

| VARIABLE NAME   | CODE  | VARIABLE LABEL                              | NOTE  |
|---|-------|---|---|
| <b>NOTE: EACH YEAR, "YY" IS REPLACED WITH TWO DIGIT YEAR INDICATOR.</b> |       |   |   |
| COUNTRY   |       | NUMERIC COUNTRY [PHONE] CODE                |   |
| CTRYALP   |       | ALPHABETIC COUNTRY CODE                     |   |
| CAT_GCR1  |       | COUNTRY GROUP GCR REPORT- 5 CAT             |   |
| CAT_GCR2  |       | COUNTRY GROUP GCR REPORT- 3 CAT             |   |
| YRSURV  |       | YEAR OF SURVEY                              |   |
| SETID   |       | DIGIT ARE COUNTRY CODES                     |   |
| ID  |       | UNIQUE RESPONDENT ID NUMBER                 |   |
| WEIGHT  |       | BY GEM)                                     | TEAM-PROVIDED WEIGHT  |
| WEIGHT_L  |       | WEIGHT FOR 18-64 POPULATION                 | USED TO ARRIVE AT COUNTRY LEVEL RESULTS   |
| WEIGHT_A  |       | WEIGHT FOR 18+ POPULATION                   |   |
| <b>N</b>  |       |   |   |
| GEMWORK   |       | <i>GEM HARMONIZED WORK STATUS</i>           |   |
|   | 1     | FULL: FULL OR PART TIME (INCLUDES SELF-E    |   |
|   | 2     | PART TIME WORK ONLY                         |   |
|   | 3     | RETIRED / DISABLED                          |   |
|   | 4     | HOMEMAKER                                   |   |
|   | 5     | STUDENT                                     |   |
|   | 6     | NOT WORKING                                 | BASED ON WORK STATUS VARIABLE PROVIDED BY COUNTRY. VARIABLE MODIFIED IN 2014 TO INCLUDE SEPARATE "NOT WORKING" AND "OTHER" CATEGORIES (BEFORE 2014, "NOT WORKING, OTHER" WAS CATEGORY 6).   |
|   | 7     | OTHER                                       |   |
|   | -2    | MISS/CANNOT CODE                            |   |
|   |       |   |   |
| GEMOCCU   |       | <i>GEM HARMONIZED WORK STATUS</i>           |   |
|   | 1     | FULL: FULL OR PART TIME                     |   |
|   | 2     | PART TIME WORK ONLY                         |   |
|   | 3     | RETIRED / DISABLED                          |   |
|   | 4     | HOMEMAKER                                   |   |
|   | 5     | STUDENT                                     |   |
|   | 6     | NOT WORKING                                 | BASED ON WORK STATUS VARIABLE PROVIDED BY COUNTRY (2009 OCCU VARIABLE WHICH INCLUDES SELF-EMPLOYED). VARIABLE MODIFIED IN 2014 TO INCLUDE SEPARATE "NOT WORKING" AND "OTHER" CATEGORIES (BEFORE 2014, "NOT WORKING, OTHER" WAS CATEGORY 6). |
|   | 7     | SELF-EMPLOYED                               |   |
|   | 8     | OTHER                                       |   |
|   | -2    | MISS/CANNOT CODE                            |   |
| GEMHHINC  |       | <i>HOUSEHOLD INCOME: RECODED INTO THIRD</i> |   |
|   | 33    | LOWEST 33% TILE                             |   |
|   | 3467  | MIDDLE 33% TILE                             | BASED ON HOUSEHOLD INCOME VARIABLE PROVIDED BY COUNTRY, CATEGORIES ARE IN FACT NOT 33% BUT BASED ON CATEGORIES PROVIDED BY COUNTRY  |
|   | 68100 | UPPER 33%TILE                               |   |
|   | -2    | MISS/CANNOT CODE                            |   |
| GEMEDUC   |       | <i>ALL R HIGHEST EDUCATIONAL ATTAINMENT</i> |   |
|   | 111   | UP TO SOME SECONDARY EDUCATION              |   |
|   | 1212  | SECONDARY DEGREE                            |   |
|   | 1316  | POST SECONDARY                              |   |

|                                |      |  |   |
|--------------------------------|------|--|---|
|                                | 1720 | GRADUATE EXPERIENCE                        | BASED ON EDUCATION VARIABLE PROVIDED BY COUNTRY<br>(GEM CATEGORIES)                                   |
|                                | -2   | MISS/CANNOT CODE                           |   |
| <b>UNEDUC</b>                  | 0    | PRE-PRIMARY EDUCATION                      | BASED ON EDUCATION VARIABLE PROVIDED BY COUNTRY<br>(UN CATEGORIES)                                    |
|                                | 1    | PRIMARY EDUCATION OR FIRST STAGE OF B      |   |
|                                | 2    | LOWER SECONDARY OR SECOND STAGE OF         |   |
|                                | 3    | (UPPER) SECONDARY EDUCATION                |   |
|                                | 4    | POST-SECONDARY NON-TERTIARY EDUCATI        |   |
|                                | 5    | FIRST STAGE OF TERTIARY EDUCATION          |   |
|                                | 6    | SECOND STAGE OF TERTIARY EDUCATION         |   |
|                                | -2   | MISSING                                    |   |
| <b>GEMWORK3</b>                |      | <i>GEM HARMONIZED WORK STATUS: 3 CATEG</i> | BASED ON GEMWORK  |
|                                | 10   | WORKING, FULL-TIME OR PART-TIME            |   |
|                                | 20   | NOT WORKING                                |   |
|                                | 30   | RETIRED, STUDENTS                          |   |
|                                | -2   | MISS/CANNOT CODE                           |   |
| <b>INTRODUCTION (CORE)</b>     |      |  |   |
| <b>KNOWENT</b>                 |      | i1   | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED<br>IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                                | 0    | NO   |   |
|                                | 1    | YES  |   |
|                                | -1   | DON'T KNOW                                 |   |
|                                | -2   | REFUSED                                    |   |
| <b>OPPORT</b>                  |      | i2   | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED<br>IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                                | 0    | NO   |   |
|                                | 1    | YES  |   |
|                                | -1   | DON'T KNOW                                 |   |
|                                | -2   | REFUSED                                    |   |
| <b>SUSKILL</b>                 |      | i3   | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED<br>IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                                | 0    | NO   |   |
|                                | 1    | YES  |   |
|                                | -1   | DON'T KNOW                                 |   |
|                                | -2   | REFUSED                                    |   |
| <b>FEARFAIL</b>                |      | i4   | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED<br>IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                                | 0    | NO   |   |
|                                | 1    | YES  |   |
|                                | -1   | DON'T KNOW                                 |   |
|                                | -2   | REFUSED                                    |   |
| <b>INTRODUCTION (OPTIONAL)</b> |      |  |   |
| <b>EQUALINC</b>                |      | i5   |   |
|                                | 0    | NO   |   |

|  |    |            |  |
|--|----|------------|--|
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>NBGOODC</b>                               |    | i6         |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>NBSTATUS</b>                              |    | i7         |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>NBMEDIA</b>                               |    | i8         |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>EASYSTART</b>                             |    | i9         |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>NBSOCENT</b>                              |    | i10        |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>BLOCK 1: NASCENT ENTREPRENEURS (CORE)</b> |    |            |  |
| <b>BSTART</b>                                |    | Q1A1       |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |
|  | -2 | REFUSED    |  |
|  |    |            |  |
| <b>BJOBST</b>                                |    | Q1A2       |  |
|  | 0  | NO         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED   |
|  | 1  | YES        |  |
|  | -1 | DON'T KNOW |  |

|                 |           |                 |  |
|-----------------|-----------|-----------------|--|
|                 | -2        | REFUSED         | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
| <b>SUACTS</b>   |           | Q1B             |  |
|                 | 0         | NO              |  |
|                 | 1         | YES             |  |
|                 | -1        | DON'T KNOW      | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED |
|                 | -2        | REFUSED         | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
| <b>SUOWN</b>    |           | Q1D1            |  |
|                 | 1         | ALL             |  |
|                 | 2         | PART            |  |
|                 | 3         | NONE            |  |
|                 | -1        | DON'T KNOW      |  |
|                 | -2        | REFUSED         |  |
| <b>SUOWNERS</b> |           | Q1D2            |  |
|                 | 2-1000    | VALID RANGE     |  |
|                 | -1        | DON'T KNOW      |  |
|                 | -2        | REFUSED         |  |
| <b>SUWAGE</b>   |           | Q1E1            |  |
|                 | 0         | NO              |  |
|                 | 1         | YES             |  |
|                 | -1        | DON'T KNOW      | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED |
|                 | -2        | REFUSED         | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
| <b>SUWAGEYR</b> |           | Q1E2            |  |
|                 | 1800-2015 | VALID RANGE     |  |
|                 | -3        | NO PAYMENTS YET |  |
|                 | -1        | DON'T KNOW      |  |
|                 | -2        | REFUSED         |  |
| <b>SUPAY2</b>   |           | Q1E3            |  |
|                 | 0         | NO              |  |
|                 | 1         | YES             |  |
|                 | -1        | DON'T KNOW      | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED |
|                 | -2        | REFUSED         | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
| <b>SUNWCST</b>  |           | Q1G1            |  |
|                 | 1         | ALL             |  |
|                 | 2         | SOME            |  |
|                 | 3         | NONE            |  |
|                 | -1        | DON'T KNOW      |  |
|                 | -2        | REFUSED         |  |

|                 |             |  |  |
|-----------------|-------------|--|--|
| <b>SUCOMPET</b> |             | Q1G2                                   |  |
|                 | 1           | MANY BUSINESS COMPETITORS              |  |
|                 | 2           | FEW BUSINESS COMPETITORS               |  |
|                 | 3           | NO BUSINESS COMPETITORS                |  |
|                 | -1          | DON'T KNOW                             |  |
|                 | -2          | REFUSED                                |  |
| <b>SUNEWTEC</b> |             | Q1G3                                   |  |
|                 | 1           | LESS THAN A YEAR                       |  |
|                 | 2           | ONE TO FIVE YEARS                      |  |
|                 | 3           | LONGER THAN 5 YEARS                    |  |
|                 | -1          | DON'T KNOW                             |  |
|                 | -2          | REFUSED                                |  |
| <b>SUEXPORT</b> |             | Q1G4                                   |  |
|                 | 1           | MORE THAN 90%                          |  |
|                 | 2           | 76 TO 90%                              |  |
|                 | 3           | 51 TO 75%                              |  |
|                 | 4           | 26 TO 50%                              |  |
|                 | 5           | 11 TO 25%                              |  |
|                 | 6           | 10% OR LESS                            |  |
|                 | 7           | NONE                                   |  |
|                 | -1          | DON'T KNOW                             |  |
|                 | -2          | REFUSED                                |  |
| <b>SUNOWJOB</b> |             | Q1H1                                   |  |
|                 | 1-1,000,000 | VALID RANGE                            |  |
|                 | -1          | DON'T KNOW                             |  |
|                 | -2          | REFUSED                                |  |
| <b>SUYR5JOB</b> |             | Q1H2                                   |  |
|                 | 1-1,000,000 | VALID RANGE                            |  |
|                 | -1          | DON'T KNOW                             |  |
|                 | -2          | REFUSED                                |  |
| <b>SUREASON</b> |             | Q1K1                                   |  |
|                 | 1           | TAKE ADVANTAGE OF BUSINESS OPPORTUN    |  |
|                 | 2           | NO BETTER CHOICE FOR WORK              |  |
|                 | 3           | COMBINATION OF BOTH OF THE ABOVE       |  |
|                 | 4           | HAVE A JOB BUT SEEK BETTER OPPORTUNIT  |  |
|                 | 5           | OTHER - ASK DETAILS PLACE IN OPEN ENDE |  |
|                 | -1          | DON'T KNOW                             |  |
|                 | -2          | REFUSED                                |  |

|                                       |           |  |   |
|---------------------------------------|-----------|--|---|
| <b>SUOPTYPE</b>                       |           | Q1K2                                   |   |
|                                       | 1         | GREATER INDEPENDENCE                   |   |
|                                       | 2         | INCREASE PERSONAL INCOME               |   |
|                                       | 3         | JUST TO MAINTAIN INCOME                |   |
|                                       | 4         | OTHER - ASK DETAILS PLACE IN OPEN ENDE |   |
|                                       | -1        | DON'T KNOW                             |   |
|                                       | -2        | REFUSED                                |   |
| <b>BLOCK 2: OWNER-MANAGERS (CORE)</b> |           |  |   |
| <b>OWNMGE</b>                         |           | Q2A                                    |   |
|                                       | 0         | NO                                     | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED<br>IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                                       | 1         | YES                                    |   |
|                                       | -1        | DON'T KNOW                             |   |
|                                       | -2        | REFUSED                                |   |
| <b>SU_OM</b>                          |           | Q2C                                    |   |
|                                       | 1         | SAME BUSINESS                          |   |
|                                       | 2         | DIFFERENT BUSINESS                     |   |
|                                       | -1        | DON'T KNOW                             |   |
|                                       | -2        | REFUSED                                |   |
| <b>OMOWN</b>                          |           | Q2D1                                   |   |
|                                       | 1         | ALL                                    |   |
|                                       | 2         | SOME                                   |   |
|                                       | 3         | NONE                                   |   |
|                                       | 7         | DOES NOT APPLY                         |   |
|                                       | -1        | DON'T KNOW                             |   |
|                                       | -2        | REFUSED                                |   |
| <b>OMOWNERS</b>                       |           | Q2D2                                   |   |
|                                       | 2-1,000   | VALID RANGE                            |   |
|                                       | -1        | DON'T KNOW                             |   |
|                                       | -2        | REFUSED                                |   |
| <b>OMWAGEYR</b>                       |           | Q2E2                                   |   |
|                                       | 1800-2015 | VALID RANGE                            |   |
|                                       | -3        | NO PAYMENTS YET                        |   |
|                                       | -1        | DON'T KNOW                             |   |
|                                       | -2        | REFUSED                                |   |
| <b>OMPAY2</b>                         |           | Q2E3                                   |   |
|                                       | 0         | NO                                     | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED  |
|                                       | 1         | YES                                    |   |
|                                       | -1        | DON'T KNOW                             |   |

|                 |             |                           |   |
|-----------------|-------------|---------------------------|---|
|                 | -2          | REFUSED                   | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
| <b>OMNEWCST</b> |             | Q2G1                      |   |
|                 | 1           | ALL                       |   |
|                 | 2           | SOME                      |   |
|                 | 3           | NONE                      |   |
|                 | -1          | DON'T KNOW                |   |
|                 | -2          | REFUSED                   |   |
| <b>OMCOMPET</b> |             | Q2G2                      |   |
|                 | 1           | MANY BUSINESS COMPETITORS |   |
|                 | 2           | FEW BUSINESS COMPETITORS  |   |
|                 | 3           | NO BUSINESS COMPETITORS   |   |
|                 | -1          | DON'T KNOW                |   |
|                 | -2          | REFUSED                   |   |
| <b>OMNEWTEC</b> |             | Q2G3                      |   |
|                 | 1           | LESS THAN A YEAR          |   |
|                 | 2           | ONE TO FIVE YEARS         |   |
|                 | 3           | LONGER THAN 5 YEARS       |   |
|                 | -1          | DON'T KNOW                |   |
|                 | -2          | REFUSED                   |   |
| <b>OMEXPORT</b> |             | Q2G4                      |   |
|                 | 1           | MORE THAN 90%             |   |
|                 | 2           | 76 TO 90%                 |   |
|                 | 3           | 51 TO 75%                 |   |
|                 | 4           | 26 TO 50%                 |   |
|                 | 5           | 11 TO 25%                 |   |
|                 | 6           | 10% OR LESS               |   |
|                 | 7           | NONE                      |   |
|                 | -1          | DON'T KNOW                |   |
|                 | -2          | REFUSED                   |   |
| <b>OMNOWJOB</b> |             | Q2H1                      |   |
|                 | 0-1,000,000 | VALID RANGE               |   |
|                 | -1          | DON'T KNOW                |   |
|                 | -2          | REFUSED                   |   |
| <b>OMYR5JOB</b> |             | Q2H2                      |   |
|                 | 0-1,000,000 | VALID RANGE               |   |
|                 | -1          | DON'T KNOW                |   |
|                 | -2          | REFUSED                   |   |

|  |    |   |  |
|--|----|---|--|
| <b>OMREASON</b>  |    | Q2K1                                    |  |
|  | 1  | TAKE ADVANTAGE OF BUSINESS OPPORTUN     |  |
|  | 2  | NO BETTER CHOICES FOR WORK              |  |
|  | 3  | COMBINATION OF BOTH                     |  |
|  | 4  | HAVE A JOB BUT SEEK BETTER OPPORTUNIT   |  |
|  | 5  | OTHER - ASK DETAILS, PLACE IN OPEN ENDE |  |
|  | -1 | DON'T KNOW                              |  |
|  | -2 | REFUSED                                 |  |
|  |    |   |  |
| <b>OMOPTYPE</b>  |    | Q2K2                                    |  |
|  | 1  | GREATER INDEPENDENCE                    |  |
|  | 2  | INCREASE PERSONAL INCOME                |  |
|  | 3  | JUST TO MAINTAIN INCOME                 |  |
|  | 4  | OTHER - ASK DETAILS, PLACE IN OPEN ENDE |  |
|  | -1 | DON'T KNOW                              |  |
|  | -2 | REFUSED                                 |  |
|  |    |   |  |
| <b>OMRSTART</b>  |    | 2L                                      |  |
|  | 1  | YES                                     |  |
|  | 2  | NO                                      |  |
|  | -1 | DON'T KNOW                              |  |
|  | -2 | REFUSED                                 |  |
|  |    |   |  |
| <b>BLOCK 3: POTENTIAL ENTREPRENEURS AND DISCONTINUERS (CORE)</b> |    |   |  |
| <b>FUTSUP</b>  |    | Q3A                                     |  |
|  | 0  | NO                                      |  |
|  | 1  | YES                                     |  |
|  | -1 | DON'T KNOW                              | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED |
|  | -2 | REFUSED                                 | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
|  |    |   |  |
| <b>DISCENT</b>   |    | Q3B                                     |  |
|  | 0  | NO                                      |  |
|  | 1  | YES                                     |  |
|  | -1 | DON'T KNOW                              | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED |
|  | -2 | REFUSED                                 | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
|  |    |   |  |
| <b>EXBUSCON</b>  |    | Q3C1                                    |  |
|  | 1  | YES                                     |  |
|  | 2  | NO                                      |  |
|  | 3  | BUSINESS CONTINUED BUT ACTIVITIES CHA   |  |
|  | -1 | DON'T KNOW                              |  |
|  | -2 | REFUSED                                 |  |
|  |    |   |  |
| <b>EXREASON</b>  |    | Q3C2                                    |  |
|  | 1  | OPPORTUNITY TO SELL THE BUSINESS        |  |



|  |    |                                     |
|--|----|-------------------------------------|
|  | 2  | BUSINESS NOT PROFITABLE             |
|  | 3  | PROBLEMS GETTING FINANCE            |
|  | 4  | ANOTHER JOB OR BUSINESS OPPORTUNITY |
|  | 5  | EXIT WAS PLANNED IN ADVANCE         |
|  | 6  | RETIREMENT                          |
|  | 7  | PERSONAL REASONS                    |
|  | 8  | INCIDENT                            |
|  | 9  | OTHER                               |
|  | -1 | DON'T KNOW                          |
|  | -2 | REFUSED                             |

**BLOCK 4: INFORMAL INVESTORS (CORE)**

|               |    |            |  |
|---------------|----|------------|--|
| <b>BUSANG</b> |    | Q4A        | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|               | 0  | NO         |  |
|               | 1  | YES        |  |
|               | -1 | DON'T KNOW |  |
|               | -2 | REFUSED    |  |

|               |                 |                        |  |
|---------------|-----------------|------------------------|--|
| <b>BAFUND</b> |                 | Q4B                    |  |
|               | 0-1,000,000,000 | VALID RANGE            |  |
|               | -3              | HAVEN'T PROVIDED FUNDS |  |
|               | -1              | DON'T KNOW             |  |
|               | -2              | REFUSED                |  |

|              |    |                                      |  |
|--------------|----|--------------------------------------|--|
| <b>BAREL</b> |    | Q4C                                  |  |
|              | 1  | CLOSE FAMILY MEMBER, SUCH AS SPOUSE, |  |
|              | 2  | SOME OTHER RELATIVE                  |  |
|              | 3  | A WORK COLLEAGUE                     |  |
|              | 4  | A FRIEND OR NEIGHBOR                 |  |
|              | 5  | A STRANGER WITH A GOOD BUSINESS IDEA |  |
|              | 6  | OTHER                                |  |
|              | -1 | DON'T KNOW                           |  |
|              | -2 | REFUSED                              |  |

**BLOCK 5 (OCCUPATION)**

|                 |    |            |  |
|-----------------|----|------------|--|
| <b>OCCUFULL</b> |    | Q5E1       |  |
|                 | 1  | YES        |  |
|                 | 2  | NO         |  |
|                 | -1 | DON'T KNOW |  |
|                 | -2 | REFUSED    |  |

|                 |    |            |  |
|-----------------|----|------------|--|
| <b>OCCUPART</b> |    | Q5E2       |  |
|                 | 1  | YES        |  |
|                 | 2  | NO         |  |
|                 | -1 | DON'T KNOW |  |
|                 | -2 | REFUSED    |  |

|                 |    |            |    |
|-----------------|----|------------|----|
| <b>OCCUSELF</b> |    | Q5E3       |    |
|                 | 1  | YES        | 1  |
|                 | 2  | NO         | 2  |
|                 | -1 | DON'T KNOW | -1 |
|                 | -2 | REFUSED    | -2 |
| <b>OCCUPRBS</b> |    | Q5E4       |    |
|                 | 1  | YES        |    |
|                 | 2  | NO         |    |
|                 | -1 | DON'T KNOW |    |
|                 | -2 | REFUSED    |    |
| <b>OCCUGOV</b>  |    | Q5E5       |    |
|                 | 1  | YES        |    |
|                 | 2  | NO         |    |
|                 | -1 | DON'T KNOW |    |
|                 | -2 | REFUSED    |    |
| <b>OCCUNFP</b>  |    | Q5E6       |    |
|                 | 1  | YES        |    |
|                 | 2  | NO         |    |
|                 | -1 | DON'T KNOW |    |
|                 | -2 | REFUSED    |    |
| <b>OCCUSEEK</b> |    | Q5E7       |    |
|                 | 1  | YES        |    |
|                 | 2  | NO         |    |
|                 | -1 | DON'T KNOW |    |
|                 | -2 | REFUSED    |    |
| <b>OCCUSTU</b>  |    | Q5E8       |    |
|                 | 1  | YES        |    |
|                 | 2  | NO         |    |
|                 | -1 | DON'T KNOW |    |
|                 | -2 | REFUSED    |    |
| <b>OCCUUMP</b>  |    | Q5E9       |    |
|                 | 1  | YES        |    |
|                 | 2  | NO         |    |
|                 | -1 | DON'T KNOW |    |
|                 | -2 | REFUSED    |    |
| <b>OCCUHOME</b> |    | Q5E10      |    |

|   |    |                 |
|---|----|-----------------|
|   | 1  | YES             |
|   | 2  | NO              |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>OCCURD</b>                                     |    |                 |
|   |    | Q5E11           |
|   | 1  | YES             |
|   | 2  | NO              |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>BLOCK 5: ENTREPRENEURIAL EMPLOYEE ACTIVITY</b> |    |                 |
| <b>IPACTIVE</b>                                   |    |                 |
|   |    | Q5EE1           |
|   | 1  | YES             |
|   | 2  | NO              |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>IPACTIVENOW</b>                                |    |                 |
|   |    | Q5EE2           |
|   | 1  | YES             |
|   | 2  | NO              |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>IPPHASE1</b>                                   |    |                 |
|   |    | Q5EE3           |
|   | 1  | YES             |
|   | 2  | NO              |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>IPPHASE1ROLE</b>                               |    |                 |
|   |    | Q5EE3A          |
|   | 1  | LEADING ROLE    |
|   | 2  | SUPPORTING ROLE |
|   | 3  | BOTH            |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>IPPHASE2</b>                                   |    |                 |
|   |    | Q5EE4           |
|   | 1  | YES             |
|   | 2  | NO              |
|   | -1 | DON'T KNOW      |
|   | -2 | REFUSED         |
| <b>IPPHASE2ROLE</b>                               |    |                 |
|   |    | Q5EE4A          |
|   | 1  | LEADING ROLE    |

|                   |             |                           |
|-------------------|-------------|---------------------------|
|                   | 2           | SUPPORTING ROLE           |
|                   | 3           | BOTH                      |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPINIT</b>     |             |                           |
|                   |             | Q5EE5                     |
|                   | 1           | MYSELF (RESPONDENT)       |
|                   | 2           | EMPLOYER                  |
|                   | 3           | COLLEAGUE(S)              |
|                   | 4           | COMBINATION               |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPTEAMSIZE</b> |             |                           |
|                   |             | Q5EE6                     |
|                   | 0-100       | VALID RANGE               |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPTEAMYES</b>  |             |                           |
|                   |             | Q5EE7                     |
|                   | 1           | YES                       |
|                   | 2           | NO                        |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPJOB5YR</b>   |             |                           |
|                   |             | Q5EE8                     |
|                   | 0-1,000,000 | VALID RANGE               |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPNEWCST</b>   |             |                           |
|                   |             | Q5EE9                     |
|                   | 1           | ALL                       |
|                   | 2           | SOME                      |
|                   | 3           | NONE                      |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPCOMPET</b>   |             |                           |
|                   |             | Q5EE10                    |
|                   | 1           | MANY BUSINESS COMPETITORS |
|                   | 2           | FEW BUSINESS COMPETITORS  |
|                   | 3           | NO BUSINESS COMPETITORS   |
|                   | -1          | DON'T KNOW                |
|                   | -2          | REFUSED                   |
| <b>IPEXPORT</b>   |             |                           |
|                   |             | Q5EE11                    |

|  |    |               |
|--|----|---------------|
|  | 1  | MORE THAN 90% |
|  | 2  | 76 TO 90%     |
|  | 3  | 51 TO 75%     |
|  | 4  | 26 TO 50%     |
|  | 5  | 11 TO 25%     |
|  | 6  | 10% OR LESS   |
|  | 7  | NONE          |
|  | -1 | DON'T KNOW    |
|  | -2 | REFUSED       |

**BLOCKS 1, 2, 6: 2015 SPECIAL TOPIC (SOCIAL ENTREPRENEURSHIP)**

|                 |                 |               |  |
|-----------------|-----------------|---------------|--|
| <b>SUMONTOT</b> |                 | Q1FN1         |  |
|                 | 1-1,000,000,000 | RANGE         |  |
|                 | -3              | NONE REQUIRED |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUMONOWN</b> |                 | Q1FN2         |  |
|                 | 1-1,000,000,000 | RANGE         |  |
|                 | -3              | NONE REQUIRED |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMa</b>   |                 | Q1FN3a        |  |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMb</b>   |                 | Q1FN3b        |  |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMc</b>   |                 | Q1FN3c        |  |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMd</b>   |                 | Q1FN3d        |  |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |

|                 |                 |               |  |
|-----------------|-----------------|---------------|--|
|                 | -1              | DON'T KNOW    | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMe</b>   |                 | Q1FN3e        | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMf</b>   |                 | Q1FN3f        | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>SUFRMg</b>   |                 | Q1FN3g        | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>OMMONTOT</b> |                 | Q2FN1         |  |
|                 | 1-1,000,000,000 | RANGE         |  |
|                 | -3              | NONE REQUIRED |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>OMMONOWN</b> |                 | Q2FN2         |  |
|                 | 1-1,000,000,000 | RANGE         |  |
|                 | -3              | NONE REQUIRED |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>OMFRMa</b>   |                 | Q2FN3a        | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |
|                 |                 |               |  |
| <b>OMFRMb</b>   |                 | Q2FN3b        | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 0               | NO            |  |
|                 | 1               | YES           |  |
|                 | -1              | DON'T KNOW    |  |
|                 | -2              | REFUSED       |  |

|                |    |                                  |  |
|----------------|----|----------------------------------|--|
| <b>OMFRMc</b>  |    | Q2FN3c                           |  |
|                | 0  | NO                               | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                | 1  | YES                              |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |
| <b>OMFRMd</b>  |    | Q2FN3d                           |  |
|                | 0  | NO                               | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                | 1  | YES                              |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |
| <b>OMFRMe</b>  |    | Q2FN3e                           |  |
|                | 0  | NO                               | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                | 1  | YES                              |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |
| <b>OMFRMf</b>  |    | Q2FN3f                           |  |
|                | 0  | NO                               | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                | 1  | YES                              |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |
| <b>OMFRMg</b>  |    | Q2FN3g                           |  |
|                | 0  | NO                               | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                | 1  | YES                              |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |
| <b>SESTART</b> |    | Q6A1                             |  |
|                | 1  | YES, CURRENTLY TRYING TO START   |  |
|                | 2  | YES, CURRENTLY LEADING           |  |
|                | 3  | YES, TRYING TO START AND LEADING |  |
|                | 4  | NO                               |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |
|                |    |                                  |  |
| <b>SESTACT</b> |    | Q6A2                             |  |
|                | 0  | NO                               | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED   |
|                | 1  | YES                              |  |
|                | -1 | DON'T KNOW                       |  |
|                | -2 | REFUSED                          |  |

|                   |                 |                 | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
|-------------------|-----------------|-----------------|--|
|                   |                 |                 |  |
| <b>SESTDIF</b>    |                 | Q6A3            |  |
|                   | 1               | SAME            |  |
|                   | 2               | DIFFERENT       |  |
|                   | -1              | DON'T KNOW      |  |
|                   | -2              | REFUSED         |  |
|                   |                 |                 |  |
| <b>SEOMDIF</b>    |                 | Q6B3            |  |
|                   | 1               | SAME            |  |
|                   | 2               | DIFFERENT       |  |
|                   | -1              | DON'T KNOW      |  |
|                   | -2              | REFUSED         |  |
|                   |                 |                 |  |
| <b>SE3MN</b>      |                 | Q6A4            |  |
|                   | 0               | NO              |  |
|                   | 1               | YES             |  |
|                   | -1              | DON'T KNOW      | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED |
|                   | -2              | REFUSED         | IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0").    |
|                   |                 |                 |  |
| <b>SESTYR</b>     |                 | Q6A5            |  |
|                   | 1800-2015       | RANGE           |  |
|                   | -3              | NO PAYMENTS YET |  |
|                   | -1              | DON'T KNOW      |  |
|                   | -2              | REFUSED         |  |
|                   |                 |                 |  |
| <b>SENOWJOB</b>   |                 | Q6A6            |  |
|                   | 0-1,000,000     | RANGE           |  |
|                   | -1              | DON'T KNOW      |  |
|                   | -2              | REFUSED         |  |
|                   |                 |                 |  |
| <b>SENOWJVT</b>   |                 | Q6A7            |  |
|                   | 0-1,000,000     | RANGE           |  |
|                   | -1              | DON'T KNOW      |  |
|                   | -2              | REFUSED         |  |
|                   |                 |                 |  |
| <b>SEYR5JOB</b>   |                 | Q6A8            |  |
|                   | 0-1,000,000     | RANGE           |  |
|                   | -1              | DON'T KNOW      |  |
|                   | -2              | REFUSED         |  |
|                   |                 |                 |  |
| <b>SESTMONTOT</b> |                 | Q6A9            |  |
|                   | 0-1,000,000,000 | RANGE           |  |
|                   | -3              | NONE REQUIRED   |  |



|                   |                 |               |  |
|-------------------|-----------------|---------------|--|
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTMONOWN</b> |                 | Q6A10         |  |
|                   | 0-1,000,000,000 | RANGE         |  |
|                   | -3              | NONE REQUIRED |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTFRMa</b>   |                 | Q6A11a        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTFRMb</b>   |                 | Q6A11b        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTFRMc</b>   |                 | Q6A11c        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTFRMd</b>   |                 | Q6A11d        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTFRMe</b>   |                 | Q6A11e        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SESTFRMf</b>   |                 | Q6A11f        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |

|                   |                 |               |  |
|-------------------|-----------------|---------------|--|
| <b>SESTFRMg</b>   |                 | Q6A11g        |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMMONTOT</b> |                 | Q6B9          |  |
|                   | 0-1,000,000,000 | RANGE         |  |
|                   | -3              | NONE REQUIRED |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMMONOWN</b> |                 | Q6B10         |  |
|                   | 0-1,000,000,000 | RANGE         |  |
|                   | -3              | NONE REQUIRED |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMFRMa</b>   |                 | 6B11a         |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMFRMb</b>   |                 | 6B11b         |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMFRMc</b>   |                 | 6B11c         |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMFRMd</b>   |                 | 6B11d         |  |
|                   | 0               | NO            | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                   | 1               | YES           |  |
|                   | -1              | DON'T KNOW    |  |
|                   | -2              | REFUSED       |  |
| <b>SEOMFRMe</b>   |                 | 6B11e         |  |

|                 |    |                            |  |
|-----------------|----|----------------------------|--|
|                 | 0  | NO                         |  |
|                 | 1  | YES                        |  |
|                 | -1 | DON'T KNOW                 | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | -2 | REFUSED                    |  |
|                 |    |                            |  |
| <b>SEOMFRMf</b> |    | 6B11f                      |  |
|                 | 0  | NO                         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 1  | YES                        |  |
|                 | -1 | DON'T KNOW                 |  |
|                 | -2 | REFUSED                    |  |
|                 |    |                            |  |
| <b>SEOMFRMg</b> |    | 6B11g                      |  |
|                 | 0  | NO                         | VALUE LABELS FOR "NO" IN APS QUESTIONNAIRE CHANGED IN PROCESSED INDIVIDUAL DATA (FROM "2" TO "0"). |
|                 | 1  | YES                        |  |
|                 | -1 | DON'T KNOW                 |  |
|                 | -2 | REFUSED                    |  |
|                 |    |                            |  |
| <b>SEECON</b>   |    | 6A12                       |  |
|                 | 1  | STRONGLY DISAGREE          |  |
|                 | 2  | SOMEWHAT DISAGREE          |  |
|                 | 3  | NEITHER AGREE NOR DISAGREE |  |
|                 | 4  | SOMEWHAT AGREE             |  |
|                 | 5  | STRONGLY AGREE             |  |
|                 | -1 | DON'T KNOW                 |  |
|                 | -2 | REFUSED                    |  |
|                 |    |                            |  |
| <b>SESOCIAL</b> |    | 6A13                       |  |
|                 | 1  | STRONGLY DISAGREE          |  |
|                 | 2  | SOMEWHAT DISAGREE          |  |
|                 | 3  | NEITHER AGREE NOR DISAGREE |  |
|                 | 4  | SOMEWHAT AGREE             |  |
|                 | 5  | STRONGLY AGREE             |  |
|                 | -1 | DON'T KNOW                 |  |
|                 | -2 | REFUSED                    |  |
|                 |    |                            |  |
| <b>SEMARKET</b> |    | 6A14                       |  |
|                 | 1  | STRONGLY DISAGREE          |  |
|                 | 2  | SOMEWHAT DISAGREE          |  |
|                 | 3  | NEITHER AGREE NOR DISAGREE |  |
|                 | 4  | SOMEWHAT AGREE             |  |
|                 | 5  | STRONGLY AGREE             |  |
|                 | -1 | DON'T KNOW                 |  |
|                 | -2 | REFUSED                    |  |
|                 |    |                            |  |
| <b>SEINPROD</b> |    | 6A15                       |  |

|                         |    |   |                             |
|-------------------------|----|---|-----------------------------|
|                         | 1  | STRONGLY DISAGREE                           |                             |
|                         | 2  | SOMEWHAT DISAGREE                           |                             |
|                         | 3  | NEITHER AGREE NOR DISAGREE                  |                             |
|                         | 4  | SOMEWHAT AGREE                              |                             |
|                         | 5  | STRONGLY AGREE                              |                             |
|                         | -1 | DON'T KNOW                                  |                             |
|                         | -2 | REFUSED                                     |                             |
|                         |    |   |                             |
| <b>SEINPROC</b>         |    | 6A16  |                             |
|                         | 1  | STRONGLY DISAGREE                           |                             |
|                         | 2  | SOMEWHAT DISAGREE                           |                             |
|                         | 3  | NEITHER AGREE NOR DISAGREE                  |                             |
|                         | 4  | SOMEWHAT AGREE                              |                             |
|                         | 5  | STRONGLY AGREE                              |                             |
|                         | -1 | DON'T KNOW                                  |                             |
|                         | -2 | REFUSED                                     |                             |
|                         |    |   |                             |
| <b>SEPROFIT</b>         |    | 6A17  |                             |
|                         | 1  | STRONGLY DISAGREE                           |                             |
|                         | 2  | SOMEWHAT DISAGREE                           |                             |
|                         | 3  | NEITHER AGREE NOR DISAGREE                  |                             |
|                         | 4  | SOMEWHAT AGREE                              |                             |
|                         | 5  | STRONGLY AGREE                              |                             |
|                         | -1 | DON'T KNOW                                  |                             |
|                         | -2 | REFUSED                                     |                             |
|                         |    |   |                             |
| <b>SEIMPACT</b>         |    | 6A18  |                             |
|                         | 1  | STRONGLY DISAGREE                           |                             |
|                         | 2  | SOMEWHAT DISAGREE                           |                             |
|                         | 3  | NEITHER AGREE NOR DISAGREE                  |                             |
|                         | 4  | SOMEWHAT AGREE                              |                             |
|                         | 5  | STRONGLY AGREE                              |                             |
|                         | -1 | DON'T KNOW                                  |                             |
|                         | -2 | REFUSED                                     |                             |
|                         |    |   |                             |
| <b>OPEN ENDED CODES</b> |    |   |                             |
| <b>SUTYPE_ISIC4</b>     |    | <i>SUBUSTYPE: CODED IN 4-DIGIT SIC CODE</i> | CODER WITH ISIC VERSION 4.0 |
|                         |    |   |                             |
| <b>SUTYPE_R</b>         |    | <i>SUBUSTYPE: OPEN ENDED RESPONSE</i>       |                             |
|                         |    |   |                             |
| <b>OMTYPE_ISIC4</b>     |    | <i>OMBUSTYPE: CODED IN 4-DIGIT SIC CODE</i> | CODER WITH ISIC VERSION 4.0 |
|                         |    |   |                             |
| <b>OMTYPE_R</b>         |    | <i>OMBUSTYPE: OPEN ENDED RESPONSE</i>       |                             |
|                         |    |   |                             |
| <b>SUREAS_O</b>         |    | <i>SUREASON_OTH: CODED 'OTHER' RESPONSE</i> |                             |

|                                     |    |   |   |
|-------------------------------------|----|---|---|
| OMREAS_O                            |    | OMREASON_OTH: CODED 'OTHER' RESPONSE        |   |
| SUOPTP_O                            |    | SUOPTYPE_OTH: CODED 'OTHER' RESPONSE        |   |
| OMOPTP_O                            |    | OMOPTYPE_OTH: CODED 'OTHER' RESPONSE        |   |
| BAREL_O                             |    | BAREL: CODED 'OTHER' RESPONSE               |   |
| EXREAS_O                            |    | EXREASON: CODED 'OTHER' RESPONSE            |   |
| OCCU_O                              |    | OCCU_OTH: ODED 'OTHER' RESPONSE             |   |
| FUREAS_O                            |    | FUREASON_OTH: ODED 'OTHER' RESPONSE         |   |
| <b>BLOCK 7: DEMOGRAPHICS (CORE)</b> |    |   |   |
| <b>GENDER</b>                       |    | <i>RESPONDENT GENDER</i>                    |   |
|                                     | 1  | MALE  |   |
|                                     | 2  | FEMALE                                      |   |
|                                     | -1 | DON'T KNOW                                  |   |
|                                     | -2 | REFUSED                                     |   |
| <b>AGE</b>                          |    | <i>RESPONDENT EXACT AGE</i>                 |   |
|                                     | -1 | DON'T KNOW                                  |   |
|                                     | -2 | REFUSED                                     |   |
| <b>AGE9C</b>                        |    | <i>RESPONDENT AGE CATEGORIES</i>            |   |
|                                     | 1  | 0 - 17                                      |   |
|                                     | 2  | 18-24                                       |   |
|                                     | 3  | 25-34                                       |   |
|                                     | 4  | 35-44                                       |   |
|                                     | 5  | 45-54                                       |   |
|                                     | 6  | 55-64                                       |   |
|                                     | 7  | 65+   |   |
|                                     | -2 | MISSING/REFUSED                             |   |
| <b>COMPUTED APS MEASURES</b>        |    |   |   |
| <b>SUB</b>                          |    | <i>REPORTS NEW START-UP EFFORT</i>          |   |
|                                     | 0  | NO  | SUB=1: ALL RESP WHO ANSWER YES OR DK TO EITHER<br>BSTART OR BJOBS |
|                                     | 1  | YES   |   |
| <b>SUBA</b>                         |    | <i>ACTIVELY INVOLVED IN START-UP EFFORT</i> |   |
|                                     | 0  | NO  | SUBA=1 IF SUB=1 AND SUACTS=1                                      |
|                                     | 1  | YES   |   |
| <b>SUBO</b>                         |    | <i>OWNER IN START-UP EFFORT</i>             |   |

|  |   |   |   |
|--|---|---|---|
|  | 0 | NO  |   |
|  | 1 | YES   | SUBO=1 IF SUB=1 AND (SUOWN=1 OR SUOWN=2)  |
| <b>SUBOA</b>   |   | <i>ACTIVELY INVOLVED IN START-UP EFFORT A</i> |   |
|  | 0 | NO  |   |
|  | 1 | YES   | SUBOA=1 IF SUB0=1 AND SUBA=1  |
| <b>THIS VARIABLE IDENTIFIES NASCENT ENTREPRENEUR (SU)</b>  |   |   |   |
| <b>SUBOANW</b>   |   | <i>ACTIVELY INVOLVED IN START-UP EFFORT A</i> |   |
|  | 0 | NO  |   |
|  | 1 | YES   | SUBOANW=1 IF SUBOA=1 AND SUWAGE=0; ALSO INCLUDES RESPONDENTS IN OM-SECTION WHO ARE RECLASSIFIED AS NASCENTS (SUBOANWC)                                  |
| <b>OMBABYX</b>   |   | <i>INVOLVEMENT IN START-UP EFFORT RECLA</i>   |   |
|  | 0 | NO  |   |
|  | 1 | YES   | NO MORE THAN 3 YEARS FROM YEAR OF SURVEY. SINCE 2008 ALSO INCLUDES THOSE WHO ANSWER "NO" TO Q2D1i (SUPAY2)  |
| <b>OMESTBX</b>   |   | <i>INVOLVEMENT IN START-UP EFFORT RECLA</i>   |   |
|  | 0 | NO  |   |
|  | 1 | YES   | OMBABYX=1 IF SUBOA=1 AND SUWAGE=1 AND SUWAGEYR NO MORE THAN 3 YEARS FROM YEAR OF SURVEY. ALSO INCLUDES THOSE WHO ANSWER "YES" TO Q2D1i (SUPAY2)         |
| <b>BABYBUSM</b>  |   | <i>MANAGES A BUSINESS THAT IS UP TO 42 MO</i> |   |
|  | 0 | NO  |   |
|  | 1 | YES   | BABYBUSM=1 IF OWNMGE=1 AND OMWAGEYR NO MORE THAN 3 YEARS FROM YEAR OF SURVEY. SINCE 2008 ALSO INCLUDES THOSE WHO ANSWER NO TO Q3C1 (OMPAY2)             |
| <b>THIS VARIABLE IDENTIFIES BABY BUSINESS OWNER (BB)</b>   |   |   |   |
| <b>BABYBUSO</b>  |   | <i>MANAGES AND OWNS A BUSINESS THAT IS U</i>  |   |
|  | 0 | NO  |   |
|  | 1 | YES   | BABYBUSO=1 IF BABYBUSM=1 AND (OMOWN=1 OR OMOWN=2); ALSO INCLUDES RESPONDENTS IN SU-SECTION WHO ARE RECLASSIFIED AS BABY BUSINESS OWNERS (OMBABYX)       |
| <b>ESTBBUSM</b>  |   | <i>MANAGES A BUSINESS THAT IS OLDER THAN</i>  |   |
|  | 0 | NO  |   |
|  | 1 | YES   | ESTBBUSM=1 IF OWNMGE=1 AND OMWAGEYR NO MORE THAN 3 YEARS FROM YEAR OF SURVEY. ALSO INCLUDES THOSE WHO ANSWER "NO" TO Q3C1 (OMPAY2)                      |
| <b>THIS VARIABLE IDENTIFIES ESTABL BUSINESS OWNER (EB)</b> |   |   |   |
| <b>ESTBBUSO</b>  |   | <i>MANAGES AND OWNS A BUSINESS THAT IS C</i>  |   |
|  | 0 | NO  |   |
|  | 1 | YES   | ESBBUSO=1 IF ESTBBUSM=1 AND (OMOWN=1 OR OMOWN=2); ALSO INCLUDES RESPONDENTS IN SU-SECTION WHO ARE RECLASSIFIED AS ESTABLISHED BUSINESS OWNERS (OMESTBX) |
| <b>ANYBUSOW</b>  |   | <i>ANY BUSINESS OWNER: NASCENT, NEW OR</i>    |   |
|  | 0 | NO  |   |
|  | 1 | YES   |   |
| <b>SUBOANWC</b>  |   | <i>OWNING AND MANAGING A BUSINESS RECLA</i>   |   |
|  | 0 | NO  | SUBOANWC=1 IF OWNMGE=1, OMOWN=1 OR 2,   |

|                 |    |   |   |
|-----------------|----|---|---|
|                 | 1  | YES   | OMWAGEYR=9997 ("NONE YET")  |
| <b>SUBOANW1</b> |    | <i>VALUE SUBOANW BEFORE RECLASSIFICATION</i>  | EQUALS SUBOANW BUT EXCLUDES THOSE WHO WERE RECLASSIFIED (SUBOANWC) - <b>IF CLASSIFIED AS SUBOANW FROM BLOCK 2 RATHER THAN BLOCK 1, THIS IS NO</b>   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
| <b>BABYBUS1</b> |    | <i>VALUE BABYBUS1 BEFORE RECLASSIFICATION</i> | EQUALS BABYBUSO BUT EXCLUDES THOSE WHO WERE RECLASSIFIED (BABYBUSO) - <b>IF CLASSIFIED AS BABYBUSO FROM BLOCK 1 RATHER THAN BLOCK 2, THIS IS NO</b> |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
| <b>ESTBBUS1</b> |    | <i>VALUE ESTBBUS1 BEFORE RECLASSIFICATION</i> | EQUALS ESTBBUSO BUT EXCLUDES THOSE WHO WERE RECLASSIFIED (ESTBBUSO) - <b>IF CLASSIFIED AS ESTBBUSO FROM BLOCK 1 RATHER THAN BLOCK 2, THIS IS NO</b> |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
| <b>BUSOWNER</b> |    | <i>BUSINESS OWNER OF RUNNING BUSINESS (</i>   |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   | COMBINES BABYBUSO AND ESTBBUSO  |
| <b>BO_EXAGR</b> |    | <i>BUSINESS OWNER OF RUNNING BUSINESS (</i>   |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   | COMBINES BABYBUSO AND ESTBBUSO (BUT EXCLUDES THOSE IN AGRICULTURE)  |
| <b>FUTSUPyy</b> |    | <i>EXPECTS TO START BUSINESS IN THE NEXT</i>  |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    |   |
|                 | -2 | REFUSED                                       | DERIVED FROM FUTSUP   |
| <b>DISCENyy</b> |    | <i>SHUT DOWN A BUSINESS IN THE PAST 12 M</i>  |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | DERIVED FROM DISCENT (Q1F), EXCLUDES THOSE WHO RESPOND YES 'TO' EXBUSCON (Q5A). SEE ALSO OTHER VARIABLES EXIT_ENT & EXIT_CTD                        |
|                 | -2 | REFUSED                                       |   |
| <b>KNOWENyy</b> |    | <i>KNOWS A PERSON WHO STARTED A BUSINE</i>    |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON KNOWENT. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION.  |
|                 | -2 | REFUSED / MISSING                             |   |
| <b>OPPORTyy</b> |    | <i>SEES GOOD OPPORTUNITIES FOR STARTING</i>   |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON OPPORT. ADAPTED TO MAKE IT FIT FOR   |

|                 |    |   |   |
|-----------------|----|---|---|
|                 | -2 | REFUSED / MISSING                             | NATIONAL LEVEL AGGREGATION.   |
| <b>SUSKILyy</b> |    | <i>HAS THE RQUIRED KNOWLEDGE/SKILLS TO</i>    |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON SUSKILL. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION.  |
|                 | -2 | REFUSED / MISSING                             |   |
| <b>FRFAILyy</b> |    | <i>FEAR OF FAILURE WOULD PREVENT RESPO</i>    |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON FEARFAIL. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION. |
|                 | -2 | REFUSED / MISSING                             |   |
| <b>EQUALIyy</b> |    | <i>IN MY COUNTRY PEOPLE PREFER UNIFORM</i>    |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON EQUALINC. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION. |
|                 | -2 | REFUSED / MISSING                             |   |
| <b>NBGOODyy</b> |    | <i>IN MY COUNTRY STARTING A BUSINESS IS C</i> |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | 8  | DON'T KNOW                                    | BASED ON NBGOODC. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION.  |
|                 | 9  | REFUSED / MISSING                             |   |
| <b>NBSTATyy</b> |    | <i>IN MY COUNTRY PERSONS GROWING A SUC</i>    |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON NBSTATUS. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION. |
|                 | -2 | REFUSED / MISSING                             |   |
| <b>NBMEDIyy</b> |    | <i>IN MY COUNTRY THERE IS LOTS OF MEDIA C</i> |   |
|                 | 0  | NO  |   |
|                 | 1  | YES   |   |
|                 | -1 | DON'T KNOW                                    | BASED ON NBMEDIA. ADAPTED TO MAKE IT FIT FOR NATIONAL LEVEL AGGREGATION.  |
|                 | -2 | REFUSED / MISSING                             |   |
| <b>INDSUPyy</b> |    | <i>INDIVIDUAL PERCEPTION TO ENTREPRENEU</i>   |   |
|                 | 0  | NONE OUT OF THREE                             |   |
|                 | 1  | ONE OUT OF THREE                              |   |
|                 | 2  | TWO OUT OF THREE                              | SUM OF "YES" SCORES ON KNOWENyy, OPPORTyy AND SUSKILyy                    |
|                 | 3  | THREE OUT OF THREE                            |   |



|                 |    |   |  |
|-----------------|----|---|--|
| <b>CULSUPyy</b> |    | <i>CULTURAL SUPPORT FOR ENTREPRENEURS</i>                   |  |
|                 | 0  | NONE OUT OF THREE   |  |
|                 | 1  | ONE OUT OF THREE  |  |
|                 | 2  | TWO OUT OF THREE  |  |
|                 | 3  | THREE OUT OF THREE  | SUM OF "YES" SCORES ON NBGOODyy, NBSTATyy AND NBMEDlyy   |
|                 |    |   |  |
| <b>TEAyy</b>    |    | <i>INVOLVED IN TOTAL EARLY-STAGE ENTREPRENEURSHIP</i>       |  |
|                 | 0  | NO  |  |
|                 | 1  | YES   | THIS VARIABLE IDENTIFIES TEA TEA =1 IF SUBOANW=1 OR BABYBUSO=1   |
|                 |    |   |  |
| <b>TEAyySTA</b> |    | <i>TEA 20yy: STAGE OF ACTIVITY</i>                          |  |
|                 | 1  | NASCENT ENTREPRENEUR  |  |
|                 | 2  | BABY BUSINESS OWNER   | NOTE: IF RESPONDENT IS INVOLVED IN BOTH THAN TEASTAGE IS SET EQUAL TO 1  |
|                 |    |   |  |
| <b>TEAyyOPP</b> |    | <i>INVOLVED IN OPPORTUNITY EARLY-STAGE ENTREPRENEURSHIP</i> |  |
|                 | 0  | NO  |  |
|                 | 1  | YES   | TEAyyOPP=1 IF TEAyy=1 AND SUREASON/OMREASON=1, 3, OR 4   |
|                 |    |   |  |
| <b>TEAyyNEC</b> |    | <i>INVOLVED IN NECESSITY EARLY-STAGE ENTREPRENEURSHIP</i>   |  |
|                 | 0  | NO  |  |
|                 | 1  | YES   | TEAyyNEC=1 IF TEAyy=1 AND SUREASON/OMREASON=2  |
|                 |    |   |  |
| <b>TEAyyOTH</b> |    | <i>INVOLVED IN EARLY-STAGE ENTREPRENEURSHIP</i>             |  |
|                 | 0  | NO  |  |
|                 | 1  | YES   | TEAyyOPP=1 IF TEAyy=1 AND SUREASON/OMREASON=5  |
|                 |    |   |  |
| <b>TEAyyMOT</b> |    | <i>TEA: OPPORTUNITY, NECESSITY OR OTHER MOTIVE</i>          |  |
|                 | 1  | OPPORTUNITY MOTIVE  |  |
|                 | 2  | NECESSITY MOTIVE  |  |
|                 | 3  | OTHER MOTIVE  | THIS VARIABLE COMBINES TEAyyOPP AND TEAyyNEC   |
|                 |    |   |  |
| <b>TEAyyIDO</b> |    | <i>INVOLVED IN IMPROVEMENT DRIVEN OPPORTUNITY</i>           |  |
|                 | 0  | NO  |  |
|                 | 1  | YES   | AND (ii) OMOPTYPE / OMOPTYPE = 1 OR 2 (DRIVER IS INCREASE INCOME OR INDEPENDENCE). TEAyyIDO=0 FOR ALL OTHER INDIVIDUALS IN TEA; SYSMIS FOR INDIVIDUALS |
|                 |    |   |  |
| <b>TEAyyMIX</b> | 0  | NO  |  |
|                 | 1  | YES   | TEAyyMIX=1 IF TEAyy=1 AND SUREASON/OMREASON=3 OR 4   |
|                 |    |   |  |
| <b>SU_yyWHY</b> |    | <i>MOTIVE FOR NASCENT ENTREPRENEURS</i>                     |  |
|                 | 1  | PURELY OPPORTUNITY MOTIVE                                   |  |
|                 | 2  | PARTLY OPPORTUNITY MOTIVE                                   |  |
|                 | 3  | NECESSITY MOTIVE  |  |
|                 | -2 | CANNOT CODE / DON'T KNOW                                    | THIS VARIABLE COMBINES TEAyyOPP AND TEAyyNEC BUT ALLOWS FOR AN ADDITIONAL OPPORTUNITY CAEGORY (AS IDENTIFIED IN TEAyyMIX). FOR NASCENTS (SU) ONLY.     |
|                 |    |   |  |

|                            |    |   |   |
|----------------------------|----|---|---|
| <b>BB_why</b>              |    | <i>MOTIVE FOR BABY BUSINESS OWNER-MANAGE</i>  |   |
|                            | 1  | PURELY OPPORTUNITY MOTIVE                     | THIS VARIABLE COMBINES TEA <sub>yy</sub> OPP AND TEA <sub>yy</sub> NEC BUT ALLOWS FOR AN ADDITIONAL OPPORTUNITY CATEGORY (AS IDENTIFIED IN TEA <sub>yy</sub> MIX). FOR BABY BUSINESSES (BB) ONLY.               |
|                            | 2  | PARTLY OPPORTUNITY MOTIVE                     |   |
|                            | 3  | NECESSITY MOTIVE                              |   |
|                            | -2 | CANNOT CODE / DON'T KNOW                      |   |
|                            |    |   |   |
| <b>TEA<sub>yy</sub>WHY</b> |    | <i>MOTIVE FOR RESPONDENTS INVOLVED IN TEA</i> |   |
|                            | 1  | PURELY OPPORTUNITY MOTIVE                     | THIS VARIABLE COMBINES TEA <sub>yy</sub> OPP AND TEA <sub>yy</sub> NEC BUT ALLOWS FOR AN ADDITIONAL OPPORTUNITY CATEGORY (AS IDENTIFIED IN TEA <sub>yy</sub> MIX). FOR TEA ONLY.                                |
|                            | 2  | PARTLY OPPORTUNITY MOTIVE                     |   |
|                            | 3  | NECESSITY MOTIVE                              |   |
|                            | -2 | CANNOT CODE/ DON'T KNOW                       |   |
|                            |    |   |   |
| <b>EB_why</b>              |    | <i>MOTIVE FOR ESTABLISHED BUSINESS OWN</i>    |   |
|                            | 1  | PURELY OPPORTUNITY MOTIVE                     | THIS VARIABLE COMBINES TEA <sub>yy</sub> OPP AND TEA <sub>yy</sub> NEC BUT ALLOWS FOR AN ADDITIONAL OPPORTUNITY CATEGORY (AS IDENTIFIED IN TEA <sub>yy</sub> MIX). FOR ESTABL BUSINESSES (EB) ONLY.             |
|                            | 2  | PARTLY OPPORTUNITY MOTIVE                     |   |
|                            | 3  | NECESSITY MOTIVE                              |   |
|                            | -2 | CANNOT CODE / DON'T KNOW                      |   |
|                            |    |   |   |
| <b>SU_MOTIV</b>            |    | <i>MOTIVE FOR NASCENT ENTREPRENEURS</i>       |   |
|                            | 1  | OPPORTUNITY: INCREASE INCOME                  | THIS VARIABLE IS BASED ON SU_ WHY. IT IDENTIFIES TWO DIFFERENT OPPORTUNITY TYPES AND RECLASSIFIES THOSE ANSWERING 'MAINTAIN INCOME' AT Q2Gi FROM OPPORTUNITY TO NON-OPPORTUNITY. FOR NASCENTS (SU) ONLY         |
|                            | 2  | OPPORTUNITY: INDEPENDENCE                     |   |
|                            | 3  | MIXED MOTIVE: COMBINATION OPP/NEC (SEE        |   |
|                            | 4  | NON-OPPORTUNITY: NECESSITY (FROM 2G)          |   |
|                            | -2 | CANNOT CODE / DON'T KNOW                      |   |
|                            |    |   |   |
| <b>BB_MOTIV</b>            |    | <i>MOTIVE FOR BABY BUSINESS OWNER-MANAGE</i>  |   |
|                            | 1  | OPPORTUNITY: INCREASE INCOME                  | THIS VARIABLE IS BASED ON BB_ WHY. IT IDENTIFIES TWO DIFFERENT OPPORTUNITY TYPES AND RECLASSIFIES THOSE ANSWERING 'MAINTAIN INCOME' AT Q3Gi FROM OPPORTUNITY TO NON-OPPORTUNITY. FOR BABY BUSINESSES (BB) ONLY. |
|                            | 2  | OPPORTUNITY: INDEPENDENCE                     |   |
|                            | 3  | MIXED MOTIVE: COMBINATION OPP/NEC (SEE        |   |
|                            | 4  | NON-OPPORTUNITY: NECESSITY (FROM 2G)          |   |
|                            | -2 | CANNOT CODE / DON'T KNOW                      |   |
|                            |    |   |   |
| <b>TEAMOTIV</b>            |    | <i>MOTIVE FOR RESPONDENTS INVOLVED IN TEA</i> |   |
|                            | 1  | OPPORTUNITY: INCREASE INCOME                  | THIS VARIABLE IS BASED ON TEA <sub>WHY</sub> . IT IDENTIFIES TWO DIFFERENT OPPORTUNITY TYPES AND RECLASSIFIES THOSE ANSWERING 'MAINTAIN INCOME' AT Q2Gi/Q3Gi FROM OPPORTUNITY TO NON-OPPORTUNITY. FOR TEA ONLY. |
|                            | 2  | OPPORTUNITY: INDEPENDENCE                     |   |
|                            | 3  | MIXED MOTIVE: COMBINATION OPP/NEC (SEE        |   |
|                            | 4  | NON-OPPORTUNITY: NECESSITY (FROM 2G)          |   |
|                            | -2 | CANNOT CODE/ DON'T KNOW                       |   |
|                            |    |   |   |
| <b>EB_MOTIV</b>            |    | <i>MOTIVE FOR ESTABLISHED BUSINESS OWN</i>    |   |
|                            | 1  | OPPORTUNITY: INCREASE INCOME                  | THIS VARIABLE IS BASED ON EB_ WHY. IT IDENTIFIES TWO DIFFERENT OPPORTUNITY TYPES AND RECLASSIFIES THOSE ANSWERING 'MAINTAIN INCOME' AT Q3Gi FROM OPPORTUNITY TO NON-OPPORTUNITY. FOR ESTABL                     |
|                            | 2  | OPPORTUNITY: INDEPENDENCE                     |   |
|                            | 3  | MIXED MOTIVE: COMBINATION OPP/NEC (SEE        |   |
|                            | 4  | NON-OPPORTUNITY: NECESSITY (FROM 2G)          |   |

|                 |    |  |                       |
|-----------------|----|--|-----------------------|
|                 | -2 | CANNOT CODE / DON'T KNOW                   | BUSINESSES (EB) ONLY. |
| <b>TEAyyMAL</b> |    | <i>INVOLVED IN TEA, MALE</i>               |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (FEMALE)                               |                       |
| <b>TEAyyFEM</b> |    | <i>INVOLVED IN TEA, FEMALE</i>             |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (MALE)                                 |                       |
| <b>TEAyyMOP</b> |    | <i>INVOLVED IN TEA, OPPORTUNITY, MALE</i>  |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (FEMALE)                               |                       |
| <b>TEAyyFOP</b> |    | <i>INVOLVED IN TEA, OPPORTUNITY FEMALE</i> |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (MALE)                                 |                       |
| <b>TEAyyMNE</b> |    | <i>INVOLVED IN TEA, NECESSITY, MALE</i>    |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (FEMALE)                               |                       |
| <b>TEAyyFNE</b> |    | <i>INVOLVED IN TEA, NECESSITY FEMALE</i>   |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (MALE)                                 |                       |
| <b>SUBOPPy</b>  |    | <i>NASCENT ENTREPRENEUR, OPPORTUNITY</i>   |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
|                 | -2 | DNA (FEMALE)                               |                       |
| <b>SUBNECy</b>  |    | <i>NASCENT ENTREPRENEUR, NECESSITY</i>     |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |
| <b>NEMALey</b>  |    | <i>NASCENT ENTREPRENEUR, MALE</i>          |                       |
|                 | 0  | NO   |                       |
|                 | 1  | YES  |                       |

|                    |        |   |   |
|--------------------|--------|---|---|
|                    | -2     | DNA (FEMALE)                                    |   |
| <b>NEFEMayy</b>    |        | <i>NASCENT ENTREPRENEUR, FEMALE</i>             |   |
|                    | 0      | NO  |   |
|                    | 1      | YES   |   |
|                    | -2     | DNA (MALE)                                      |   |
| <b>SU_ISIC4_4D</b> | Jan-99 | <i>SU, INDUSTRY SIC 4-DIGIT CODE</i>            | CODED FROM OPEN ENDED Q                               |
| <b>BB_ISIC4_4D</b> | Jan-99 | <i>BB, INDUSTRY SIC 4-DIGIT CODE</i>            | CODED FROM OPEN ENDED Q                               |
| <b>EB_ISIC4_4D</b> | Jan-99 | <i>EB, INDUSTRY SIC 4-DIGIT CODE</i>            | CODED FROM OPEN ENDED Q                               |
| <b>TEAISIC4_4D</b> | Jan-99 | <i>TEA, INDUSTRY SIC 4-DIGIT CODE</i>           | CODED FROM OPEN ENDED Q                               |
| <b>TEASIC4C</b>    |        | <i>TEA : FIRM TYPE, 4 CATEGORIES</i>            |   |
|                    | 1      | EXTRACTIVE SECTOR                               |   |
|                    | 2      | TRANSFORMING SECTOR                             |   |
|                    | 3      | BUSINESS SERVICES                               |   |
|                    | 4      | CONSUMER ORIENTED                               |   |
|                    | -2     | NOT CLASSIFIED/MISSING                          | EXACT CLASSIFICATION AVAILABLE ON REQUEST             |
| <b>EB_SIC4C</b>    |        | <i>EB : FIRM TYPE, 4 CATEGORIES</i>             |   |
|                    | 1      | EXTRACTIVE SECTOR                               |   |
|                    | 2      | TRANSFORMING SECTOR                             |   |
|                    | 3      | BUSINESS SERVICES                               |   |
|                    | 4      | CONSUMER ORIENTED                               |   |
|                    | -2     | NOT CLASSIFIED/MISSING                          | EXACT CLASSIFICATION AVAILABLE ON REQUEST             |
| <b>TEAISIC4_1D</b> |        | <i>TEA INVOLVEMENT: FIRM TYPE, 1-DIGIT INDU</i> |   |
|                    | 1      | AGRICULTURE, FORESTRY, HUNTING & FISH           |   |
|                    | 2      | MINING & CONSTRUCTION                           |   |
|                    | 3      | MANUFACTURING                                   |   |
|                    | 4      | UTILISATION, TRANSPORT, STORAGE & COM           |   |
|                    | 5      | WHOLESALE TRADE                                 |   |
|                    | 6      | RETAIL TRADE, HOTELS & RESTAURANTS              |   |
|                    | 7      | FINANCIAL INTERMEDIATION, REAL ESTATE,          |   |
|                    | 8      | BUSINESS SERVICES                               |   |
|                    | 9      | GOVERNEMENT, HEALTH, EDUCATION, SOCI            |   |
|                    | 10     | PERSONAL/CONSUMER SERVICES ACTIVITIE            | EXACT CLASSIFICATION FROM 4 DIGIT SIC CODES AVAILABLE |
|                    | -2     | NOT CLASSIFIED/MISSING                          | ON REQUEST  |
| <b>EB_ISIC4_1D</b> |        | <i>ESTABLISHED BUSINESS OWNER: FIRM TYP</i>     |   |
|                    | 1      | AGRICULTURE, FORESTRY, HUNTING & FISH           |   |

|                 |    |  |   |
|-----------------|----|--|---|
|                 | 2  | MINING & CONSTRUCTION                        |   |
|                 | 3  | MANUFACTURING                                |   |
|                 | 4  | UTILISATION, TRANSPORT, STORAGE & COM        |   |
|                 | 5  | WHOLESALE TRADE                              |   |
|                 | 6  | RETAIL TRADE, HOTELS & RESTAURANTS           |   |
|                 | 7  | FINANCIAL INTERMEDIATION, REAL ESTATE        |   |
|                 | 8  | BUSINESS SERVICES                            |   |
|                 | 9  | GOVERNEMENT, HEALTH, EDUCATION, SOCI         |   |
|                 | 10 | PERSONAL/CONSUMER SERVICES ACTIVITIE         | EXACT CLASSIFICATION FROM 4 DIGIT SIC CODES AVAILABLE |
|                 | -2 | NOT CLASSIFIED/MISSING                       | ON REQUEST  |
|                 |    |  |   |
| <b>TEAyyMEM</b> |    | <i>TEA : MARKET EXPANSION MODE</i>           |   |
|                 | 1  | NO MARKET EXPANSION                          |   |
|                 | 2  | SOME MARKET EXPANSION (NO NEW TECHN          |   |
|                 | 3  | SOME MARKET EXPANSION (WITH NEW TECH         | BASED ON RESPONSES TO TEACUST, TEACOMP AND            |
|                 | 4  | PROFOUND MARKET EXPANSION                    | TEATECH (SEE BELOW) ; FOR EXACT DEFINITIONS SEE SPSS  |
|                 | -2 | NOT CLASSIFIED/MISSING                       | SYNTAX  |
|                 |    |  |   |
| <b>EB_MEM</b>   |    | <i>ESTABLISHED BUSINESS : MARKET EXPANSI</i> |   |
|                 | 1  | NO MARKET EXPANSION                          |   |
|                 | 2  | SOME MARKET EXPANSION (NO NEW TECHN          |   |
|                 | 3  | SOME MARKET EXPANSION (WITH NEW TECH         | BASED ON RESPONSES TO EB_CUST, EB_COMP AND            |
|                 | 4  | PROFOUND MARKET EXPANSION                    | EB_TECH (SEE BELOW); FOR EXACT DEFINITIONS SEE SPSS   |
|                 | -2 | NOT CLASSIFIED/MISSING                       | SYNTAX  |
|                 |    |  |   |
| <b>TEACUST</b>  |    | <i>TEA: HOW MANY (POTENTIAL) CUSTOMERS C</i> |   |
|                 | 1  | ALL  |   |
|                 | 2  | SOME   | CALCULATED ONLY FOR THOSE INVOLVED IN TEA (TEAyy);    |
|                 | 3  | NONE   | DON'T KNOWS ARE CONSIDERED AS "NONE"                  |
|                 |    |  |   |
| <b>EB_CUST</b>  |    | <i>EB: HOW MANY (POTENTIAL) CUSTOMERS C</i>  |   |
|                 | 1  | ALL  |   |
|                 | 2  | SOME   | CALCULATED ONLY FOR THOSE INVOLVED IN ESTABLISHED     |
|                 | 3  | NONE   | BUSINESS (ESTBBUSO). DON'T KNOWS ARE CONSIDERED AS    |
|                 |    |  |   |
| <b>TEACOMP</b>  |    | <i>TEA: HOW MANY BUSINESSES OFFER THE SA</i> |   |
|                 | 1  | MANY   |   |
|                 | 2  | FEW  | CALCULATED ONLY FOR THOSE INVOLVED IN TEA (TEAyy).    |
|                 | 3  | NONE   | DON'T KNOWS ARE CONSIDERED AS "MANY"                  |
|                 |    |  |   |
|                 |    | <i>EB: HOW MANY BUSINESSES OFFER THE SA</i>  |   |
| <b>EB_COMP</b>  | 1  | MANY   | CALCULATED ONLY FOR THOSE INVOLVED IN ESTABLISHED     |
|                 | 2  | FEW  | BUSINESS (ESTBBUSO). DON'T KNOWS ARE CONSIDERED AS    |
|                 | 3  | NONE   | "MANY"  |

|                 |    |  |   |
|-----------------|----|--|---|
| <b>TEATECH</b>  |    | <i>TEA: WERE THE TECHNOLOGIES OR PROCESSES</i> |   |
|                 | 1  | NO : VERY LATEST TECHNOLOGY                    |   |
|                 | 2  | YES : NEW TECHNOLOGY (1 TO 5 YEARS)            | CALCULATED ONLY FOR THOSE INVOLVED IN TEA (TEAyy).<br>DON'T KNOWS ARE CONSIDERED AS "OLD TECHNOLOGY"  |
|                 | 3  | YES : OLD TECHNOLOGY                           |   |
| <b>EB_TECH</b>  |    | <i>EB: WERE THE TECHNOLOGIES OR PROCESSES</i>  |   |
|                 | 1  | NO : VERY LATEST TECHNOLOGY                    |   |
|                 | 2  | YES : NEW TECHNOLOGY (1 TO 5 YEARS)            | CALCULATED ONLY FOR THOSE INVOLVED IN ESTABLISHED<br>BUSINESS (ESTBBUSO). DON'T KNOWS ARE CONSIDERED AS<br>"OLD TECHNOLOGY"                                   |
|                 | 3  | YES : OLD TECHNOLOGY                           |   |
| <b>TEAyyNTC</b> |    | <i>TEA: USES THE LATEST TECHNOLOGY?</i>        |   |
|                 | 0  | NO INDICATION (NO)                             | THIS VARIABLE IS BASED ON TEATECH; TEAyyNTC=1 IF<br>TEATECH=1; THIS ENABLES COMPARISON WITH GEM 2002-<br>2004 WHEN THERE WERE ONLY TWO RESPONSE<br>CATEGORIES |
|                 | 1  | INDICATION (YES)                               |   |
|                 | -2 | NOT CLASSIFIED/MISSING                         |   |
| <b>EB_yyNTC</b> |    | <i>TEA: USES THE LATEST TECHNOLOGY?</i>        |   |
|                 | 0  | NO INDICATION (NO)                             | THIS VARIABLE IS BASED ON EB_TECH; EB_yyNTC=1 IF<br>EB_TECH=1; THIS ENABLES COMPARISON WITH GEM 2002-<br>2004 WHEN THERE WERE ONLY TWO RESPONSE<br>CATEGORIES |
|                 | 1  | INDICATION (YES)                               |   |
|                 | -2 | NOT CLASSIFIED/MISSING                         |   |
| <b>TEAHITEC</b> |    | <i>TEA: TECHNOLOGY LEVEL OF THE SECTOR</i>     |   |
|                 | 0  | NO/LOW TECHNOLOGY SECTOR                       | FROM TEATYPE. CLASSIFICATION BASED ON OECD SCHEME;<br>DETAILS ON CLASSIFICATION IN SPSS SYNTAX  |
|                 | 1  | MEDIUM-TECH SECTOR                             |   |
|                 | 2  | HIGH-TECH SECTOR                               |   |
|                 | -2 | NOT CLASSIFIED/MISSING                         |   |
| <b>EB_HITEC</b> |    | <i>EB: TECHNOLOGY LEVEL OF THE SECTOR</i>      |   |
|                 | 0  | NO/LOW TECHNOLOGY SECTOR                       | FROM EB_TYPE. CLASSIFICATION BASED ON OECD SCHEME;<br>DETAILS ON CLASSIFICATION IN SPSS SYNTAX  |
|                 | 1  | MEDIUM-TECH SECTOR                             |   |
|                 | 2  | HIGH-TECH SECTOR                               |   |
|                 | -2 | NOT CLASSIFIED/MISSING                         |   |
| <b>TEAyyTEC</b> |    | <i>TEA: TECHNOLOGY SECTOR</i>                  |   |
|                 | 0  | NO/LOW TECHNOLOGY SECTOR                       | DERIVED FROM TEAHITEC   |
|                 | 1  | MEDIUM- OR HIGH-TECH SECTOR                    |   |
| <b>EB_yyTEC</b> |    | <i>EB: TECHNOLOGY SECTOR</i>                   |   |
|                 | 0  | NO/LOW TECHNOLOGY SECTOR                       | DERIVED FROM EB_HITEC   |
|                 | 1  | MEDIUM- OR HIGH-TECH SECTOR                    |   |
| <b>TEAyyNPM</b> |    | <i>TEA: NEW PRODUCT MARKET COMBINATION</i>     |   |
|                 | 0  | NO INDICATION (NO)                             | TEAyyNPM=1 IF PRODUCT IS NEW TO ALL/MOST CUSTOMERS<br>(FROM TEACUST) AND THERE ARE NO/FEW COMPETITORS   |
|                 | 1  | INDICATION (YES)                               |   |

|                 |    |   |   |
|-----------------|----|---|---|
|                 | -2 | NOT CLASSIFIED/MISSING                          | (FROM TEACOMP)  |
| <b>EB_yyNPM</b> |    | <i>EB: NEW PRODUCT MARKET COMBINATION</i>       |   |
|                 | 0  | NO INDICATION (NO)                              | EB_yyNPM=1 IF PRODUCT IS NEW TO ALL/MOST CUSTOMERS (FROM EB_CUST) AND THERE ARE NO/FEW COMPETITORS (FROM EB_COMP) |
|                 | 1  | INDICATION (YES)                                |   |
|                 | -2 | NOT CLASSIFIED/MISSING                          |   |
| <b>TEAyyJNW</b> |    | <i>TEA: CURRENT NUMBER OF JOBS, 4 CATEG</i>     |   |
|                 | 1  | NO JOBS   |   |
|                 | 2  | 1-5 JOBS  |   |
|                 | 3  | 9-19 JOBS                                       |   |
|                 | 4  | 20+ JOBS  |   |
| <b>EB_yyJNW</b> |    | <i>EB: CURRENT NUMBER OF JOBS, 4 CATEG</i>      |   |
|                 | 1  | NO JOBS   |   |
|                 | 2  | 1-5 JOBS  |   |
|                 | 3  | 9-19 JOBS                                       |   |
|                 | 4  | 20+ JOBS  |   |
| <b>TEAyyJ5Y</b> |    | <i>TEA: EXPECTED NUMBER OF JOBS 5 YEARS</i>     |   |
|                 | 1  | NO JOBS   |   |
|                 | 2  | 1-5 JOBS  |   |
|                 | 3  | 9-19 JOBS                                       |   |
|                 | 4  | 20+ JOBS  |   |
| <b>EB_yyJ5Y</b> |    | <i>EB: EXPECTED NUMBER OF JOBS 5 YEARS F</i>    |   |
|                 | 1  | NO JOBS   |   |
|                 | 2  | 1-5 JOBS  |   |
|                 | 3  | 9-19 JOBS                                       |   |
|                 | 4  | 20+ JOBS  |   |
| <b>TEAJOBGR</b> |    | <i>TEA: EXPECTED JOB GROWTH (PERSONS) IN</i>    | DISTRIBUTION  |
| <b>EB_JOBGR</b> |    | <i>EB: EXPECTED JOB GROWTH (PERSONS) IN</i>     | DISTRIBUTION  |
| <b>TEAJOBGP</b> |    | <i>TEA: EXPECTED JOB GROWTH (PERCENTAGE</i>     | SET AT 0.5 SOLELY FOR CALCULATING THIS PERCENTAGE   |
| <b>EB_JOBGP</b> |    | <i>EB: EXPECTED JOB GROWTH (PERCENTAGE</i>      | SET AT 0.5 SOLELY FOR CALCULATING THIS PERCENTAGE   |
| <b>TEAyyJOB</b> |    | <i>TEA: EXPECTED JOB GROWTH &gt;= 10 PERSON</i> |   |
|                 | 0  | NO  | DERIVED FROM TEAJOBR AND TEAJOBGP   |
|                 | 1  | YES   |   |
| <b>EB_yyJOB</b> |    | <i>EB: EXPECTED JOB GROWTH &gt;= 10 PERSON</i>  |   |

|                            |       |  |  |
|----------------------------|-------|--|--|
|                            | 0     | NO                                       |  |
|                            | 1     | YES                                      | DERIVED FROM EB_JOB1 AND EB_JOB2   |
| <b>SU_OWNER (SU_09tmz)</b> | 1-Oct | SU: NUMBER OF OWNERS IN FIRM             | MAXIMUM SET AT 10  |
| <b>BB_OWNER (BB_09tmz)</b> | 1-Oct | BB: NUMBER OF OWNERS IN FIRM             | MAXIMUM SET AT 10  |
| <b>EB_OWNER (EB_09tmz)</b> | 1-Oct | EB: NUMBER OF OWNERS IN FIRM             | MAXIMUM SET AT 10  |
| <b>TEAOWNER (TEA09tmz)</b> | 1-Oct | TEA: NUMBER OF OWNERS IN FIRM            | MAXIMUM SET AT 10  |
| <b>TEAyyEMP</b>            |       | INVOLVED IN TEA & ANY JOBS NOW OR IN 5   |  |
|                            | 0     | NO (INCLUDES PEOPLE NOT INVOLVED IN TE   |  |
|                            | 1     | YES                                      | TEAyyEMP=1 IF TEAyy=1 AND (TEAyyJNW>1 OR TEAyyJ5Y>1)   |
| <b>EB_yyEMP</b>            |       | INVOLVED IN EB & ANY JOBS NOW OR IN 5 Y  |  |
|                            | 0     | NO (INCLUDES PEOPLE NOT INVOLVED IN TE   |  |
|                            | 1     | YES                                      | EB_yyEMP=1 IF ESTBBUSO=1 AND (EB_yyJNW>1 OR EB_yyJ5Y>1)  |
| <b>TEAyyHJG</b>            |       | INVOLVED IN TEA & EXPECTS 20+ JOBS IN 5  |  |
|                            | 0     | NO (INCLUDES PEOPLE NOT INVOLVED IN TE   |  |
|                            | 1     | YES                                      | TEAyyHJG=1 IF TEAyy=1 AND (TEAyyJ5Y=4)   |
| <b>EB_yyHJG</b>            |       | INVOLVED IN EB & EXPECTS 20+ JOBS IN 5 Y |  |
|                            | 0     | NO (INCLUDES PEOPLE NOT INVOLVED IN TE   |  |
|                            | 1     | YES                                      | EB_yyHJG=1 IF ESTBBUSO=1 AND (EB_yyJ5Y=4)  |
| <b>TEAEXP4C</b>            |       | TEA: INTERNATIONAL ORIENTATION, 4 CATEG  |  |
|                            | 1     | 76%-100%                                 |  |
|                            | 2     | 26%-75%                                  |  |
|                            | 3     | 1%-25%                                   |  |
|                            | 4     | NONE                                     |  |
|                            | -2    | DON'T KNOW / REFUSED                     | BASED ON TEAyy, SUEXPORT AND OMEXPORT. In 2010 these options were presented as overlapping ranges (1-25; 25-75, 75-100). Because this question asks for an approximate estimate, a respondent will not have to choose between 25 and 26, for example, and this discrepancy does not influence the results.   |
| <b>EB_EXP4C</b>            |       | EB: INTERNATIONAL ORIENTATION, 4 CATEG   |  |
|                            | 1     | 76%-100%                                 |  |
|                            | 2     | 26%-75%                                  |  |
|                            | 3     | 1%-25%                                   |  |
|                            | 4     | NONE                                     |  |
|                            | -2    | DON'T KNOW / REFUSED                     | BASED ON ESTBBUSO, SUEXPORT AND OMEXPORT. In 2010 these options were presented as overlapping ranges (1-25; 25-75, 75-100). Because this question asks for an approximate estimate, a respondent will not have to choose between 25 and 26, for example, and this discrepancy does not influence the results |
| <b>SU_OPTYP</b>            |       | SU: OPPORTUNITY TYPE, 4 CATEGORIES       |  |
|                            | 1     | GREATER INDEPENDENCE                     |  |
|                            | 2     | INCREASE PERSONAL INCOME                 |  |



|                 |    |  |   |
|-----------------|----|--|---|
|                 | 3  | JUST MAINTAIN INCOME                                   |   |
|                 | 4  | OTHER  |   |
|                 | 8  | DON'T KNOW   | DERIVED FROM SUOPTYPE/OMOPTYPE. NOTE: RESPONSES ARE ONLY AVAILABLE FOR THOSE INVOLVED IN PURE (NOT PART) OPPORTUNITY ENTREPRENEURSHIP |
|                 | -2 | REFUSED  |   |
| <b>BB_OPTYP</b> |    | <i>BB: OPPORTUNITY TYPE, 4 CATEGORIES</i>              |   |
|                 | 1  | GREATER INDEPENDENCE                                   |   |
|                 | 2  | INCREASE PERSONAL INCOME                               |   |
|                 | 3  | JUST MAINTAIN INCOME                                   |   |
|                 | 4  | OTHER  |   |
|                 | 8  | DON'T KNOW   | DERIVED FROM SUOPTYPE/OMOPTYPE. NOTE: RESPONSES ARE ONLY AVAILABLE FOR THOSE INVOLVED IN PURE (NOT PART) OPPORTUNITY ENTREPRENEURSHIP |
|                 | -2 | REFUSED  |   |
| <b>TEAOPTYP</b> |    | <i>TEA: OPPORTUNITY TYPE, 4 CATEGORIES</i>             |   |
|                 | 1  | GREATER INDEPENDENCE                                   |   |
|                 | 2  | INCREASE PERSONAL INCOME                               |   |
|                 | 3  | JUST MAINTAIN INCOME                                   |   |
|                 | 4  | OTHER  |   |
|                 | 8  | DON'T KNOW   | DERIVED FROM SUOPTYPE/OMOPTYPE. NOTE: RESPONSES ARE ONLY AVAILABLE FOR THOSE INVOLVED IN PURE (NOT PART) OPPORTUNITY ENTREPRENEURSHIP |
|                 | -2 | REFUSED  |   |
| <b>EXIT_RS</b>  |    | <i>EXIT: REASON OF EXIT, 8 CATEGORIES</i>              |   |
|                 | 1  | OPPORTUNITY TO SELL THE BUSINESS                       |   |
|                 | 2  | BUSINESS NOT PROFITABLE                                |   |
|                 | 3  | PROBLEMS GETTING FINANCE                               |   |
|                 | 4  | ANOTHER JOB OR BUSINESS OPPORTUNITY                    |   |
|                 | 5  | EXIT WAS PLANNED IN ADVANCE                            |   |
|                 | 6  | RETIREMENT   |   |
|                 | 7  | PERSONAL REASONS                                       |   |
|                 | 8  | INCIDENT   |   |
|                 | 10 | GOVERNMENT/TAX POLICY/BUREAUCRACY                      |   |
|                 | -3 | OTHER  |   |
|                 | -1 | DON'T KNOW   |   |
|                 | -2 | REFUSED  |   |
| <b>EXIT_CTD</b> |    | <i>EXIT: DISCONTINUED A BUSINESS IN PAST 12 MONTHS</i> |   |
|                 | 0  | NO INDICATION (NO)                                     | VARIABLE FOR ALL RESPONDENTS (ZEROS FOR RESPONDENTS WHO DID NOT DISCONTINUED A BUSINESS)  |
|                 | 1  | INDICATION (YES)                                       | BASED ON Q1F AND Q5A  |
|                 | -2 | NOT CLASSIFIED/MISSING                                 |   |
| <b>EXIT_ENT</b> |    | <i>EXIT: DISCONTINUED A BUSINESS IN PAST 12 MONTHS</i> |   |
|                 | 0  | NO INDICATION (NO)                                     | VARIABLE FOR ALL RESPONDENTS (ZEROS FOR RESPONDENTS WHO DID NOT DISCONTINUED A BUSINESS)  |
|                 | 1  | INDICATION (YES)                                       | BASED ON Q1F AND Q5A  |
|                 | -2 | NOT CLASSIFIED/MISSING                                 |   |

|                |                  |   |  |
|----------------|------------------|---|--|
| TEANEC_P       | 0 (NO) / 1 (YES) | TEA: percent necessity (in sample of early-stage entrepreneurs)                               |  |
| TEAOPP_P       | 0 (NO) / 1 (YES) | TEA:percent opportunity (in sample of early-stage entrepreneurs)                              |  |
| FRFAILOP       | 0 (NO) / 1 (YES) | Fear of failure (in 18-64 sample perceiving good opportunities to start a business)           |  |
| FUTSUPNO       | 0 (NO) / 1 (YES) | Entrepreneurial intentions (in 18-64 sample that is not involved in entrepreneurial activity) |  |
| TEAJOBEX       | 0 (NO) / 1 (YES) | TEA: expects more than 5 employees in next five years   |  |
| TEANEWPR       | 0 (NO) / 1 (YES) | TEA: product is new to all or some customers  |  |
| TEANEWMK       | 0 (NO) / 1 (YES) | TEA: new market (few/no businesses offer the same product)                                    |  |
| TEAEXPST       | 0 (NO) / 1 (YES) | TEA: strong international orientation (more than 25% of customers from outside country)       |  |
| TEAEXPWK       | 0 (NO) / 1 (YES) | TEA: weak international orientation (more than 1% of customers from outside country)          |  |
| IPACT_ALL      | 0 (NO) / 1 (YES) | Active as intrapreneur in past three years (base: a   | ENTREPRENEURIAL EMPLOYEE ACTIVITY (OPTIONAL) |
| IPACT_EMP      | 0 (NO) / 1 (YES) | Active as intrapreneur in past three years (base: e   |  |
| IPACTNOW_ALL   | 0 (NO) / 1 (YES) | Active as intrapreneur now (base: adult populatio   |  |
| IPACTNOW_EMP   | 0 (NO) / 1 (YES) | Active as intrapreneur now (base: employment pc   |  |
| IPACTLD_ALL    | 0 (NO) / 1 (YES) | Active and leading as intrapreneur in past three y  |  |
| IPACTLD_EMP    | 0 (NO) / 1 (YES) | Active and leading as intrapreneur in past three y  |  |
| IPACTLDNOW_ALL | 0 (NO) / 1 (YES) | Active and leading as intrapreneur now (base: ad  |  |
| IPACTLDNOW_EMP | 0 (NO) / 1 (YES) | Active and leading as intrapreneur now (base: ent   |  |