

**QUESTIONNAIRE DEVELOPED TO COLLECT DATA ON COMPETITION POLICY
AND LAW IN ETHIOPIA FOR THE CAPACITY BUILDING PROJECT IN THE SELECT
COUNTRIES OF EASTERN AND SOUTHERN AFRICA
(7UP3 PROJECT)**

Instructions: The interviewees may not readily know about many of the concepts/subjects being asked in the questionnaire. Therefore, the interviewers need to explain, elaborate, and provide real-life example wherever necessary. Please also prompt and probe whenever appropriate.

Additional comments by interviewee should be encouraged and carefully noted by the interviewer. The space given in the questionnaire does not limit the length and scope of the answers.

I. Confidential Note

You are not supposed to write your name. Results from this questionnaire are to be used for the purpose of identifying problems and prospects of competition in the Ethiopia market, and all information obtained, should therefore, by no way be released to others, except for intended use.

II. Identifications of the respondent

- 2.1. Sex: Male ☐ Female ☐ Age _____
- 2.3. Education: PhD ☐ 2nd Degree ☐ 1st Degree ☐ Diploma ☐ High School ☐ Elementary ☐
- 2.4. Field of Study: _____
- 2.5. Employment: Government ☐ Federal ☐ Regional ☐ ; Non-Government ☐ Self ☐
occupation _____
- 2.7. Marital Status: Married ☐ Single ☐ Widowed ☐ Divorced ☐ Separated ☐
- 2.8. Address: A.A ☐ ; Region ☐ Out of Ethiopia ☐ e-mail _____
- 2.9. Citizenship: Ethiopian ☐ Other ☐
(If other, write down your nationality please _____).

III. Awareness

Introduction

I am _____ from **Ethiopian Consumer Protection Association (ECoPA)**. The Association is working to document views of businesspersons, consumers and policy-makers on the state of competition in Ethiopia. The main areas of focus are anti-competitive practices prevalent in the Ethiopian market.

Anti-competitive practices are mainly of the following types:

Price fixing: Competitors at any levels in the production-distribution process enter a collusive agreement (form a cartel) and fix prices.

Market sharing: Two or more firms agree to allocate markets amongst them, i.e., predetermine who shall deal with whom and where to avoid competition.

Bid rigging: Firms participating in a bid for a tender, secretly arrange among themselves to determine the eventual winner.

Tied selling: A supplier forces a buyer interested in a desired product to buy another product (tied-product) along with it, even when the buyer is not interested in the tied-product.

Exclusive dealing: Here the producer forces an agreement with the retailer prohibiting the latter from dealing with competing producers or distributors.

Concerted Refusal to deal: Firms at different levels of the same production-supply chain agree among themselves not to sell or buy from certain customers or suppliers.

Resale Price Maintenance: The producer dictates the resale price of the goods that would be charged by the retailers.

Price discrimination: This refers to a situation when a firm sets prices of its goods/services at will, depending on the circumstances.

Entry barrier: This refers to certain situations where the entry of new players in the market is hampered either by existing players/government or others.

Predatory pricing: A situation when a dominant enterprise charges low prices over a long period of time to drive a competitor out of the market, or deter others from entering the market and then raises prices to recoup its losses.

Unfair Trade Practices: These are anti-competitive practices mainly undertaken by individual firms as opposed to cartelization whose net effect is it to curtail competition. One such practice is misleading advertisement.

Note: *According to literature definitions, competition refers to a situation in a market in which firms or sellers independently strive for the patronage of buyers in order to achieve a particular business objective, e.g., profits, sales and/or market share. Competition in this context is often equated with rivalry between firms, which occurs when there are two or many firm, in terms of price, quality, service or combinations of these and other factors valued by the consumers. From consumer perspective, competition is viewed as an important process by which firms are forced to become efficient and offer greater choice of products and services at lower prices. It gives rise to increased consumer welfare and efficiency in resource allocation.*

IV. Detailed Questions

Please provide your answer either by putting a circle around the number corresponding to your choice or writing down your opinion in the space provided in front of each question, in the "**Code**" column.

Question	Answers	Code	Skip to
1. Are you aware of the extent of prevalence of anti-competitive practices in Ethiopian markets?	1.		