

As well as directly supporting your activities, BUDS compiles responses that will lead to positive actions being taken by the Private Sector Foundation Uganda to better the business environment.
By assisting to fill in this questionnaire, you assist the entire private sector. Thank you.

APPLICANT QUESTIONNAIRE

1. Name of the Enterprise/Association _____

2. Basic business activity of your firm/Association. Please tick **one**:

- Manufacturing Commerce Commercial farming
 Service Consultancy/Business support Other

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"

	YOUR PARTNER IN PRIVATE SECTOR LED DEVELOPMENT					
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 employees	0	1	2	3	4	5
i) Promoting 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) Competition from foreign products/services	0	1	2	3	4	5
c) 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
--	---	---	---	---	---	---

YOUR PARTNER IN PRIVATE SECTOR LED DEVELOPMENT

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.