	
Construction	4	
Hotel or restaurant	5	
Provide services of	6	

**[RECRUITER: WRITE THE ABOVE ANSWER AS DETAILED AS POSSIBLE THEN CODE THE INDUSTRY IN THE FOLLOWING TABLE]**

S.5 Industry		Screeners sector <b>a4b</b>	<b>a0</b>
<b>Manufacturing :Section D</b>	Food	15	<b>1</b>
	Tobacco	16	
	Textiles	17	
	Garments	18	
	Leather	19	
	Wood	20	
	Paper	21	
	Publishing, printing, and recorded media	22	
	Refined petroleum product	23	
	Chemicals	24	
	Plastics & rubber	25	
	Non metallic mineral products	26	
	Basic metals	27	
	Fabricated metal products	28	
	Machinery and equipment (29 & 30)	29	
	Electronics (31 & 32)	31	
	Precision instruments	33	
Transport machines (34&35)	34		
Furniture	36		
Recycling	37		
<b>Retail</b>	Retail	52	<b>2</b>
<b>Other Services</b>	Wholesale	51	<b>3</b>
	Construction (Section F)	45	
	Services of motor vehicles	50	
	Hotel and Restaurants (Section H)	55	
	Transportation, Storage, and Communications (Section I (60-64))	60	
	IT	72	
	IF FIRM'S PRIMARY ACTIVITY IS OUTSIDE OF THE ENTERPRISE SURVEY UNIVERSE, INPUT CODE 8 INTO PROGRESS REPORT		<b>TERMINATE</b>

<b>S.7</b>	How many employees does this establishment have?
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Number of employees _____
Fewer than 5

**TERMINATE** (Enter Code 5 into progress report)  
**UNLESS IT IS PANEL FIRM**

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