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| **Survey questionnaire for Better Work Vietnam – General Manager/Director Survey**  Better Work Impact Assessment | |
| **Question Number/Label** | **Question/Instruction** |
| Intro | Beginning in 2008, the Better WorkProgram was introduced in apparel factories like yours. Tufts University in Medford Massachusetts (USA) has been selected by the International Labour Organization and the International Finance Corporation to conduct an impact evaluation of Better Work. |
| Purpose | The evaluation is designed to identify program impact on factory organization, productivity, profitability and business opportunities. |
| Benefit | Your participation in our evaluation will help us identify aspects of the Better Work Program that are effective and those that need to be revised. |
| Confide | All of your answers will remain confidential. Your answers will only be used to assess the effectiveness of the Better Work Program. No individual factory responses will be released. Reports based on the analysis of the data provided by factories will only summarize the responses of all participating factories. |
| Risk | You may not know the answers to some of our questions. If that is the case, you can click on the red button that says “I do not know,” then click on the green forward arrow to go to the next question.    Some of our questions may make you feel uncomfortable. You can skip uncomfortable questions by clicking on the red button that says “I do not want to answer,” then click on the green forward arrow to go to the next question.  Some of our questions may have more than one right answer. In these cases, we will ask you to check all of the choices that apply to your factory.  To return to a previous question, click on the green back arrow. |
| Voluntary | Please understand that participation in this survey is voluntary. You may refuse to participate. |
| Follow | After you have completed the survey you may have some questions or concerns. We will provide you with contact information for Better Work Vietnam and the name of a person who can help you. |
| Consent | Do you consent to participate in our evaluation of the Better Work Program? |
|  | 1. Yes 2. No |
| Arrow | After you have made your selection, click on the green forward arrow. |
| Decline | *If “yes” on Consent go to A01. If “no” on Consent”:* You selected that you do not want to participate. Remember, all your answers are kept confidential and are very important to us.  Do you consent to participate in our evaluation of the Better Work Program? |
|  | 1. Yes 2. No |
|  | *If “yes” on Decline go to A01. If “no” on Decline*: Thank you for your time. |
| A1 | Thank you for agreeing to participate.  Click on the green forward arrow to begin. |
| FactoryID | In the e-mail that asked you to participate in this survey, you were given a confidential factory identification number. Please enter that number below.  After entering the number, click on the green forward arrow. |
|  |  |
| A2 | What is your job title? Please note that if you have more than one job title we are interested in the title or responsibilities that you regard as the most important. |
|  | Chief Executive/President/Vice President  Owner/proprietor  Partner  Chairman Board of Management  General Director or Manager  Vice or Deputy General Director or Manager  Manager or Director  Deputy or Vice Manager  Production Manager  Sales Manager  Purchasing Manager  Technical Manager/Mechanical Engineer/Industrial Engineer  Finance Officer  Human Resource Manager or Director  Human Resource Assistant Manager  Chairman of Trade Union  Compliance Manager |
|  |  |
| A16 | What is the current legal status of the enterprise that owns this factory? |
|  | Publicly listed  Privately held, limited liability Co.  Private enterprise  Joint stock company  Joint venture  100% foreigned owned company  State owned enterprise  Other |
|  |  |
| A17a | What percentage of the enterprise is owned by each of the following? |
|  | % Private domestic individuals, companies or organizations       % Private foreign individuals, companies or organizations       % Government/State         % Other |
|  |  |
| A18 | Does your factory currently sell its products or services directly to customers or vendors outside this Vietnam? |
|  | Yes  No |
|  |  |
| A15X | *If “yes” on A18:* What percentage of your total sales do such exports represent? |
|  | Export Sales      % |
| A19 | Does your establishment have holdings or operations in other countries? |
|  | Yes  No |
|  |  |
| A20 | How many factories (separate operating facilities) does the enterprise have legal ownership of in Vietnam? |
|  | Number of factories: |
|  |  |
| A21 | In what year did this factory begin operations in Vietnam? |
|  | Year: |
|  |  |
| A22 | What is the age of the oldest factory building in this establishment? |
|  | Age:       in years |
|  |  |
| A24 | Approximately how many other apparel enterprises are located within one kilometer of your factory? |
|  | None  1 to 2  3 to 5  6 to 10  11 or more |
|  |  |
| A7 | In the last quarter, what were this factory’s two main products?  Note: The main products are those that have generated the largest proportion of annual sales. |
|  | First Product:  Second Product: |
|  |  |
| A8 | Which production activities occur in this factory?  (Check all that apply.) |
|  | Cut Make Pack/Trim  Free on Board  Washing  Dyeing  Embroidery  Applique  Printing  Samples  Design  Weaving |
|  |  |
| A9 | What fabric types were most commonly used in this factory over the past year?  Check all that apply. |
|  | Knits  Wovens |
|  |  |
| A10 | Which of the following garment types were assembled in this factory over the past year?  Check all that apply. |
|  | Tops  Pants  Skirts  Dresses  Jackets  Suits  Undergarments  Socks, hats or ties  Other |
|  |  |
| A5 | When operating at full capacity for this factory's primary product, what is monthly output? |
|  | pieces |
|  |  |
| A6 | In the last quarter, what was this factory's current output in comparison with the maximum output possible? |
|  | Level of utilization of facilities     % |
|  |  |
| A6 | In the last quarter, how many pieces were cut? |
|  | pieces |
|  |  |
| A6 | In the last quarter, how many pieces were shipped? |
|  | pieces |
|  |  |
| A4 | What were this factory’s total sales in the most recently completed quarter? [in USD]  Total Sales  Total Sales CMP/CMT  Total Sales FOB  Quarterly sales |
|  |  |
| A11A | We are now going to ask you some questions about your two main customers.  Please identify the most important customer for this factory. |
|  |  |
| A12 | How many years have you had a business relationship with this customer? If less than one year, enter 1 year. |
|  | Customer 1       year or years |
|  |  |
| A13 | How would you characterize the business relationship with this customer? Is your factory a |
|  | Preferred supplier  Contractor  Sub-contractor |
|  |  |
| A14A | What is the order size this customer typically places with your factory each year? |
|  | pieces |
|  |  |
| A45 | How much time elapses between your delivery of an order and the receipt of payment?   * In advance * Day of delivery * 7-14 days * 15-29 days * 30 -59 days * 60 - 89 days * 90 or more days |
|  |  |
| A15A | How many times per year does this customer visit your factory for the purposes of placing orders, monitoring code compliance, verifying quality, and discussing machinery and equipment? |
|  | Sourcing  Code compliance  Quality control  Machinery or equipment |
|  |  |
| A11B | Please identify the second most important customer for this factory. |
|  | Customer 2 |
|  |  |
| A12B | How many years have you had a business relationship with this customer? If less than one year, enter 1 year.  Customer 2       year or years |
|  |  |
| A13B | How would you characterize the business relationship with this customer? Is your establishment a |
|  | 1. Preferred supplier 2. Contractor 3. Sub-contractor |
|  |  |
| A14B | What is the order size this customer typically places with your factory each year? |
|  | \_\_\_   pieces |
|  |  |
| A45B | How much time elapses between your delivery of an order and the receipt of payment?   * In advance * Day of delivery * 7-14 days * 15-29 days * 30 -59 days * 60 - 89 days * 90 or more days |
|  |  |
| A15ba | How many times per year does this customer visit your factoryfor the purposes of placing orders, monitoring code compliance, verifying quality, and discussing machinery and equipment? |
|  | Sourcing  Code compliance  Quality control  Machinery or equipment |
|  |  |
|  | Over the next two years, you may be considering changing factory organization. For each change listed on the following screens, please indicate whether you are:  Not considering the change  Planning the change  Implementing the change  Change implemented |
| A25 | Are you considering… |
|  | Additional production line(s)?  Altering production line organization or the production system?  Additional factory building(s)?  Automated stitching machinery?  Automated cutting machinery?  Using computer-aided design (CAD)?  Using Economic Resource Planning (ERP)? |
|  |  |
| A25, continued | Are you considering… |
|  | A new training program for workers?  A new training program for supervisors?  Altering the payment plan?  Altering the worker pay package?  Establishing a grievance procedure for workers to resolve their concerns in the workplace?  Altering existing grievance procedures?  The establishment of a labor management safety committee? |
|  |  |
|  | What are the biggest production costs that are obstacles to your business success?  Please rate each issues as a:  Serious problem  Modest problem  Minor problem  Not a problem |
| A26 | Cost of materials  Cost of electricity  Cost of water  Cost of transportation  The fluctuating value of the U.S. dollar |
|  |  |
|  | What are the biggest production management problems that are obstacles to your business success?  Please rate each issue.  *For each issue, responses given on the scale:*  Serious problem  Modest problem  Minor problem  Not a problem |
| A44 | Low skill of workers  Shortage of skilled workers  High workforce turnover  Low efficiency rate  Stress level of supervisors  Technical skills of managers and supervisors  Labor management skills of managers and supervisors  Union activity  Conflict between workers and supervisors  Strike activity  Worker complaints about working conditions  Worker resistance to overtime  Disruptions in electricity  Inadequate water supply  Delays in receiving materials  Discontent around minimum wage  Legal limits on overtime  Uncertain orders from customers  Change in technical requirements by the customer after production has begun  Customers’ lack of knowledge of Haiti’s labor law  Each customer has its own technical requirements  Each customer has its own working conditions requirements  Too many rush orders  Customer penalties for late delivery  Customer penalties for production defects  Customer requirements for production machinery  Customer requirements for safety equipment  Customer requirements for other equipment (such as punch clock, computers, etc.)  Change in the size of the order  Replenishment orders |
|  |  |
| B1 | How do you think your firm’s compliance record compares to that of its closest competitors? |
|  | Our firm has a better compliance record than most or all competitors.  Our firm has about the same compliance record as most or all competitors.  Our firm has a worse compliance record than most or all competitors.  I don’t know. |
|  |  |
| D54 | If this factory were having a conflict between managers and workers, how effective do you think the following mechanisms would be in helping resolve the conflict?  *For each mechanism, responses given on the scale:*  Very effective  Somewhat effective  Somewhat ineffective  Very ineffective  I don’t know  Not applicable |
|  | Trade union representative  Worker committee  PICC |
|  |  |
| C1 | How heavy was your workload during the last month? |
|  | Often not enough to keep me busy  Sometimes not enough  Just the right amount  Sometimes too much  Entirely too much for me to handle |
|  |  |
| C2 | In the last month, how often did difficult problems arise in your work for which there were no immediate solutions? |
|  | Once a week or less  A few times a week  Almost every day  Once to four times a day  Five or more times a day |
|  |  |
| C3 | During a normal workweek, how frequently do unexpected issues arise in your work? |
|  | Once a week or less  A few times a week  Almost every day  Once to four times a day  Five or more times a day |
|  |  |
| C4 | How hard is it to maintain the level of performance that is expected of you? |
|  | Extremely easy  Easy  Moderately hard  Hard  Extremely hard |
|  |  |
|  | *For D1-8, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| D1 | The workers in this factory are very perceptive. |
| D2 | The workers in this factory do not think at a very high level. |
| D3 | The workers in this factory do not understand complicated ideas. |
| D4 | The workers in this factory respond better to threats than encouragement. |
| D5 | The workers in this factory are more productive if they feel comfortable and safe at work. |
| D6 | The workers in this factory will not work hard unless they are forced to. |
| D7 | Happy workers are more productive than unhappy workers. |
| D8 | When working conditions for workers improve, factory performance goes down. |
|  |  |
|  | *For J1-3, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| J1 | You can learn new things, but you can’t really change your basic intelligence. |
| J2 | You have a certain amount of intelligence, and you can’t really do much to change it. |
| J3 | You can always substantially change how intelligent you are. |
|  |  |
| F1 | Do you believe that there is a relationship in this factory between profits and paying workers as promised? |
|  | Yes, paying workers as promised is linked to lower productivity  Yes, paying workers as promised is linked to higher productivity  No, there’s no relationship |
|  |  |
| F2 | Do you believe that there is a relationship between productivity and working conditions in this factory? |
|  | Yes, more comfortable working conditions are linked to lower productivity.  Yes, more comfortable working conditions are linked to higher productivity.  No, there’s no relationship. |
|  |  |
| F3 | Do you believe that there is a relationship between performance-based pay for supervisors and workers and supervisors’ treatment of workers? |
|  | Yes, performance-based pay for supervisors and workers is linked to worse treatment of workers.  Yes, performance-based pay for supervisors and workers is linked to better treatment of workers.  No, there’s no relationship. |
|  |  |
|  | *For G1a-c, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| G1a | According to my own beliefs, it’s sometimes necessary to force workers to work hard. |
| G1b | In this factory, it’s seen as sometimes necessary to force workers to work hard. |
| G1c | In the apparel industry in Vietnam, it’s seen as sometimes necessary to force workers to work hard. |
|  |  |
|  | *For G2a-c, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| G2a | According to my own beliefs, it’s important that workers are paid fairly and on time. |
| G2b | In this factory, it’s seen as important that workers are paid fairly and on time. |
| G2c | In the apparel industry in Vietnam, it’s seen as important that workers are paid fairly and on time. |
|  |  |
|  | *For G3a-c, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| G3a | According to my own beliefs, it’s important that workers have safe and comfortable working conditions. |
| G3b | In this factory, it’s seen as important for workers to have safe and comfortable working conditions. |
| G3c | In the apparel industry in Vietnam, it’s seen as important for workers to have safe and comfortable working conditions. |
|  |  |
|  | Imagine that a supervisor in your factory has said that he can make things very difficult for a female worker by withholding pay and treating her badly unless she has sex with him.  *For H1a-c, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| H1a | It would be extremely risky for her to make a formal complaint against him. |
| H1b | There is a very good chance she would be taken seriously if she made a formal complaint. |
| H1c | There would be very serious consequences for him if she made a formal complaint. |
|  |  |
|  | *For questions H2a-c, each question answered on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| H2a | According to my own beliefs, it’s acceptable for supervisors to make sexual comments to or try to sexually touch workers. |
| H2b | In this factory, it’s common for supervisors to make sexual comments to or try to sexually touch workers. |
| H2c | In this factory, it’s seen as acceptable for supervisors to make sexual comments to or try to sexually touch workers. |
|  |  |
|  | *For questions H3a-c, responses given on the scale:*  Strongly disagree  Disagree  Neither agree nor disagree  Agree  Strongly agree |
| H3a | According to my own beliefs, it’s acceptable for supervisors to link treatment or pay to workers’ willingness to have sexual relationships with them. |
| H3b | In this factory, it’s common for supervisors to link treatment or pay to workers’ willingness to have sexual relationships with them. |
| H3c | In this factory, it’s seen as acceptable for supervisors to make sexual comments to or try to sexually touch workers. |
|  |  |
| E1 | Did any of your customers encourage you to join Better Work?  Choose all that apply  Yes, at least one of my customers encouraged this factory to join Better Work  Yes, at least one of our customers offered to pay part of the Better Work registration fee.  Yes, at least one of my costumers required this factory to join Better Work.  No. |
|  |  |
| E2 | Have any of your customers contacted you about the Better Work assessment reports or progress reports?  No, this factory has not joined Better Work yet.  No, this factory has not had a Better Work Assessment yet.  No, our assessment report is available but the factory has not been contacted.  Yes, our customers have contacted the factory about our report. |
|  |  |
| E3 | To your knowledge, have any of your customers offered you additional orders or better contract terms due to your participation in Better Work?  No, this factory has not joined Better Work yet.  No, this factory has not had a Better Work Assessment yet.  No, our business relationship with our customers is unchanged.  Yes, our relationship has improved.  Yes, our relationship has worsened. |
|  |  |
| E4 | Have any of your customers stopped conducting social compliance auditing since you joined Better Work?  No, this factory has not joined Better Work yet.  No, this factory has not had a Better Work Assessment yet.  No, social auditing by all of our customers continues.  Yes, some of our customers have stopped social auditing.  Yes, all of our customers have stopped social auditing. |
|  |  |
| K1 | How important are each of the following factors for good business performance at your factory?  *For each factor, respondent chooses among the following:*  Not at all important  Somewhat unimportant  Somewhat important  Very important |
|  | Punishing workers who are slow or make mistakes  Getting a good compliance report  Low levels of union activity  Good relationship with customers  Good worker skills  Workers’ job satisfaction  Other |
|  |  |
|  | Below is a graph illustrating the relationship between verbal abuse (yelling or insulting workers) and factory profits. The data are from real factories like yours. Each dot on the graph represents one factory. The higher the dot is on the graph, the more profits that factory earns. The farther to the right the dot is on the graph, the more verbal abuse there is in that factory. Look at the pattern of dots. The factories with high profits are mostly on the left, with low verbal abuse. The factories with lots of verbal abuse are mostly on the bottom, with low profits. |
| L1a | What do you think the relationship is between verbal abuse (yelling or insulting workers) and factory profits? |
|  | When there is a lot of verbal abuse, profits are high.  When there is a lot of verbal abuse, profits are low.  There is no relationship between verbal abuse and profits. |
|  |  |
| D57a | Do you know of factories like yours in this area that have veen asked to pay labor auditors for a good labor report? |
|  | Yes  No |
|  |  |
| D57b *if yes to D57a* | About how much money do you think these factories were asked to pay?  [amount] |
|  |  |
|  | You have now completed the survey! We want to thank you very much for taking the time to answer our questions. We will keep your answers private. Your answers will only be used to assess how the Better Work Program affects factory organization and performance.  After today, you may have some questions or concerns about this survey. You can contact  [contact]  to talk about your concerns. |