

## APPLICANT QUESTIONNAIRE

*As well as directly supporting your activities, BUDS compiles responses that will lead to positive actions being taken by the Private Sector Foundation Uganda, Donors, Associations and Government to better the business environment. By assisting with this survey you assist the entire private sector. Thank you.*

1. Name of the Enterprise/Association \_\_\_\_\_

2. Basic business activity of your firm/Association. Please tick **one**:     [    ] Commerce [    ]  
Service [    ] Manufacturing [    ] Commercial farming [    ] Consultancy/Business support

3. Specific principal business activity of your firm/Association. Please describe:

4. Total Number of permanent employees \_\_\_\_\_ No. of women \_\_\_\_\_

5. Number of temporary casual employees \_\_\_\_\_ No. of women \_\_\_\_\_

6. Approximate total sales in last calendar year in US\$ \_\_\_\_\_

7. Product line/ Services Description	% of Sales	% Exported
_____	_____	_____
_____	_____	_____
_____	_____	_____

8. Please rate the following common management problems in your business, by circling from 0 "Not applicable", 1 "No problem", 2 "Minor problem", 3 "Moderate problem", 4 "Big problem", or 5 "immense problem"

a) Diagnosing and resolving problems	0	1	2	3	4	5
b) Meeting product quality standards of customers	0	1	2	3	4	5
c) Maintaining stocks of finished goods	0	1	2	3	4	5
d) Low productivity of workers/employees	0	1	2	3	4	5
e) Providing quality service to customers	0	1	2	3	4	5
f) Managing bookkeeping and costing	0	1	2	3	4	5
g) Managing business finances	0	1	2	3	4	5
h) Managing my employees	0	1	2	3	4	5
i) Promoting my products and services	0	1	2	3	4	5
j) Achieving wide distribution	0	1	2	3	4	5
k) Competing on price	0	1	2	3	4	5
l) Competing on quality	0	1	2	3	4	5
m) Identifying new customers, markets	0	1	2	3	4	5

9. In operating your business, how severe is each of the following problems with relation to **external business services**? (Please circle as per instructions in question 8.)

a) Availability of qualified business consultants	0	1	2	3	4	5
b) Availability of affordable, qualified consultants	0	1	2	3	4	5
c) Availability of practical training courses	0	1	2	3	4	5
d) Availability of qualified production experts	0	1	2	3	4	5
e) Availability of testing laboratories	0	1	2	3	4	5
f) Availability of professional distribution companies	0	1	2	3	4	5
g) Availability of qualified accountants	0	1	2	3	4	5
h) Availability of raw material suppliers	0	1	2	3	4	5
i) Availability of competent legal services	0	1	2	3	4	5
j) Availability of foreign market information	0	1	2	3	4	5
k) Availability of professional advertising advise	0	1	2	3	4	5

10. How severe are each of the following constraints for the growth and future operation of your company? (Please circle as per instructions in question 8)

a) Lack of demand	0	1	2	3	4	5
b) Excessive competition from foreign products/services	0	1	2	3	4	5
c) Excessive competition from local products/services	0	1	2	3	4	5
d) Quality of the labour force	0	1	2	3	4	5
e) Access to or cost of loans	0	1	2	3	4	5
f) Transport costs	0	1	2	3	4	5
g) Electricity costs and outages	0	1	2	3	4	5
h) Telecommunications difficulties	0	1	2	3	4	5
i) High taxes and/or burdensome tax administration	0	1	2	3	4	5
j) Import costs, regulations, red tape	0	1	2	3	4	5
k) Export costs	0	1	2	3	4	5
l) Export market protection	0	1	2	3	4	5
m) Political and economic uncertainty	0	1	2	3	4	5

**Thank you for your cooperation.**

Entry frm(15.06.06)