

### Purpose

This tool provides charts and tables of indicators from the World Bank Enterprise Survey (WBES). It is intended to help analysts diagnose the key policy, institutional, or market failures causing sub optimal jobs outcomes at formal private firms in a given country, benchmarked with comparator countries. There are two main steps in conducting a jobs diagnostic. The first step is to frame or identify the main jobs problem(s) and the second is to diagnose the main causes.

Indicators from the WBES comprise only a subset of the indicators one should use in all steps of conducting a jobs diagnostic. Most WBES indicators herein are useful mainly for Step 2; other data and analyses should be used for this step and for Step 1. Some of the Indicators are part of the WBES standard indicators, and other indicators are newly developed by the Jobs Diagnostics team using raw data.

If you have any feedbacks to improve the tool or find any errors, we would greatly appreciate it if you can write us. We consistently improve the tool, and update data and your feedbacks are valuable.

### Data

The tool uses data from the World Bank Enterprise Survey (WBES) database.

Downloaded 20 Jun 2023

Web Link: <http://www.enterprisesurveys.org>

We thank the Enterprise Analysis Unit of the Development Economics Global Indicators Department of the World Bank Group for making the data available.

We are always working to improve the quality and accuracy of our tool and data. Please be certain to make sure that you are using the newest possible version of this tool as we update it with corrections and additional countries as they become available.

The Enterprise Survey is answered by business owners and top managers. The manufacturing and services sectors are the primary business sectors of interest. (firms classified with ISIC codes 10-33, 41-43, 45-47, 49-53, 55-56, 58, 61-62, 69-75, 79, and 95 (ISIC Rev.4). Formal (registered) companies with 5 or more employees are targeted for interview. Services firms include construction, retail, wholesale, hotels, restaurants, transport, storage, communications, professional services, and IT. Firms with 100% government/state ownership are not eligible to participate in an Enterprise Survey.

Enterprise Surveys following the Global methodology are stratified by business sector, location, and firm size. When analyzing ES indicators in these groupings, the results are representative of the associated populations. However, since the Global sampling methodology does not stratify by other subcategories such as exporter status or ownership, the intended level of precision is not guaranteed for indicator values by these groupings.

Video demonstration of this WBES Benchmarking Tool  
 Diagnosing Binding Constraints to Better Jobs: An Approach and Framework

[Web Link](#)  
[Web Link](#)

### Task-by-Task

Task 1	Select Survey (Country and Year)
Task 2	Select Comparison Surveys for Benchmarking
Task 3	Update all Tables and Charts
Task 4	Review Tables and Charts
Task 5	Generate a Specific Table and Chart
Export	Save a Copy of This File

### Color coding

123-ABC Cells filled by the tool and can be modified by the user

All other cells filled by the tool and CANNOT be modified by the user

<span style="border: 1px dashed black; padding: 2px;">123-ABC</span> Do not modify	<span style="border: 1px solid blue; padding: 2px;">123-ABC</span> Do not modify
<span style="border: 1px dashed black; padding: 2px;">123-ABC</span> Do not modify	<span style="border: 1px solid green; padding: 2px;">123-ABC</span> Do not modify
<span style="border: 1px dashed black; padding: 2px;">123-ABC</span> Do not modify	<span style="border: 1px solid black; padding: 2px;">123-ABC</span> Do not modify
<span style="border: 1px dashed black; padding: 2px; color: green;">123-ABC</span> Do not modify	<span style="border: 1px solid red; padding: 2px;">123-ABC</span> Do not modify
<span style="border: 1px dashed black; padding: 2px; color: blue;">123-ABC</span> Do not modify	<span style="border: 1px solid purple; padding: 2px;">123-ABC</span> Do not modify (check for errors)

### Password Protection

To prevent the user from inadvertently overwriting formulas, a password is used protect all sheets.

If it becomes necessary to revise the structure of the file, use these buttons:

NB! The password is 'WBES' and must not be changed as it is included in macros.

### Contact Details

Jobs Group [jobscsa@worldbankgroup.org](mailto:jobscsa@worldbankgroup.org)

Documentation  
No errors reported in structural check

**Contents**

- [Limitations and Caveats](#)
- [Outliers](#)
- [Steps, Themes, Questions, and Indicators](#)
- [Sub-Sample Categories](#)
- [Excel File Structure](#)
- [Troubleshoot Opening Excel File and Enabling Macros](#)
- [Checks and Balances](#)
- [How To Add or Update Tool Data](#)

As outlined in "Diagnosing Binding Constraints to Better Jobs: An Approach and Framework", the conduct of a jobs diagnostic involves asking and answering a series of questions designed to access and pursue clues to the most binding constraints to better jobs outcomes. It uses multiple sources of data, and often the questions can only be answered in comparative terms. For example, do firms spend a lot to train their workers? Or are labor costs per unit of output high? To answer this type of question, one must compare indicators across a range of relevant comparator countries. To facilitate such analyses, the World Bank's Jobs Group has produced and/or updated data tools that produce many indicators conveniently. These indicators can then be supplemented with other information and data and sifted through a jobs diagnostic framework, to enable the identification of the most crucial constraints to better jobs outcomes.

Among the data sources to be accessed in conducting a structured Jobs Diagnostic are the World Bank Enterprise Surveys (WBES). This tool includes standardized WBES indicators and illustrates how they can be used as part of an inquiry into the nature and causes of constraints to better jobs outcomes. While they shed insight into some supply side constraints, they primarily pertain to constraints to labor demand particularly by formal firms with at least 5 employees, which are the population surveyed in a WBES. Some of the indicators are part of the WBES standard indicators, and other indicators are newly developed by the Jobs Diagnostics team using raw data.

We are always working to improve the quality and accuracy of our tool and data. Please be certain to make sure that you are using the newest possible version of this tool as we update it with corrections and additional countries as they become available.

The Enterprise Survey is answered by business owners and top managers. The manufacturing and services sectors are the primary business sectors of interest. (firms classified with ISIC codes 10-33, 41-43, 45-47, 49-53, 55-56, 58, 61-62, 69-75, 79, and 95 (ISIC Rev.4). Formal (registered) companies with 5 or more employees are targeted for interview. Services firms include construction, retail, wholesale, hotels, restaurants, transport, storage, communications, professional services, and IT. Firms with 100% government/state ownership are not eligible to participate in an Enterprise Survey.

Enterprise Surveys following the Global methodology are stratified by business sector, location, and firm size. When analyzing ES indicators in these groupings, the results are representative of the associated populations. However, since the Global sampling methodology does not stratify by other subcategories such as exporter status or ownership, the intended level of precision is not guaranteed for indicator values by these groupings.

Diagnosing Binding Constraints to Better Jobs: An Approach and Framework  
<https://datatopics.worldbank.org/JobDiagnosics/docs/Identifying-Binding-Constraints-to-Better-Jobs-An-Approach-and-Framework.pdf>

**Limitations and Caveats**

**Limitation of the number of observations**

We encourage users to check the number of observations and standard errors before analysis. The tool keeps all the estimated means or medians for each subcategory in a country, and it is possible that certain sub-categories in a particular country may have very few observations.

**Caveats on analytical questions**

The guiding questions are designed to help users to diagnose and identify relevant labor market constraints. Importantly, however, indicators do not aim to fully provide answers to the associated questions.

**All the definition sections relevant to "profits"**

The WBES does not collect all of the necessary information on production costs to calculate gross profits, and labor costs include wage-based taxes and contributions. This indicator should be seen as a proxy for profits.

**Outliers**

Outliers in d2 (Sales), n3 (Sales - three years ago), n7a (Capital), n2a (Labor cost), n2e (Cost Of Raw Materials And Intermediate Goods Used In Prod. In Last Fiscal Year), n2l (Cost Of Finished Goods/Materials Bought To Resell), n5a (Expenditure for Equip) n5b (Expenditure for Land) and VA (d2 minus n2e for manufacturing firms; minus n2l for service firms), profit (VA minus labor cost) were turned into missing. To find outliers in levels, the variables are transformed as  $\ln(x+1)$ , and group observations by the economy and sector (manufacturing and services). Then, (unweighted) means and standard deviations of these transformed variables are estimated within each group. Observations that are more than three standard deviations away from the mean are then marked as outliers and turned into missing.

In addition, for the variables d2 (Sales), n2a (Labor cost), and wk14 (the number of workers), if the reported value is "0", it is replaced as missing values. For the variable n7a(Capital), if the reported value is "0", it is replaced as one.

**Steps, Themes, Questions, and Indicators**

NR	Step	Description	Theme: General Diagnostic Question	More Specific Question	Indicator	Definition (if any)	Data Processing	Variable Name	Chart Value Axis
<b>S1</b>									
1	Step 1	Step 1. Characterizing the Jobs Problem and framing the diagnostic questions	Are trends in hiring consistent with the macro data / do they appear healthy or unhealthy?	Are incumbent formal firms expanding their employment levels?	<a href="#">Annual Permanent Full-Time Employment Growth (%)</a>	Annualized growth of permanent full-time workers expressed as a percentage. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period.  For most countries the difference between the two fiscal year periods is two years. However, for some countries the interval is three years. Hence, an annualized measure is used. The formula is $(1/t) * ((1-t)^2) / ((1+t)^2) * 100$ where t is the number of years between the current and previous periods. Original question: (1) At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers. (2) Three fiscal years ago, at the end of fiscal year, how many permanent, full-time individuals work in this establishment? Please include all employees and managers. Permanent, full-time employees are defined as Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf2	Annual % change
2	Step 1	Step 1. Characterizing the Jobs Problem and framing the diagnostic questions	Are trends in hiring consistent with the macro data / do they appear healthy or unhealthy?	Are incumbent formal firms expanding their employment levels?	<a href="#">Annual Permanent Full-Time Employment Growth (%) by Sector</a>	Annualized growth of permanent full-time workers expressed as a percentage. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period.  For most countries the difference between the two fiscal year periods is two years. However, for some countries the interval is three years. Hence, an annualized measure is used. The formula is $(1/t) * ((1-t)^2) / ((1+t)^2) * 100$ where t is the number of years between the current and previous periods. Original question: (1) At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers. (2) Three fiscal years ago, at the end of fiscal year, how many permanent, full-time individuals work in this establishment? Please include all employees and managers. Permanent, full-time employees are defined as Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf2	Annual % change
3	Step 1	Step 1. Characterizing the Jobs Problem and framing the diagnostic questions	Are productivity trends similar to those in macro data?	Is average firm productivity rising per worker over time?	<a href="#">Annual Labor Productivity Growth (Annual Percentage Change in Sales per Worker)</a>	Annual labor productivity growth is measured by a percentage change in labor productivity between the last completed fiscal year and a previous period, where labor productivity is sales divided by the number of full-time permanent workers. All sales values are deflated to 2009 using each country's GDP deflators.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf3	Annual % change
<b>S2-I</b>									
4	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	I. Are firms experiencing growth?	<a href="#">Real Annual Sales Growth</a>	Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. All sales values are deflated to 2009 using each country's GDP deflators. The formula is $(1/t) * ((d2-d3) / ((d2+d3)^2)) * 100$ where t is the number of years between the current and previous periods.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf1	Annual % change
5	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	I. Is sales growth slow?	<a href="#">Real Annual Sales Growth by Sector</a>	Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. All sales values are deflated to 2009 using each country's GDP deflators. The formula is $(1/t) * ((d2-d3) / ((d2+d3)^2)) * 100$ where t is the number of years between the current and previous periods.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf1	Annual % change

Documentation									
6	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	I. Are firms experiencing growth?	<a href="#">Nominal Annual Sales Growth</a>	Nominal annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. The values are not deflated. The formula is $(1/I) * (d2-d3) / ((d2+d3)/2) * 100$ where I is the number of years between the current and previous periods.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	salegr	Annual % change
7	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	I. Is sales growth slow?	<a href="#">Nominal Annual Sales Growth, by Sector</a>	Nominal annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. The values are not deflated. The formula is $(1/I) * (d2-d3) / ((d2+d3)/2) * 100$ where I is the number of years between the current and previous periods.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	salegr	Annual % change
8	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Is private investment low?	<a href="#">Percent of Firms Who Invested in Fixed Assets (%)</a>	Firms who invested in fixed assets: If firms spent any amount on purchases of fixed assets (new or used) including land, buildings, machinery, equipment, and vehicles. Purchase of (new or used) machinery, equipment, and vehicles: includes anything used directly by the establishment to produce goods or provide services. 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 as equipment. Land and 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.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	inv_firm	% of firms
9	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Is labor productivity low due to under-capitalization of production?	<a href="#">Capital per Worker as % of Sales, Manufacturing Only, Mean</a>	Capital (LCU) is divided by the number of workers, then divided by sales (LCU) and multiplied by 100. Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased? Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise. The number of workers, including permanent and temporary workers : (1) Permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift). (2) Full-time, temporary workers are all short-term (i.e. for less than a year) employees with no guarantee of renewal of employment and work full-time. The question "average length full-time seasonal or temporary employment last fiscal year, in months," is used to adjust the number of temporary workers.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	nk_perworker_per	% of sales
10	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Is labor productivity low due to under-capitalization of production?	<a href="#">Capital per Worker as % of Sales, Manufacturing Only, Median</a>	Capital (LCU) is divided by the number of workers, then divided by sales (LCU) and multiplied by 100. Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased? Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise. The number of workers, including permanent and temporary workers : (1) Permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift). (2) Full-time, temporary workers are all short-term (i.e. for less than a year) employees with no guarantee of renewal of employment and work full-time. The question "average length full-time seasonal or temporary employment last fiscal year, in months," is used to adjust the number of temporary workers.	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	nk_perworker_per_Median	% of sales
11	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Is production capital intensive?	<a href="#">Capital Divided by Sales, (Capital Intensity), Manufacturing Only, Mean</a>	Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased? If the value is less than 0, assign missing values (.). Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	nk_sales	Ratio
12	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Is production capital intensive?	<a href="#">Capital Divided by Sales, (Capital Intensity), Manufacturing Only, Median</a>	Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased? If the value is less than 0, assign missing values (.). Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	nk_sales_Median	Ratio
13	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Are formal firms investing as expected?	<a href="#">Total Annual Expenditure for Purchases of Equipment as % of Capital Stock, Manufacturing Only, Mean</a>	Annual expenditure for capital equipment (LCU): The amount this establishment spent on purchases of machinery, vehicles, and equipment (new and/or used) in the last fiscal year. Purchase of (new or used) machinery, equipment, and vehicles: includes anything used directly by the establishment to produce goods or provide services. 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 as equipment. Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased? Annual expenditure for capital equipment is divided by capital stock, multiplied by 100.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	equip_nk	% of capital stock

Documentation									
14	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Are formal firms investing as expected?	<a href="#">Total Annual Expenditure for Purchases of Equipment as % of Capital Stock, Manufacturing Only, Median</a>	Annual expenditure for capital equipment (LCU): The amount this establishment spent on purchases of machinery, vehicles, and equipment (new and/or used) in the last fiscal year. Purchase of (new or used) machinery, equipment, and vehicles: includes anything used directly by the establishment to produce goods or provide services. 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 as equipment.  Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased?  Annual expenditure for capital equipment is divided by capital stock, multiplied by 100.	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	equip_nk_Median	% of capital stock
15	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Are formal firms investing as expected?	<a href="#">Total Annual Expenditure for Machinery, Vehicles and Equipment as % of Sales, Mean</a>	Annual expenditure for capital equipment (LCU): The amount this establishment spent on purchases of machinery, vehicles, and equipment (new and/or used) in the last fiscal year. Purchase of (new or used) machinery, equipment, and vehicles: includes anything used directly by the establishment to produce goods or provide services. 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 as equipment.  Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.  Annual expenditure for capital equipment is divided by sales, multiplied by 100. This is only for firms reported that they invested fixed assets in the last fiscal year (k4).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_buy_eq_uip	% of sales
16	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Are formal firms investing as expected?	<a href="#">Total Annual Expenditure for Machinery, Vehicles and Equipment as % of Sales, Mean, by Sector</a>	Annual expenditure for capital equipment (LCU): The amount this establishment spent on purchases of machinery, vehicles, and equipment (new and/or used) in the last fiscal year. Purchase of (new or used) machinery, equipment, and vehicles: includes anything used directly by the establishment to produce goods or provide services. 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 as equipment.  Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.  Annual expenditure for capital equipment is divided by sales, multiplied by 100. This is only for firms reported that they invested fixed assets in the last fiscal year (k4).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_buy_eq_uip	% of sales
17	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Are formal firms investing as expected?	<a href="#">Total Annual Expenditure for Machinery, Vehicles and Equipment as % of Sales, Median</a>	Annual expenditure for capital equipment (LCU): The amount this establishment spent on purchases of machinery, vehicles, and equipment (new and/or used) in the last fiscal year. Purchase of (new or used) machinery, equipment, and vehicles: includes anything used directly by the establishment to produce goods or provide services. 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 as equipment.  Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.  This is only for firms reported that they invested fixed assets in the last fiscal year (k4).	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_buy_eq_uip_Median	% of sales
18	Step 2	Step 2 Part I. Low demand for labor	IA. Inadequate economic activity and growth	IAi. Do firms face low demand relative to capacity?	<a href="#">Capacity Utilization, Manufacturing Only</a>	Capacity utilization based on comparison of the current output with the maximum output possible using the current inputs. Original question: "In fiscal year, what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)?"	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	t3	%
					<b>S2-I and II</b>				
19	Step 2	Step 2 Part I,II. Low use of labor	IB, IC, II Low use of labor in formal economic activity	IIAi, IIAv, IIc. Does labor cost represent a high or low share of all costs?	<a href="#">Total Labor Costs as % of Production Cost</a>	Total labor cost (LCU): 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).  Total production cost (LCU): Raw materials and intermediate goods is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements. Manufacturing only Cost of Finished goods and materials purchased to resell is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. Service only.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. If an observation is 100 (i.e. Production cost = labor cost), it is replaced as missing values. In addition, if an observation for profits is not positive, it is replaced as missing values.	labor_pro	% of total production costs
20	Step 2	Step 2 Part I,II. Low use of labor	IB, IC, II Low use of labor in formal economic activity	IIAi, IIAv, IIc. Does labor cost represent a high or low share of all costs?	<a href="#">Total Labor Costs as % of Production Cost, by Sector</a>	Total labor cost (LCU): 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).  Total production cost (LCU): Raw materials and intermediate goods is the cost of all inputs in the production activity. This is usually an item directly taken from the financial statements. Manufacturing only Cost of Finished goods and materials purchased to resell is the cost of all finished goods and materials purchased to be resold. This is usually an item directly taken from the financial statements. Service only.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. If an observation is 100 (i.e. Production cost = labor cost), it is replaced as missing values. In addition, if an observation for profits is not positive, it is replaced as missing values.	labor_pro	% of total production costs
21	Step 2	Step 2 Part I,II. Low use of labor	IB, IC, II Low use of labor in formal economic activity	I. Does labor input/cost comprise a low share of value added in the formal sector?	<a href="#">Labor Cost per Value Added, Manufacturing Only</a>	Total annual labor cost is divided by value-added. Value added (LCU): Profits plus labor cost. Total labor cost (LCU): 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).  Total production cost (LCU): - Cost for raw materials and intermediate goods: The cost of all inputs in the production activity. This is usually an item directly taken from the financial statements. (Manufacturing only) Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values. In addition, if an observation for value added is negative, it is replaced as missing values.	unit_TLC	Ratio

Documentation									
22	Step 2	Step 2 Part I,II. Low use of labor	I., II. Low use of labor in formal economic activity	IB, IC, II. Is employment growth slow relative to sales growth?	<a href="#">Firm-Level Elasticity of Job Growth to Sales Growth. Ratios: Annual Employment Growth (%) Divided by Annual Sales Growth (%). Mean</a>	Annual percentage change in employment growth divided by percentage change in real annual sales growth. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. See variable perf2 and perf1 for the definition respectively. The ratio is calculated at the firm level and then the mean of the ratio is produced at a country level.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	labor_sale	Ratio
23	Step 2	Step 2 Part I,II. Low use of labor	I., II. Low use of labor in formal economic activity	IB, IC, II. Is employment growth slow relative to sales growth?	<a href="#">Firm-Level Elasticity of Job Ratios: Annual Employment Growth (%) Divided by Annual Sales Growth (%). Median</a>	Annual percentage change in employment growth divided by percentage change in real annual sales growth. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. See variable perf2 and perf1 for the definition respectively. The ratio is calculated at the firm level and then the mean of the ratio is produced at a country level.	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user.	labor_sale_Median	Ratio
24	Step 2	Step 2 Part I,II. Low use of labor	I., II. Low use of labor in formal economic activity	IB, IC, II. Is employment growth slow relative to sales growth?	<a href="#">Firm-Level Elasticity of Job Growth to Sales Growth. Ratios: Annual Employment Growth (%) Divided by Annual Sales Growth (%). Mean by Sector</a>	Annual percentage change in employment growth divided by percentage change in real annual sales growth. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. See variable perf2 and perf1 for the definition respectively. The ratio is calculated at the firm level and then the mean of the ratio is produced at a country level.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	labor_sale	Ratio
25	Step 2	Step 2 Part I,II. Low use of labor	I., II. Low use of labor in formal economic activity	IB, IC, II. Is employment growth slow relative to sales growth?	<a href="#">Firm-Level Elasticity of Job Growth to Sales Growth. Ratios: Annual Employment Growth (%) Divided by Annual Sales Growth (%). Median, by Sector</a>	Annual employment growth (%) divided by real annual sales growth (%). Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. See variable perf2 and perf1 for the definition respectively. The ratio is calculated at the firm level and then the mean of the ratio is produced at a country level.	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user.	labor_sale_Median	Ratio
<b>S2-IC and II</b>									
26	Step 2	Step 2 Part IC, II. High distortions (augmenting or causing excess demand or supply of labor)	II. High labor market distortions	IIA. Is the profitability of labor input unusually high / low?	<a href="#">Gross Profitability / Labor Cost. Mean, Manufacturing Only</a>	Gross profits are divided by labor cost. Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Total labor cost (LCU): 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).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	pro_worker_wage	Ratio
27	Step 2	Step 2 Part IC, II. High distortions (augmenting or causing excess demand or supply of labor)	II. High labor market distortions	IIA. Is the profitability of labor input unusually high / low?	<a href="#">Gross Profitability / Labor Cost. Median</a>	Gross profits are divided by labor cost. Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Total labor cost (LCU): 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).	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	pro_worker_wage_Median	Ratio
28	Step 2	Step 2 Part IC, II. High distortions (augmenting or causing excess demand or supply of labor)	II. High Labor Market Frictions or other Distortions	IIA. and I. I expenditure on labor low or unusually high relative to gross profits?	<a href="#">Total Labor Costs / Gross Profits. Manufacturing Only</a>	Total labor cost (LCU): 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). Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. In addition, if an observation for profits is not positive, it is replaced as missing values.	labor_profit	Ratio
<b>S2-II</b>									
29	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	II. High Labor Market Frictions or other Distortions	IIA. Are the costs and/or risks of labor regulation, taxation, or collective bargaining high?	<a href="#">Labor Cost per Value Added per Worker. Manufacturing Only</a>	Total annual labor cost divided by value added, and then divided by the number of total employees. Total labor cost (LCU): 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). Value added (LCU): Profits plus labor cost. Production cost includes - Cost for raw materials and intermediate goods: The cost of all inputs in the production activity. This is usually an item directly taken from the financial statements. (Manufacturing only) Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and non-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise. The number of workers, including permanent and temporary workers : (1) Permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift). (2) Full-time, temporary workers are all short-term (i.e. for less than a year) employees with no guarantee of renewal of employment and work full-time. The question "average length full-time seasonal or temporary employment last fiscal year, in months," is used to adjust the number of temporary workers.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values. In addition, if an observation for value added is negative, it is replaced as missing values.	unit_LC	Ratio
30	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	II. High Labor Market Frictions or other Distortions	IIA. Are the costs and/or risks of labor regulation, taxation, or collective bargaining high?	<a href="#">Labor Cost per Worker Relative to GDP per Capita</a>	Labor cost per worker divided by GDP per capita Total labor cost (LCU): 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). Number of workers, including permanent and temporary workers. The number of temporary workers is adjusted for the number of months of their employment. (1) Permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift). (2) Full-time, temporary workers are all short-term (i.e. for less than a year) employees with no guarantee of renewal of employment and work full-time. The question "average length full-time seasonal or temporary employment last fiscal year, in months" is used to adjust the number of temporary workers. Wage: Labor cost is divided by the total number of workers. GDP per capita (current LCU) GDP per capita is gross domestic product divided by midyear population. GDP is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in current local currency.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	wage_perc_apit	Ratio

Documentation									
31	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	II. High Labor Market Frictions or other Distortions	IIA. Are the costs and/or risks of labor regulation, taxation, or collective bargaining high?	<a href="#">Total Labor Costs Relative to Gross Profits per Worker, Manufacturing Only</a>	Total labor cost is divided by gross profits, and then divided by the number of workers. Total labor cost (LCU): 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). Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Number of workers, including permanent and temporary workers. The number of temporary workers is adjusted for the number of months of their employment. (1) Permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift. (2) Full-time, temporary workers are all short-term (i.e. for less than a year) employees with no guarantee of renewal of employment and work full-time. The question "average length full-time seasonal or temporary employment last fiscal year, in months" is used to adjust the number of temporary workers.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. In addition, if an observation for profits is not positive, it is replaced as missing values.	labor_profit_worker	Ratio
32	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market frictions	IIA. Are the costs and/or risks of labor regulation, taxation, or collective bargaining high?	<a href="#">Percent of Firms Identifying Labor Regulations as a Major Constraint, by Firm Size</a>	Percentage of firms identifying labor regulations as a "major" or "very severe" obstacle. Original question: To what degree are labor regulations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk9	% of firms
33	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market frictions	IIA. Are the costs and/or risks of labor regulation, taxation, or collective bargaining high?	<a href="#">Average Rated Obstacle Score (0-4) Labor Regulations</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are labor regulations an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	labor	Score (0-4)
34	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market frictions	IIA. Are the costs and/or risks of labor regulation high?	<a href="#">Percent of Firms that Consider Labor Regulations to Be the Biggest Obstacle</a>	Percentage of establishments that consider labor regulations to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst10	% of firms
35	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market frictions	IIA. Are the costs and/or risks of labor regulation, taxation, or collective bargaining high?	<a href="#">Proportion of Temporary Workers Out of All Workers</a>	The proportion of temporary workers out of all workers. Full-time temporary or seasonal workers are defined as all short-term or seasonal (i.e. for less than a fiscal year) workers (paid or unpaid) with no guarantee of renewal of employment contract and work a full work week for the term of their contract. "Temporary" workers who are constantly renewed every year and work for a full year should be accounted as permanent. (Original question: How many full-time seasonal or temporary employees did this establishment employ during the last complete fiscal year?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk17	% of all workers
36	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Percent of Firms with a Female Top Manager</a>	Percentage of firms with females as the top manager. (Original question: Is the Top Manager female? Yes or No)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend4	% of firms
37	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Percent of Firms with a Female Top Manager, by Sector</a>	Percentage of firms with females as the top manager. (Original question: Is the Top Manager female? Yes or No)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend4	% of firms
38	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Percent of Firms with Female Participation in Ownership</a>	Percentage of firms with females among the owners. (Original question: Amongst the owners of the firm, are there any females? Yes or No).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend1	% of firms
39	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Percent of Firms with Female Participation in Ownership, by Sector</a>	Percentage of firms with females among the owners. (Original question: Amongst the owners of the firm, are there any females? Yes or No).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend1	% of firms
40	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Proportion of Permanent, Full-Time Non-Production Workers that are Female, Manufacturing Only</a>	Percentage of permanent full-time non-production workers that are female. (Original question: At the end of the last complete fiscal year, how many permanent, full-time individuals in this establishment were non-production workers) (At the end of fiscal year, how many permanent full-time individuals working in this establishment in the following categories (Female permanent full-time non-production workers) were female?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend3	% of permanent full-time non-production workers
41	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Proportion of Permanent, Full-Time Production Workers that are Female, Manufacturing Only</a>	Percentage of permanent full-time production workers that are female. (Original question: At the end of the last complete fiscal year, how many permanent, full-time individuals in this establishment were production workers) (At the end of fiscal year, how many permanent full-time individuals working in this establishment in the following categories (Female permanent full-time production workers) were female?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend5	% of permanent full-time production workers
42	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Proportion of Permanent, Full-Time Workers that are Female</a>	Percentage of full-time workers that are female. (Original questions: At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers (Permanent, full-time employees 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 8 or more hours per day)) (At the end of fiscal year, how many permanent full-time individuals working in this establishment in the following categories were female?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend2	% of permanent full-time workers
43	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	IIA. High labor market distortions affecting specific groups of workers	IIAiv. Is there significant discrimination against groups of workers or IIIA, high returns to / preferences for non-employment?	<a href="#">Proportion of Permanent, Full-Time Workers that are Female, by Sector</a>	Percentage of full-time workers that are female. (Original questions: At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers (Permanent, full-time employees 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 8 or more hours per day)) (At the end of fiscal year, how many permanent full-time individuals working in this establishment in the following categories were female?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	gend2	% of permanent full-time workers
44	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	II. C. Mismatch between skills demanded and those supplied	Is there a substantial mismatch between the skill levels of formal sector workers and that of the workforce?	<a href="#">Proportion of Unskilled Workers Out of all Production Workers -- Must Be Compared with Workforce Level Data, Manufacturing Only</a>	The total number of unskilled production workers: At the end of fiscal year, how many permanent, full-time employees were workers in unskilled production jobs, whose tasks involve no specialized knowledge.  Unskilled production workers are workers engaged in production operations and whose main tasks and duties involve the performance of simple and routine physical or manual tasks, such as cleaning, digging, lifting, packaging, and carrying materials by hand, etc. These workers are unskilled in that the tasks they perform don't require special training, education, or skills to be performed. This type of skills corresponds to skill level 1 in the ILO classification.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk13	% of all production workers

Documentation									
45	Step 2	Step 2 Part II. High labor market distortions (augmenting or causing excess demand or supply of labor)	II.C. Mismatch between skills demanded and those supplied	Is there a substantial mismatch between the skill levels of formal sector workers and that of the workforce?	<a href="#">Proportion of Skilled Workers Out of All Production Workers -- Must Be Compared with Workforce Level Data, Manufacturing Only</a>	The total number of highly and semi-skilled production workers: At the end of fiscal year, how many permanent, full-time employees were: (1) workers in highly skilled production jobs, professionals whose tasks require extensive theoretical and technical knowledge (2) workers in semi-skilled production jobs, technicians whose tasks require some level of mechanical or technical knowledge.  Highly skilled production workers are those workers involved in the production process whose main tasks and duties involve complex problem solving, decision making and creativity, technical and practical tasks requiring extensive body of theoretical, technical, procedural, and factual knowledge in a specialized field. A highly skilled worker usually has attended a higher educational institution for at least one year or more after completing secondary school. Skill is defined based on the occupation or tasks the individual performs rather than his/her qualifications. This type of skills corresponds to skill level 3 and 4 in the ILO classification.  Semi-skilled production workers. Semi-skilled production workers are those workers involved in the production process whose main tasks and duties involve operating and maintaining mechanical and electrical equipment, driving vehicles, manipulating, ordering, and storing information. A semi-skilled worker may have completed some secondary level education or vocational training to acquire the skills required for the job. A semi-skilled worker may also have learned the skills on the job through experience or on the job-training. Skill is defined based on the occupation or tasks the individual perform rather than his/her qualifications This level of skills corresponds to skill level 2 in the ILO classification.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk19	% of all production workers
<b>S2-IVaII</b>									
46	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AII. Are the Social Returns to private economic activity low?	<a href="#">Ratio of Gross Profitability to Sales, Manufacturing, Only, Mean</a>	Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Total cost of labor includes the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance). Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	pro_sale	Ratio
47	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AII. Are the Social Returns to private economic activity low?	<a href="#">Ratio of Gross Profitability to Sales, Manufacturing Only, Median</a>	Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Total cost of labor includes the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance). Total annual sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user.	pro_sale_m edian	Ratio
48	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AII. Are the Social Returns to private economic activity low?	<a href="#">Gross Profitability as % of Capital Stock, Manufacturing Only, Mean</a>	Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Total cost of labor includes the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).  Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	profit_nk	% of capital stock
49	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AII. Are the Social Returns to private economic activity low?	<a href="#">Gross Profitability as % of Capital Stock, Manufacturing Only, Median</a>	Gross profits (LCU) are calculated as sales - production cost (raw materials for the manufacturing sector) - labor costs. Total cost of labor includes the total annual wages and all annual benefits, including food, transport, social security (i.e. pensions, medical insurance, and unemployment insurance).  Capital: Price of machinery, vehicles, and equipment is measured by variable n7a. Original question: Hypothetically, if this establishment were to purchase [machinery, vehicles, and equipment] it uses now, in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented, or leased?	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if it is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	profit_nk_M edian	% of capital stock
<b>S2-IVaIIc</b>									
50	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AIIc. Are the social returns low due to low human capital?	<a href="#">Percent of Firms Identifying Inadequately Educated Workforce as a Major or Severe Constraint</a>	Percentage of firms identifying inadequately educated workforce as a "major" or "very severe" obstacle. To what degree are inadequately educated workforce an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk10	% of firms
51	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AIIc. Are the social returns low due to low human capital?	<a href="#">Percent of Firms that Consider an Inadequately Educated Workforce to Be the Biggest Obstacle</a>	Percentage of establishments that consider an inadequately educated workforce to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obs19	% of firms
52	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AIIc. Are the social returns low due to low human capital?	<a href="#">Average Rated Obstacle Score (0-4) Inadequately Educated Workforce</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. If a value is less than 0, it's assigned as a missing value. Original question: using the response options on the card: To what degree are inadequately educated workforce an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	l30b	Score (0-4)
53	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AIIc. Are the social returns low due to low human capital?	<a href="#">Percent of Firms Offering Formal Training</a>	Percentage of firms offering formal training programs for its permanent, full-time employees. (Original question: Over fiscal year, did this establishment have formal training programs for its permanent, full-time employees?) Formal training: has a structured and defined curriculum. It may include classroom work, seminars, lectures, workshops, and audio-visual presentations and demonstrations. This does not include training to familiarize workers with equipment and machinery on the shop floor, training aimed at familiarizing workers with the establishment's standard operation procedures, or employee orientation at the beginning of an worker's tenure.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk1	% of firms
54	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AIIc. Are the social returns low due to low human capital?	<a href="#">Years of the Top Manager'S Experience Working in the Firm's Sector</a>	Years of experience of the top manager working in the sector. How many years of experience working in this sector does the Top Manager have?  Top Manager's experience: in the type of sector that the establishment presently operates. Top Manager refers to the highest-ranking management individual. This person may be the owner if he/she works as the Manager of the firm.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	wk8	Years
<b>S2-IVaIIId</b>									
55	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AIIId. Are social returns low due to a high cost of electric power?	<a href="#">Power Cost as % of Sales</a>	Total annual cost of electricity, as percentage of sales. Electricity: 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 sales (LCU): The value of all annual sales counting manufactured goods, goods the establishment has bought for re-sale, and services provided. Total sales are based on accrual, not cash flow, methods and include both invoiced and un-invoiced sales. For wholesale and retail trade, the value is of the total value of sold merchandise.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_powerc ost	% of annual sales

Documentation									
56	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Number of Power Outages per Month Last Year</a>	Average number of power outages in a typical month. Original question: Over fiscal year, did this establishment experience power outages? In a typical month, over fiscal year, how many power outages did this establishment experience?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in2	# of power outages per month
57	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Percent of Firms Experiencing Electrical Outages</a>	Percentage of firms that experienced power outages over the last complete fiscal year. Original question: Over fiscal year, did this establishment experience power outages?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in16	% of firms
58	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Percent of Firms with Own or Shared Generator for Power</a>	Percentage of firms owning or sharing a generator. Original question: Over the course of fiscal year, did this establishment own or share a generator?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in9	% of firms
59	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Duration of Power Outages (Hrs)</a>	Average duration of power outages (hours). Original question: In a typical month, over fiscal year, how many power outages did this establishment experience? How long did these power outages last on average?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in3_c	Duration (hrs)
60	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Loss from Power Outages as a % of Annual Sales</a>	Losses due to electrical outages, as percentage of total annual sales. Original question: Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. The indicator includes all firms not just those who experienced at least one power outage.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in4_c	% of annual sales
61	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Proportion of Electricity from a Generator (%)</a>	Percentage of electricity supplied from a generator or generators that the establishment owned or shared. Original question: Over the course of fiscal year, did this establishment own or share a generator? In fiscal year, what percentage of this establishment's electricity came from a generator or generators that the establishment owned or shared?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in10	% of electricity used
62	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Average Total Time of Power Outages per Month</a>	Average total time of power outages per month and includes zero values. Original question: In a typical month, over the fiscal year, how many power outages did this establishment experience? How long did these power outages last on average?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in15	Average total time per month
63	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Percent of Firms Identifying Electricity as a Major Constraint</a>	Percentage of firms identifying electricity as a "major" or "very severe" obstacle. Original question: To what degree are electricity an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in12	% of firms
64	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Percent of Firms that Consider Electricity to Be the Biggest Obstacle</a>	Percentage of establishments that consider electricity to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst8	% of firms
65	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable power supply?	<a href="#">Average Rated Obstacle Score (0-4) Infrastructure (Electricity)</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Using the response options on the card: To what degree are infrastructure (electricity) an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	elec	Score (0-4)
66	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable water service?	<a href="#">Number of Water Shortage per Month Last Year - Manufacturing Only</a>	Average number of water shortages in a typical month in the last fiscal year. Original question: Over fiscal year, did this establishment experience insufficient water supply for production? In a typical month, over fiscal year, how many incidents of insufficient water supply did this establishment experience?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in6	# of water shortage per month
67	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to unreliable water service?	<a href="#">Percent of Firms Experiencing Water Inefficiencies - Manufacturing Only</a>	Percentage of firms that experienced insufficient water supply for production over the last complete fiscal year. Original question: Over fiscal year, did this establishment experience insufficient water supply for production? Over fiscal year, did this establishment experience insufficient water supply for production?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in17	% of firms
68	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to poor transport service?	<a href="#">Duration of Insufficient Water Supplies (Hours) - Manufacturing Only</a>	Percentage of firms that experienced insufficient water supply for production over the last complete fiscal year. Original question: Over fiscal year, did this establishment experience insufficient water supply for production?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in7	Duration (hours)
69	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to poor transport service?	<a href="#">Percent of Firms That Consider Transport to Be the Biggest Obstacle</a>	Percentage of establishments that consider transport to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst15	% of firms
70	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to poor transport service?	<a href="#">Average Rated Obstacle Score (0-4) Transport</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Using the response options on the card: To what degree are transport as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	transport	Score (0-4)
71	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to poor transport service?	<a href="#">Proportion of Products Lost to Breakage or Spoilage During Shipping to Domestic Markets - Manufacturing Only</a>	Percentage of products shipped to supply domestic markets lost due to breakage or spoilage. Original question: In fiscal year, what percentage of the value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in14	% of products
72	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVA. Low Private Returns to Economic Activity	IV.AiId. Are social returns low due to poor transport service?	<a href="#">Percent of Firms Identifying Transportation as a Major Constraint</a>	Percentage of firms identifying transportation as a "major" or "very severe" obstacle. Original question: To what degree are transport an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	in11	% of firms
<b>S2-IVB</b>									
73	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">Average Age (Years) of Firms Based on the Year in Which the Firm Began Operations</a>	Age of the firm based on the year in which the firm began operations. In what year did this establishment begin operations in this country? Note: Age variable contains "0" years old.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	age	Average age (years)
74	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">Average Age (Years) of Firms Based on the Year in Which the Firm Began Operations, by Sector</a>	Age of the firm based on the year in which the firm began operations. In what year did this establishment begin operations in this country? Note: Age variable contains "0" years old.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	age	Average age (years)
75	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">Average Age (Years) of Firms Based on the Year in Which the Firm Began Operations, by Firm Size</a>	Age of the firm based on the year in which the firm began operations. In what year did this establishment begin operations in this country? Note: Age variable contains "0" years old.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	age	Average age (years)
76	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">Proportion of Government/State Ownership in a Firm (%)</a>	Percentage of the firm owned by the government or state. What percent of this firm is owned by each of the following: a. Private domestic individuals, companies, or organizations, b. Private foreign individuals, companies, or organizations, c. Government/State, d. Other	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	car4	% of all ownership



Documentation									
77	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">The number of competitors</a>	The number of competitors the establishment face in the main market. Original Question: How many competitors did this establishment's main product face in this main market?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	comp	# of competitors
78	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">% of firms reported they face too many competitors</a>	Percentage of firms who reported there are too many competitors to count. Original Question: How many competitors did this establishment's main product face in this main market?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	comp2	% of firms
79	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVB. High Barriers to Entry / Low contestability	IVBi-IVBii. Does private market power, uncompetitive behavior and/or high state ownership of productive sectors limit new firm entry?	<a href="#">Percent of Firms with Foreign Ownership</a>	Percentage of firms that have at least 10% owned by private foreign individuals, companies, or organizations. What percent of this firm is owned by each of the following: a. Private domestic individuals, companies, or organizations. b. Private foreign individuals, companies, or organizations. c. Government/State. d. Other	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	car7	% of firms
					<b>S2-IVC</b>				
80	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is the lending environment risky, raising collateral requirements?	<a href="#">Value of Collateral Required as a % of Loan Value or Value of Line of Credit</a>	Value of collateral needed for a loan or line of credit as a percentage of the loan value or the value of the line of credit. (Original question: Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required? Referring only to this most recent loan or line of credit, did the financing require collateral?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin10	% of loan value
81	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is the lending environment risky, raising collateral requirements?	<a href="#">Proportion of Working Capital Financed by Banks (%)</a>	Proportion of the working capital that was financed by bank loans. Over fiscal year, please estimate the proportion of this establishment's working capital that was financed from each of the following sources: Internal funds or retained earnings, Borrowed from banks: private and state-owned, Borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies, Purchases on credit from suppliers and advances from customers, Other, moneylenders, friends, relatives, etc.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin7	% of working capital
82	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Do firms perceive access to finance to be a major constraint to their operations?	<a href="#">Percent of Firms Identifying Access to Finance as a Major Constraint</a>	Percentage of firms identifying access/cost of finance as a "major" or "very severe" obstacle. Original question: To what degree are labor regulations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4:	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin16	% of firms
83	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Do firms perceive access to finance to be a major constraint to their operations?	<a href="#">Percent of Firms that Consider Access to Finance to Be the Biggest Obstacle to Their Business</a>	Percentage of establishments that consider access to finance to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst1	% of firms
84	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is demand for lending high?	<a href="#">Percent of Firms not Needing a Loan</a>	% of firms that did not apply for a loan in the last fiscal year because they did not need a loan. The denominator is the number of firms who did and did not apply for a loan. The numerator is the number of firms who did not apply for a loan and also stated that they did not need a loan. Original question: Referring again to the last fiscal year, did this establishment apply for any loans or lines of credit? What was the main reason why this establishment did not apply for any line of credit or loan? No need for a loan - establishment had sufficient capital; application procedures were complex; Interest rates were not favorable; Collateral requirements were too high; Size of loan and maturity were insufficient; Did not think it would be approved; Other	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin20	% of firms
85	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Do firms have access to financing for working capital?	<a href="#">Percent of Firms Using Banks to Finance Working Capital</a>	Percentage of firms using bank loans to finance working capital. Original question: Over fiscal year, please estimate the proportion of this establishment's working capital that was financed from each of the following sources: Internal funds or retained earnings; Borrowed from banks (private and state-owned; Borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies; Purchases on credit from suppliers and advances from customers; Other, moneylenders, friends, relatives, etc.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin13	% of firms
86	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is unmet demand for lending high?	<a href="#">Percent of Firms Who Have a Difficulty to Obtain Loans or Lines of Credit</a>	Share of firms that do not apply for loans or lines of credit for one or more of the following reasons: complex application procedures, high interest rates, high collateral requirements, insufficient size and maturity of loans, getting bank loans require making informal payments, or the establishment did not think its application would be approved.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin23	% of firms
87	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is the supply of bank credit high?	<a href="#">Percent of Firms with a Bank Loan/Line of Credit</a>	Percentage of firms with bank loans or line of credit. Original question: At this time, does this establishment have a line of credit or a loan from a financial institution?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin14	% of firms
88	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Are firms banked?	<a href="#">Percent of Firms with a Checking or Savings Account</a>	Percentage of firms with a checking or savings account. Original question: At this time, does this establishment have a checking or savings account?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin15	% of firms
89	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Are firms able to access short term credit?	<a href="#">Percent of Firms with an Overdraft Facility</a>	Share of firms with an overdraft facility. Original question: At this time, does this establishment have an overdraft facility? (Yes/No)  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.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	overdraft	% of firms
90	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is using credit to finance investments costly or difficult?	<a href="#">Proportion of Investments Financed by Banks (%)</a>	Estimated proportion of purchases of fixed assets that was financed from bank loans. Original question: Over fiscal year, 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; Owners' contribution or issued new equity shares; Borrowed from banks: private and state-owned; Borrowed from non-bank financial institutions; Purchases on credit from suppliers and advances from customers; Other, moneylenders, friends, relatives, bonds, etc.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin2	% of investments
91	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC. Is using credit to finance investments costly or difficult?	<a href="#">Proportion of Investments Financed with Internal Resources (%)</a>	Estimated proportion of purchases of fixed assets that was financed from internal funds/retained earnings. Original question: Over fiscal year, 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; Owners' contribution or issued new equity shares; Borrowed from banks: private and state-owned; Borrowed from non-bank financial institutions; Purchases on credit from suppliers and advances from customers; Other, moneylenders, friends, relatives, bonds, etc.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin1	% of investments
92	Step 2	Step 2 Part IV. What constrains private investment and economic activity?	IVC. High Social Returns with High Cost of Finance	IVC/IVCi. Costly Local Finance. Costly Foreign Finance	<a href="#">Proportion of Loans Requiring Collateral (%)</a>	Loans requiring collateral in order to get the financing. Original question: At this time, does this establishment have a line of credit or a loan from a financial institution? (Yes) (Referring only to this most recent loan or line of credit, did the financing require collateral?)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	fin11	% of loans
					<b>S2-VIA</b>				
93	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Number of Meetings or Inspections with Tax Officials</a>	Average number of visits or required meetings with tax officials. If the respondent answered "No" to question J.3, a zero is recorded for the average number of visits. Original question: Over the last year, was this establishment visited or inspected by tax officials? Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg2	# of meetings
94	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Number of Meetings or Inspections with Tax Officials, by Firm Size</a>	Average number of visits or required meetings with tax officials. If the respondent answered "No" to question J.3, a zero is recorded for the average number of visits. Original question: Over the last year, was this establishment visited or inspected by tax officials? Over the last year, how many times was this establishment either inspected by tax officials or required to meet with them?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg2	# of meetings

Documentation									
95	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Percent of Firms that Were Visited or Required to Meet with Tax Officials</a>	Percentage of firms that were visited or inspected by tax officials or were required to meet with them over the last year. Original question: Over the last year, was this establishment visited or inspected by tax officials or required to meet with them?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg6	% of firms
96	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Percent of Firms that Were Visited or Required to Meet with Tax Officials, by Firm Size</a>	Percentage of firms that were visited or inspected by tax officials or were required to meet with them over the last year. Original question: Over the last year, was this establishment visited or inspected by tax officials or required to meet with them?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg6	% of firms
97	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Percent of Firms Identifying Tax Administration as a Major Obstacle</a>	Percentage of firms identifying tax rates as a "major" or "very severe" obstacle. Original question: To what degree are tax administrations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg5	% of firms
98	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Percent of Firms Identifying Tax Administration as a Major Obstacle, by Firm Size</a>	Percentage of firms identifying tax rates as a "major" or "very severe" obstacle. Original question: To what degree are tax administrations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg5	% of firms
99	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Percent of Firms that Consider the Tax Administration to Be the Biggest Obstacle</a>	Percentage of establishments that consider the tax administration to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst13	% of firms
100	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Is the tax administrative burden high?	<a href="#">Percent of Firms that Consider the Tax Administration to Be the Biggest Obstacle, by Firm Size</a>	Percentage of establishments that consider the tax administration to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst13	% of firms
101	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Are tax rates unusually burdensome?	<a href="#">Percent of Firms Identifying Tax Rates as Major Constraint</a>	Percentage of firms identifying tax rates as a "major" or "very severe" obstacle. Original question: To what degree are tax rates an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg4	% of firms
102	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Are tax rates unusually burdensome?	<a href="#">Percent of Firms Identifying Tax Rates as Major Constraint, by Firm Size</a>	Percentage of firms identifying tax rates as a "major" or "very severe" obstacle. Original question: To what degree are tax rates an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg4	% of firms
103	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Are tax rates unusually burdensome?	<a href="#">Percent of Firms that Consider Tax Rates to Be the Biggest Obstacle</a>	Percentage of establishments that consider tax rates to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst14	% of firms
104	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation of economic activity	VIA. Are tax rates unusually burdensome?	<a href="#">Percent of Firms that Consider Tax Rates to Be the Biggest Obstacle, by Firm Size</a>	Percentage of establishments that consider tax rates to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst14	% of firms
105	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation or regulation of economic activity	VIA. To what extent could burdensome taxation or VICI regulation induce firms to remain informal?	<a href="#">Percent of Firms Identifying Practices of Competitors in the Informal Sector as a Major Constraint</a>	Percentage of firms identifying practices of competitors in the informal sector as a "major" or "very severe" obstacle. Original question: To what degree are informal competitors an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	infor2	% of firms
106	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation or regulation of economic activity	VIA. To what extent could burdensome taxation or VICI regulation induce firms to remain informal?	<a href="#">Percent of Firms that Consider Practices of Competitors in the Informal Sector to Be the Biggest Obstacle</a>	Percentage of establishments that consider informal competitors to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst12	% of firms
107	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation or regulation of economic activity	VIA. To what extent could burdensome taxation or VICI regulation induce firms to remain informal?	<a href="#">Average Rated Obstacle Score (0-4) Informal Sector</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card: To what degree are informal sector as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	infor1	Score (0-4)
108	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIA. High/risk augmenting taxation or regulation of economic activity	VIA. To what extent could burdensome taxation or VICI regulation induce firms to remain informal?	<a href="#">Percent of Firms Competing Against Unregistered or Informal Firms</a>	Percentage of firms competing against unregistered or informal firms. Original question: Does this establishment compete against unregistered or informal firms?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	infor1	% of firms
<b>S2-VIBI</b>									
109	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Firms Expected to Give Gifts to Public Officials (to Get Things Done)</a>	Percentage of establishments that consider that firms with characteristics similar to theirs are making informal payments or giving gifts to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. 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. Original question: On average, what percentage 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?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	corr4	% of firms
110	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Firms Expected to Give Gifts to Public Officials (to Get Things Done), by Firm Size</a>	Percentage of establishments that consider that firms with characteristics similar to theirs are making informal payments or giving gifts to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. 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. Original question: On average, what percentage 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?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	corr4	% of firms
111	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Firms that Consider Corruption to Be the Biggest Obstacle</a>	Percentage of establishments that consider corruption to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst4	% of firms
112	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Firms that Consider Corruption to Be the Biggest Obstacle, by Firm Size</a>	Percentage of establishments that consider corruption to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst4	% of firms
113	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Firms Identifying Corruption as a Major Constraint</a>	Percentage of firms identifying corruption as a "major" or "very severe" obstacle. Original question: To what degree are labor regulations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	corr11	% of firms
114	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Firms Identifying Corruption as a Major Constraint, by Firm Size</a>	Percentage of firms identifying corruption as a "major" or "very severe" obstacle. Original question: To what degree are labor regulations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	corr11	% of firms
115	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Sales Paid as Informal Payments</a>	Percentage of sales paid as informal payments. Original question: 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?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	unoff_pay	% of sales
116	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBI. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Percent of Sales Paid as Informal Payments, by Firm Size</a>	Percentage of sales paid as informal payments. Original question: 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?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	unoff_pay	% of sales

Documentation									
117	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBi. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Bribery Depth as % of Public Transactions Where a Gift or Informal Payment was Requested</a>	The depth of Bribery is the percentage of instances in which a firm was either expected or requested to provide a gift or informal payment during solicitations for public services, licenses or permits. This measure uses data from 6 survey questions for each firm. For purposes of computation, a refusal to answer a particular survey question is considered an affirmative answer. In reference to that application for an electrical connection, was an informal gift or payment expected or requested? In reference to that application for a water connection, was an informal gift or payment expected or requested? In reference to that application for a construction-related permit, was an informal gift or payment expected or requested? In any of these inspections or meetings (with tax officials) was a gift or informal payment expected or requested? In reference to that application for an import license, was an informal gift or payment expected or requested? In reference to that application for an operating license, was an informal gift or payment expected or requested?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	graf2	% of public transactions
118	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBi. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Bribery Depth as % of Public Transactions Where a Gift or Informal Payment was Requested, by Firm Size</a>	The depth of Bribery is the percentage of instances in which a firm was either expected or requested to provide a gift or informal payment during solicitations for public services, licenses or permits. This measure uses data from 6 survey questions for each firm. For purposes of computation, a refusal to answer a particular survey question is considered an affirmative answer. In reference to that application for an electrical connection, was an informal gift or payment expected or requested? In reference to that application for a water connection, was an informal gift or payment expected or requested? In reference to that application for a construction-related permit, was an informal gift or payment expected or requested? In any of these inspections or meetings (with tax officials) was a gift or informal payment expected or requested? In reference to that application for an import license, was an informal gift or payment expected or requested? In reference to that application for an operating license, was an informal gift or payment expected or requested?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	graf2	% of public transactions
119	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBi. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Average Rated Obstacle Score (0-4) Corruption</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are corruption as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	corrupt	Score (0-4)
120	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBi. Is corruption high, either due to weak control or VIC. burdensome regulation?	<a href="#">Average Rated Obstacle Score (0-4) Corruption, by Firm Size</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are corruption as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	corrupt	Score (0-4)
<b>S2-VIBii</b>									
121	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Do the courts provide weak protection for property rights?	<a href="#">Percent of Firms that Consider Courts to Be the Biggest Obstacle</a>	Percentage of establishments that consider court to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst5	% of firms
122	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Do the courts provide weak protection for property rights?	<a href="#">Average Rated Obstacle Score (0-4) Courts</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are courts an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	courts	Score (0-4)
123	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Is political instability a key constraint to private businesses?	<a href="#">Percent of Firms Identifying Political Instability as a Major Constraint</a>	Percentage of firms identifying political instability as a "major" or "very severe" obstacle. Original question: To what degree are political instability an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg7	% of firms
124	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Is political instability a key constraint to private businesses?	<a href="#">Percent of Firms that Consider Political Instability to Be the Biggest Obstacle</a>	Percentage of establishments that consider political instability to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst11	% of firms
125	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Is political instability a key constraint to private businesses?	<a href="#">Average Rated Obstacle Score (0-4) Political Instability</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are political instability as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	stability	Score (0-4)
126	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Percent of Firms Paying for Security</a>	Percentage of firms paying for security, for example equipment, personnel, or professional security services. Original question: In fiscal year, did this establishment pay for security, for example, equipment, personnel, or professional security services?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime1	% of firms
127	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Losses Due to Theft and Vandalism Against the Firms as % of Annual Sales</a>	Estimated losses as a result of theft, robbery, vandalism, or arson that occurred on establishment's premises calculated as a percentage of annual sales. Original question: In fiscal year, did this establishment experience losses as a result of theft, robbery, vandalism or arson? In fiscal year, 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?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime3	% of annual sales
128	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Security Costs as % of Annual Sales</a>	Average security costs as a percentage of total annual sales for all firms. Original question: In fiscal year, did this establishment pay for security, for example, equipment, personnel, or professional security services? In fiscal year, what percentage of this establishment's total annual sales was paid for security, or what was the total annual cost of security?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime2	% of annual sales
129	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Percent of Firms Experiencing Losses Due to Theft and Vandalism</a>	Percent of firms experiencing losses due to theft, robbery, vandalism, or arson that occurred on the establishment's premises. Original question: In fiscal year, did this establishment experience losses as a result of theft, robbery, vandalism or arson?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime10	% of firms
130	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Average Rated Obstacle Score (0-4) Crime, Theft and Disorder</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are crime and disorder as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime	Score (0-4)
131	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Percent of Firms Identifying Crime, Theft and Disorder as a Major Constraint</a>	Percentage of firms identifying crime, theft, and disorder as a "major" or "very severe" obstacle. Original question: To what degree are crime an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime8	% of firms
132	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Percent of Firms that Consider Crime, Theft and Disorder to Be the Biggest Obstacle</a>	Percentage of establishments that consider crime, theft, and disorder to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst6	% of firms
133	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Does insecurity unduly raise the risks and costs of doing business?	<a href="#">Percent Consignment Value Dom. Exports Lost in Transit Due to Theft/Breakage/Spoilage</a>	Value of losses of products, due to theft, while in transit to domestic markets. Original question: In fiscal year, what percentage of the value of products this establishment shipped to supply domestic markets was lost while in transit because of theft?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	crime5	% of product value
<b>S2-VIBiii</b>									
134	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBii. Property Rights: Does the land regime adequately enable land acquisition?	<a href="#">Average Rated Obstacle Score (0-4) Ease of Land Acquisition</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are ease of land acquisition as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	landv	Score (0-4)

Documentation									
135	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBiii. Property Rights: Does the land regime adequately enable land acquisition?	<a href="#">Total Annual Expenditure for Land and Buildings as % of Sales. Mean</a>	Total annual expenditure for land and buildings: Original question. In fiscal year, what was the total annual expenditure for purchases of land and buildings. Land and 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.  This is only for firms reported that they invested fixed assets in the last fiscal year (k4).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_buy_la nd	% of sales
136	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBiii. Property Rights: Does the land regime adequately enable land acquisition?	<a href="#">Total Annual Expenditure for Land and Buildings as % of Sales. Mean, by Sector</a>	Total annual expenditure for land and buildings: Original question. In fiscal year, what was the total annual expenditure for purchases of land and buildings. Land and 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.  This is only for firms reported that they invested fixed assets in the last fiscal year (k4).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_buy_la nd	% of sales
137	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBiii. Property Rights: Does the land regime adequately enable land acquisition?	<a href="#">Total Annual Expenditure for Land and Buildings as % of Sales. Median</a>	Total annual expenditure for land and buildings: Original question. In fiscal year, what was the total annual expenditure for purchases of land and buildings. Land and 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.  This is only for firms reported that they invested fixed assets in the last fiscal year (k4).	Survey data are medians. Row and column totals in generated tables are averages of surveys selected by user. An observation is considered an outlier if the log form is more than 3 standard deviations away from the mean of the distribution and replaced as missing values.	shr_buy_la nd_Median	% of sales
138	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBiii. Property Rights: Does the land regime adequately enable land acquisition?	<a href="#">Percent of Firms Identifying Access to Land as a Major Constraint</a>	Percentage of firms identifying access to land as a "major" or "very severe" obstacle. Original question: To what degree are land an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg8	% of firms
139	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIB. Inadequate guarantees of property rights	VIBiii. Property Rights: Does the land regime adequately enable land acquisition?	<a href="#">Percent of Firms that Consider Access to Land to Be the Biggest Obstacle</a>	Percentage of establishments that consider access to land to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst2	% of firms
<b>S2-VIC</b>									
140	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VIC. Is business regulation unusually burdensome?	<a href="#">Percent of Time Spent with Government Regulation</a>	Average percentage of senior management's time that is spent in a typical week dealing with requirements imposed by government regulations (e.g. taxes, customs, labor regulations, licensing and registration), including dealings with officials, completing forms, et cetera. Original 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 or sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms].	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	reg1	% of time
141	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VIC. Is business regulation unusually burdensome?	<a href="#">Average Rated Obstacle Score (0-4) Business Licensing and Permits</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are business licensing and permits as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	opening	Score (0-4)
142	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VIC. Is business regulation unusually burdensome?	<a href="#">Percent of Firms Identifying Business Licensing and Permits as Major Constraint</a>	Percentage of firms identifying business licensing and permits as a "major" or "very severe" obstacle. Original question: To what degree are business licensing and permits an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	bus5	% of firms
143	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VIC. Is business regulation unusually burdensome?	<a href="#">Percent of Firms that Consider Business Licensing and Permits to Be the Biggest Obstacle</a>	Percentage of establishments that consider business licensing to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst3	% of firms
144	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are customs and trade regulations unduly burdensome?	<a href="#">Percent of Firms Identifying Customs and Trade Regulations as a Major Constraint</a>	Percentage of firms identifying customs and trade regulations as a "major" or "very severe" obstacle. Original question: To what degree are custom and trade regulations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr9	% of firms
145	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are customs and trade regulations unduly burdensome?	<a href="#">Percent of Firms Identifying Customs and Trade Regulations as a Major Constraint, by Export Status</a>	Percentage of firms identifying customs and trade regulations as a "major" or "very severe" obstacle. Original question: To what degree are custom and trade regulations an obstacle to the current operations of this establishment? Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels* (relevant figure sheets).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr9	% of firms
146	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are customs and trade regulations unduly burdensome?	<a href="#">Percent of Firms that Consider Customs and Trade Regulations to Be the Biggest Obstacle</a>	Percentage of establishments that consider custom and trade regulations to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst7	% of firms
147	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are customs and trade regulations unduly burdensome?	<a href="#">Percent of Firms that Consider Customs and Trade Regulations to Be the Biggest Obstacle, by Export Status</a>	Percentage of establishments that consider custom and trade regulations to be the biggest obstacle. Original question: Can you tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment. The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels* (relevant figure sheets).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	obst7	% of firms
148	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are customs and trade regulations unduly burdensome?	<a href="#">Average Rated Obstacle Score (0-4) Customs and Trade Regulations</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are trade as an obstacle to the current operations of this establishment?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	trade	Score (0-4)
149	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are customs and trade regulations unduly burdensome?	<a href="#">Average Rated Obstacle Score (0-4) Customs and Trade Regulations, by Export Status</a>	Average rated score on a scale of 0-4 No obstacle, 0: Minor obstacle, 1: Moderate obstacle, 2: Major obstacle, 3: Very Severe obstacle, 4. Original question: Using the response options on the card; To what degree are trade as an obstacle to the current operations of this establishment? A firm is an exporter if at least 10 percent of its annual sales is derived from direct exports. The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels* (relevant figure sheets).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	trade	Score (0-4)
150	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Do trade Barriers make growing export sales unusually difficult?	<a href="#">Real Annual Sales Growth, by Export Status</a>	Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. All sales values are deflated to 2009 using each country's GDP deflators. The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels* (relevant figure sheets).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf1	Annual % change

Documentation									
151	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Do exporters grow enough to hire workers?	<a href="#">Annual Permanent Full-Time Employment Growth (%), by Export Status</a>	Annualized growth of permanent full-time workers expressed as a percentage. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. For most countries the difference between the two fiscal year periods is two years. However, for some countries the interval is three years. Hence, an annualized measure is used. The formula is $(1/t) * ((1-t)^2) / ((1-t)^2 + 2)$ * 100 where t is the number of years between the current and previous periods. Original question: (1) At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers. (2) Three fiscal years ago, at the end of fiscal year, how many permanent, full-time individuals work in this establishment? Please include all employees and managers. Permanent, full-time employees are defined as Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift. The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels* (relevant figure sheets).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf2	Annual % change
152	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. or VII. Are exporters able to compete and become more productive?	<a href="#">Annual Labor Productivity Growth as Annual Percentage Change in Sales per Worker, by Export Status</a>	Annual labor productivity growth is measured by a percentage change in labor productivity between the last completed fiscal year and a previous period, where labor productivity is sales divided by the number of full-time permanent workers. All sales values are deflated to 2009 using each country's GDP deflators. The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels* (relevant figure sheets).	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf3	Annual % change
153	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Proportion of Total Sales, that are Domestic Sales (%)</a>	Domestic sales as percentage of total sales. Original question: What percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr4	% of sales
154	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Percent of Firms Exporting Directly (at Least 1% of Sales)</a>	Percentage of Firms that Export Directly. Original question: In fiscal year, what percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr15	% of firms
155	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Percent of Firms Exporting Directly (at Least 10% of Sales)</a>	Percentage of firms that export directly at least 10% of their total annual sales. Original question: What percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr16	% of firms
156	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Percent of Firms Exporting Directly or Indirectly (at Least 1% of Sales)</a>	Percentage of firms that export directly or indirectly. Original question: In fiscal year, what percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr10	% of firms
157	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Percent of Firms Exporting Directly or Indirectly (at Least 10% of Sales)</a>	Percentage of firms that export directly or indirectly at least 10% of their total annual sales. Original question: What percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr17	% of firms
158	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Proportion of Total Sales, that are Exported Directly (%)</a>	Sales exported directly as percentage of total sales. Original question: What percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr5	% of sales
159	Step 2	Step 2 Part VI. Low Appropriability of Returns due to High Micro Risks and Distortions	VIC. High or highly arbitrary/uncertain regulatory burden	VICi. Are firms able to access export markets?	<a href="#">Proportion of Total Sales, that are Exported Indirectly (%)</a>	Sales exported indirectly as percentage of total sales. Original question: What percentage of this establishment's sales were: national sales; indirect exports (sold domestically to third party that exports products); direct exports.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	tr6	% of sales
<b>S2-VII</b>									
160	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do innovators tend to grow faster than non-innovators?	<a href="#">Real Annual Sales Growth, Innovators</a>	Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. All sales values are deflated to 2009 using each country's GDP deflators. Definition innovators and non-innovators: If either question is Yes, the firm is an innovator. Original question: During the last three years, has this establishment introduced new or significantly improved products or services? During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes? The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf1_inno	Annual % change
161	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do innovators tend to grow faster than non-innovators?	<a href="#">Real Annual Sales Growth, Non-Innovators</a>	Real annual sales growth is measured as a percentage change in sales between the last completed fiscal year and a previous period. All sales values are deflated to 2009 using each country's GDP deflators. Definition innovators and non-innovators: If either question is Yes, the firm is an innovator. Original question: During the last three years, has this establishment introduced new or significantly improved products or services? During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes? The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf1_noninno	Annual % change
162	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do innovators size up their workforces more than non-innovators?	<a href="#">Annual Permanent Full-Time Employment Growth (%), Innovators</a>	Annualized growth of permanent full-time workers expressed as a percentage. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. For most countries the difference between the two fiscal year periods is two years. However, for some countries the interval is three years. Hence, an annualized measure is used. The formula is $(1/t) * ((1-t)^2) / ((1-t)^2 + 2)$ * 100 where t is the number of years between the current and previous periods. Original question: (1) At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers. (2) Three fiscal years ago, at the end of fiscal year, how many permanent, full-time individuals work in this establishment? Please include all employees and managers. Permanent, full-time employees are defined as Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift. Definition innovators and non-innovators: If either question is Yes, the firm is an innovator. Original question: During the last three years, has this establishment introduced new or significantly improved products or services? During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf2_inno	Annual % change

Documentation									
163	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do innovators size up their workforces more than non-innovators?	<a href="#">Annual Permanent Full-Time Employment Growth (%), Non-Innovators</a>	Annualized growth of permanent full-time workers expressed as a percentage. Annual employment growth is the change in full-time employment reported in the current fiscal year from a previous period. For most countries the difference between the two fiscal year periods is two years. However, for some countries the interval is three years. Hence, an annualized measure is used. The formula is $(1t) * ((1+2)/2) / ((1+2)/2) * 100$ where 1 is the number of years between the current and previous periods. Original question: (1) At the end of fiscal year, how many permanent, full-time individuals worked in this establishment? Please include all employees and managers. (2) Three fiscal years ago, at the end of fiscal year, how many permanent, full-time individuals work in this establishment? Please include all employees and managers. Permanent, full-time employees are defined as Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift. Definition innovators and non-innovators: If either question is Yes, the firm is an innovator. Original question: During the last three years, has this establishment introduced new or significantly improved products or services? During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes? The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf2_noninno	Annual % change
164	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do innovators exhibit faster labor productivity growth than non-innovators?	<a href="#">Annual Labor Productivity Growth as Annual Percentage Change in Sales Per Worker, Innovators</a>	Annual labor productivity growth is measured by a percentage change in labor productivity between the last completed fiscal year and a previous period, where labor productivity is sales divided by the number of full-time permanent workers. All sales values are deflated to 2009 using each country's GDP deflators. Definition innovators and non-innovators: If either question is Yes, the firm is an innovator. Original question: During the last three years, has this establishment introduced new or significantly improved products or services? During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes? The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf3_inno	Annual % change
165	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do innovators exhibit faster labor productivity growth than non-innovators?	<a href="#">Annual Labor Productivity Growth as Annual Percentage Change in Sales Per Worker, Non-Innovators</a>	Annual labor productivity growth is measured by a percentage change in labor productivity between the last completed fiscal year and a previous period, where labor productivity is sales divided by the number of full-time permanent workers. All sales values are deflated to 2009 using each country's GDP deflators. Definition innovators and non-innovators: If either question is Yes, the firm is an innovator. Original question: During the last three years, has this establishment introduced new or significantly improved products or services? During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes? The category for innovator or exporter is NOT included in the levels of stratification during the survey data collection. The resulting sample sizes are not guaranteed to ensure the intended level of precision for the indicator values analyzed at these levels.	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	perf3_noninno	Annual % change
166	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Are levels of innovation unusually low?	<a href="#">Percent of Firms that Introduced a Process Innovation</a>	Percentage of firms that introduced any new or significantly improved process. Original question: During the last three years, has this establishment introduced any new or significantly improved process? These include: methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	t9	% of firms
167	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Are levels of innovation unusually low?	<a href="#">Percent of Firms that Introduced a New Product/Service</a>	Percentage of firms that introduced new or significantly improved products or services over the last three years. Original question: During the last three years, has this establishment introduced new or significantly improved products or services?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	t7	% of firms
168	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Are levels of innovation unusually low?	<a href="#">Percent of Firms that Spend on R&amp;D</a>	Percentage of firms that spent on formal research and development activities during the last fiscal year. Original question: During last fiscal year, did this establishment spend on formal research and development activities, either in-house or contracted with other companies, excluding market research surveys?	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	t10	% of firms
169	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do firms access foreign technologies?	<a href="#">Percent of Firms Has Internationally Qualified Certifications</a>	Percentage of firms that have an internationally-recognized quality certification, i.e. ISO 9000, 9002 or 14000. Original question: Does this establishment have an internationally-recognized quality certification? (INTERVIEWER: if there is need for clarification, some examples are: ISO 9000 or 14000, or HACCP)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	t11	% of firms
170	Step 2	Step 2 Part VII. High Micro Risks and Distortions due to Innovation-Related Market Failures	VII. Market Failures in Innovation	Do firms access foreign technologies?	<a href="#">Percent of Firms Having Technology Licensed from a Foreign Owned Company, Manufacturing Only</a>	Percentage of firms using technology licensed from foreign companies. Original question: Does this establishment at present use technology licensed from a foreign-owned company, excluding office software? (Yes, No)	Survey data are weighted means. Row and column totals in generated tables are averages of surveys selected by user.	t4	% of firms

Documentation

Sub Sample Categories

This tool includes all the surveys for all countries in the standardized dataset of 154 countries, 312 surveys from 2006 to 2022.

The Enterprise Survey is answered by business owners and top managers. The manufacturing and services sectors are the primary business sectors of interest (firms classified with ISIC codes 10-33, 41-43, 45-47, 49-53, 55-56, 58, 61-62, 69-75, 79, and 95 (ISIC Rev.4). Formal (registered) companies with 5 or more employees are targeted for interview. Services firms include construction, retail, wholesale, hotels, restaurants, transport, storage, communications, professional services, and IT. Firms with 100% government/state ownership are not eligible to participate in an Enterprise Survey.

Each indicator is disaggregated by sub sample category. Averages are calculated with sampling weights. Categories used in sub sample:

Sub Sample Category	Definition
<b>Size</b>	
<b>Age Group</b>	
<b>Export status</b>	At least 10 % of its annual sales is derived from direct exports.
<b>Ownership 1</b>	The government or state has at least a 10% share in ownership of the firm.
<b>Ownership 2</b>	At least 10% owned by private foreign individuals, companies or organizations.
<b>Sector</b>	isic_Rev3

<b>Size</b>
Small (<20)
Medium (20-99)
Large (100 and over)
Missing size category

<b>Age Group</b>
Age 0-5
Age 6-9
Age 10-19
Age 20+
Missing age category

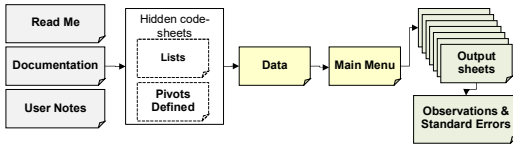
<b>Export status</b>
Nonexporter
Exporter
Missing exporter category

<b>Ownership 2</b>
Domestic
Foreign
Missing ownership type

<b>Ownership 1</b>
Private
Mixed
Missing mixed vs private category

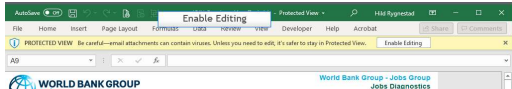
<b>Sector</b>
Manufacturing
Services
Missing sector category

Excel File Structure

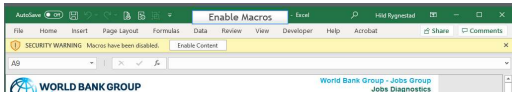


Troubleshoot Opening Excel File and Enabling Macros

1. Make sure the Excel file is downloaded to a physical folder on your computer. Do not use virtual or synced folders because it can interfere with macros.
2. Click to Enable Editing



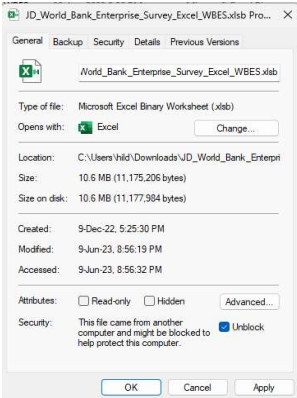
3. Click to Enable Macros



4. If the above does not work, you may be receiving "BLOCKED CONTENT" message.



For an individual file, such as a file downloaded from an internet location or an email attachment the user has saved to their local device, the simplest way to unblock macros is to remove "Mark of the Web". To remove, right-click on the file, choose Properties, and then select the Unblock checkbox on the General tab. Finally, return to points 2 and 3 above.



Documentation

Checks and Balances

Description	Sheet	Check = TRUE
Check the list of indicators against the list of pivot names	Lists	TRUE
Check that all variable names - and therefore pivot table headings - are unique	Lists	TRUE
Check that survey names are unique	Lists	TRUE
Check that all countries are listed.	Lists	TRUE
Check that there are enough rows included in "Data" Sheet	Data	TRUE
Check that the Pivot_Data range covers all data rows	Data	TRUE
Check that the Data_Clear and Paste_Formula_Values ranges are correct number of rows	Data	TRUE
Rows with formulas	6877	
Rows with data	5809	
Rows in Pivot_Data range	6876	
Rows in Data_Clear range	6875	
Rows in Paste_Formula_Values range	6875	
Check that all surveys are listed	Data	TRUE
Check that all data in 'subsample' column matches 'Data Categories' on 'Lists' sheet.	Data	TRUE
Check for errors in formulas on "Data" sheet	Data	TRUE
Check that the header row ranges on "Data" sheet are the same dimension	Data	TRUE
Check indicators per group	Pivots Defined	TRUE
Check same sheet name in each section	Pivots Defined	TRUE
Check breakdown by subcategory	Pivots Defined	TRUE
Check that variable name is in Data sheet	Pivots Defined	TRUE
<b>Complete Structural Check</b>		<b>TRUE</b>

How To Add or Update Tool Data

Great care must be taken when adding/removing/moving indicators or adding more data to this Excel file. Here are some steps to follow:

For help, please contact Hiki Rygnestad

[hiki@rygnestad.net](mailto:hiki@rygnestad.net)

Check:	Step:	Instructions:
	<b>1</b>	<b>I want to update descriptions of current list of indicators. I do NOT need to change the numbering or order of indicators:</b>
	1.1	Click button to Unprotect all sheets. <input type="button" value="Unprotect all sheets"/>
	1.2	Do NOT change cells with formulas in, only those with text in.
	1.3	On 'Documentation' sheet, if you need to change the following column, you must move the indicator to the appropriate section (see steps in section 5 below). Step
	1.4	On 'Documentation' sheet, if you update the text in any of the following columns, all information is updated automatically on 'S' sheets. Definition (if any) Data Processing Chart Value Axis
	1.5	On 'Documentation' sheet, if you need to change any of the following columns, you must regenerate the 'S'-sheet this indicator is on. (see steps in section 3.12 below). Description Theme: General Diagnostic Question More Specific Question Indicator Variable Name Breakdown by Subcategory
<a href="#">Go To Cells</a>	1.6	Update Version date in 'Read Me' sheet cell \$K\$8. Complete Structural Check
TRUE	1.7	Click button to Protect all sheets. Save Tool file under new name. <input type="button" value="Protect all sheets"/>
	<b>2</b>	<b>I have generated the WBES data in STATA and want to replace the current 'Data' sheet. No new indicators.</b>
	2.1	Click button to Unprotect all sheets. <input type="button" value="Unprotect all sheets"/>
	2.2	To add more rows to 'Data' sheet if needed, copy entire row 6877 and insert sufficient number of rows ABOVE this. Do NOT add rows below row 6877.
<a href="#">Go To Cells</a>	2.3	All must be inside the Pivot_Data range. Click link to check
	2.4	In the STATA output file, make sure the column headers (variable names) use the <u>same spelling and order</u> as in this current 'Data' sheet Row 2.
	2.5	In the STATA output file, make sure the 'Subsample' categories are spelled the same way as in 'Lists' sheet.
	2.6	In the STATA output file, insert an empty column between the columns 'Subsample' and 'obs_num'. This column should be empty of data
<a href="#">Go To Cells</a>	2.7	Clear contents (retain formatting) starting from Cell \$N\$3 to \$\$6877 on 'Data' sheet.
	2.8	Copy-Paste-Values from STATA output file to the 'Data' sheet - starting from Cell N3. Check that there are enough rows included in "Data" Sheet Check that the Pivot_Data range covers all data rows Check that the Data_Clear and Paste_Formula_Values ranges are correct number of rows Check that all data in 'subsample' column matches 'Data Categories' on 'Lists' sheet. Check for errors in formulas on "Data" sheet.
TRUE	2.9	Copy formulas from row 1 on 'Data' for Columns B-L. Paste formulas to all yellow rows below.
TRUE	2.10	On the 'Lists' sheet, update the list of 'Standardized Country Names' to include the new country - unless it already exists.
TRUE	2.11	On the 'Lists' sheet, update the list of 'Surveys' to include the new survey - in the correct alpha-numeric order. Spelling must be exactly as in 'Data' sheet. copy-paste in VALUES ONLY (not formatting). Check that survey names are unique Check that all countries are listed. Check that all surveys are listed
<a href="#">Go To Cells</a>	2.12	Copy-Paste VALUES ONLY (not formatting) in all yellow rows on 'Data' sheet columns B-L in Row 3 and below.
TRUE	2.13	Click the 'Update' button in Task 3 on 'Main Menu' sheet.
<a href="#">Go To Cells</a>	2.14	Update Version dates in 'Read Me' sheet cells \$K\$8 and \$K\$25.
TRUE	2.15	Click button to Protect all sheets. Save Tool file under new name. <input type="button" value="Protect all sheets"/>
	<b>3</b>	<b>I need to add an indicator to the Tool.</b>
	3.1	Click button to Unprotect all sheets. <input type="button" value="Unprotect all sheets"/>
<a href="#">Go To Cells</a>	3.2	On the 'Data' sheet, insert a column to the LEFT of column CB, and put the new variable name in row 2. Do not add columns to the RIGHT.
	3.3	All must be inside the Pivot_Data range. Click link to check
	3.4	On the 'Lists' sheet, copy-paste the new variable name as VALUES ONLY (no formatting) in the same order in Column B. It must be a unique variable name.
<a href="#">Go To Cells</a>	3.5	On the 'Documentation' sheet in the appropriate section of indicators - ABOVE row 255 - select ENTIRE row copy it and insert-copied-cells on a new row.
	3.6	All data must be inside 'List_ Questions' range (click link to check)
	3.7	On the newly inserted indicator row revise all the indicator descriptions listed below. Do NOT change the formulas in the other columns: Step Description Theme: General Diagnostic Question More Specific Question Indicator Definition (if any) Data Processing Variable Name Chart Value Axis
	3.8	On the newly inserted indicator row in column K, select 'Breakdown by Subcategory' in the yellow cell - for example 'Sector'. Leave blank if no breakdown is required.
<a href="#">Go To Cells</a>	3.9	On the 'Pivots Defined' sheet, select ENTIRE row copy it and insert-copied-cells on a new row in the same location as on the 'Documentation' sheet (above row 236).
TRUE	3.10	All data must be inside 'List_Pivots_Defined' range (click link to check) Check the list of indicators against the list of pivot names Check that all variable names - and therefore pivot table headings - are unique Check that there are enough rows included in "Data" Sheet Check that the Pivot_Data range covers all data rows Check for errors in formulas on "Data" sheet.
TRUE	3.11	Delete all existing 'S' sheets from the new indicator to the last 'S' sheet, because the numbering of the Pivot Tables and Pivot Charts will be wrong.
<a href="#">Go To Cells</a>	3.12	Use 'Generate Sheets' button on 'Pivots Defined' sheet to re-generate all the 'S' sheets below the deleted indicator: Select which sheets to generate on the 'Pivots Defined' sheet (click link). Make sure all the 'S' sheets are placed in correct order. Save file under new name.
<a href="#">Go To Cells</a>	3.13	Update Version dates in 'Read Me' sheet cells \$K\$8 and \$K\$25. Complete Structural Check
TRUE	3.14	Click button to Protect all sheets. Save Tool file under new name. <input type="button" value="Protect all sheets"/>



Documentation

4		I need to remove an indicator from the Tool.
	4.1	Click button to Unprotect all sheets. <input type="button" value="Unprotect all sheets"/>
	4.2	If you are removing only one table/chart and want to keep using the indicator in other charts, goto point 4.4.
	4.2	On the 'Data' sheet, select ENTIRE column and delete it (not just CLEAR but DELETE).
	4.3	On the 'Lists' sheet, clear the removed variable name and copy-paste VALUES ONLY (no formatting) for other variable names up in the same order in Column B
	4.4	On the 'Documentation' sheet, select ENTIRE row that was used for this deleted indicator. Delete entire row (not just CLEAR but DELETE). Repeat for all rows that used this indicator if you are removing it completely.
	4.5	On the 'Pivots Defined' sheet, select ENTIRE row that was used for this deleted indicator. Delete entire row (not just CLEAR but DELETE). Repeat for all rows that used this indicator if you are removing it completely.
TRUE		Check the list of indicators against the list of pivot names
TRUE		Check that all variable names - and therefore pivot table headings - are unique
TRUE		Check that there are enough rows included in "Data" Sheet
TRUE		Check that the Pivot_Data range covers all data rows
TRUE		Check for errors in formulas on "Data" sheet.
	4.6	Delete all existing 'S' sheets from the deleted indicator to the last 'S' sheet, because the numbering of the Pivot Tables and Pivot Charts will be wrong.
	4.7	Use 'Generate Sheets' button on 'Pivots Defined' sheet to re-generate all the 'S' sheets below the deleted indicator: Select which sheets to generate on the 'Pivots Defined' sheet (click link).
Go To Cells		Make sure all the 'S' sheets are placed in correct order. Save file under new name.
Go To Cells	4.8	Update Version dates in 'Read Me' sheet cells \$K\$8 and \$K\$25.
TRUE		Complete Structural Check
	4.9	Click button to Protect all sheets. Save Tool file under new name. <input type="button" value="Protect all sheets"/>
5		I need to move an indicator to a different group/section.
	5.1	Click button to Unprotect all sheets. <input type="button" value="Unprotect all sheets"/>
	5.2	On the 'Documentation' sheet, select ENTIRE row you want to move. Somewhere ABOVE row 255 cut and insert-cut-row in the appropriate section in the list of indicators.
Go To Cells	5.3	All data must be inside 'List_ Questions' range (click link to check)
	5.4	On the newly moved indicator row revise all the indicator descriptions listed below. Do NOT change the formulas in the other columns: Step Description Theme: General Diagnostic Question More Specific Question Indicator Definition (if any) Data Processing Variable Name Chart Value Axis
	5.5	On the newly inserted indicator row in column K, select 'Breakdown by Subcategory' in the yellow cell - for example 'Sector'. Leave blank if no breakdown is required.
	5.6	On the 'Pivots Defined' sheet, select ENTIRE row that was removed. Delete entire row (not just CLEAR but DELETE).
	5.7	On the 'Pivots Defined' sheet, select ENTIRE row above where the new indicator was inserted (above row 236). Copy it and insert-copied-cells in the same location as on the 'Documentation' sheet.
Go To Cells	5.8	All data must be inside 'List_Pivots_Defined' range (click link to check) Check the list of indicators against the list of pivot names Check that all variable names - and therefore pivot table headings - are unique Check that there are enough rows included in "Data" Sheet Check that the Pivot_Data range covers all data rows Check for errors in formulas on "Data" sheet.
TRUE		
TRUE		
TRUE		
TRUE		
TRUE		
	5.9	Delete all existing 'S' sheets from the deleted or newly inserted indicator to the last 'S' sheet, because the numbering of the Pivot Tables and Pivot Charts will be wrong.
	5.10	Use 'Generate Sheets' button on 'Pivots Defined' sheet to re-generate all the 'S' sheets below the deleted indicator: Select which sheets to generate on the 'Pivots Defined' sheet (click link).
Go To Cells		Make sure all the 'S' sheets are placed in correct order. Save file under new name.
Go To Cells	5.11	Update Version dates in 'Read Me' sheet cells \$K\$8 and \$K\$25.
TRUE		Complete Structural Check
	5.12	Click button to Protect all sheets. Save Tool file under new name. <input type="button" value="Protect all sheets"/>