

## **Appendix**

### 1) You are:

Male

Female

### 2) Your educational background is:

Secondary

Bachelor degree

Master degree

Doctor degree

### 3) What is your title at your company?

CEO (Chief executive officer)

Administrative Assistant

Sales & Marketing

Financial Officer

Business Manager

Other

### 4) In which industry is your business?

Chemical

Energy

Food

Financial services

Construction

Other

### 5) How long has your company been in business?

1-3 years

4-7 years

10 years or more

6) How many people are employed at your company?

10-19

20-49

50-99

100 and more

7) What are you major financial resources for business?

Personal accounts of the company's founder

Loans

Financial institutions

Private investors

Other

8) Which business challenges are you facing?

Hiring employees

Marketing

Lack of revenue

Health insurance

Economy

Sales

Cash flow

Other

9) What was your company's total gross sales volume for last year?

< \$50,000

\$100,000 - \$500,000

\$1 million and more

Other

10) Do you experience any non-tariff barriers to trade such as:

Administrative regulations

Technical rules

Customs

Cultural differences

None

11) How do you rate the effectiveness of obstacles when trading with goods and services in Iran  
(1-the most important, 3-the least important)?

Sanctions

Excessive growth

High export prices

Non-price competitiveness

Poor productivity

12) What would you estimate your income to be this year?

<\$50.000

\$50.000 - \$150.000

150.000 – \$300.000

\$300.000 or more