

## EXAMPLE QUESTIONNAIRE

We are part of a project called “Impact of Agricultural Trade Liberalization Between the EU and Mediterranean Countries.” Our project activities take place in several EU countries plus Egypt, Israel, Morocco, Tunisia, and Turkey. In each of these countries we are using a research method called the Delphi technique to obtain expert opinion on critical questions related to a possible trade liberalization in the future. We undertake this activity with the philosophy that better information produces better decisions and with a philosophy that all information will be shared with all partners.

Thus, we request your participation in this activity as one of the key experts in this sector. We sincerely thank you for your participation. In addition, we pledge to share with you the results of the exercise not only for your country but also for the other countries involved in the study. It is a small token of our appreciation for your contribution of time and effort for this work.

The Delphi method of obtaining expert opinion will be explained to you as we launch the activity. The key is that you provide us in the first round with your honest and best estimates for the questions posed. Then, in subsequent rounds, you may modify your answers based on the feedback received (anonymously) from the rest of your panel of experts. The questionnaire covers a wide range of products. If you feel that you do not have enough knowledge about a particular product, just skip the questions related to the product and go on to the next.

Thanks again for your help.

Most of the questions that follow concern your best estimates of the potential increase in exports that might be possible under different EU liberalization scenarios. In each case, there is a partial liberalization and a full liberalization question. For the partial liberalization scenario, we will give you the parameters to use in your reflection. For the full liberalization scenario, you should assume that there are no EU import restrictions (quotas, tariffs, windows, minimum import prices, etc.) other than standard phyto-sanitary standards.

1. The current annual EU quota for tomatoes sums to 223,000 tons, divided into monthly allocations. Suppose this quota increases to 446,000 tons with no change in the windows or minimum import price. Suppose further that the 446,000 tons would be allocated in monthly proportions equal to the current proportions.  
What level of tomato exports to the EU could be achieved by Morocco by 2015?

[Samir suggests using an open ended question for the first round (no choices – just a blank) and specific choices as below for the second round. This applies to questions 1, 4, 6, 8, 10, 12.]

- a. 250,000
- b. 300,000
- c. 350,000
- d. 400,000
- e. 450,000
- f. 500,000

2. Now suppose that we have full liberalization. What level of exports to the EU could be achieved by 2015?

\_\_\_\_\_ tons total  
\_\_\_\_\_ tons off-season  
\_\_\_\_\_ tons season

(The season and off-season numbers should sum to the total.)

3. Suppose you could design the parameters of a partial EU liberalization system. What parameters are most important to change (please rank with 1 being most important and 5 least important)?

\_\_\_\_\_ increase the quota  
\_\_\_\_\_ reduce the minimum import price  
\_\_\_\_\_ expand the import windows  
\_\_\_\_\_ decrease tariffs  
\_\_\_\_\_ change the monthly quota allocation

4. The current EU quota for clementines is 143,700 tons. Suppose that quota increased to 200,000 tons, with no change in windows or minimum entry price. What level of exports to the EU could be achieved by 2015?

- a. 160,000
- b. 170,000
- c. 180,000
- d. 190,000
- e. 200,000

5. Now suppose full liberalization for clementines. What level of exports to the EU could be achieved by 2015?

\_\_\_\_\_ tons

6. For courgettes, the current quota is 20,000 tons. Suppose that quota increases to 50,000 tons with no change in windows or minimum entry price. What level of exports to the EU could be achieved by 2015?

- a. 30,000
- b. 40,000
- c. 50,000

7. Now suppose full EU liberalization of courgettes. What level of exports to the EU could be achieved by 2015?

\_\_\_\_\_ tons

8. The current import window for green beans is 1 November – 31 May. Suppose the window is increased to 1 October – 30 June. What percentage increase in exports to the EU could be achieved by 2015?

- a. 20%
- b. 40%
- c. 60%
- d. 80%
- e. 100%

9. Now assume full liberalization of EU green bean imports. What percentage increase could be achieved by 2015?

\_\_\_\_\_ %

10. The current import window for melons is 15 October – 31 May. Suppose the window is increased to 15 September – 30 June. What percentage increase in exports to the EU could be achieved by 2015?

- a. 20%
- b. 40%
- c. 60%
- d. 80%
- e. 100%

11. Now assume full liberalization of EU melon imports. What percentage increase could be achieved by 2015?

\_\_\_\_\_ %

12. The current EU import window for strawberries is 1 November – 31 May. Suppose the window is increased to 1 October – 30 June. What percentage increase in exports to the EU could be achieved by 2015?

- a. 20%
- b. 40%
- c. 60%

- d. 80%
- e. 100%

13. Now assume full liberalization of EU strawberry imports. What percentage increase could be achieved by 2015?

\_\_\_\_\_ %

14. What do you believe to be the major constraints in increasing Moroccan exports of fruits and vegetables to the EU? If you believe the constraints could be eliminated, please explain what needs to be done? Please provide responses both that apply generally to all products first and then constraints specific to products that interest you the most.

Constraint	What needs to be done to remove the constraint?

Specific Product	Constraint	What needs to be done to remove the constraint?

Thanks again. We will provide you with feedback on round 1 and begin round 2 after the seminar.