**Agricultural Firm Survey**

Agricultural Businesses/Large agricultural Households Survey

1. Survey Subject

1. Which agricultural businesses/large agricultural households should be surveyed?

**Only** firms that satisfy the **following requirements** should be surveyed

1. Performs production/business activities in this village
2. Recorded to have leased land from this village/households or who are unrecorded, but rented 50 mu or more land

2. Survey subject selection

This survey’s main survey subjects are the owner or manager of the agricultural form. If these two people are not present, mid-level managing personnel can be surveyed. No matter who the survey subject is, the subject **must** understand:

1. The firm’s financial situation; 2. The details of the land contracts between the firm and the local village/household

3.Rules for filling out the survey

In general, if the survey subject does not know a specific question, fill in -999 for the answer; if the survey subject does not want to answer a certain question, fill in -888 for the answer.

4. Before surveying, the following information must be recorded

1.Every time the surveyor visits the firm, the surveyor needs to record the following information (regardless of whether the firm completes the survey this time)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Surveyor Name | Survey date (month/day) | Duration of visit (minutes) | Result of visit (Code AA) |
| 1st Try |  | [ ][ ] Month [ ][ ]Day | [ ][ ]minutes |  |
| 2nd Try |  | [ ][ ] Month [ ][ ]Day | [ ][ ]minutes |  |
| 3rd Try |  | [ ][ ] Month [ ][ ]Day | [ ][ ]minutes |  |

**Code AA**: 1= No one present, 2=Survey subject not present, 3=Refusal, 4=Change of survey time, 5= Acceptance, 6=other

1. When the acceptable survey subject from a firm is willing to complete the survey, please record the following:

|  |  |  |
| --- | --- | --- |
| 0.1 Survey Start time（Hour:Minute） | [ ][ ]Hour :[ ][ ]Minute | |
| 0.2 Survey End Time（hour:minute） | [ ][ ]Hour :[ ][ ]Minute | |
| 0.3 Survey Location | 1=Firm office in this village；2=Firm office in other villages,  3=Residence of survey subject； 4=Other location |  |
| 0.4 Survey Completion？ | 1=Success；2=Failure |  |

Province code\_\_\_\_\_\_\_\_Village code\_\_\_\_\_\_\_\_\_\_\_\_\_Firm code\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Survey subject or firm owner background information**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1.1Province | 1.2City | 1.3County | 1.4Town | 1.5Village |
|  |  |  |  |  |

2. Characteristics of Respondent

|  |  |  |
| --- | --- | --- |
| 1. Full Name |  | |
| 1. Sex | 1=Male 2=Female |  |
| 1. Address | 1=This Village 2=Same town different village 3=Same county different town  4=Same city different county 5=Same province different city 6=Out of province  7=Out of country |  |
| 1. Position within the firm | 1=Owner 2= senior level manager 3=mid-level manager |  |
| 1. Age | Years |  |
| 1. Education Level | 1=Illiterate 2=Elementary school 3=Middle School  4=High School 5=Vocational School 6=College  7=University and above |  |
| 1. Communist Party Member? | 1=yes 2=no |  |
| 1. Cadre Status? | 1=yes 2=no |  |
| 1. Years working with Firm |  |  |
| 2.10 Personal Relationship with the owner of the firm | 1=relative 2=friend 3=no relationship  4=Shareholder 5=person himself/herself |  |

(🡪if respondent is firm owner, ignore part 3, skip to B. Firm Background

1. Characteristics of the firm owner (if Different from the Respondent)

|  |  |  |
| --- | --- | --- |
| 1. Full Name |  | |
| 1. Sex | 1=male 2=female |  |
| 1. Address | 1=This Village 2=Same town different village 3=Same county different town  4=Same city different county 5=Same province different city 6=Out of province  7=Out of country |  |
| 1. Age | years |  |
| 1. Education Level | 1=Illiterate 2=Elementary school 3=Middle School  4=High School 5=Vocational School 6=College  7=University and above |  |
| 1. Communist Party Member? | 1=yes 2=no |  |
| 1. Cadre Status? | 1=yes 2=no |  |

1. **Firm Background**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Firm Background | | | | | |
| 1. In what year did this firm begin operations? | [ ][ ][ ][ ] | | | | |
| 2a.In what year did the firm begin operating in this village? | [ ][ ][ ][ ] | | | | |
| 2b.Percentage holdings of firm’s largest shareholder？（%） | [ ][ ][ ]% | | | | |
| 3.Is the general manager the largest shareholder? | 1=yes 2=no | | |  | |
| 4.Firm shareholding structure： | Private ownership Domestic（%） [ ][ ][ ]%  Foreign （%） [ ][ ][ ]%  State ownership （%） [ ][ ][ ]%  Other （%） [ ][ ][ ]%  specify  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | | |
| 5. a. Was this firm previously owned by the government (the state) or by the collective township enterprises? | 1=State 2=Township collective  3=no*（→skip to 6）* | | |  |
| 5. b. If yes, when was it privatized? | | | | [ ][ ][ ][ ] | |
| 6. What is your main production line? | 1. Industry; 2. Commerce and trade; 3. Construction; 4. Service; 5. crops; 6. livestock; 7. fishery; 8 forestry | | |  |
| 7.Number of worker by types： | Blue collar/farmers  [ ] | White collar（non-administrative）employees  [ ] | Mid-level management  [ ] | Senior management  [ ] |
| 8. Where else does the firm operate? | 1.This village only, 2. outside the village but in the same township only.3. same county but outside of the same township only 4. Same province but outside of the same county only 5. Other province 6. Abroad | | |  |

1. **Land Contracts**

**Note:** *Indirectly with farming households, coordinated by the village council: refers to land leased from farming households under coordination of the village council*

*Directly with village council: refers to land leased directly from the village council ( including the two cases of leased land from the village collective,* ***and household land leased from the village council, with no firm discussion/contact with the household****)*

*Each form of leasing can be further split into two types (actually signed contract, intention of firm to provide a contract)”*

1. *Current number of contracts: includes the total number of contracts the firm signed with this village’s households/village collective*
2. *Total number of contracts proposed by the firm in the last 12 months (3rd column): include the total number of land lease contracts proposed by the firm to the villagers/village collective, including those rejected by the villagers/village collective. For example, a firm proposed to 3 households its offer to lease their land, but only 2 households agreed, therefore, fill in 3 for the 3rd column, and 2 for the 2nd column.*

|  |  |  |
| --- | --- | --- |
| Land Contract | | |
| 1. When did this firm begin renting land in this village? (year) | | [ ][ ][ ][ ] |
| Total numbers of land lease contracts sorted by the different methods of land acquirement（Unit: number） | | |
|  | **2.1**  Total Number of Current Outstanding Contracts | **2.2**  Total Number of Contract Offers Made in the past 12 months (accepted and rejected) |
| a. Directly with households |  |  |
| b. Indirectly with households but coordinated by village council |  |  |
| 1. Directly with village council |  |  |

3. Characteristics of Land Contract Offers in the village

Note: If the firm has modified the contract multiple times (for instance, 5 times) with one household/village collective regarding the same plot, this counts as one contract, not five contracts; only record the successful contract, do not record rejected contracts.

Plot area (mu): Total leased plot area in the village. For example, a firm offered multiple contracts, wanting to lease 100 mu of land, but only leased 60 mu, therefore fill in 40 mu for the 1st blank A, fill in 60 mu for the second blank.

Average price per mu: fill in the approximate average value. For example, one household’s land-lease price is 800 yuan/mu per year, another household’s land lease price is 1000 yuan/mu per year, therefore, the two households’ average price is 900 yuan/mu per year.

Average duration of contract: calculate the average of all household/village collective contract lengths. For example, one household signed 2 years, another signed 1 year, therefore the average is 1.5 years.

|  |  |  |
| --- | --- | --- |
|  | 3.1 Offers Made by Firm but declined by other party in the past 12 months | 3.2 Accepted Offers in the past 12 months |
| 1. Total Area of Land (mu) |  |  |
| 1. Average price per mu (yuan/year) |  |  |
| 1. Average duration of contract (years) |  |  |

1. Characteristics of Firm’s Existing Land Contracts in this village, by Type of Contract

Each column in this table refers to the collected land-lease contracts for which the answers for questions 4.2-4.8, 4.10-4.14 were identical. That is to say, in simpler times, all land-lease contracts with mostly the same terms will be considered as the same type of contract below (of course, the exact location and area of the plot can differ).

For example: if a firm leased 3 plots from 3 households, if the start dates (4.2), whether the terms are fixed (4.3), duration of contract (4.4)…and the characteristics listed under 4.10 to 4.14 are all the same, then these three households’ contracts are considered to be the same type, and thus, all file under one column. If a firm’s land-lease contract terms for the contracts in one village are all the same, then this village only has one type of contract and thus, only one column needs to be filled out. If a firm provides different contract terms (for instance, different prices, different durations, different methods for determining price, etc.) for different plots or different other parties, then each different type of contract needs to have a separate column. (for more details see survey usage handbook)

Fixed rent usually indicates that rent does not change depending on the tenant’s production/income. However, fixed rent can change annually. For example, if the contract states that the annual rent is 500 yuan, but the rent increases by 50 yuan every year, still answer “Yes” for 4.11. Non-fixed rent usually depends on the production on the plot and the plot’s income.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Contract *Type* 1 | Contract *Type* 2 | Contract *Type* 3 | Contract *Type* 4 | Contract *Type* 5 |
| 4.1 Other party　1=household　2=household, but coordinated by the village council　3=village council 4=other＿ |  |  |  |  |  |
| 4.2　 Start Date (year) | [ ][ ][ ][ ] | [ ][ ][ ][ ] | [ ][ ][ ][ ] | [ ][ ][ ][ ] | [ ][ ][ ][ ] |
| 4.3　 Fixed duration? 1=yes, 2=no (🡪skip to 4.5) |  |  |  |  |  |
| 4.4 How long is the duration of the contract? (years) |  |  |  |  |  |
| 4.5 Who receives the agricultural subsidies？1=household 2=firm 3=both 4=no agricultural subsidies->skip to 4.7 |  |  |  |  |  |
| 4.6 Value of agricultural subsidies per year（yuan/mu） |  |  |  |  |  |
| 4.7 Is security deposit required? 1=yes 2=no->skip to 4.9 |  |  |  |  |  |
| 4.8 Security Deposit amount（yuan） |  |  |  |  |  |
| 4.9 Total area of plots under this type of land contract（mu） |  |  |  |  |  |
| 4.10 rent and/or goods paid in the past 12 months, converted to market value(yuan） |  |  |  |  |  |
| 4.11 Is the rent fixed 1=yes 2=no（->skip to 4.13） |  |  |  |  |  |
| 4.12 If the rent is fixed, what is it？（yuan/mu.year）（->skip to 4.17） |  |  |  |  |  |
| 4.13 If the rent is not fixed，how is it determined？1=portion of plot’s income ; 2=up to landlord；3=other，specify\_\_\_\_\_\_\_\_\_\_\_\_ |  |  |  |  |  |
| 4.14 What is the fixed portion of the rent？（yuan/mu.year） |  |  |  |  |  |
| 4.15 What is the average expenditure outside of the non-fixed rent? （yuan） |  |  |  |  |  |
| 4.16 If the rent is split according to the firm’s income, what is the share allocated to each party in the contract？ |  |  |  |  |  |
| 4.17 how many households has the firm signed this type of contract with? |  |  |  |  |  |
| 4.18 Details of the land contract terms (write down detailed terms of the contract) | | | | | |

1. **Financial Situation**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Financial Situation | | | | | | | | | | | | | | | | | |
| 1. 1. Please identify the contribution over the last 12 months of each of the following sources of financing for your establishment’s investment: | | | | | | | | | | | | | | | | | |
| No | 1.1  Source (Code B) | 1.2  Lending institution Name | 1.3  Amount (RMB) | 1.4  Approval date (year) | | | | 1.5  Loan period (month) | | 1.6  Annual Interest Rate (%)（for example 010%） | 1.7  Any collateral  (1=Yes, 2=No) | | 1.8  What type of collateral (Code C) | 1.9  Market value of collateral  (RMB) | | |
| 1 |  |  |  |  |  |  |  |  |  | [ ][ ][ ]% | |  |  | | |  | |
| 2 |  |  |  |  |  |  |  |  |  | [ ][ ][ ]% | |  |  | | |  | |
| 3 |  |  |  |  |  |  |  |  |  | [ ][ ][ ]% | |  |  | | |  | |
| 4 |  |  |  |  |  |  |  |  |  | [ ][ ][ ]% | |  |  | | |  | |
| 5 |  |  |  |  |  |  |  |  |  | [ ][ ][ ]% | |  |  | | |  | |
| 6 |  |  |  |  |  |  |  |  |  | [ ][ ][ ]% | |  |  | | |  | |
| 2. Does the firm have a line of credit？ | | | | | | | | | | 1=yes 2=no *(****→Skip to E)*** | | | | |  | | |
| 3.Cumulative end-of-the-year line of credit  （unit：yuan） | | | | | | | | | | | | | | |  | | |
| 4.Credit utilization ratio for this year(%)  [ ][ ][ ]% | | | | | | | | | | | | | | | | | |

Financing code B: 1. Internal funds; 2. Usurious loans; 3. Rural Credit associations; 4. Big Four state banks; 5. City commercial banks; 6. Policy banks; 7. Supplier credit; 8. Family/friends; 9. Equity sales; 10. Microfinance; 11. Others.

Collateral code C: 1. Firm’s Land; 2. Firm’s Buildings; 3. Firm’s Machinery; 4: firm’s intangible assets (accounts receivable, inventory); 5: personal assets of owners/managers (i.e., house); 6: other.

**E: Financial Statements**

(unit Yuan)

|  |  |  |  |
| --- | --- | --- | --- |
| Indicators | 2012 | 2011 | 2010 |
| 1. Total Gross Income |  |  |  |
| 1. Total Cost |  |  |  |
| 1. Interest Expenditure |  |  |  |
| 1. Taxes |  |  |  |
| 1. Total Assets |  |  |  |
| 1. Total Current Liabilities |  |  |  |
| 1. Total Long-Term liabilities |  |  |  |
| 1. Wage and bonuses (management) |  |  |  |
| 1. .Wage and bonuses (workers) |  |  |  |
| 1. R & D investment: (yuan) |  |  |  |

F. Production Inputs and Costs

1. Production Equipment

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | 1.1 Does this firm use any of the following? (1=Yes, 2=No) | 1.2 Does this firm **own** the following?  (1=Yes, 2=No) | 1.3 If you had to replace the owned items, how much would it cost to purchase something similar? (yuan) | 1.4 Does this firm **rent** the following?  (1=Yes, 2=No) | 1.5 What has this firm spent on renting these items over the past 12 months? | 1.6 Does this firm **borrow** the following for free? (1=Yes, 2=No) | 1.7 If you had to pay to rent the items, how much would it cost to rent something similar? (yuan) |
| 1. Production Tools |  |  |  |  |  |  |  |
| 1. Machinery |  |  |  |  |  |  |  |
| 1. Vehicles |  |  |  |  |  |  |  |
| 1. Buildings |  |  |  |  |  |  |  |
| 1. Agricultural animals |  |  |  |  |  |  |  |
| 1. Other physical assets (excluding inventory) |  |  |  |  |  |  |  |

2. Business Operating Costs for this Year (yuan)

|  |  |  |
| --- | --- | --- |
|  | 2.1 In this Village | 2.2 Firm’s overall situation |
| If animal husbandry or fishery firm，please answer： |  |  |
| 1. Buying liverstock or young fish fry |  |  |
| 1. Feed expenditure |  |  |
| If agricultural firm, please answer： |  |  |
| 1. seed |  |  |
| 1. chemical fertilizer |  |  |
| 1. organic fertilizer（including commercial organic fertilizer, human/animal fertilizer, etc.） |  |  |
| 1. Pesticides, herbicides |  |  |
| 1. irrigation |  |  |
| 1. Total cost for using farm machinery and animals (including fuel for machinery) |  |  |
| All firms, please answer the following： |  |  |
| 1. Materials |  |  |
| 1. Electricity |  |  |
| 1. Water |  |  |
| 1. Gas and fuel |  |  |
| 1. Rent for buildings and land |  |  |
| 1. Communication costs（landline/cellphone/internet） |  |  |
| 1. Government taxes |  |  |
| 1. Maintenance and General Repairs |  |  |
| 1. Transportation and travelling |  |  |
| 1. Other business expenditures |  |  |

3. Labor Inputs for this Year

|  |  |  |
| --- | --- | --- |
|  | 3.1 In this Village | 3.2 Firm’s overall situation |
| 1. Total Number of Paid Laborers |  |  |
| 1. Total Number of Paid Labor-Days |  |  |
| 1. Total Cost of Paid Labor |  |  |
| 1. Total Number of Unpaid Family Laborers |  |  |
| 1. Total Number of unpaid Family Labor-Days |  |  |
| 1. Total Market Value of Unpaid Family Labor |  |  |

G. Agricultural Land and Output (if not an agricultural firm, go directly to section H)

(Fill in one row for each crop that was produced this year). If more than eight crops are produced, only list the top eight with the highest production levels. For questions 2 to 4, if the same crop is planted across multiple plots, please answer in terms of the average situation across all plots. For example, if there are three plots growing cotton, two plots produce high quality cotton, one produces average quality cotton, answer high for G3.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Crop ID | 1. Area of all planted plots  (mu) | 2. paddy field or dry field  1. Paddy  2. Dry | 3.Quality of plot  1. high  2. middle  3. low | 4.Irrigation type (Choose all that apply)  1. 1.surface water (including ditch water, etc.)  2. 2.ground water  3.other (specify)\_\_\_\_\_\_\_  4.no irrigation | 5.Any natural disasters this year?  (1=Yes  2=No) | 6. Production for this year | |
| (See code A) | Production amount (jin) | Price (yuan/jin) |
|  |  |  |  |  |  |  | |
|  |  |  |  |  |  |  | |
|  |  |  |  |  |  |  | |
|  |  |  |  |  |  |  | |
|  |  |  |  |  |  |  | |
|  |  |  |  |  |  |  | |
|  |  |  |  |  |  |  | |

Code A: 1=wheat, 2=rice, 3=corn, 4=beans, 5=potatoes, 6=other grain crops, 7= cotton, 8=oil, 9=sugar, 10=bast fiber, 11=tobacco, 12=silkworm, 13=vegetable, 14= other cash crop, 15=fruit, 16=other garden crop, 17=pig, 18= cattle, 19=sheep, 20=poultry, 21=egg animal, 22=cow, 23=fresh water livestock, 24=salt-water livestock, 25=other livestock 26=other

H. Risk Preferences (the questions below deal with imaginary situations)

|  |  |
| --- | --- |
| Risk Preferences | |
| 1. You can pick two lotteries, for the first lottery, you have 100% chance of winning 400 Yuan.  For the second lottery, you can take a bet with a 50 / 50 chance of winning either 0 or 600 Yuan； 1=400 Yuan 2=bet |  |
| 1. You can pick two lotteries, for the first lottery, you have 100% chance of winning 400 Yuan.  For the second lottery, you can take a bet with a 50 / 50 chance of winning either 0 or 800 Yuan； 1=400 Yuan 2=bet |  |
| 1. You can pick two lotteries, for the first lottery, you have 100% chance of winning 400 Yuan.  For the second lottery, you can take a bet with a 50 / 50 chance of winning either 0 or 1000 Yuan； 1=400 Yuan 2=bet |  |
| 1. You can pick two lotteries, for the first lottery, you have 100% chance of winning 400 Yuan.  For the second lottery, you can take a bet with a 50 / 50 chance of winning either 0 or 1200 Yuan； 1=400 Yuan 2=bet |  |
| 1. You can pick two lotteries, for the first lottery, you have 100% chance of winning 400 Yuan.  For the second lottery, you can take a bet with a 50 / 50 chance of winning either 0 or 1400 Yuan； 1=400 Yuan 2=bet |  |
| 1. You can pick two lotteries, for the first lottery, you have 100% chance of winning 400 Yuan.  For the second lottery, you can take a bet with a 50 / 50 chance of winning either 0 or 1600 Yuan； 1=400 Yuan 2=bet |  |

**I. market environment**

1. Now we would like to ask you a hypothetical question. If you were to raise your prices of your main product line or main line of services 10% above their current level in the domestic market (adjusted for inflation) which of the following would best describe the result assuming that your competitors maintained their current prices?

*A. Our customers would continue to buy from us in the same quantities as now*

*B. Our customers would continue to buy from us, but at slightly lower quantities*

*C. Our customers would continue to buy from us, but at much lower quantities*

*D. Our customers would stop buying from us.*

**J. Government connections and ties**

|  |  |  |  |
| --- | --- | --- | --- |
|  | 1. Does the firm have good relationships with the following people  (1=yes  2=no) | 2. 2. On a scale of 1-5, with 1 being the least connected and 5 being the most connected, how close is the firm’s relationship? | 3. 3. On average, how often does this firm speak with the following leaderships?  (1= Less frequently than once per year, 2= Once a year, 3= Several times a year, 4= Once a month, 5= Once a week or more) |
| 1. Village leadership |  |  |  |
| 1. Section/Township leadership |  |  |  |
| 1. County leadership |  |  |  |
| 1. Higher levels of leadership |  |  |  |

**K. Qualitative business environment questions**

|  |  |
| --- | --- |
| Qualitative business environment questions | |
| Please tell us if any of the following issues are a problem for the operation and growth of your business. If an issue poses a problem, please judge its severity as an obstacle on a 5-point scale where:  1 = No obstacle 2 = Minor obstacle 3 = Moderate obstacle 4 = Major obstacle 5 = Very Severe obstacle | |
| Existing Problems | Level of severity | |
| 1. Telecommunications |  | |
| 1. Electricity |  | |
| 1. Transportation |  | |
| 1. Access to land |  | |
| 1. Access to water |  | |
| 1. Natural disasters |  | |
| 1. Pests (agricultural firms only) |  | |
| 1. Taxes |  | |
| 1. Tax Administration |  | |
| 1. Labour supervision |  | |
| 1. Available workers ‘education and skill level |  | |
| 1. Business Licensing and Operating Permits |  | |
| 1. Access to Financing (e.g. collateral) |  | |
| 1. Cost of Financing (e.g. interest rates) |  | |
| 1. Macroeconomic Instability(inflation, exchange rate) |  | |
| 1. Corruption |  | |
| 1. Crime, theft and disorder |  | |
| 1. Competitors using underhanded methods of competition |  | |
| 1. Legal system/conflict resolution |  | |
| 2. What’s the likelihood that the legal system will uphold my contract and property rights in business disputes?  1=Definitely； 2=Very likely； 3=likely； 4=Not very likely； 5=Very not likely； 6=Impossible  [ ] | |
| 1. Among the government officials that this firm regularly interacts with, what percentage is oriented toward helping rather than hindering firms? [ ][ ][ ]% | |
| 1. Establishments are sometimes required to make gifts or informal payments to public officials with regard to customs, taxes, licenses, regulations, services etc. On average, what percent of annual sales value would such expenses cost a typical firm like yours? [ ][ ][ ]% | |
| 1. In a typical month, what percentage of senior management's time is spent in dealing with requirements imposed by government regulations [e.g. taxes, customs, labor regulations, licensing and registration] including dealings with officials, completing forms, etc.? [ ][ ][ ]% | |

**L. Suppliers**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 1. What percentage of your suppliers is geographically located in the following categories? (%) | This County  [ ][ ][ ]% | outside of the county but in the same city [ ][ ][ ]% | outside of the city but in the same province [ ][ ][ ]% | outside of the province but in China [ ][ ][ ]% | Foreign countries  [ ][ ][ ]% |
| 2. Number of years of cooperation between your company and the major suppliers | 1=< 1 year 2=1-2 years 3=2-3 years  4= 3—4 years 5=4–6 years 6=6–10 years  7=> 10 years | | | |  |
| 1. Does your company usually sign formal contracts with the supplier? | 1=yes 2=no | | | |  |
| 1. How many commercial disputes have occurred between your company and the suppliers in the past 3 years? | | | | |  |
| 5. Among the resolution methods listed below, what is the percentage of each one employed among all dispute resolution methods? | | | | | |
| |  |  |  | | --- | --- | --- | | Resolution Method | Percentage Used(%) | Average length (months) | | 1. Negotiation/discussion | [ ][ ][ ]% | [ ][ ]Months | | 1. Lawsuit | [ ][ ][ ]% | [ ][ ]Months | | 1. Arbitration | [ ][ ][ ]% | [ ][ ]Months | | 1. Other | [ ][ ][ ]% | [ ][ ]Months | | | | | | |

M: Clients

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Clients | | | | | | | |
| 1. What percentage of your customers is geographically located in the following categories? | This Country  [ ][ ][ ]% | outside of the county but in the same city [ ][ ][ ]% | | outside of the city but in the same province [ ][ ][ ]% | outside of the province but in China [ ][ ][ ]% | | Foreign countries  [ ][ ][ ]% |
| 1. Number of years of cooperation between your company and your major clients (including wholesale and retail) | 1=< 1 year 2=1-2 years 3=2-3 years  4= 3—4 years 5=4–6 years 6=6–10 years  7=> 10 years | | | | | |  |
| 1. Does your company usually sign formal contracts with the client? | 1=yes 2=no | | | | | |  |
| 1. Regarding your products sold this year | 1=Percentage sold to government  [ ][ ][ ]% | | 2.Percentage sold to state-owned enterprises [ ][ ][ ]% | | | 3.Percentage sold to private firms [ ][ ][ ]% | |
| 5． How many commercial disputes have occurred between your company and the clients in the past 3 years? | | | | | |  | |
| 6． Among the resolution methods listed below, what is the percentage of each one employed among all dispute resolution methods? | | | | | | | |

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| Resolution Method | Percentage Use(%) | Average length (months) |
| 1. Negotiation/discussion | [ ][ ][ ]% | [ ][ ]Months |
| 1. Lawsuit | [ ][ ][ ]% | [ ][ ]Months |
| 1. Arbitration | [ ][ ][ ]% | [ ][ ]Months |
| 1. Other | [ ][ ][ ]% | [ ][ ]Months |