

NUMBER OF THE QUESTIONNAIRE	
PROJECT	<i>A STUDY OF INDUSTRIAL ENTERPRISES</i>
THE ENTERPRISE NUMBER FROM THE DATABASE	<i>(COMPLETE IN ACCORDANCE WITH THE DATABASE)</i>
INTERVIEWER	NAME _____ NUMBER /_____/
FEDERAL DISTRICT	1. Moscow 2. Northwestern Federal District 3. Central Federal District (except Moscow) 4. Southern Federal District 5. North Caucasian Federal District 6. Volga Federal District 7. Ural Federal District 8. Siberian Federal District 9. Far Eastern Federal District
REGION (AREA, REPUBLIC)	_____ CODE
TYPE OF SETTLEMENT	1. Moscow 2. Regional center 3. Other city 4. Rural area/Village
THE POPULATION OF THE CITY/TOWN	1. More than 1 million people 2. 500 – 999 thousand people 3. 250 – 499 thousand people 4. 100 – 249 thousand people 5. 50 – 99 thousand people 6. Less than 50 thousand people 7. Rural area
THE PLACE OF THE INTERVIEW	1. On the territory of the enterprise/company 2. Elsewhere (Write down where exactly)

INTRODUCTORY PART

Q10. INTERVIEW DATE:

1. day

--	--

2. month

--	--

2	0	1	8
---	---	---	---

Good afternoon.

The Institute for Analysis of Enterprises and Markets at the National Research University «Higher School of Economics», in cooperation with the International Institute of Market and Social Research GfK-Russia and regional partners, conducts a survey of the heads of more than a thousand enterprises and companies in all regions of Russia on the main factors of growth and competitiveness of Russian industrial enterprises. Under the terms of the study, interviews are conducted with the General Director or his deputies, or the financial or commercial director. A similar study has already been conducted in 2005, 2009 and 2014. You can see the results on the website of the Higher School of Economics at the address provided in the letter that was delivered to you earlier.

Your opinion as an expert in your industry will provide an opportunity to prepare recommendations for the country's leadership to improve the business climate in Russia, to develop measures to support Russian industrial enterprises in order to improve their competitiveness in the current economic and socio-political conditions.

INTERVIEWER: WITH THE CONSENT OF THE RESPONDENT, CONTINUE THE INTERVIEW. IF THE RESPONDENT REFUSES TO CONTINUE THE INTERVIEW, ASK FOR CLARIFICATION ABOUT THE REASON AND SUGGEST A MORE CONVENIENT TIME, OR ASK ABOUT THE POSSIBILITY OF INTERVIEWING THE DEPUTY OR ONE OF THE TOP MANAGERS OF THE ENTERPRISE/COMPANY.

IN CASE OF REPEATED REFUSAL, CONCLUDE THE INTERVIEW.

SCREENER

s01. Please specify the main activity of your company (according to the OKVED – All-Russian Classifier of Types of Economic Activity).

/MARK ONE OPTION/

1. Food production (OKVED 10)
2. Textile production (OKVED 13)
3. Production of clothes (OKVED 14)
4. Production of leather, leather goods, shoes (OKVED 15)
5. Wood processing and manufacture of wood and cork, except furniture, manufacture of straw and weaving materials (OKVED 16)
6. Manufacture of pulp, paper, cardboard and products from them (OKVED 17)
7. Manufacture of coke and oil products (OKVED 19)
8. Chemical production (OKVED 20)
9. Production of medicines and materials used for medical purposes (OKVED 21)
10. Rubber and plastic products manufacture (OKVED 22)
11. Manufacture of other non-metallic mineral products (OKVED 23)
12. Metallurgical manufacture (OKVED 24)
13. Manufacture of finished metal products, except for machinery and equipment production (OKVED 25)
14. Manufacture of computers, electronics and optical equipment (OKVED 26)
15. Production of electronic machines and equipment (OKVED 27)
16. Manufacture of machinery and equipment not included in other groups (OKVED 28)
17. Manufacture of motor vehicles, trailers and semi-trailers (OKVED 29)
18. Manufacture of other vehicles and equipment (OKVED 30)
19. Furniture production (OKVED 31)
20. Repair and installation of machinery and equipment (OKVED 33)
21. Other → CONCLUDE THE INTERVIEW

s02. How many employees does your enterprise employ? /ONE ANSWER/

1. Less than 10 → CONCLUDE THE INTERVIEW
2. 10-19 employees
3. 20-49 employees
4. 50-100 employees
5. 101-249 employees
6. 250-499 employees
7. over 500 employees

s03. What is your position in the company? /ONE ANSWER/

1. General Director
2. CEO
3. Deputy Director with responsibility for economics/finance
4. Director of Economics
5. CFO (but I'm not the Chief Accountant)
6. Commercial Director
7. Owner
8. Board member
9. Other → CONCLUDE THE INTERVIEW

S04. Respondent's gender / MARK RESPONDENT'S GENDER (DON'T ASK)/

1. Male

2. Female

s05. How old are you? /WRITE DOWN/

/_____/ YEARS

S06. If you are not the General Director, please indicate the gender of the head of your enterprise.

1. Male
2. Female

S07. How old is the head of your enterprise?

_____ years

Section A. GENERAL INFORMATION ABOUT THE ENTERPRISE

A01. In what year was your enterprise established? Please indicate the year of the enterprise's founding, including its existence in Soviet times. If your enterprise was established in the nineties or later and was registered more than once, name the year of the first registration /WRITE THE YEAR IN NUMBERS/

In the year _____

A02. What is the current legal status of your company? /ONE ANSWER/

1. Limited liability company (LLC)
2. Open/Closed Joint Stock Company
3. State Unitary Enterprise - federal, regional
4. Municipal unitary enterprise
5. Other status (indicate which one)_____
98. Do not know
99. Refuse to answer

A03. What was the average number of employees of your enterprise in 2017? /RECORD THE ANSWER AS A NUMBER/

_____ employees

1 – Do not know

INTERVIEWER: IF THE RESPONDENT FINDS IT DIFFICULT TO ANSWER THE QUESTION (CODE 1), CLARIFY THE REASON FOR THE DIFFICULTY. IF THE RESPONDENT REFUSES TO CONTINUE, CONCLUDE THE INTERVIEW, BECAUSE THE NUMBER OF EMPLOYEES IS REQUIRED FOR CLASSIFICATION OF ENTERPRISES

External factors affecting the development of the enterprise

LET'S TALK ABOUT THE EXTERNAL FACTORS AFFECTING THE DEVELOPMENT OF YOUR ENTERPRISE

B01. The introduction in 2014 of the regime of international economic sanctions and Russian counter-sanctions changed the working conditions for many enterprises. Please rate the overall impact of the sanctions regime on the activities of your enterprise. /ONLY ONE ANSWER/

1. Definitely negative
2. Ambiguous, but rather negative
3. In general, it didn't have any impact
4. Ambiguous, but rather positive
5. Definitely positive
98. Do not know → go to question B04
99. Refuse to answer → go to question B04

FOR THOSE WHO MARKED CODE 1,2,3,4, 5 IN B01

INTERVIEWER: SHOW CARD B02

B02. What negative consequences did your company face in 2014-2017 due to the sanctions regime?

Select all suitable options. If the enterprise was established after 2014, answer regarding the period since establishment

1. There were practically no negative consequences
2. Limited access to foreign loans
3. Problems with the import of raw materials, components
4. Problems with the import of equipment, its maintenance and repair
5. Limited access to technology
6. Problems with attracting foreign investment
7. Increased risks associated with exchange rate fluctuations
8. Disruption of transactions or business relations with foreign partners
9. Reduction of demand from foreign consumers
10. Other _____ [O]
98. Do not know
99. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 1,2,3,4, 5 IN B01

B03. What has changed for the better in your company in 2014-2017 due to the introduction of Russia's counter-sanctions regime? /READ OPTIONS. MULTIPLE ANSWERS ALLOWED/

1. The counter-sanctions regime has not had a positive impact on our company
2. Increased share of basic products in the Russian market due to the substitution of imports
3. Found promising niches for the development of new products
4. Received financial / organizational support from the authorities
5. Other _____ [O]
98. Do not know
99. Refuse to answer [S]

INTERVIEWER: SHOW SCREEN B04

B04. In general, what has been done in your enterprise to adapt to the regime of international sanctions and counter-sanctions in 2014-2017?

ROTATION OF OPTIONS. ROTATION IS PROGRAMMED

/READ OPTIONS. MULTIPLE ANSWERS ALLOWED/

1. No special actions were taken as a result of the sanctions and counter-sanctions regime
2. Diversified products and services
3. Reoriented to the production of other products
4. We compensated for losses in some export markets due to growth in others where we already present
5. Entered new export markets
6. Found new Russian suppliers of raw materials and components
7. Found new foreign suppliers of raw materials and components
8. Cut costs
9. We began in-house development of new products and technologies
98. Do not know [S]
99. Refuse to answer [S]

B05. Which of the following statements about the public funding of social policies and their development do you agree with (as a top manager of your company)? Keep in mind that increasing funding often requires increasing the tax burden on firms or reallocating funds from other items of expenditure.

/ONE ANSWER/

Public expenditure on social services should be:

1. Significantly increased
2. Increased
3. Kept at the same level
4. Reduced
5. Significantly reduced
98. Do not know
99. Refuse to answer [S]

**B06. MARK THE OPTION /DO NOT READ. /ONLY ONE ANSWER/
(ROTATION OF THE OPTIONS IS PROGRAMMED)**

1. Option A1 → ask B07, than go to D01
2. Option A2 → ask B07, than go to D01
3. Option B1 → ask B08, than go to D01
4. Option B2 → ask B08, than go to D01
5. Option B1 → ask B09, than go to D01
6. Option B2 → ask B09, than go to D01

FOR THOSE WHO MARKED CODE 1,2 IN B06

**B07. INTERVIEWER: SHOW CARD B07
OPTION A1, A2:**

Please look at this list and tell me how many of these factors have significantly influenced the development of your firm over the past year? Don't say which of the following factors were influential, but only how many of them have had an impact. Name a number from 1 to 3, or 0 if none of the 3 were influential.

- Demand for our products
- Access to quality raw materials and components
- Availability of business education programs in the universities of your region

INTERVIEWER: WRITE THE ANSWER WITH A NUMBER FROM 0 TO 3

_____ factors influenced

98. Do not know
99. Refuse to answer

FOR THOSE WHO MARKED CODE 3, 4 IN B06

**B08. INTERVIEWER: SHOW CARD B08
OPTION B1, B2:**

Please look at this list and tell me how many of these factors have significantly influenced the development of your enterprise over the past year? Don't say which of the following factors were influential, but only how many of them have had an impact. Name a number from 1 to 4, or 0 if none of the 4 were influential.

- Demand for our products
- Access to quality raw materials and components
- Availability of business education programs in the universities of your region
- Personal acquaintance with influential representatives of federal, regional or municipal authorities

INTERVIEWER: WRITE THE ANSWER WITH A NUMBER FROM 0 TO 4

_____ factors influenced

98. Do not know
99. Refuse to answer

FOR THOSE WHO MARKED CODE 5,6 IN B06

**B09. INTERVIEWER: SHOW CARD B09
OPTION B1, B2:**

Please look at this list and tell me how many of these factors have significantly influenced the development of your enterprise over the past year? Don't say which of the following factors were influential, but only how many of them have had an impact. Name a number from 1 to 4, or 0 if none of the 4 were influential.

- Demand for our products
- Access to quality raw materials and components
- Availability of business education programs in the universities of your region
- Use of "administrative resource" (personal connections with officials) by competitors

INTERVIEWER: WRITE THE ANSWER WITH A NUMBER FROM 0 TO 4

_____ factors influenced

98. Do not know

Section D. GENERAL INFORMATION ON THE ACTIVITIES OF THE ENTERPRISE. MARKETS, SUPPLIERS, CUSTOMERS, COOPERATION PARTNERS

INTERVIEWER: SHOW THE CARD FOR QUESTION D01

D01. Please describe the main type of products that your company produced in 2017. /ONE ANSWER/

* note to the interviewer: main products are products that account for approximately 20% of revenue or more

1. Raw materials for further processing
2. Intermediate goods, including materials, parts, components, unit assemblies
3. Industrial equipment and equipment for service delivery, including machinery, construction equipment, vehicles, medical equipment, office equipment, etc.
4. Consumer durables, including furniture, consumer electronics and domestic appliances
5. Consumer goods, including food, clothing and footwear, hygiene items, etc.
6. Services
7. Other _____ [O]
98. Not sure
99. Refuse to answer [S]

D02. Please name the main product that provided the largest share of your total revenue from the sale of goods / services in 2017.

WRITE DOWN.

D03. What is the approximate percentage of your company's revenue in 2017 that is accounted for by the main product?

/___/___/___/___/%

998. Do not know
999. Refuse to answer

D04. In which of the following markets is your company currently operating (supplying products)? /MULTIPLE ANSWERS ALLOWED/

1. Only in your region (the oblast/krai/republic) market
2. Only in the market of this region and neighboring regions
3. Russian market
4. Eurasian Customs Union markets (Kazakhstan, Belarus, Armenia, Kyrgyzstan)
5. Global markets (outside the Eurasian Customs Union)
98. Do not know [S]
99. Refuse to answer [S]

D05. What, approximately, was the volume of revenue from the sales of goods/services by your company in 2017 (without VAT and excise duties, in millions of rubles)?

/WRITE DOWN NUMBERS LEGIBLY / IF THE AMOUNT OF REVENUE IS LESS THAN 1 MILLION RUBLES, THE ANSWER SHOULD BE WRITTEN AS A DECIMAL, FOR EXAMPLE: 0.7 OR 0.25/

/___/___/___/___/___/ million rubles

998. Do not know
999. Refuse to answer

INTERVIEWER: SHOW THE CARD FOR QUESTION D05_1

D05_1. Which of these categories, in terms of revenue from the sales of goods/services, did your company belong to in 2017?

- 1 Less than 120 million rubles (micro enterprise)
- 2 From 120 to 800 million rubles (small enterprise)
- 3 From 800 million to 2 billion rubles (medium enterprise)
- 4 More than 2 billion rubles (large enterprise)

INTERVIEWER: SHOW THE CARD FOR QUESTION D06

D06. [M] Please indicate the main categories of buyers of your company's products (which account for at least 20% of revenue).

/MULTIPLE ANSWERS ALLOWED/

1. Public and municipal governing authorities
2. State company
3. Large and medium-sized private Russian enterprises
4. Small Russian enterprises, individual entrepreneurs
5. Wholesale sellers, dealers
6. Households
7. Foreign (international) companies operating in Russia (including assembly production)
8. Foreign buyers
98. Do not know[S]
99. Refuse to answer [S]

D07. What is the approximate number of suppliers your company is currently working with?

/PLEASE WRITE DOWN A SINGLE NUMBER/

The total number of suppliers		998 Do not know 999 Refuse to answer
-------------------------------	--	---

D07_1. What is the approximate number of customers (clients) your company is currently working with?

/PLEASE WRITE DOWN A SINGLE NUMBER/

The total number of customers		998 Do not know 999 Refuse to answer
-------------------------------	--	---

QUESTION FOR COMPANIES OPERATING ON THE MARKET FOR OVER 5 YEARS (BASED ON A01)

D08. Approximately what percentage of your suppliers have been working with your company for more than five years? (assume 100% = all your current suppliers)

/PLEASE WRITE DOWN WITH A SINGLE NUMBER/

	Percent	Do not know	Refuse to answer
Percentage of current suppliers that have been working with your company for more than five years	%	998	999

QUESTION FOR COMPANIES OPERATING ON THE MARKET FOR OVER 5 YEARS (BASED ON A01)

D09. Approximately what percentage of your customers have been working with your company for more than five years? (assume: 100% = all your current customers/clients)

/PLEASE WRITE DOWN A SINGLE NUMBER/

	Percent	Do not know	Refuse to answer
Percentage of current customers who have been working with your company for more than five years	%	998	999

QUESTION FOR ALL RESPONDENTS

D10. What is the approximate percentage of suppliers and customers who worked with your company in 2016-2017 WITHOUT VIOLATING any contractual obligations?

	Percent	Do not know	Refuse to answer
A. The share of your suppliers who did not violate contractual obligations	%	998	999
B. The share of your customers who did not violate contractual obligations	%	998	999

D11. Did your company have any conflicts with suppliers and customers in 2016-2017 due to non-fulfillment of contractual obligations?

(PLEASE WRITE ONE ANSWER IN EACH ROW)

	Yes we had	No we hadn't	Do not know	Refuse to answer
A. conflicts with suppliers	1	2	98	99
B. conflicts with customers	1	2	98	99

QUESTION FOR ALL RESPONDENTS

INTERVIEWER: SHOW THE CARD FOR QUESTION D12

D12. Does your enterprise currently have strategic partners in Russia or abroad? /MULTIPLE ANSWERS ALLOWED/

- 1. Yes, it has Russian strategic partners* in its own region
- 2. Yes, it has Russian strategic partners* in other regions of Russia
- 3. Yes, it has foreign strategic partners
- 4. The enterprise does not have either Russian or foreign strategic partners
- 98. Do not know[S]
- 99. Refuse to answer [S]

*STRATEGIC PARTNERS ARE THOSE WHO HAVE OR MAY HAVE A SIGNIFICANT IMPACT ON THE DEVELOPMENT OF YOUR BUSINESS NOW OR IN THE FUTURE.

Ownership and management of the enterprise

NOW LET'S TALK ABOUT THE MANAGEMENT OF THE ENTERPRISE

E01. Now let me ask you a few questions about the management of your enterprise. Is your enterprise an independent (autonomous) enterprise, or a part of a holding company (group of companies) based on property relations (share ownership)?

/ONE ANSWER/

- 1. The enterprise is independent
- 2. The enterprise is the headquarters of a holding company
- 3. The enterprise is a subsidiary of a holding company (group of companies)
- 98. Not sure
- 99. Refuse to answer

INTERVIEWER: SHOW THE CARD FOR QUESTION E02

E02. Is there an owner (individual or legal entity), or consolidated group of owners, who has the following shareholdings in your enterprise?

/SEVERAL ANSWERS ALLOWED/

- 1. Controlling stake in your company (50% or more of ordinary shares)
- 2. A blocking stake in your company (between 25% and 50% of ordinary shares)
- 3. There are no such owners with a blocking or controlling stake [S]
- 4. Not applicable to our enterprise (there are no shares) [S]

- 98. Do not know *INTERVIEWER: DO NOT READ* [S]
- 99. Refuse to answer *INTERVIEWER: DO NOT READ* [S]

E03. Did the main owners of your enterprise change in 2016-2017?

/ONE ANSWER/

- 1. Yes
- 2. No
- 98. Do not know
- 99. Refuse to answer

INTERVIEWER: SHOW THE CARD FOR QUESTION E04

E04. What categories of owners are there in your company?

MARK ALL SUITABLE OPTIONS

- 1. Russian private individuals and companies
- 2. Foreign private individuals and companies
- 3. Federal authorities
- 4. Regional and/or local authorities
- 5. Another type of owner (specify) _____ [O]
- 98. Not sure
- 99. Refuse to answer the question in general [S]

E05. Did the CEO/head of your company change in 2016-2017? If your enterprise in its present form was established after 2016, answer for the period since its establishment /ONE ANSWER/

- 1. Yes
- 2. No
- 98. Do not know
- 99. Refuse to answer

INTERVIEWER! SHOW THE CARD FOR QUESTION E06

The category “family business” includes an enterprise, the basic rights to which are directly or indirectly controlled by an individual who has created or bought this enterprise, or by his immediate family (spouse, children, parents, grandchildren). At the same time, at least one of the family members is involved in direct management of the enterprise.

A public company (shares of which are traded on the stock market) is considered a family business if the founder of the company, his family or heirs have not less than 25% of company shares and at least one of them is directly involved in the management of the company.

E06. In your opinion, is it possible to classify your enterprise as a “family business”?

/ONE ANSWER/

- 1. Yes
- 2. No
- 98. Do not know
- 99. Refuse to answer

INTERVIEWER! SHOW THE CARD FOR QUESTION E07

E07. Is the CEO/head of your company the owner or a hired manager?

/ONLY ONE ANSWER/

- 1. The head of our company owns the enterprise, but without a controlling stake → go to question E09
- 2. The head of our company owns the enterprise, and has a controlling stake → go to question E09
- 3. The head of our company is a member of the family that owns/controls the enterprise
- 4. The head of our company is a manager recruited from outside the enterprise → go to question E09
- 5. The head of our company is a manager appointed from within the enterprise → go to question E09
- 98. Do not know → go to question E09 [S]
- 99. Refuse to answer → go to question E09 [S]

FOR THOSE WHO MARKED CODE 3 IN E07

E08. If your company is run by a family member who owns or controls the company, that family member is.....

1. The founder himself
2. The founder's children or grandchildren
3. Other categories of relatives (not children or grandchildren)
98. Do not know
99. Refuse to answer

E09. Does your enterprise have a Board of Directors?

- 1- Yes
- 2- No → go to question E14

E10. Are you currently a member of the Board of Directors of your company?

- 1- Yes
- 2- No

INTERVIEWER: SHOW THE CARD FOR QUESTION E11

E11. Except for the main owners, who else has a significant impact on the formation of the Board of Directors of your company?

1. Management of the company
2. The members of the current Board of Directors
3. Minority shareholders
4. Federal authorities
5. Regional or local authorities
6. Trade unions, labor collective
7. Suppliers, consumers, business partners, partner banks
8. Representatives of business associations, public organizations, etc.
9. No one but the main owners [S]
98. Do not know/DO NOT READ/ [S]
99. Refuse to answer /DO NOT READ/ [S]

INTERVIEWER: SHOW CARD E12

E12. Are there persons on the Board of Directors of your company with the following work experience during the last 10 years: / MARK ALL THAT APPLY/

1. at this enterprise
2. in your group of companies (parent company, other subsidiaries)
3. in this industry in other enterprises
4. in another industry
5. in federal legislative or executive authorities
6. in regional / municipal executive or legislative authorities
7. in law enforcement, military or security agencies
8. in entrepreneurship or management of other companies
9. in activities that are socio-political, scientific, educational, etc.
98. Do not know /DO NOT READ/ [S]
99. Refuse to answer /DO NOT READ/ [S]

INTERVIEWER! SHOW CARD E13

E13. In what areas do you think the company's Board of Directors plays the most important role in decision-making? /CHOOSE UP TO 3/

1. attraction of new business partners
2. implementation of investment projects, mergers and acquisitions
3. personnel policy
4. organization of company management
5. formation of long-term strategy
6. formation of annual plans and budgets of the company
7. interaction with the authorities
8. decisions to enter new markets in Russia
9. decisions to enter foreign markets
10. solutions for dealing with crisis situations
11. The Board of Directors does not have a significant influence on decision-making [S]
98. Do not know/DO NOT READ/ [S]
99. Refuse to answer /DO NOT READ/ [S]

E14. When the senior managers of your enterprise discusses the prospects for its development today, what is the longest time frame they consider? /ONE ANSWER/

1. Less than 1 year
2. 1 year
3. 2 years
4. 3 years
5. 4 years
6. 5 years
7. More than 5 years
8. Prospects are not discussed
98. Do not know
99. Refuse to answer

INTERVIEWER: SHOW CARD E15

E15. Which of the following statements better describes your enterprise's practice, with reference to strategic decisions? /ONE ANSWER/

1. Decisions in your enterprise are centralized: the CEO/head takes most decisions in every area
2. Decisions are decentralized: managers can take autonomous decisions in areas of their responsibility
98. Do not know
99. Refuse to answer

INTERVIEWER: SHOW SCREEN E16

E16. When appointing people to key management positions in your enterprise, what are the priority factors owners/managers of your enterprise focus on?

ROTATION

/CHOOSE UP TO THREE OF THE MOST IMPORTANT FACTORS/

1	The level and quality of education
2	Previous experience in this enterprise
3	Experience in other enterprises (organizations)
4	Recommendations from acquaintances or people who are trusted by the owners/managers of your company
5	Recommendations from former employers or recruitment agencies
6	The candidate's relationships and contacts in public administration that might be useful to your company
7	Results of the interview
8	Personal acquaintance of the owners/managers of your company with the candidate
9	Other (write down) [O]
98	Do not know[S]
99	Refuse to answer [S]

E17. Does your enterprise have international quality certificates, issued by recognized international organizations (e.g. TÜV CERT, Germany or BUREAU VERITAS, France)? /ONE ANSWER/

1. Yes
2. No
98. Do not know
99. Refuse to answer

DIGITALIZATION

LET'S MOVE ON TO THE TOPIC OF NEW TECHNOLOGIES AND DIGITALIZATION

INTERVIEWER: SHOW CARD C01

C01. Which of the following types of digital technologies are used by your company?

/MULTIPLE ANSWERS ALLOWED/

1. Cloud technologies and services - data storage and processing on external servers
2. The analysis of large amounts of data (big data), predictive analytics
3. Technologies for using mobile terminals and services
4. The Internet of Things and industrial Internet
5. Virtual Reality technologies
6. Artificial Intelligence, machine learning
7. Robotics
8. The technology of additive manufacturing, including 3D printing
9. Automated systems, CAD, CRM, ERP etc.*
10. Electronic digital signature
11. Other (write down): _____ [O]
12. None of these
98. Do not know [S]
99. Refuse to answer [S]

INTERVIEWER: * CAD – computer-aided design; CRM – customer relationship management; ERP – enterprise resource planning

INTERVIEWER: SHOW CARD C02

C02. In which of the following areas of your enterprise is digital technology actively used? /MULTIPLE ANSWERS ALLOWED/

1. Relationships with suppliers
2. Main production activities
3. Implementation of research and development
4. Marketing
5. Customer relationships, sales
6. Management of the enterprise
7. Relations with control and regulatory authorities
8. Employee training and development
9. Security
10. Other: _____ [O]
11. The enterprise does not use digital technology
98. Do not know [S]
99. Refuse to answer [S]

INTERVIEWER! SHOW THE CARD FOR QUESTION C03

C03. What are the barriers to the introduction of digital technologies in your company? /CHOOSE UP TO THREE ANSWERS/

1. There are no barriers [S]
2. High cost
3. Lack of necessary technologies and solutions on the market
4. Lack of necessary technical standards
5. Shortage of managerial personnel with the necessary competencies on the market
6. Shortage of specialists and workers with the necessary competencies on the market
7. Low use of digital technologies by contractors
8. Increased dependence on technology and/or service providers
9. Security threats to business
10. Lack of state support for the introduction of digital technologies
11. Other /WRITE DOWN/ _____ [O]
98. Do not know [S]
99. Refuse to answer [S]

NOW LET'S TALK ABOUT GLOBALISATION AND INTERNATIONAL TRADE

H01. Has the enterprise sold abroad some of all of its products/services in 2017? /MULTIPLE ANSWERS ALLOWED/

1. Yes, directly from Russia
2. Yes, through an intermediary from Russia
3. No [S]
98. Do not know [S]
99. Refuse to answer [S]

H02. Before 2017, has the enterprise exported any of its products and/or services? / ONLY ONE ANSWER /

1. Regularly/always
2. Sometimes
3. Never before 2017
98. Do not know
99. Refuse to answer

FOR THOSE WHO MARKED CODE 1 OR 2 IN H01

H03. Did your enterprise experience a reduction or an increase in terms of value of your export in 2017 in comparison with 2014 (in foreign currency)?

/ ONLY ONE ANSWER /

1. There was no export activity in 2014
2. There was an increase
3. There was a reduction
4. There was no change
98. Do not know
99. Refuse to answer

FOR THOSE WHO MARKED CODE 2 IN H03

H04. Approximately what percentage was the increase of export in 2017 in comparison with 2014 (in foreign currency)? / RECORD THE ANSWER AS A NUMBER /

_____ %

998. Do not know
999. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 3 IN H03

H05. Approximately what percentage was the reduction in export in 2017 in comparison with 2014 (in foreign currency)? / RECORD THE ANSWER AS A NUMBER /

_____ %

- 998 – Do not know
999. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 1 OR 2 IN H02

H06. When did your company first export its products and/or services? Please name the year of first entry into export markets, even if your company is not currently an exporter. / ONLY ONE ANSWER /

1. In 2008 or earlier
2. From 2009 to 2013, inclusive
3. In 2014 or later

- 98. Do not know
- 99. Refuse to answer

FOR THOSE WHO MARKED CODE 1 OR 2 IN H01

INTERVIEWER: SHOW CARD H07

H07. What products did your enterprise export in 2017? /MULTIPLE ANSWERS ALLOWED/

- 1. Raw materials
- 2. Components
- 3. Low-tech finished products
- 4. High-tech/knowledge-based finished products
- 5. Services
- 98. Do not know [S]
- 99. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 1 OR 2 IN H01

H08. Which percentage of your 2017 annual turnover did the export activities represent?

/ RECORD THE ANSWER AS A NUMBER /

/___/___/ %

- 9998. Do not know
- 9999. Refuse to answer

FOR THOSE WHO MARKED CODE 1 OR 2 IN H01

INTERVIEWER: SHOW CARD H09

H09. To which of the following countries/regions did your company export its products in 2017? /MULTIPLE ANSWERS ALLOWED/

		Do not know	Refuse to answer
1	Ukraine		
2	Eurasian Customs Union countries (Kazakhstan, Belarus, Armenia, Kyrgyzstan)		
3	Other CIS countries		
4	European countries		
5	China		
6	Other Asian countries		
7	The USA and Canada		
8	Central and South America		
9	Other countries		
	(CHECK) Total exports in 2017		

H09_1. If we assume that the total export activities equal to 100 which percentage goes to each of the following areas.../CHECK THE COUNTRY CODE, AND THEN WRITE DOWN THE PERCENTAGE FOR EACH LINE/

		Share (%) of the country/region in total export revenue in 2017	Do not know	Refuse to answer
1	Ukraine	%	998	999
2	Eurasian Customs Union countries (Kazakhstan, Belarus, Armenia, Kyrgyzstan)	%	998	999
3	Other CIS countries	%	998	999
4	European countries	%	998	999
5	China	%	998	999
6	Other Asian countries	%	998	999
7	The USA and Canada	%	998	999
8	Central and South America	%	998	999
9	Other countries	%	998	999
	(CHECK) Total export revenue in 2017	100 %		

H10. Did your company buy raw materials or components for production directly abroad in 2017? /ONE ANSWER/

INTERVIEWER: excluding imported products bought by the company in Russia

1. Yes

2. No → go to question F01

98. Do not know [S] → go to question F01

99. Refuse to answer [S] → go to question F01

FOR THOSE WHO MARKED CODE 1 IN H10

H11. Did your enterprise experience a reduction or an increase in terms of value of your import in 2017 in comparison with 2014 (in foreign currency)? (in foreign currency)

/ ONLY ONE ANSWER /

1. There was no import activity in 2014

2. There was an increase

3. There was a decrease

4. There was no change

98. Do not know

99. Refuse to answer

FOR THOSE WHO MARKED CODE 2 IN H11

H12. Approximately what percentage was the reduction in import in 2017 in comparison with 2014 (in foreign currency)? Approximately what percentage was the reduction of imports in 2017 compared to 2014 (in foreign currency)? / RECORD THE ANSWER AS A NUMBER /

_____ %

998. Do not know [S]

999. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 3 IN H11

H13. Approximately what percentage was the increase of export in 2017 in comparison with 2014 (in foreign currency)? / RECORD THE ANSWER AS A NUMBER /

_____ %

998. Do not know [S]

999. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 1 IN H10

H14. Of the total material costs for the purchase of raw materials and components (from all sources) in 2017, what is the approximate percentage accounted for by imports? (assume 100% = total material costs for the purchase of raw materials and components from all sources) / RECORD THE ANSWER AS A NUMBER /

/___/___/ %

998. Do not know

999. Refuse to answer

FOR THOSE WHO MARKED CODE 1 IN H10

INTERVIEWER: SHOW CARD H15

H15. Where did your enterprise import raw materials and components from in 2017? /MULTIPLE ANSWERS ALLOWED/

1. Ukraine

2. Eurasian Customs Union countries (Kazakhstan, Belarus, Armenia, Kyrgyzstan)

3. Other CIS countries

4. European countries

5. China

6. Other Asian countries

- 7. The USA and Canada
- 8. Central and Southern America
- 9. Other countries

INTERVIEWER: SHOW CARD H16

H16. Please rate on a scale of 1 to 3 the dependence of your company on the following import categories, where,

- 1- You import goods from this category, but there are available Russian analogues,
- 2- You import goods from this category, there are no real Russian analogues, but there is a sufficient choice between foreign suppliers,
- 3- You import goods from this category, there are no real Russian analogues, and the choice between foreign suppliers is extremely limited.
- 4- You do not import goods from this category.

/ONLY ONE ANSWER IN EACH ROW/

	YOU DO NOT IMPORT GOODS FROM THIS CATEGORY	1- You import goods from this category, but there are available Russian analogues	2- You import goods from this category, there are no real Russian analogues, but there is <u>a sufficient choice</u> between foreign suppliers	3- You import goods from this category, there are no real Russian analogues, and the choice between foreign suppliers is extremely limited.	98. Do not know	99. Refuse to answer
1. Raw materials and supplies	1	2	3	4	5	6
2. Parts, components and unit assemblies	1	2	3	4	5	6
3. Machinery and equipment	1	2	3	4	5	6
4. Technologies	1	2	3	4	5	6
5. Services, including maintenance and repair	1	2	3	4	5	6

Section F. PERSONNEL

NOW A FEW QUESTIONS ABOUT PROFESSIONAL TRAINING

For companies with more than 100 employees

F01. What percentage of your company's employees do you estimate to have the following levels of education? (100% = the total number of employees in your company)

		% (For companies with more than 100 employees)	Do not know	Refuse to answer
1	Higher education (completed a university degree or attended university for at least three years)	%	998	999
2	Specialized secondary education (such as a technical and vocational high school)	%	998	999
3	General secondary education (attended high school, whether or not they graduated)	%	998	999
(Check) Total number of employees		100%		

For companies with less than 100 employees

F02. Out of the (value from question A03) workers in your company, how many do you estimate to have the following level of education?

		number of employees (For companies with less than 100 employees)	Do not know	Refuse to answer
1	Higher education (completed a university degree or attended university for at least three years)	pers.	998	999
2	Specialized secondary education (such as a technical and vocational high school)	pers.	998	999
3	General secondary education (attended high school, whether or not they graduated)	pers.	998	999
Total number of employees		pers.		

For companies with more than 100 employees

F03. Approximately what percentage of employees in your company were trained (through retraining programs, training courses, internships) in 2017?

/INTERVIEWER: RECORD THE ANSWER AS A PERCENTAGE FOR COMPANIES WITH MORE THAN 100 EMPLOYEES /

		% (For companies with more than 100 employees)	Do not know	Refuse to answer
	Workers trained		998	999

For companies with less than 100 employees

F04. [Q] Approximately how many employees of your company were trained (through retraining programs, training courses, internships) in 2017?

/INTERVIEWER: RECORD THE ANSWER IN WHOLE NUMBERS FOR COMPANIES WITH LESS THAN 100 EMPLOYEES /

		Number of employees (for companies with less than 100 employees)	Do not know	Refuse to answer
	Workers trained		998	999

F05. Does your company currently cooperate with local institutions of secondary vocational education or universities to improve the quality of training or retraining?

1. Yes

- 2. No → go to question F08
- 98. Do not know → go to question F08
- 99. No answer → go to question F08

FOR THOSE WHO MARKED CODE 1 IN F05

F06. Specify the approximate number of institutions of secondary vocational education and universities with which your company cooperates.

/ _____ / / RECORD THE ANSWER AS A NUMBER/

- 998. Do not know[S]
- 999. Refuse to answer [S]

F07. Approximately how many other firms are also cooperating with the local secondary vocational education institutions and universities your firm is cooperating with?

_____ / RECORD THE ANSWER AS A NUMBER/

- 998. Do not know[S]
- 999. Refuse to answer [S]

F08. Approximately what percentage of your company's total cost of production is accounted for by labor costs (including social contributions)? (assume 100% = your company's total cost of production)

/ ___ / ___ / %

- 998. Do not know
- 999. Refuse to answer

F09. Have you revised wage rates and salaries at your enterprise in 2016-2017? / ONLY ONE ANSWER /

- 1. We haven't revised wage rates and salaries [S] → go to question G01
- 2. Yes, they change annually for all employees
- 3. Yes, they have been changed for all employees, but irregularly, depending on the circumstances
- 4. Yes, they were changed for individual workers, but irregularly, depending on the circumstances
- 98. Do not know (INTERVIEWER: DO NOT READ) [S]
- 99. Refuse to answer INTERVIEWER: DO NOT READ [S]

INTERVIEWER: SHOW CARD F10

F10. When your company reviews the established wage rates and salaries for all or for individual employees, what factors are taken into account?

/MULTIPLE ANSWERS ALLOWED/

- 1. the rate of inflation
- 2. the average wage in the country
- 3. changes in average wages in the region
- 4. changes in the average wages of close competitors
- 5. changes in the company's financial indicators
- 6. changes to collective bargaining agreements with trade unions
- 7. increase in the minimum wage
- 8. Other (specify what) _____ [O]
- 98. Do not know (INTERVIEWER: DO NOT READ) [S]
- 99. Refuse to answer

Section G. INVESTMENTS, INNOVATIONS AND R&D

LET'S MOVE ON TO QUESTIONS ABOUT INVESTMENTS, INNOVATIONS AND R&D

G01. Would you describe your company's investments in fixed assets in 2016-2017 as large, small or nonexistent? / ONLY ONE ANSWER /

INTERVIEWER: MAJOR INVESTMENTS ARE THOSE THAT EXCEED THE DEPRECIATION CHARGE IN A GIVEN YEAR OR EXCEED 10% OF THE COST OF CAPITAL.

1. There were no investments
2. The investments were small
3. The investments were large
4. Not applicable (the company did not exist)
98. Do not know
99. Refuse to answer

G02. What about your company's investments in fixed assets in 2014-2015?
/ ONLY ONE ANSWER /

1. There were no investments
2. The investments were small
3. The investments were large
4. Not applicable (the company did not exist)
98. Do not know
99. Refuse to answer

FOR THOSE WHO MARKED CODE 2 OR 3 IN G01

INTERVIEWER: SHOW CARD G03

G03. What were the sources of investment in fixed assets in 2016-2017?
/MULTIPLE ANSWERS ALLOWED/

1. The company's own funds (profit, depreciation, deposits of founders)
2. Loans from Russian banks
3. Loans from foreign banks
4. Funds from the budget of federal, regional or local government
5. Funds from state financial development institutions (Vnesheconombank, RUSNANO, Industrial Development Fund, etc.)
6. Funds from the parent company (integrated group)
7. Capital markets (sale of bonds and shares)
8. Other (specify what) _____ [O]
98. Do not know
99. Refuse to answer [S]

G04. Did your company purchase machinery and equipment in 2016-2017?

1. Yes
2. No → go to question G06

FOR THOSE WHO MARKED CODE 1 IN G04

G05. What percentage of your company' total volume of investments in fixed assets in 2016-2017 was spent on the acquisition of Russian and imported machinery and equipment? (assume 100% = the total volume of investments in fixed assets) / RECORD THE ANSWER IN NUMBERS/

		%	Not applicable
1	Russian-made machines and equipment		997
2	Imported machines and equipment		997
3	Total (sum of 1+2):		
4	Do not know	998	
5	Refuse to answer	999	

FOR ALL RESPONDENTS

G06. Approximately what percentage of the total production capacity of your enterprise is accounted for by machinery and equipment of the following age categories? (assume 100% = the total production capacity of your enterprise)

/ RECORD A WHOLE NUMBER PERCENTAGE IN EVERY LINE. IF THERE IS NO MACHINERY AND EQUIPMENT IN THAT AGE CATEGORY, WRITE ZERO/

		%	98. Do not know	99. Refuse to answer
1	Less than 5 years		998	999
2	5-10 years		998	999
3	11-20 years		998	999
4	More than 20 years		998	999
	Total	100%		

INTERVIEWER: SHOW CARD G07

G07. Please rate the technological level of your main production line.

/ ONLY ONE ANSWER /

1. Matches the best foreign practice
2. Matches the average level of foreign competitors
3. Matches domestic best practice
4. Matches the average level of domestic competitors
5. Below the average level of domestic competitors
98. Do not know[S]
99. Refuse to answer [S]

G08. Which of the following measures did your company finance in 2016-2017?

/ ONE ANSWER PER LINE /

	1. Yes	2. No	98. Do not know	99. Refuse to answer
1. Introduction of a new or significantly upgraded product	1	2	98	99
2. Introduction of new or significantly upgraded production technologies	1	2	98	99

FOR THOSE WHO MARKED CODE 1 IN G08 IN LINES 1 AND 2

G09. If your company mastered the production of new or significantly improved products in 2016-2017, approximately what percentage of the average total sales for those two years was accounted for by these new or significantly improved products?

/ RECORD THE ANSWER AS A NUMBER. IF NO NEW PRODUCTS WERE DEVELOPED, PUT ZERO /

/ ___ / ___ / %

998. Do not know

999. Refuse to answer

«0», if the enterprise did not introduce new products

FOR THOSE WHO MARKED CODE 1 IN G08 IN LINES 1 AND 2

G10. Please rate the level of novelty of the products your company has introduced to the market in recent years. /MULTIPLE ANSWERS ALLOWED/

Products introduced to the market in recent years were:

1. New for the global market (no other firm produces this good)
2. New for the Russian market
3. New for the regional market
4. New only for your enterprise
98. Do not know[S]
99. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 1 IN G08 IN AT LEAST ONE LINE

INTERVIEWER: SHOW CARD G11

G11. What provided an incentive for your company to introduce new or significantly improved products or technology in 2016-2017?

/MULTIPLE ANSWERS ALLOWED/

ROTATION OF THE ANSWERS /MARK THE BEGINNING OF THE ROTATION/

1. The companies that are the main consumers of your product transitioned to new technologies or tightened technological requirements
2. The changing demands of retail consumers
3. The companies that are the main suppliers of inputs to your enterprise released materials and components with new properties
4. Promising new developments from Russian research organizations
5. Promising new developments from Russian universities
6. Stricter requirements in technical regulations and standards
7. Stricter technical requirements in public procurement
8. Support from the Federal authorities
9. Support from regional and/or local authorities
10. Recommendations, including informal ones, from representatives of governmental authorities
11. Russian companies set an example
12. Foreign companies set an example
98. Do not know [S]
99. Refuse to answer [S]

RESEARCH AND DEVELOPMENT

MOVING ON TO THE SUBJECT OF RESEARCH AND DEVELOPMENT...

G12. Has your company financed R&D (research and development) over the past two years (2016-2017)?

/MULTIPLE ANSWERS ALLOWED/

1. Yes, the company funded in-house R&D → go to question G15
2. Yes, the company ordered R&D from external sources
3. No, but the company used the results of R&D by another company in its holding company (group of companies) → go to question G15
4. No (neither financed nor received) → go to question G15
98. Do not know → go to question G15
99. Refuse to answer → go to question G15

FOR THOSE WHO MARKED CODE 2 IN G12

INTERVIEWER: SHOW CARD G13

G13. From which external sources did your company order R&D in 2016-2017? /MULTIPLE ANSWERS ALLOWED/

1. Research institutes of the state Academies of Science
2. Russian scientific organizations not included in the system of state Academies of Science, such as State Research Centers, departmental research institutes and design bureaus, etc.
3. Russian higher education institutions
4. Russian industrial enterprises
5. Other Russian organizations
6. International companies, including Russian divisions of foreign companies → go to question G15
7. To conduct R&D, we engage the necessary specialists or teams under direct contracts → go to question G15
98. Do not know → go to question G15
99. Refuse to answer → go to question G15

FOR THOSE WHO MARKED CODE 1-5 IN G13

G14. How do you rate the experience of your company's interaction with Russian organizations engaged in research and development? /ONLY ONE ANSWER/

1. On the positive side

2. On the negative side
3. Ambiguously
98. Do not know
99. Refuse to answer

INTERVIEWER: SHOW CARD G15

G15. In your opinion, what are currently the main obstacles to cooperation of your company with Russian organizations engaged in research and development? /MULTIPLE ANSWERS ALLOWED/

1. High cost of the proposed work
2. Insufficient quality of the proposed work
3. Russian organizations do not provide us with the necessary range of services
4. Work performed by Russian organizations takes too long
5. Russian companies violate the terms of contracts
6. The state provides insufficient incentives to cooperate with Russian research organizations
7. Lack of information about competitive Russian organizations, the products and services they offer
8. There are no obstacles to the advancing cooperation
98. Do not know
99. Refuse to answer

FOR COMPANIES WITH 100 OR MORE EMPLOYEES (ACCORDING TO QUESTION A03), WHO MARKED CODE 1-3 IN G12

G16. What percentage of employees have been involved in R&D activities? (assume 100% = all employees of your company) / RECORD THE ANSWER AS A NUMBER /
_____ %

998. Do not know
999. Refuse to answer

FOR COMPANIES WITH LESS THAN 100 EMPLOYEES (ACCORDING TO QUESTION A03), WHO MARKED CODE 1-3 IN G12

G17. How many employees of your company are engaged in R&D (research and development)?
_____ people

998. Do not know
999. Refuse to answer

Section J. FINANCES

A FEW QUESTIONS ABOUT THE COMPANY'S FINANCIAL CONDITION

COMPANIES IN THE INDUSTRY HAVE VARYING LEVELS OF WHAT IS CALLED "EXTERNAL DEBT"

EXTERNAL DEBT IS LOANS FROM SOURCES OTHER THAN PARENT OR SUBSIDIARY COMPANIES (COMPANIES OF THE SAME HOLDING GROUP); THE RECEIPT OF CASH INSTRUMENTS IS "REAL" MONEY.

INTERVIEWER: SHOW CARD J01

J01. What is the approximate ratio of "external" debt to annual cash flow from core activities, at the end of 2017? /ONE ANSWER/

«External» debt compared to cash flow from core activities is:

1. The company has no external debt
2. Less than 2 times
3. Equal to or greater than 2, but less than 4 times
4. Equal to or greater than 4 times
98. Do not know[S]
99. Refuse to answer [S]

J02. Did your company take loans from a bank in 2017 (bank guarantees do not apply to bank loans)? /ONE ANSWER/

1. Yes

- 2. No
- 98. Do not know [S]
- 99. Refuse to answer [S]

INTERVIEWER: SHOW CARD J04

J04. What was the approximate rate of profit of your enterprise (in %) on average in 2017? (gross profit)

DS/ONLY ONE ANSWER/

- 1. The enterprise was unprofitable in 2017
- 2. About zero (profit/loss were minimal)
- 3. Profitability was more than 0% and up to 2%
- 4. 2.1 – 4%
- 5. 4.1-6%
- 6. 6.1%-8%
- 7. 8.1-10%
- 8. 10.1%-15%
- 9. 15.1%-20%
- 10. 20.1%-25%
- 11. 25.1%-30%
- 12. 30.1%-35%
- 13. 35.1%-40%
- 14. 40.1%-45%
- 15. 45,%-50%
- 16. More than 50%
- 98. Do not know[S]
- 99. Refuse to answer [S]

J06. What percentage of your company's total cost of production is accounted for by the purchase of raw materials and components (from all sources)? (assume 100% = total cost of production)

/___/___/ %

- 998. Do not know
- 999. Refuse to answer

CHECK: SUM J06+F08 < 100%, that is, it should not exceed 100%

Section K. PUBLIC PROCUREMENT

NOW A FEW QUESTIONS ABOUT THE SYSTEM OF PUBLIC PROCUREMENT IN YOUR REGION

K01. Which of the following options best describes the attitude of your company to public procurement in 2016-17? /ONLY ONE ANSWER/

- 1. Not interested and did not participate in public procurement tenders
- 2. Interested, but did not participate in tenders
- 3. Interested, and participated in tenders, but did not receive any orders → go to question K04
- 98. Interested, participated in tenders, and signed contracts → go to question K03
- 99. Refuse to answer [S] → go to question K04

FOR THOSE WHO MARKED CODE 1 OR 2 IN K01

INTERVIEWER: SHOW CARD K02

K02. Why did your company not participate in public procurement? Name up to 3 of the most important reasons:

- 1. High costs of paperwork and participation in tenders (procuring applications, registering on the platform, etc.)
- 2. Little chance to win because of corruption among government customers

3. Little chance to win because competitors have lower costs
4. Little chance to win because there is collusion in the market
5. High costs of interaction with customers in the design and execution of the contract
6. Risk of additional inspections by regulatory and law enforcement agencies
7. High risks of delays in payment for delivered goods\services
8. Our products are not purchased by the government
9. Other _____ [O]
98. Do not know
99. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 4 IN K01

K03. Approximately what percentage of your company's revenue from the sale of products/services is accounted for by fulfilling orders from the government? (assume 100% = total revenue from the sale of products / services)

_____ %

998 - Do not know

999 - Refuse to answer

K04. Did it happen that your company declined to participate in tenders that could have been of interest to it in 2016-2017? /ONLY ONE ANSWER/

1. Yes, it happened
2. No, it did not happen → go to question L01
98. Do not know → go to question L01
99. Refuse to answer → go to question L01

FOR THOSE WHO MARKED CODE 1 IN K04

INTERVIEWER: SHOW CARD K05

**K05. What were the main reasons your company declined to participate in tenders?
CHOOSE UP TO 3 ANSWERS**

1. High costs of paperwork and participation in tenders (procuring applications, registering on the platform, etc.)
2. Little chance to win because competitors have lower costs
3. Little chance to win because there is collusion among suppliers in the market
4. High costs of interaction with customers in the design and execution of the contract
5. Risk of additional inspections by regulatory and law enforcement agencies
6. Little chance to win because the customer had a "personal supplier"
7. The initial maximum price is set very low, so the potential profit from the contract is minimal
8. Bad reputation of a particular customer (there are cases of delay in payment, changes in the terms of the contract, etc.)
9. Other _____ [O]
98. Do not know[S]
99. Refuse to answer [S]

INTERVIEWER: SHOW CARD K06

K06. In your opinion, how often do companies in your industry have to pay bribes or "kickbacks" when receiving state or municipal orders? /ONE ANSWER/

1. Almost always
2. Often
3. Sometimes
4. Never
98. Do not know[S]
99. Refuse to answer [S]

INTERVIEWER: SHOW CARD K07

K07. In your opinion, how often do companies in your industry have to pay bribes or "kickbacks" when receiving orders from private companies? /ONE ANSWER/

- 1. Almost always
- 2. Often
- 3. Sometimes
- 4. Never
- 98. Do not know[S]
- 99. Refuse to answer [S]

Section L. THE BUSINESS CLIMATE AND INTERACTIONS WITH AUTHORITIES

L01. Did your company act as a plaintiff in a lawsuit in 2016-2017? (If the enterprise was organized later than 2016, answer for the period since its establishment.). /ONE ANSWER/

- 1. Yes, it did
- 2. No, it did not
- 98. Do not know
- 99. Refuse to answer

L02. Did your company act as a defendant in a lawsuit in 2016-2017? (If the enterprise was organized later than 2016, answer for the period since its establishment). /ONE ANSWER/

- 1. Yes, it did
- 2. No, it did not
- 98. Do not know
- 99. Refuse to answer

INTERVIEWER: SHOW CARD L03

L03. To what extent do you agree with the following statements? / READ OUT THE STATEMENTS. MARK ONLY ONE OPTION PER LINE /

		Completely agree	Rather agree	Rather disagree	Completely disagree	Not sure	No answer
1.	«I am sure that in disputes with other organizations and enterprises, I will be able to protect the interests of my company in the execution of contracts and property rights through the courts»	1	2	3	4	98	99
2.	«I am sure that in disputes with state and municipal authorities, I will be able to protect the interests of my company in the execution of contracts and property rights through the courts»	1	2	3	4	98	99

L04. Is your company a member of any business association/union? /ONE ANSWER/

- 1. Yes
- 2. No → go to question L06
- 98. Do not know → go to question L06
- 99. Refuse to answer → go to question L06

FOR THOSE WHO MARKED CODE 1 IN L04

L05. Are you or other managers of your company members of the Board of any of these associations? /ONE ANSWER/

- 1. Yes
- 2. No
- 98. Do not know
- 99. Refuse to answer

INTERVIEWER: SHOW CARD L06

L06. Which of the following bodies include representatives of your company? /MULTIPLE ANSWERS ALLOWED/
Representatives of the company participate in:

1. Representative lawmaking bodies (as deputies) at the municipal and / or regional level
2. Advisory and expert councils or working groups under municipal and / or regional authorities
3. Advisory and expert councils or working groups under the federal authorities
4. Consultative and expert councils or working groups for associations of entrepreneurs (Chamber of Commerce and Industry, ESTS, OPORA, etc.)
5. Supervisory boards and/or boards of trustees attached to publically funded institutions and non-profit organizations (universities, colleges, hospitals, charitable foundations, etc.)
6. No, we do not participate in such bodies [S] → go to question L08
98. Do not know[S]
99. Refuse to answer [S]

FOR THOSE WHO MARKED CODE 1, 2, 3, 4, 5 IN L06

L07. What kinds of discussions and decisions did your company representatives participate in as members of these bodies in the last 2 years? /MULTIPLE ANSWERS ALLOWED/

1. Implementation of quality standards and improvement of technical regulation
2. Training of qualified personnel
3. Implementation of joint projects in the format of public-private partnership
4. Obtaining information on changes in economic policy
5. Other (write down) _____ [O]
98. Do not know[S]
99. Refuse to answer [S]

INTERVIEWER: SHOW CARD L08

L08. Did your company provide an assistance to regional and/or local authorities in social development of the region (maintenance of social facilities and housing, sponsorship of regional / city programs, etc.) in 2016-2017? If yes, what is the approximate percentage of sales revenue devoted to this assistance on average per year? /ONE ANSWER/

1. Assistance was not provided
2. The company provided assistance equivalent to less than 0.1% of sales revenue
3. The company provided assistance equivalent to 0.1-0.3% of sales revenue
4. The company provided assistance equivalent to more than 0.3% of sales revenue
5. The company provided assistance, but it's hard to designate its size as a percentage of sales revenue
98. Do not know
99. Refuse to answer

L09. Did your company use any instruments of state support in 2016-2017? /READ OPTIONS. ONLY ONE ANSWER PER LINE/

		yes	no	Do not know	Refuse to answer
1	Financial support from federal authorities	1	2	98	99
2	Financial support from regional authorities	1	2	98	99
3	Financial support from local authorities	1	2	98	99
4	Tax benefits and benefits on payments to state extra-budgetary funds	1	2	98	99
5.	Support from development institutions*	1	2	98	99

INTERVIEWER: * - decoding for option 5. Support from development institutions:

For example, VEB, Industrial Development Fund, SKOLKOVO Foundation, RUSNANO, Innovation Promotion Fund (Bortnik Fund), Russian Export Center, SME Corporation, Rosagrolizing)

L10. Did your company receive organizational support from the federal, regional or local authorities during 2016-2017? Organizational support is any non-financial support, for example: assistance in contacts with

Russian and foreign partners, assistance in contacts with other state bodies, assistance in attracting investors, etc./INTERVIEWER! READ STATEMENTS IN ROWS ONE BY ONE, MARK ONE ANSWER IN EACH ROW/

		Yes	No	Do not know	Refuse to answer
1	From federal authorities	1	2	98	99
2	From regional authorities	1	2	98	99
3	From local authorities	1	2	98	99

INTERVIEWER: SHOW CARD L12

L12. For what purposes do companies usually rely on personal acquaintance with employees of governmental bodies? /NO MORE THAN 3 ANSWERS/

1. To be included in promising new projects, including public-private partnerships
2. To simplify access to sources of credit
3. To gain an advantage in obtaining public procurement contracts
4. To facilitate access to benefits provided by law
5. To receive other financial support from the state
6. To protect the company from unfriendly actions of competitors and regulators
7. To push competitors out of the market/create barriers for competitors in the market
8. For information on changes in government regulation and economic policy
9. Other (write down): _____ [O]
98. Do not know/DO NOT COUNT/ [S]
99. Refuse to answer /DO NOT COUNT [S]

INTERVIEWER: SHOW SCREEN L14

L14. In your opinion, which of the following functions of the state are most important? /READ OPTIONS, CHOOSE UP TO 3 ANSWERS/

ROTATION. ROTATION IS PROGRAMMED

1. Guaranteeing the general "rules of the game" (a well-functioning judicial system, protection of property rights and contracts, etc.)
2. Identifying priority sectors, strategic planning
3. Financing health, education and science
4. Supporting free market competition
5. Protecting the interests of domestic producers in domestic and foreign markets
6. Infrastructure development
7. Creating conditions for attracting foreign investment
8. The expansion of public investment and public procurement
9. Other /write down/ [O]
98. Do not know[S]
99. Refuse to answer [S]

L15. In your opinion, how likely is it that in the next 2-3 years your enterprise...

/READ THE STATEMENTS IN ROWS. MARK ONLY ONE ANSWER FOR EACH LINE/

ROTATION

		Highly likely	Not very likely	Absolutely impossible	Do not know	Refuse to answer
1	...will be the object of raider attacks by unscrupulous competitors?	1	2	3	98	99
2	...will be the object of pressure from unscrupulous representatives of law enforcement agencies?	1	2	3	98	99

3	...will become bankrupt?	1	2	3	98	99
4	...will be the subject of a corporate conflict between the owners?	1	2	3	98	99

L16. THE ROTATION VARIANT /DO NOT READ. MARK ONE CODE/

1. Option A1 --> ask L17, then conclude the interview
2. Option A2 --> ask L18, then conclude the interview
3. Option B1 --> ask L17, then conclude the interview
4. Option B2 --> ask L18, then conclude the interview
5. Option B1 --> ask L17, then conclude the interview
6. Option B2 --> ask L18, then conclude the interview

INTERVIEWER: SHOW CARD L17

L17. Please look at this list and tell us how many of these factors you think will have a positive impact on Russia's development in the long term. Do not say which factors, just tell us how many. Give me a number from 1 to 3, or 0 if none.

- investments in infrastructure development
- improving Russia's position in the international business climate rankings
- holding the 2018 FIFA World Cup in Russia

INTERVIEWER: RECORD THE ANSWER AS A NUMBER FROM 0 TO 3

_____ factors
 98 – Do not know
 99 – Refuse to answer

INTERVIEWER: SHOW CARD L18

L18. Please look at this list and tell us how many of these factors you think will have a positive impact on Russia's development in the long term. Do not say which factors, just tell us how many. Give me a number from 1 to 4, or 0 if none.

- investments in infrastructure development
- improving Russia's position in the international business climate rankings
- Crimea's accession to Russia in 2014
- holding the 2018 FIFA World Cup in Russia

INTERVIEWER: RECORD THE ANSWER AS A NUMBER FROM 0 TO 4

_____ factors
 98 – Do not know
 99 – Refuse to answer

L19 In your opinion, what is necessary first and foremost for your company to successfully do business?

/WRITE DOWN/

THANK YOU VERY MUCH FOR PARTICIPATING IN THE SURVEY!
 YOUR OPINION IS VERY VALUABLE TO US!