

## QUESTIONNAIRE ADDRESSED TO ENTERPRISES

### I. Level of awareness, communication

1. Have you ever heard of Barcelona Declaration aiming at establishing a global partnership and creating a large Euro-Mediterranean Free Trade Area?

Yes  No

2. The main financial instrument of this partnership addressed directly to the benefit of the private sector is MEDA programme. Do you think you have been informed about this programme in due time?

Yes  No

Please specify the year :  
.....

3. How did you know of the existence of MEDA programme ?

- Information seminar .....
- Professional association .....
- State institution .....
- Press.....
- Other specify :
  - ✓ .....
  - ✓ .....

### II. Management of the programmes, involvement of the stakeholders

4. Have you benefited of the MEDA programme?

Yes  No

Otherwise, please specify the reasons for which you didn't participate in this programme?  
*Please tick the right(s) reason(s)*

a. The enterprise was not really aware of the existence of this programme	<input type="checkbox"/>
b. Access procedures to the MEDA programme seemed complicated	<input type="checkbox"/>
c. The fees charged for the offered services through MEDA programme seemed too high	<input type="checkbox"/>
d. The services offered by the MEDA programmes of assistance to the private sector did not correspond to our needs	<input type="checkbox"/>
e. For secrecy reasons. Fear that the information provided by the enterprises be exploited by competitors or by State institutions	<input type="checkbox"/>
f. The enterprise has undertaken, by its proper means, actions of modernisation and to increase productivity	<input type="checkbox"/>
Other (specify) : g. ....	<input type="checkbox"/>

h. ....	<input type="checkbox"/>
i. ....	<input type="checkbox"/>

If yes, Please specify the nature of assistance you gained by ticking (x) one or more in the table below:

a. Technical assistance	<input type="checkbox"/>
b. Financing	<input type="checkbox"/>
c. Partnership	<input type="checkbox"/>
Other (specify) : d. ....	

5. ( if yes to question number 4) Have you benefited of a follow up assistance by the organism or organisms responsible for the implementation of this programme?

Yes  No

6. ( if yes to question number 4) Do you think the implementation delays\_ are appropriate?

Yes  No

7. Do you think the access procedures to this programme are simple and adapted to the enterprises' constraints?

Yes  No

8. Is the private sector, through its representing bodies, involved in the management and the follow up of Euro-Mediterranean programmes ?

Not at all involved   Rather involved   Very involved

9. In general what do you think of EU, mainly MEDA programme, financial co-operation management?

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10. Do you think that the assistance by institutional or public organism(s) responsible for the private sector development was efficient?

Very bad   Average   Very good

### III. Results and impacts of these programmes

11. Specify the three main contributions of Barcelona Process in the development of the private sector in your country:

- a. ....
- b. ....
- c. ....

12. (If yes to question number 4) What was the impact of the MEDA programme you benefited of, on?

	Negligible	Weak	Average	Strong	Very strong
a. Your exports to the Euromed area					
b. Increase in your turnover by exports					
c. Achieving productivity gains					
d. Controlling your costs					
e. Increasing your results					
f. Improving your treasury					
g. Improving your capabilities to access new funding					
h. Increasing your investments					
i. Improving your staff qualifications					
j. The jobs created					
k. Improving your working conditions					
l. Creating new products					
m. Widening your product range					
n. Improving your product quality					
o. Adopting product standards					
p. Market diversification					
q. Your customer loyalty					
r. Networking with other Euro-Mediterranean enterprises					
s. Research and development					



16. What actions should be undertaken to reach in the most suitable conditions the objective of creating this Free Trade Area by 2010?

- a. ....
- b. ....
- c. ....

17. To give a new dynamic to Barcelona Process, which ones among the topics below should be, according to you, dealt with in priority during the extraordinary conference to be organised in November 2005 in Barcelona?

Classify the topics by numbering them according to their priority (from 1 to 5).

Priority topics for Barcelona conference, November 2005	
a. Improving economic policy efficiency and job creation	
b. Creating Mediterranean financial structures	
c. Liberalisation of agricultural trade	
d. Developing free trade ( <i>in terms of services</i> )	
e. Harmonisation of regulations and standards	
f. Encouraging direct investments from EU towards Mediterranean Partner Countries	
g. Extending the pan-european system of rules of origin to Mediterranean Partner Countries	
h. Promoting sustainable development and environment protection	
i. Development and energy and transport interconnection	
j. Promotion of South-South co-operation	
Others (specify) : k. ....	
l. ....	
m. ....	

**You may add other comments or/and recommendations of your choice concerning the impact of Barcelona Process on the private sector :**

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**V. Respondent identification**

This survey addresses a specific sample of institutions, Professional Associations and enterprises. Hence, we would like to know the profile and the category of the respondents to the survey. The information received will be treated and kept confidential.

Enterprise Name	.....
Activity sector	.....
Number of employees	.....
Annual turnover 2004 <i>(optional)</i>	.....
Country	.....

<b>Date :</b>	
<b>Position of the person who filled in the questionnaire :</b>	

## QUESTIONNAIRE ADDRESSED TO PROFESSIONAL ASSOCIATIONS

### I. Level of awareness, communication

1. What is, according to you, the level of awareness of the involved actors about Barcelona Process (Public authorities, Private enterprises, Professional Associations ... ) ?

Weak                                             Average                                             High

2. What is the level of visibility of Barcelona Process in the business world in your sector ?

Weak                                             Average                                             High

3. Are there operational support programmes to the private sector implemented by EU in your sector?

Yes                                            No                     

4. If yes what are they? (please just mention the 3 main programmes) :

- a. ....
- b. ....
- c. ....

5. What programmes have you been involved in ?

- a. ....
- b. ....
- c. ....

6. The main financial instrument of support to the private sector under the Euro-Mediterranean partnership is MEDA programme. Is it operational in your sector?

Yes                                            No                     

If yes since when ? : .....

7. Do you think that the communication concerning this programme was satisfactory ?

Very unsatisfactory                                             Average                                             Very satisfactory

### II. Programme management, involvement of stakeholders

8. How do you evaluate the amount of technical and financial assistance devoted by the European Union (E.U) to the private sector in your sector in comparison with other sectors in your country?

Negligible                                             Average                                             Important

9. Do you think the implementation delays\_of EU co-operation programmes are appropriate?

Yes  No

10. Do you think access procedures to private sector development programmes are simple and adapted to enterprises' constraints?

Yes  No

11. Has your association benefited of one of these programmes ?

Yes  No

If Yes, please specify the programme(s) that your association has benefited of :

- a. ....
- b. ....
- c. ....

12. How do you evaluate the level of participation of the different actors in Barcelona Process?

	No participation	Insufficient participation	Good participation
a. Public authorities			
b. Employer organisations and professional associations			
c. Private enterprises			
d. Trade Unions and workers			
e. Universities and research centers			
Other (specify) : f. ....			
g. ....			
h. ....			

13. On the whole, what do you think of EU financial co-operation management essentially MEDA programme?

- .....
- .....
- .....
- .....
- .....
- .....

14. Do you think that the assistance by public or institutional organism(s) in charge of private sector development was efficient?

Bad   Average   Very good

15. Has your association assisted member enterprises in programmes of support to the private sector?

Yes  No

**III. Results and impacts of these programmes**

16. What is the impact of Barcelona Process on?

	Neligible	Weak	Average	Strong	Very strong
a. Access facilitation of products of your activity sector to European Union markets					
b. Private sector growth in your sector					
c. Exchange growth in your sector with the European Union					
d. Exchange growth in your sector with other Mediterranean Partner Countries (South-South exchanges)					
e. Direct investment growth in your sector from the European Union					
f. Direct investment growth in your sector from the other Mediterranean Partner Countries					
g. Harmonisation of technical regulations concerning standards and technical specifications in your sector					
h. Reduction in costs related to test duplication and certification in your sector					
i. Technology transfer in your sector					
Other to specify : j. ....					
k. ....					
l. ....					

17. How many enterprises in your sector have benefited of assistance actions for the development of their activities?  
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18. How do you evaluate this number relating to upgrading needs in your sector?

Negligible   Average   Very important

19. What are the results of these assistance actions at the scale of your sector?

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 .....  
 .....  
 .....  
 .....  
 .....

20. In general how do you evaluate European Union technical and financial support to your sector?

Very unsatisfactory   Average   Very satisfactory

Your comments:

.....  
 .....  
 .....  
 .....

21. Do you think your sector has benefited a maximum of Euro-Mediterranean co-operation?

No benefit   Average   Maximum benefit

22. According to you, what are the three most important contributions of Barcelona Process on the development of your sector?

- a. ....
- b. ....
- c. ....

23. The objectives of Barcelona Process were hindered by a series of factors ; some are not related to the process, others are inherent to the process itself, what are the main difficulties met during the few past years?

Tick the most important difficulties

a. The Middle East conflict	<input type="checkbox"/>
b. The slowness of the reforms in the Mediterranean Partner Countries	<input type="checkbox"/>
c. European Commission mechanisms and procedures	<input type="checkbox"/>
d. The level of financial grants	<input type="checkbox"/>

e. The lack of EU involvement due to greater attention lavished on Eastern Europe	
Other (specify) : f. ....	
g. ....	
h. ....	

**IV. Improvement ways**

24. What do you think of the creation of a Euro-Mediterranean bank devoted to promoting private sector development in the Mediterranean partner countries?

Bad                                             Average                                             Excellent

If you appreciate this idea what would you expect of such a bank?

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25. What are your recommendations to improve assistance programmes and increase their impact on the private sector?

*Please tick your preferences :*

a.	Specific programmes tailored for each enterprise	
b.	Common sectoral programmes for enterprises facing the same challenges	
c.	Programmes tackling the bottlenecks in the private sector or seeking to resolve the problems in the whole branch	
Other suggestions:		
g. ....		
h. ....		
i. ....		

26. What do you think of the rhythm of progress in the creation of the large Euro-Mediterranean Free Trade Area?

Slow                                             Normal                                             Good

27. What actions should be undertaken to reach in the most suitable conditions the objective of creating this Free Trade Area by 2010?

- a. ....
- b. ....
- c. ....

28. To give a new dynamic to Barcelona Process, which ones among the topics below should be, according to you, dealt with in priority during the extraordinary conference to be organised in November 2005 in Barcelona?

Classify the topics by numbering them according to their priority (from 1 to 5).

Priority topics for Barcelona conference, November 2005	
a. Improving economic policy efficiency and job creation	
b. Creating Mediterranean financial structures	
c. Liberalisation of agricultural trade	
d. Developing free trade in terms of services	
e. Harmonisation of regulations and standards	
f. Encouraging direct investments from EU towards Mediterranean Partner Countries	
g. Extending the pan-european system of rules of origin to Mediterranean Partner Countries	
h. Promoting sustainable development and environment protection	
i. Development and energy and transport interconnection	
j. Promotion of South-South co-operation	
Other (specify) : k. ....	
l. ....	
m. ....	

**You may add other comments or/and recommendations of your choice concerning the impact of Barcelona Process on the private sector :**

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**V. Respondent identification**

This survey addresses a specific sample of institutions, Professional Associations and enterprises. Hence, we would like to know the profile and the category of the respondents to the survey. The information received will be treated and kept confidential.

Association Name	.....
Activity sector	.....
Country	.....

<b>Date :</b>
<b>Position of the person who filled in the questionnaire :</b>

## QUESTIONNAIRE ADDRESSED TO PUBLIC ORGANISMS AND INSTITUTIONS

### I. Level of awareness, communication

1. According to you What is, the level of awareness of the involved actors about Barcelona Process (Public authorities, Private enterprises, Professional Associations ...)?

Weak   Average   High

2. What is the level of visibility of Barcelona Process in the business world in your country?

Weak   Average   High

3. Are there operational support programmes to the private sector implemented by EU in your country?

Yes  No

4. If yes what are they ? (please just mention the 3 main programmes) :

- a. ....  
b. ....  
c. ....

5. What programmes have you been involved in ?

- a. ....  
b. ....  
c. ....

6. The main financial instrument of support to the private sector under the Euro-Mediterranean partnership is MEDA programme. Is it operational in your country?

Yes  No

If yes since when? : .....

7. Do you think that the communication concerning this programme was satisfactory ?

Very unsatisfactory   Average   Very satisfactory

**II. Programme management, involvement of stakeholders**

8. How do you evaluate the amount of technical and financial assistance devoted by the European Union (E.U) to the private sector in your country in comparison with other countries from the South Mediterranean?

Negligible   Average   Important

9. Do you think implementation delays of EU cooperation programmes are appropriate?

Yes  No

10. Do you think access procedures to private sector development programmes are simple and adapted to enterprises' constraints?

Yes  No

11. Have employer and professional associations benefited of any assistance action?

Yes  No

12. How do you evaluate the level of participation of the different actors in Barcelona Process?

	No participation	Insufficient participation	Good participation
a. Public authorities			
b. Employer organisations and professional associations			
c. Private enterprises			
d. Trade Unions			
e. Universities and research centers			
Other (specify) : f. ....			
g. ....			
h. ....			

13. On the whole, what do you think of EU financial co-operation management essentially MEDA programme?.....

.....  
 .....  
 .....  
 .....

14. Do you think that the assistance by public or institutional organism(s) in charge of private sector development was efficient?

Bad   Average   Very good

15. Has your country undertaken any reforms in terms of regulations and economic environment to help in the preparation of the private sector to integrate the large Euro-Mediterranean Free Trade Area?

Yes  No

If yes, which reforms?

Tick the boxes corresponding to the reforms undertaken

Reforms	
a. Tax reform	<input type="checkbox"/>
b. Law on the promotion of investment	<input type="checkbox"/>
c. Labour law	<input type="checkbox"/>
d. Competition law	<input type="checkbox"/>
e. Administrative procedures	<input type="checkbox"/>
f. Exchange liberalisation	<input type="checkbox"/>
g. Privatisation	<input type="checkbox"/>
Other to specify :	
h .....	
i .....	
j .....	

### III. Results and impacts of these programmes

16. What is the impact of Barcelona Process on?

	Neligible	Weak	Average	Strong	Very strong
a. Access facilitation to the European Union markets					
b. Private sector growth in your country					
c. Exchange growth in your country with the European Union					
d. Exchange growth with other Mediterranean Partner Countries (South-South exchanges)					
e. Direct investment growth in your country from the European Union					
f. Direct investment growth in your country from the other Mediterranean Partner Countries					
g. Harmonisation of technical regulations concerning standards and technical specifications in your country					
h. Reduction in costs related to test duplication and certification in your country					
i. Technology transfer in your country					

Other to specify : j. ....					
k. ....					
l. ....					

17. How many enterprises have benefited of assistance actions for the development of their activities?  
 .....

18. How do you evaluate this number relating to upgrading needs in the private sector?

Negligible             Average             Very important

19. What are the results of these assistance actions at the scale of the private sector?

.....  
 .....  
 .....  
 .....  
 .....

20. What sectors benefited most from the Euro-Mediterranean co-operation programmes?  
 (mention just the 5 most important beneficiaries) ?

- .....  
 .....
- .....  
 .....
- .....  
 .....
- .....  
 .....
- .....  
 .....

21. What sectors have least benefited of the Euro-Mediterranean co-operation programmes ?  
 (mention 5 maximum) ?

- .....  
 .....
- .....  
 .....
- .....  
 .....
- .....  
 .....
- .....  
 .....

22. In general, how do you evaluate European Union technical and financial support to the private sector in your country?

Very unsatisfactory   Average   Very satisfactory

Your comments :

.....  
 .....  
 .....

23. Do you think the private sector in your country has benefited a maximum of Euro-Mediterranean co-operation?

No benefit   Average   Maximum benefit

24. According to you, what are the three most important contributions of Barcelona Process on the development of the private sector in your country?

- a. ....
- b. ....
- c. ....

25. The objectives of Barcelona Process were hindered by a series of factors ; some are not related to the process, others are inherent to the process itself, what are the main difficulties met during the past few years?

*Tick the 3 most important difficulties*

a. The Middle East conflict	<input type="checkbox"/>
b. The slowness of the reforms in the Mediterranean Partner Countries	<input type="checkbox"/>
c. European Commission mechanisms and procedures	<input type="checkbox"/>
d. The level of financial grants	<input type="checkbox"/>
e. The lack of EU involvement due to greater attention lavished on Eastern Europe	<input type="checkbox"/>
Other (specify) : f. ....	
g. ....	
h. ....	

#### IV. Improvement ways

26. What do you think of the creation of a Euro-Mediterranean bank devoted to promoting private sector development in the Mediterranean partner countries?

Bad   Average   Excellent

If you appreciate this idea what would you expect of such a bank?

.....  
 .....  
 .....  
 .....

27. What are your recommendations to improve assistance programmes and increase their impact on the private sector? *Please tick your preferences :*

a.	Specific programmes tailored for each enterprise	
b.	Common sectoral programmes for enterprises facing the same challenges	
c.	Programmes tackling the bottlenecks in the private sector or seeking to resolve the problems in the whole branch	
	Other suggestions:	
	d. ....	
	e. ....	
	f. ....	

28. What do you think of the rhythm of progress in the creation of the large Euro-Mediterranean Free Trade Area ?

Slow   Normal   Good

29. What actions should be undertaken to achieve, in the most suitable conditions, the objective of creating this Free Trade Area by 2010?

a. ....  
 b. ....  
 c. ....

30. according to you To give a new dynamic to Barcelona Process, which ones among the topics below should be, , dealt with in priority during the extraordinary Conference to be organised in November 2005 in Barcelona?

Classify the topics by numbering them according to their priority (from 1 to 5).

Priority topics for Barcelona conference, November 2005	
a. Improving economic policy efficiency and job creation	
b. Creating Mediterranean financial structures	

c. Liberalisation of agricultural trade	
d. Developing free trade in terms of services	
e. Harmonisation of regulations and standards	
f. Encouraging direct investments from EU towards Mediterranean Partner Countries	
g. Extending the pan-european system of rules of origin to Mediterranean Partner Countries	
h. Promoting sustainable development and environment protection	
i. Development and energy and transport interconnection	
j. Promotion of South-South co-operation	
Other (specify) : k. .... l. .... m. ....	

**You may add other comments or/and recommendations of your choice concerning the impact of Barcelona Process on the private sector :**

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**V. Respondent identification**

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Name of the institution	.....
Mission of the institution	.....
Country	.....

**Date :**

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**Position of the person who filled in the questionnaire :**



