```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

```
*** OUESTION #1 ***
Hello, may I speak with [2]##?
My name is [I]## and I'm calling from the Survey Research
Center at the University of Kentucky. I'm calling today to ask for
your participation in a study of government-funded worker training
programs. Because not enough is known about the types of training provided to
workers, the U.S. Small Business Administration is funding a
nationwide survey of selected employers that focuses on training programs and how
new workers are trained at their jobs. Your business is one of a small
number of large and small employers scientifically selected at random
to participate. The interview should take only about 15 minutes to
complete. Would you be the appropriate person to talk to about this?
[IF NOT: ASK TO SPEAK TO THE PROPER PERSON AND REPEAT INTRODUCTION]
 GO TO Q. #2 ====> <1> Continue
DISP CODE #1 ====> <2> No answer/answering machine
DISP CODE #2 ====> <3> Phone busy
DISP CODE #3 ====> <4> Disconnected phone
DISP CODE #13 ====> <5> Not a business phone
DISP CODE #6 ====> <6> Initial refusal
DISP CODE #7 ====> <7> Computer tone
DISP CODE #8 ====> <8> Language problems
 DISP CODE #9 ====> <9> Schedule callback
DISP CODE #14 ====> <10> No eligible respondent
 GO TO Q. #2 ====> <11> #
*** OUESTION #2 ***
All responses you give to any of the questions in this study will be
kept confidential to the extent permitted by law and will be used only
in summary form. Your responses will not be released in any way that
might permit your company to be identified. We would like to begin by
asking a few questions about your company. We realize that some
companies may not have all of the information requested. In those
cases, please provide your best estimate.
First, approximately how many individuals are currently employed by
your company AT YOUR LOCATION?
IF RESPONDENT WORKS FOR SEVERAL LOCATIONS, ASK HIM/HER TO ANSWER
WITH RESPECT TO LOCATION AT:] [4]##
[5]##
[6]##
[IF UNSURE, PROBE FOR BEST ESTIMATE; DK/REF=99999]
 GO TO O. #3 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 1 THRU 99999 --
-- ANSWER REQUIRED --
*** OUESTION #3 ***
Does your company currently operate at more than one location?
 GO TO Q. #4 ====> <1> Yes
```

```
GO TO Q. #6 ====> <2> No
GO TO Q. #6 ====> <3> #
GO TO Q. #6 ====> <4> #
GO TO Q. #6 ====> <5> #
GO TO Q. #6 ====> <6> #
GO TO Q. #6 ====> <7> #
GO TO Q. #6 ====> <8> DK
```

Questionnaire name: SBA01 06/01/01 - 11:31 AM

Page 2

```
GO TO O. #6 ====> <9> REF
*** OUESTION #4 ***
How many locations?
[IF UNSURE, PROBE FOR BEST ESTIMATE; DK/REF=9999]
GO TO Q. #5 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 1 THRU 9999 --
-- ANSWER REQUIRED --
*** OUESTION #5 ***
Approximately how many individuals currently are employed by your
```

company at ALL LOCATIONS?

[IF UNSURE, PROBE FOR BEST ESTIMATE; DK/REF=999999] GO TO Q. #6 ====> <1> Numeric open end

- -- NUMERIC OPEN END RANGE IS 1 THRU 999999 --
- -- ANSWER REQUIRED --

### \*\*\* OUESTION #6 \*\*\*

Have you ever heard of the Workforce Investment Act (WIA), Job Training Partnership Act (JTPA), or any other government-financed training programs?

```
GO TO Q. #7 ====> <1> Yes
GO TO Q. #17 ====> <2> No
GO TO Q. #17 ===> <3>#
GO TO Q. #17 ====> <4>#
GO TO Q. #17 ====> <5>#
GO TO Q. #17 ===> <6>#
GO TO O. #17 ====> <7>#
GO TO O. #17 ====> <8> DK
GO TO Q. #17 ====> <9> REF
```

### \*\*\* OUESTION #7 \*\*\*

Have you, or anyone at this location, ever hired a worker through one or more of these programs?

```
GO TO Q. #8 ====> <1> Yes
GO TO Q. #16 ====> <2> No
GO TO Q. #16 ====> <3>#
GO TO Q. #16 ====> <4>#
GO TO Q. #16 ====> <5>#
GO TO O. #16 ====> <6>#
GO TO Q. #16 ====> <7>#
GO TO Q. #16 ====> <8> DK
GO TO Q. #16 ====> <9> REF
```

## \*\*\* QUESTION #8 \*\*\*

How many new hires in the last two years at this location have come from these programs?

[DK/REF=9999]

- GO TO Q. #9 ====> <1> Numeric open end -- NUMERIC OPEN END RANGE IS 0 THRU 9999 -- -- ANSWER REQUIRED --

\*\*\* QUESTION #9 \*\*\*

Approximately how many TOTAL new hires at this location have been made in the last two years?

Questionnaire name: SBA01 06/01/01 - 11:31 AM

```
[DK/REF=9999]
 GO TO Q. #10 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 9999 --
-- ANSWER REQUIRED --
*** OUESTION #10 ***
What type of worker training program have you used the MOST? Is it a:
 GO TO O. #12 ====> <1> Federal program (WIA, JTPA, etc.)
 GO TO Q. #12 ====> <2> State-funded training program
 GO TO Q. #12 ====> <3> City/municipal training program, or
 GO TO O. \#12 ===> <4> Some other type
-- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #11 --
 GO TO Q. #12 ====> <5>#
 GO TO Q. #12 ===> <6>#
 GO TO Q. #12 ====> <7>#
 GO TO Q. #12 ===> <8> DK
 GO TO Q. #12 ====> <9> REF
*** OUESTION #11 ***
Other type of program
 GO TO Q. #12 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** QUESTION #12 ***
In what way does this program MOST meet the training needs of your
business? (PROMPT WITH 1-4 IF NECESSARY)
 GO TO Q. #14 ====> <1> Provides workers with job-specific skills
needed by
              my business.
 GO TO Q. #14 ====> <2> Provides workers with good general
 GO TO Q. #14 ====> <3> Provides workers with more responsibility
(i.e.,
              more punctual).
 GO TO Q. #14 ====> <4> Provides workers with good literacy skills.
 GO TO Q. #14 ====> <5> Program does not meet needs (VOLUNTEERED)
 GO TO Q. #14 ====> <6> Other
 -- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #13 --
 GO TO Q. #14 ====> <7>#
 GO TO O. #14 ====> <8>#
 GO TO Q. #14 ====> <9> DK
 GO TO Q. #14 ====> <10> REF
*** QUESTION #13 ***
Other manner program meets needs.
 GO TO Q. #14 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
```

## \*\*\* QUESTION #14 \*\*\*

Has using this training program INCREASED, DECREASED, or NOT AFFECTED worker retention at your business?

```
GO TO Q. #15 ====> <1> INCREASED worker retention
```

GO TO Q. #15 ====> <2> DECREASED worker retention

GO TO Q. #15 ====> <3> NOT AFFECTED worker retention

GO TO Q. #15 ====> <4>#

GO TO Q. #15 ====> <5>#

GO TO Q. #15 ====> <6>#

GO TO Q. #15 ====> <7>#

Questionnaire name: SBA01 06/01/01 - 11:31 AM

Page 4

```
GO TO Q. #15 ====> <8> DK
GO TO Q. #15 ====> <9> REF
```

### \*\*\* OUESTION #15 \*\*\*

In future hiring, would you employ workers through this government training program?

```
GO TO Q. #17 ====> <1> Yes
GO TO Q. #17 ====> <2> No
GO TO Q. #17 ====> <3> #
GO TO Q. #17 ====> <4> #
GO TO Q. #17 ====> <5> #
GO TO Q. #17 ====> <6> #
GO TO Q. #17 ====> <7> #
GO TO Q. #17 ====> <8> DK
GO TO Q. #17 ====> <9> REF
```

## \*\*\* QUESTION #16 \*\*\*

What is the main reason you have not hired a worker through a government training program?

```
GO TO Q. #17 ====> <1> Workers not adequately trained
```

GO TO Q. #17 ====> <2> Workers never applied

GO TO Q. #17 ====> <3> Did not know how to go about hiring a person from a

### training program

```
GO TO Q. #17 ====> <4> Too much paperwork to hire a worker GO TO Q. #17 ====> <5> Some other reason
```

-- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #20 --

```
GO TO Q. #17 ====> <6> #
GO TO Q. #17 ====> <7> #
GO TO Q. #17 ====> <8> DK
GO TO Q. #17 ====> <9> REF
```

## \*\*\* QUESTION #17 \*\*\*

I'd like to ask you to think of the last new permanent part-time or full-time employee your company hired at this location prior to MARCH 1, 2001 regardless of whether that person is still employed by your company. I'm going to ask you some questions about that person and the position he or she was hired to fill. To make it easier

to refer to him/her during the rest of the interview, could you please give me his/her first OR last name?

```
GO TO Q. #21 ====> <1> Open end -- MULTI-PUNCH -- -- ANSWER REQUIRED --
```

### \*\*\* QUESTION #18 \*\*\*

I'd like to ask you to think of the last new permanent part-time or full-time employee your company hired through a GOVERNMENT SPONSORED TRAINING PROGRAM at this location prior to MARCH 1, 2001 regardless of whether that person is still employed by your company. I'm going to ask you some questions about that

person and the position he or she was hired to fill. To make it easier

refer to him/her during the rest of the interview, could you please give

me his/her first OR last name?
GO TO Q. #19 ====> <1> Open end

- -- MULTI-PUNCH --
- -- ANSWER REQUIRED --
- \*\*\* QUESTION #19 \*\*\*

<sup>\*</sup>Dummy counter question indicating we have switched to second version.

```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

-- ANSWER REQUIRED --

```
GO TO Q. #21 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** QUESTION #20 ***
Other reason not hire through program.
GO TO Q. #21 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** QUESTION #21 ***
Is [q17]## a male or female?
GO TO Q. #22 ====> <1> Male
GO TO Q. #22 ===> <2> Female
GO TO Q. #22 ===> <3>#
GO TO Q. #22 ===> <4>#
 GO TO Q. #22 ====> <5>#
 GO TO Q. #22 ====> <6>#
GO TO Q. #22 ====> <7>#
GO TO Q. #22 ===> <8> DK
GO TO Q. #22 ===> <9> REF
*** OUESTION #22 ***
What is [q17]##'s job title?
JIF RESPONDENT DOES NOT GIVE SPECIFIC TITLE, ASK FOR DESCRIPTION OF
MAJOR JOB DUTIES. DK=98; REF=99]
GO TO Q. \#23 ===> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** OUESTION #23 ***
Does [q17]## supervise the work of others as a part of this
job?
GO TO Q. #24 ====> <1> Yes
GO TO Q. #26 ====> <2> No
GO TO Q. #26 ====> <3>#
GO TO Q. #26 ====> <4>#
GO TO Q. #26 ====> <5>#
 GO TO Q. #26 ====> <6>#
GO TO Q. #26 ====> <7>#
GO TO O. #26 ====> <8> DK
GO TO Q. #26 ====> <9> REF
*** OUESTION #24 ***
How many people does [q17]## supervise directly?
[9997 OR MORE=9997; DK=9998; REF=9999]
GO TO Q. #25 ====> <1> Open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 9999 --
```

\*\*\* QUESTION #25 \*\*\*
How many people does [q17]## supervise through subordinate supervisors?

. [9997 OR MORE=9997; DK=9998; REF=9999] GO TO Q. #26 ====> <1> Open end

Questionnaire name: SBA01 06/01/01 - 11:31 AM

```
-- MULTI-PUNCH --
-- NUMERIC OPEN END - RANGE IS 0 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #26 ***
In what month and year did [q17]## begin working for your
company?
[TYPE 2 DIGITS FOR MONTH AND 4 DIGITS FOR YEAR; DK=98; REF=99]
 GO TO Q. #27 ====> <1> Month
-- RANGE IS 1 THRU 12 --
 GO TO O. #27 ===> <2> Year
-- RANGE IS 1900 THRU 2000 --
 GO TO Q. #27 ===> <3> DK
-- RANGE IS 98 THRU 98 --
 GO TO Q. #27 ====> <4> REF
-- RANGE IS 99 THRU 99 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** OUESTION #27 ***
What was [q17]##'s age at the time (he/she) was hired?
[DK/REF=99]
 GO TO Q. #28 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 14 THRU 99 --
-- ANSWER REQUIRED --
*** OUESTION #28 ***
How many years of schooling did [q17]## complete?
[DK/REF=99]
 GO TO Q. #29 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 99 --
-- ANSWER REQUIRED --
*** OUESTION #29 ***
 << CONDITIONAL ASSOCIATED WITH THIS QUESTION >>
  IF Q#28 EQ 98 TO 99
                                  (CONDITIONAL #1)
 THEN GO TO Q.#29 ELSE GO TO Q.#30.
What is the highest level of education that [q17]## has
completed?
 GO TO Q. #30 ====> <1> Grade school only
 GO TO Q. #30 ====> <2> Some High School but No Diploma
 GO TO O. #30 ====> <3> High School Graduate/GED
 GO TO Q. #30 ====> <4> Some College but No Degree
 GO TO Q. #30 ====> <5> Associate's Degree/Voc. Tech Degree
 GO TO Q. #30 ====> <6> Bachelor's Degree
 GO TO Q. #30 ====> <7> Master's Degree
 GO TO Q. #30 ====> <8> Professional/Doctoral Degree (i.e., PhD,
MD, JD,
```

# EdD, etc.) GO TO Q. #30 ====> <9> DK/REF

## \*\*\* QUESTION #30 \*\*\*

What is [q17]##'s race?

GO TO Q. #32 ====> <1> American Indian or Alaska Native

GO TO Q. #32 ====> <2> Asian

GO TO Q. #32 ====> <3> Black or African American

```
GO TO Q. #32 ====> <4> Hispanic or Latino
GO TO Q. #32 ====> <5> Native Hawaiian or Other Pacific Islander
GO TO Q. #32 ===> <6> White
GO TO Q. #32 ====> <7> Other
-- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #31 --
GO TO Q. #32 ====> <8> DK
GO TO Q. #32 ====> <9> REF
*** OUESTION #31 ***
Other race.
[REF=99]
GO TO Q. #32 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** QUESTION #32 ***
How many MONTHS of experience in jobs that had some application to
the position did [q17]## have before he/she started working
for your company?
[ SOME = 996; DK=998; REF = 999]
GO TO Q. #33 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 999 --
-- ANSWER REQUIRED --
*** QUESTION #33 ***
Is [q17]## still with your company?
GO TO Q. #34 ====> <1> Yes
GO TO O. #36 ====> <2> No
GO TO O. #34 ====> <3>#
GO TO Q. #34 ====> <4>#
GO TO Q. #34 ====> <5>#
 GO TO Q. #34 ====> <6>#
 GO TO Q. #34 ====> <7>#
GO TO Q. #37 ====> <8> DK
GO TO Q. #37 ====> <9> REF
*** QUESTION #34 ***
Suppose [q17]## received a job offer from another company.
Would you consider raising [q17]##'s wage in order to retain
[q17]## as an employee?
GO TO Q. #35 ====> <1> Yes
GO TO Q. #37 ====> <2> No
 GO TO O. #37 ====> <3>#
 GO TO Q. #37 ====> <4>#
GO TO Q. #37 ====> <5>#
GO TO Q. #37 ====> <6>#
GO TO Q. #37 ===> <7>#
 GO TO Q. #37 ====> <8> DK
 GO TO Q. #37 ====> <9> REF
```

## \*\*\* QUESTION #35 \*\*\*

What is the maximum PERCENTAGE increase in [q17]##'s wage that you would be willing to pay to retain [q17]## as an employee?

[IF UNSURE, PROBE FOR GUESS; DK/REF=999] GO TO Q. #37 ====> <1> Numeric open end Questionnaire name: SBA01 06/01/01 - 11:31 AM

```
-- NUMERIC OPEN END - RANGE IS 0 THRU 999 --
-- ANSWER REQUIRED --
*** QUESTION #36 ***
How many weeks did [q17]## work for your company?
[DK=98;REF=99]
 GO TO Q. #37 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 99 --
-- ANSWER REQUIRED --
*** OUESTION #37 ***
How many hours did [q17]## usually work per week when he/she
started with the company?
[DK=98;REF=99]
 GO TO Q. #38 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 1 THRU 99 --
-- ANSWER REQUIRED --
*** OUESTION #38 ***
How much was [q17]##'s starting pay at this job before
deductions? Include any overtime, commissions, or tips usually
received.
[RECORD NUMERIC RESPONSE WITHOUT TYPING DECIMAL POINT; i.e. ANSWER
PER MONTH SHOULD BE ENTERED AS 90000 - $7.50 PER HOUR AS 750]
 GO TO Q. #39 ====> <1> Per hour
-- RANGE IS 400 THRU 6000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
 GO TO Q. #39 ====> <2> Per day
-- RANGE IS 1000 THRU 100000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
 GO TO Q. #39 ====> <3> Per week
-- RANGE IS 5000 THRU 500000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
 GO TO Q. #39 ====> <4> Per month
-- RANGE IS 10000 THRU 1000000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
 GO TO Q. #39 ====> <5> Per year
-- RANGE IS 500000 THRU 20000000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
 GO TO Q. #39 ====> <6> DK - ENTER 98
-- RANGE IS 98 THRU 98 --
 GO TO Q. #39 ====> <7> REF - ENTER 99
-- RANGE IS 99 THRU 99 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** QUESTION #39 ***
```

Did [q17]## receive a higher, lower, or the same wage or salary as the typical person hired in the same position?

GO TO Q. #40 ====> <1> Higher wage/salary

GO TO Q. #40 ====> <2> Lower wage/salary

GO TO Q. #40 ====> <3> Same wage/salary

GO TO Q. #40 ===> <4> #

GO TO Q. #40 ====> <5>#

GO TO Q. #40 ====> <6>#

GO TO Q. #40 ===> <7>#

```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

```
GO TO O. #40 ====> <8> DK
GO TO Q. #40 ====> <9> REF
*** OUESTION #40 ***
For a typical worker in [q17]##'s position who has been with
the firm for two years, how much does this worker usually earn before
deductions? Include any overtime, commissions, or tips usually
received.
[RECORD NUMERIC RESPONSE WITHOUT TYPING DECIMAL POINT; i.e. ANSWER
PER MONTH SHOULD BE ENTERED AS 90000 - $7.50 PER HOUR AS 750]
GO TO Q. #41 ====> <1> Per hour
-- RANGE IS 400 THRU 6000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
GO TO Q. #41 ====> <2> Per day
-- RANGE IS 1000 THRU 100000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
GO TO Q. #41 ====> <3> Per week
-- RANGE IS 5000 THRU 500000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
GO TO O. #41 ====> <4> Per month
-- RANGE IS 10000 THRU 1000000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
GO TO Q. #41 ====> <5> Per year
-- RANGE IS 500000 THRU 20000000 --
-- IMPLIED DECIMAL TO 2 DECIMAL PLACE(S) --
GO TO Q. #41 ====> <6> DK - ENTER 98
-- RANGE IS 98 THRU 98 --
GO TO Q. #41 ====> <7> REF - ENTER 99
-- RANGE IS 99 THRU 99 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** QUESTION #41 ***
For a typical worker in [q17]##'s position who has been with
the firm for two years, for which of the following fringe benefits is
this worker eligible AND FOR WHICH THE COMPANY PAYS at least some of
the cost?
Group Health Insurance
GO TO O. #42 ====> <1> Yes
GO TO Q. #42 ====> <2> No
GO TO Q. #42 ===> <3>#
 GO TO O. #42 ====> <4>#
 GO TO Q. #42 ===> <5>#
GO TO Q. #42 ====> <6>#
GO TO O. #42 ====> <7>#
 GO TO Q. #42 ====> <8> DK
```

GO TO Q. #42 ====> <9> REF

# \*\*\* QUESTION #42 \*\*\*

## Retirement Plan

GO TO Q. #43 ====> <1> Yes

GO TO Q. #43 ====> <2> No

GO TO Q. #43 ====> <3>#

GO TO Q. #43 ====> <4>#

GO TO Q. #43 ====> <5>#

GO TO Q. #43 ====> <6>#

```
GO TO Q. #43 ====> <7>#
GO TO Q. #43 ====> <8> DK
GO TO Q. #43 ====> <9> REF
*** QUESTION #43 ***
Profit Sharing or Stock Ownership Plan
 GO TO Q. #44 ====> <1> Yes
GO TO Q. #44 ====> <2> No
GO TO O. #44 ====> <3>#
GO TO Q. #44 ====> <4>#
 GO TO Q. #44 ====> <5>#
 GO TO O. #44 ====> <6>#
GO TO Q. #44 ====> <7>#
GO TO Q. #44 ====> <8> DK
GO TO Q. #44 ====> <9> REF
*** QUESTION #44 ***
Child or Elder care
GO TO Q. #45 ===> <1> Yes
GO TO Q. #45 ====> <2> No
GO TO Q. #45 ====> <3>#
GO TO Q. #45 ===> <4>#
GO TO Q. #45 ====> <5>#
GO TO Q. #45 ====> <6>#
GO TO Q. #45 ====> <7>#
GO TO Q. #45 ====> <8> DK
GO TO Q. #45 ====> <9> REF
*** QUESTION #45 ***
Is [q17]## covered by a union contract?
GO TO O. #46 ====> <1> Yes
GO TO Q. #46 ====> <2> No
GO TO Q. #46 ====> <3>#
GO TO O. #46 ====> <4>#
GO TO Q. #46 ====> <5>#
GO TO Q. #46 ====> <6>#
GO TO Q. #46 ====> <7>#
GO TO Q. #46 ====> <8> DK
GO TO Q. #46 ====> <9> REF
*** QUESTION #46 ***
When [q17]## was hired, were other workers hired at the same
time to fill the same type of position?
GO TO Q. #47 ====> <1> Yes
GO TO O. #48 ====> <2> No
GO TO Q. #48 ====> <3>#
GO TO Q. #48 ====> <4>#
GO TO Q. #48 ====> <5>#
GO TO Q. #48 ====> <6>#
 GO TO Q. #48 ====> <7>#
```

GO TO Q. #48 ====> <8> DK

```
GO TO Q. #48 ====> <9> REF
```

\*\*\* QUESTION #47 \*\*\*

How many other workers were hired?

[ SOME=9996; DK=9998; REF=9999]

GO TO Q. #48 ====> <1> Numeric open end

```
-- NUMERIC OPEN END - RANGE IS 1 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #48 ***
The next set of questions deal with your hiring procedures. Please
remember that the name of your company will never be associated with
the information we release. In hiring [q17]##, how many
people did you consider for the position, including [q17]##?
Include all applications as well as individuals contacted by you.
[ SOME=9996; DK=9998; REF=9999]
GO TO Q. #49 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #49 ***
How many people were interviewed, including [q17]##?
[MUST BE AT LEAST ONE.]
[IF DK: Just your best guess]
[ SOME=9996; DK=9998; REF=9999]
GO TO Q. \#50 ===> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 9999 --
-- ANSWER REQUIRED --
*** OUESTION #50 ***
How many of these applicants, including [q17]##, were offered
a job?
[MUST BE AT LEAST ONE.]
[ SOME=9996; DK=9998; REF=9999]
GO TO Q. #51 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 1 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #51 ***
While hiring for the position, what was the total number of hours
spent by your company's personnel recruiting, screening, and
interviewing all applicants?
[IF DK: Just your best guess]
[ SOME=9996; DK=9998; REF=9999]
GO TO Q. #52 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 1 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #52 ***
```

Approximately how many days elapsed between the time you started to look for someone to fill the position and the time [q17]## started to work.

[NONE = 0 DAYS] GO TO Q. #53 ====> <1> Days -- RANGE IS 0 THRU 30 --

```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

```
GO TO Q. #53 ====> <2> Weeks
-- RANGE IS 1 THRU 52 --
GO TO Q. #53 ====> <3> Months
-- RANGE IS 1 THRU 60 --
GO TO Q. #53 ====> <4> Always looking - ENTER 96
-- RANGE IS 96 THRU 96 --
GO TO Q. #53 ====> <5> DK - ENTER 98
-- RANGE IS 98 THRU 98 --
GO TO Q. #53 ====> <6> REF - Enter 99
-- RANGE IS 99 THRU 99 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** QUESTION #53 ***
In screening and interviewing applicants, what PERCENTAGE of the
applicants NOT receiving an offer were qualified for this position?
[DK=998; REF=999]
GO TO Q. #54 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #54 ***
Is [q17]##'s position a new position or was
[q17]## hired to replace a previous worker in the same
position?
GO TO Q. #57 ====> <1> New Position
GO TO Q. #55 ====> <2> Replacement Position
GO TO Q. #57 ===> <3>#
 GO TO O. #57 ====> <4>#
GO TO Q. #57 ====> <5>#
GO TO Q. #57 ====> <6> #
GO TO Q. #57 ====> <7>#
GO TO Q. #57 ====> <8> DK
GO TO Q. #57 ====> <9> REF
*** QUESTION #55 ***
What is the main reason [q17]## replaced the previous worker?
GO TO Q. #57 ====> <1> Previous worker quit
GO TO Q. #57 ====> <2> Previous worker was promoted or reassigned
 GO TO Q. #57 ====> <3> Previous worker retired
GO TO O. #57 ====> <4> Previous worker was terminated
GO TO Q. #57 ====> <5> Previous worker was laid off
GO TO Q. #57 ====> <6> Previous worker died or became disabled
GO TO O. #57 ====> <7> Other
-- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #56 --
GO TO Q. #57 ====> <8> DK
GO TO Q. #57 ===> <9> REF
*** QUESTION #56 ***
Other reason replaced.
```

GO TO Q. #57 ====> <1> Open end -- MULTI-PUNCH -- -- ANSWER REQUIRED --

\*\*\* QUESTION #57 \*\*\*
Compared to the typical new hire in [q17]##'s position, how would you rate [q17]##'s skills when hired? Would you say

```
these skills were:
GO TO Q. #58 ====> <1> Above Average
GO TO Q. #58 ====> <2> Below Average, or
GO TO Q. #58 ====> <3> About Average
GO TO Q. #58 ====> <4>#
 GO TO Q. #58 ====> <5>#
 GO TO Q. #58 ====> <6>#
GO TO Q. #58 ====> <7>#
GO TO O. #58 ====> <8> DK
GO TO Q. #58 ====> <9> REF
*** OUESTION #58 ***
What PERCENTAGE of workers hired in [q17]##'s position are
still employed by your company TWO years after being hired?
[DK=998; REF=999]
GO TO Q. #59 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 999 --
-- ANSWER REQUIRED --
*** OUESTION #59 ***
I'd now like to ask about the training that [q17]## received
and about [q17]##'s productivity. Do you feel you would be
able to answer some general questions about (his/her) training
experiences and productivity?
GO TO Q. #63 ====> <1> Yes
GO TO Q. #60 ====> <2> No
*** OUESTION #60 ***
I would like to speak to another person to obtain this information,
first, could you give me [q17]##'s full name
so the person completing the interview will be clear who I am asking
about?
GO TO Q. #61 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** OUESTION #61 ***
Thank you. Could you please connect me to the person best suited to
answer questions about training and productivity?
OR, Could you give me this persons phone number?
[ENTER '.' TO CONTINUE]
GO TO Q. #62 ====> <1> Text
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** OUESTION #62 ***
Hello, my name is [I]## from the Survey Research Center
```

at the University of Kentucky. We talked with someone in your establishment ([2]##?) about the employee most recently hired prior to MARCH 1, 2001. We had been talking about [q60]## and it was suggested that you would be the person best able to talk about the training [q17]## received and his/her productivity. Most of the interview is complete, and I would appreciate just 5 minutes of your time to finish it.

```
[IF PERSON SAYS "THAT IS NOT THE EMPLOYEE MOST RECENTLY HIRED PRIOR TO
MARCH 1," TELL THEM THAT WHEN WE STARTED THE INTERVIEW WE HAD BEEN
ASKING ABOUT MOST RECENT EMPLOYEE HIRED PRIOR TO JANUARY 1, AND WOULD
LIKE TO CONTINUE THE INTERVIEW ABOUT THAT PERSON LISTED ABOVE]
[ENTER '.' TO CONTINUE]
GO TO Q. #63 ====> <1> Text
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** OUESTION #63 ***
I would like to start by asking if there is formal training, such as
self-paced learning programs or training done by specially trained
personnel inside or outside the firm, for people hired in
[q17]##'s position, or is all the training done as informal
on-the-job training?
GO TO Q. #64 ====> <1> Formal Training
GO TO Q. #66 ====> <2> All Informal Training
 GO TO O. #66 ====> <3>#
 GO TO Q. #66 ====> <4>#
 GO TO Q. #66 ====> <5>#
 GO TO Q. #66 ====> <6>#
 GO TO Q. #66 ====> <7>#
GO TO Q. #66 ====> <8> DK
GO TO Q. #66 ====> <9> REF
*** QUESTION #64 ***
During the first 3 months of work, what was the total number of weeks
AND hours per week [q17]## spent at ON-SITE FORMAL training
such as self-paced learning programs or training or classes given by
specially trained personnel?
[NOTE: THE NEXT FEW QUESTIONS ARE REALLY 2 QUESTIONS EACH! YOU MUST
ENTER DATA FOR BOTH FIELDS.]
[IF DK, ASK FOR BEST GUESS; SOME = 9996; DK = 9998; REF = 9999]
GO TO Q. #65 ====> <1> WEEKS
-- RANGE IS 0 THRU 9999 --
GO TO Q. #65 ====> <2> HOURS PER WEEK
-- RANGE IS 0 THRU 9999 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** OUESTION #65 ***
During the first 3 months of work, how many weeks AND hours per
week did [q17]## spend on OFF-SITE FORMAL training programs?
[IF DK, ASK FOR BEST GUESS; SOME = 9996; DK = 9998; REF = 9999]
GO TO Q. #66 ====> <1> WEEKS
-- RANGE IS 0 THRU 9999 --
```

GO TO Q. #66 ====> <2> HOURS PER WEEK -- RANGE IS 0 THRU 9999 -- -- MULTI-PUNCH --

- -- NUMERIC CLOSED END --

\*\*\* QUESTION #66 \*\*\*

The next set of questions are about INFORMAL training provided to

```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

```
[q17]## by management, supervisors, and co-workers. During
the first 3 months of work, what was the total number of weeks AND
hours per week that management and supervisors spent away from other
activities giving INFORMAL individualized training or extra
supervision
to [q17]##?
[IF DK, ASK FOR BEST GUESS; SOME = 9996; DK = 9998; REF = 9999]
 GO TO O. #67 ====> <1> TOTAL WEEKS
-- RANGE IS 0 THRU 9999 --
 GO TO Q. #67 ====> <2> HOURS PER WEEK
-- RANGE IS 0 THRU 9999 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** QUESTION #67 ***
During the first 3 months of work, what was the total number of weeks
AND hours per week that co-workers who are not supervisors spent away
from their normal work giving INFORMAL individualized training or
supervision to [q17]##:
[IF DK, ASK FOR BEST GUESS; SOME = 9996; DK = 9998; REF = 9999]
 GO TO Q. #68 ====> <1> TOTAL WEEKS
-- RANGE IS 0 THRU 9999 --
 GO TO Q. #68 ====> <2> HOURS PER WEEK
-- RANGE IS 0 THRU 9999 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** OUESTION #68 ***
During the first 3 months of work, what was the total number of weeks
AND hours per week that [q17]## spent observing co-workers in
order to learn skills required for (his/her) position?
[IF DK, ASK FOR BEST GUESS; SOME = 9996; DK = 9998; REF = 9999]
 GO TO Q. #69 ====> <1> TOTAL WEEKS
-- RANGE IS 0 THRU 9999 --
 GO TO Q. #69 ====> <2> HOURS PER WEEK
-- RANGE IS 0 THRU 9999 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** QUESTION #69 ***
How many of the skills learned by new employees in [q17]##'s
position are useful outside the company:
 GO TO Q. #70 ====> <1> Almost all
 GO TO O. #70 ====> <2> Most
 GO TO Q. #70 ====> <3> Some
 GO TO Q. #71 ====> <4> Almost none
 GO TO Q. #71 ====> <5>#
```

```
GO TO Q. #71 ====> <6> #
GO TO Q. #71 ====> <7> #
GO TO Q. #71 ====> <8> DK
GO TO Q. #71 ====> <9> REF
```

# \*\*\* QUESTION #70 \*\*\*

Focusing on the skills that are useful outside your company, how many other companies in the local labor market have jobs that require these skills? (PROMPT IF NECESSARY)

```
GO TO Q. #71 ===> <1> Less than 5 companies
GO TO Q. #71 ====> <2> 5 to 15 companies
GO TO Q. #71 ====> <3> 16 to 100 companies
GO TO Q. #71 ====> <4> More than 100 companies
 GO TO Q. #71 ====> <5>#
 GO TO O. #71 ====> <6> #
 GO TO Q. #71 ====> <7>#
GO TO Q. #71 ====> <8> DK
GO TO O. #71 ====> <9> REF
*** OUESTION #71 ***
How many weeks does it take a new employee hired for
[q17]##'s type of position to become fully trained and qualified if he
or she had no previous experience in this job, but has had the
necessary school-provided training?
[DK = 998; REF = 999]
GO TO Q. #72 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 999 --
-- ANSWER REQUIRED --
*** OUESTION #72 ***
Did [q17]## receive more, less, or the same amount of
training as the typical person hired in the same position?
GO TO Q. #73 ===> <1> More training
GO TO Q. #73 ====> <2> Less training
GO TO Q. #73 ====> <3> Same amount of training
 GO TO Q. #73 ====> <4>#
 GO TO Q. #73 ====> <5>#
 GO TO O. #73 ====> <6>#
GO TO O. #73 ====> <7>#
GO TO Q. #73 ====> <8> DK
GO TO Q. #73 ====> <9> REF
*** QUESTION #73 ***
 << CONDITIONAL ASSOCIATED WITH THIS QUESTION >>
 IF Q#7 EQ CODE(S) 1
                                   (CONDITIONAL #2)
 THEN GO TO Q.#73 ELSE GO TO Q.#77.
Was [q17]## hired through the Workforce Investment Act (WIA),
Job Training Partnership Act (JTPA), or some government-financed
training program, INCLUDING state- and locally-funded programs?
GO TO O. #74 ====> <1> Yes
GO TO Q. #75 ====> <2> No
GO TO Q. #75 ====> <3>#
 GO TO O. #75 ====> <4>#
 GO TO Q. #75 ====> <5>#
GO TO Q. #75 ====> <6>#
GO TO O. #75 ====> <7>#
 GO TO Q. #75 ====> <8> DK
```

GO TO Q. #75 ====> <9> REF

```
*** QUESTION #74 ***
```

What was the name of the government-financed training program through which [q17]## was hired?

[DK/REF=99] GO TO Q. #77 ====> <1> Open end

- -- MULTI-PUNCH --
- -- ANSWER REQUIRED --

```
*** OUESTION #75 ***
```

Has anyone else in [q17]##'s position ever been hired through a government-financed training program?

```
GO TO Q. #76 ====> <1> Yes
GO TO Q. #77 ====> <2> No
GO TO Q. #77 ====> <3> #
GO TO Q. #77 ====> <4> #
GO TO Q. #77 ===> <5> #
GO TO Q. #77 ===> <6> #
```

GO TO Q. #77 ====> <0># GO TO Q. #77 ====> <7>#

GO TO Q. #// ====> </># GO TO Q. #77 ====> <8> DK

GO TO Q. #77 ====> <9> REF

## \*\*\* QUESTION #76 \*\*\*

What were the names of the government-financed training programs through which people in this position have been hired?

```
[DK/REF=99]
GO TO Q. #77 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
```

### \*\*\* QUESTION #77 \*\*\*

Do you upgrade the skills of employees who start in positions like [q17]##'s once they have successfully completed at least one year on the job?

```
GO TO Q. #78 ====> <1> Yes
GO TO Q. #88 ====> <2> No
GO TO Q. #88 ====> <3> #
GO TO Q. #88 ====> <4> #
GO TO Q. #88 ====> <5> #
GO TO Q. #88 ====> <6> #
GO TO Q. #88 ====> <7> #
GO TO Q. #88 ====> <8> DK
GO TO Q. #88 ===> <9> REF
```

## \*\*\* QUESTION #78 \*\*\*

During a TYPICAL YEAR, which of the following methods are used to upgrade the skills of the typical employee in [q17]##'s position who has successfully completed at least one year on the job? Do you:

Send the employee to seminars, conferences, or trade shows sponsored by

trade groups or vendors?

```
GO TO Q. #79 ====> <1> Yes
GO TO Q. #79 ====> <2> No
GO TO Q. #79 ====> <3> #
GO TO Q. #79 ====> <4> #
GO TO Q. #79 ====> <5> #
GO TO Q. #79 ====> <6> #
```

```
GO TO Q. #79 ====> <7> #
GO TO Q. #79 ====> <8> DK
GO TO Q. #79 ====> <9> REF
```

\*\*\* QUESTION #79 \*\*\*

Send the employee to courses at local schools, e.g., community colleges,

vocational schools?

GO TO Q. #80 ====> <1> Yes

```
GO TO O. #80 ====> <2> No
GO TO Q. #80 ====> <3>#
GO TO Q. #80 ====> <4>#
GO TO Q. #80 ====> <5>#
GO TO Q. #80 ====> <6>#
 GO TO O. #80 ====> <7>#
 GO TO Q. #80 ====> <8> DK
GO TO Q. #80 ====> <9> REF
*** QUESTION #80 ***
Provide the employee manuals, pamphlets, videos, etc., to study?
GO TO O. #81 ===> <1> Yes
GO TO Q. #81 ====> <2> No
GO TO Q. #81 ====> <3>#
GO TO Q. #81 ====> <4>#
GO TO Q. #81 ===> <5>#
 GO TO Q. #81 ====> <6>#
 GO TO Q. #81 ====> <7>#
GO TO Q. #81 ====> <8> DK
GO TO Q. #81 ====> <9> REF
*** QUESTION #81 ***
Have the employee watch other employees do the job?
GO TO Q. #82 ====> <1> Yes
GO TO Q. #82 ====> <2> No
GO TO Q. #82 ====> <3>#
GO TO Q. #82 ====> <4>#
GO TO Q. #82 ====> <5>#
 GO TO Q. #82 ====> <6>#
GO TO O. #82 ====> <7>#
GO TO O. #82 ====> <8> DK
GO TO Q. #82 ====> <9> REF
*** OUESTION #82 ***
Have co-workers (NOT supervisors) actively teach the employee new
skills?
GO TO Q. #83 ====> <1> Yes
GO TO Q. #83 ====> <2> No
GO TO Q. #83 ====> <3>#
 GO TO Q. #83 ====> <4>#
GO TO Q. #83 ====> <5>#
GO TO O. #83 ====> <6>#
GO TO Q. #83 ====> <7>#
GO TO Q. #83 ====> <8> DK
GO TO Q. #83 ====> <9> REF
*** QUESTION #83 ***
Have supervisor(s) and/or yourself teach the employee new skills?
GO TO Q. #84 ====> <1> Yes
GO TO Q. #84 ====> <2> No
GO TO Q. #84 ====> <3>#
```

```
GO TO Q. #84 ====> <4> #
GO TO Q. #84 ===> <5> #
GO TO Q. #84 ===> <6> #
GO TO Q. #84 ===> <7> #
GO TO Q. #84 ===> <8> DK
GO TO Q. #84 ===> <9> REF
```

```
*** OUESTION #84 ***
Bring in an outside "expert" to train the employee (and perhaps others
as well)?
 GO TO Q. #85 ====> <1> Yes
 GO TO Q. #85 ====> <2> No
 GO TO O. #85 ====> <3>#
 GO TO Q. #85 ====> <4>#
 GO TO Q. #85 ====> <5>#
 GO TO O. #85 ====> <6>#
 GO TO Q. #85 ====> <7>#
 GO TO Q. #85 ====> <8> DK
 GO TO Q. #85 ====> <9> REF
*** QUESTION #85 ***
Do you do anything else?
 GO TO Q. #86 ====> <1> Yes
 GO TO Q. #87 ====> <2> No
 GO TO Q. #87 ====> <3>#
 GO TO Q. #87 ====> <4>#
 GO TO Q. #87 ====> <5>#
 GO TO Q. #87 ====> <6>#
 GO TO Q. #87 ====> <7>#
 GO TO Q. #87 ====> <8> DK
 GO TO Q. #87 ====> <9> REF
*** QUESTION #86 ***
Other methods to upgrade skills.
 GO TO Q. #87 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** OUESTION #87 ***
What is the total number of hours PER YEAR that the typical employee
in [q17]##'s position spends during working hours in the
various training/upgrading activities listed in the previous
questions?
[DK = 998; REF = 999]
 GO TO Q. #88 ====> <1> Numeric open end
-- MULTI-PUNCH --
-- NUMERIC OPEN END - RANGE IS 1 THRU 999 --
-- ANSWER REQUIRED --
*** QUESTION #88 ***
The next questions are about employee productivity. Please rate
[q17]## on a productivity scale of 0 to 100, where 100 equals
[q17]##'s productivity when (he/she) is fully trained and 0 is
absolutely no productivity by [q17]##. How would you rate
```

[q17]##'s productivity during the first 2 weeks of employment?

[DK = 998; REF = 999]

```
GO TO Q. #89 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 999 --
-- ANSWER REQUIRED --

*** QUESTION #89 ***
How would you rate [q17]##'s productivity after 3 months?
.

[LEFT BEFORE 3 MONTHS=997; DK=998; REF=999]
```

```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

```
GO TO Q. #90 ====> <1> Numeric open end
-- NUMERIC OPEN END - RANGE IS 0 THRU 999 --
-- ANSWER REQUIRED --
*** QUESTION #90 ***
Our records indicate that [8]## is the major business activity of
your company. Is that correct?
[INTERVIEWER - USE THE FOLLOWING KEY FOR DETERMINING THE INDUSTRY:]
1 - MINING
2 - CONSTRUCTION
3 - MANUFACTURING
4 - TRANSPORTATION, COMMUNICATIONS, OR PUBLIC UTILITIES
5 - WHOLESALE TRADE
6 - RETAIL TRADE
7 - FINANCE, INSURANCE, OR REAL ESTATE
8 - SERVICES
 GO TO Q. #93 ====> <1> Yes
 GO TO Q. #91 ====> <2> No
 GO TO Q. #91 ====> <3>#
 GO TO Q. #91 ====> <4>#
 GO TO Q. #91 ====> <5>#
 GO TO Q. #91 ====> <6>#
 GO TO Q. #91 ===> <7>#
 GO TO Q. #91 ====> <8> DK
 GO TO Q. #91 ====> <9> REF
*** OUESTION #91 ***
How would you best describe the major business activity of your
company?
INTERVIEWER: VERIFY THAT YOU HAVE ENTERED THE CORRECT RESPONSE BY
ASKING RESPONDENT "SO, YOU WOULD SAY YOUR MAJOR BUSINESS ACTIVITY IS
IN
THE AREA OF _____ ?"]
 GO TO Q. #93 ====> <1> Agriculture, Forestry, Fisheries
 GO TO Q. #93 ====> <2> Mining
 GO TO Q. #93 ====> <3> Construction
 GO TO Q. #93 ====> <4> Manufacturing
 GO TO Q. #93 ====> <5> Transportation, Communications, or Public
Utilities
 GO TO Q. #93 ====> <6> Wholesale Trade
 GO TO Q. #93 ====> <7> Retail Trade
 GO TO Q. #93 ====> <8> Finance, Insurance, or Real Estate
 GO TO Q. #93 ====> <9> Services
 GO TO Q. #93 ====> <10> Other
-- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #92 --
 GO TO Q. #93 ====> <11> DK/REF
*** QUESTION #92 ***
```

```
Other major business activity.

GO TO Q. #93 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --

*** QUESTION #93 ***
In what year was your company established?
.

[DK=9998; REF=9999]
GO TO Q. #94 ====> <1> Numeric open end
```

```
-- NUMERIC OPEN END - RANGE IS 1700 THRU 9999 --
-- ANSWER REQUIRED --
*** QUESTION #94 ***
What is the legal form of your company's organization? Is it a:
GO TO Q. #96 ====> <1> Sole Proprietorship
GO TO Q. #96 ====> <2> Partnership
GO TO Q. #96 ====> <3> For-profit Chapter S Corporation
GO TO O. #96 ====> <4> Other For-profit Corporation
GO TO Q. #96 ====> <5> Not-for-profit Organization, or
GO TO Q. #96 ====> <6> Some other form of organization
-- ABOVE ANSWER ASSOCIATED WITH OPEN END QUESTION #95 --
GO TO Q. #96 ====> <7>#
GO TO Q. #96 ====> <8> DK
GO TO Q. #96 ====> <9> REF
*** QUESTION #95 ***
Other form of organization.
GO TO Q. #96 ====> <1> Open end
-- MULTI-PUNCH --
-- ANSWER REQUIRED --
*** OUESTION #96 ***
As of right now, does one person or a husband and wife have at least
percent of the company's ownership, management, and control?
GO TO Q. #97 ====> <1> Yes, one person
GO TO Q. #98 ====> <2> Yes, Husband/Wife
GO TO Q. #100 ====> <3> No
GO TO Q. #100 ====> <4> #
GO TO O. #100 ====> <5> #
GO TO Q. #100 ====> <6> #
GO TO Q. #100 ====> <7> #
GO TO O. #100 ====> <8> DK
GO TO Q. #100 ====> <9> REF
*** QUESTION #97 ***
Is this person a male or female?
GO TO Q. #98 ====> <1> Male
GO TO Q. #98 ====> <2> Female
GO TO Q. #98 ====> <3>#
GO TO O. #98 ====> <4>#
GO TO Q. #98 ====> <5>#
GO TO Q. #98 ====> <6>#
 GO TO O. #98 ====> <7>#
GO TO Q. #98 ====> <8> DK
GO TO Q. #98 ====> <9> REF
*** QUESTION #98 ***
What is (are) the owner(s)' age(s)?
```

[DK=998; REF=999]

GO TO Q. #99 ====> <1> Single owner or husband -- RANGE IS 18 THRU 999 --

GO TO Q. #99 ====> <2> Wife

- -- RANGE IS 18 THRU 999 --
- -- MULTI-PUNCH --
- -- NUMERIC CLOSED END --

```
Questionnaire name: SBA01 06/01/01 - 11:31 AM
```

```
*** OUESTION #99 ***
What is (are) the owner(s) race(s)?
[INTERVIEWER - ENTER RACE NUMBER OF EACH FROM LIST BELOW:]
1. American Indian or Alaska Native
2. Asian
3. Black or African American
4. Hispanic or Latino
5. Native Hawaiian or Other Pacific Islander
6. White
7. Other
[DK=8; REF=9]
GO TO Q. #100 ====> <1> Single owner or husband
-- RANGE IS 1 THRU 9 --
GO TO Q. #100 ====> <2> Wife
-- RANGE IS 1 THRU 9 --
-- MULTI-PUNCH --
-- NUMERIC CLOSED END --
*** QUESTION #100 ***
Those are all the questions I have for you today. Thank you very much
for your cooperation!
IN GENERAL, THE RESPONDENT'S UNDERSTANDING OF THE QUESTIONS WAS:
GO TO Q. #101 ====> <1> Excellent
GO TO Q. #101 ====> <2> Good
GO TO Q. #101 ===> <3> Fair
GO TO Q. #101 ====> <4> Poor
*** QUESTION #101 ***
GENDER OF RESPONDENT:
GO TO Q. #102 ====> <1> Male
GO TO Q. #102 ====> <2> Female
*** QUESTION #102 ***
*DUMMY QUESTION TO INDICATE THIS INTERVIEW WAS COMPLETED AFTER WE
CHANGED REFERENCE DATE TO MARCH 1.
GO TO Q. #103 ====> <1> March
GO TO Q. #103 ====> <2> January
```