## 6.01 Intensity of local competition

How would you assess the intensity of competition in the local markets in your country? ([1] = limited in most industries; [7] = intense in most industries) | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
### Extent of market dominance

How would you characterize corporate activity in your country? [1 = dominated by a few business groups; 7 = spread among many firms] | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
### 6.03 Effectiveness of anti-monopoly policy

To what extent does anti-monopoly policy promote competition in your country? (1 = does not promote competition; 7 = effectively promotes competition) | 2011–12 weighted average

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## 6.04 Extent and effect of taxation

What impact does the level of taxes in your country have on incentives to work or invest? [1 = significantly limits incentives to work or invest; 7 = has no impact on incentives to work or invest] | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
## 6.05 Total tax rate

This variable is a combination of profit tax (% of profits), labor tax and contribution (% of profits), and other taxes (% of profits) | 2011

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6.06 Number of procedures required to start a business

Number of procedures required to start a business | 2011

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## 6.07 Time required to start a business

Number of days required to start a business | 2011

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## 6.08 Agricultural policy costs

How would you assess the agricultural policy in your country? [1 = excessively burdensome for the economy; 7 = balances the interests of taxpayers, consumers, and producers]  | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
### Prevalence of trade barriers

In your country, to what extent do tariff and non-tariff barriers limit the ability of imported goods to compete in the domestic market? [1 = strongly limit; 7 = do not limit]  
2011–12 weighted average

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SOURCE: World Economic Forum, Executive Opinion Survey
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**Source:** World Economic Forum, Executive Opinion Survey
## 6.12 Business impact of rules on FDI

To what extent do rules governing foreign direct investment (FDI) encourage or discourage it? [1 = strongly discourage FDI; 7 = strongly encourage FDI] | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
### 6.13 Burden of customs procedures

How would you rate the level of efficiency of customs procedures (related to the entry and exit of merchandise) in your country? [1 = extremely inefficient; 7 = extremely efficient] | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
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Imports of goods and services as a percentage of gross domestic product | 2011 or most recent year available

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**SOURCE:** World Trade Organization, Statistical Database: Time Series on merchandise and commercial services (accessed June 4, 2012); International Monetary Fund, World Economic Outlook Database (April 2012 edition); national sources

<sup>1</sup> 2009  <sup>2</sup> 2010
### 6.15 Degree of customer orientation

How do companies in your country treat customers? [1 = generally treat their customers badly; 7 = are highly responsive to customers and customer retention] | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey
## 6.16 Buyer sophistication

In your country, how do buyers make purchasing decisions? (1 = based solely on the lowest price; 7 = based on a sophisticated analysis of performance attributes) | 2011–12 weighted average

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**SOURCE:** World Economic Forum, Executive Opinion Survey