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**The Way You Think – Afghan Leaders' Attitudes Towards
the Role of Government in Economic Development**

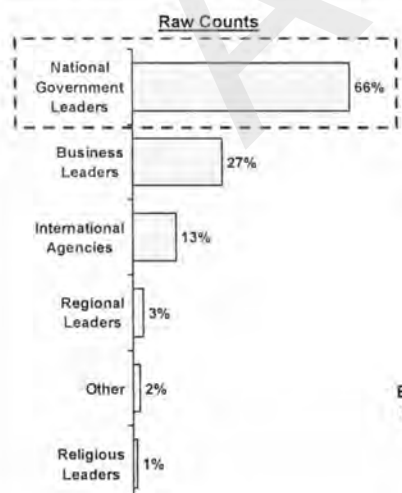
March 2006



Overarching Question

OTF Group Proprietary Information

Who should take the lead in ensuring economic prosperity for Afghan citizens?



- **Most respondents looked to "national government leaders" as the primary stewards of ECONOMIC prosperity for Afghans**
- **27% selected business leaders**
- **7% selected both national government leaders and business leaders**

		National Government Leaders	
		Yes	No
Business Leaders	Yes	21%	7%
	No	14%	59%
		No	Yes

SOURCE: OTF Group National Competitiveness Survey, Afghanistan, December 2004
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Attitudes and Beliefs of Afghanistan's Leaders

The Role of Government (Active, but consistent across regions)

Government Policies Should.....



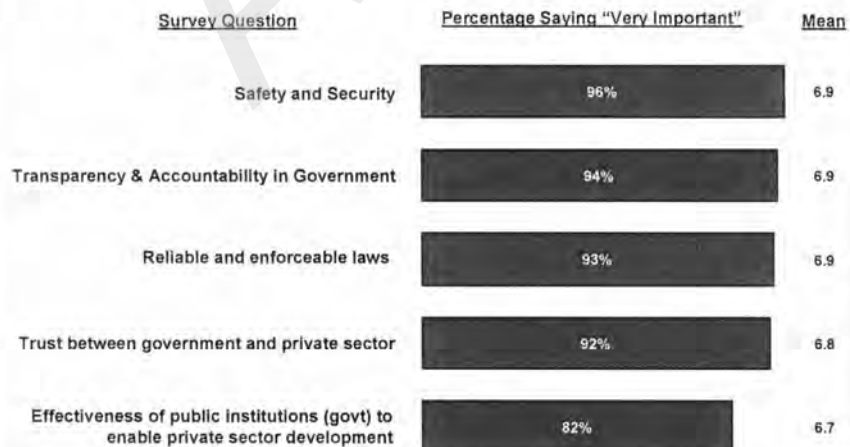
SOURCE: OTF Group National Competitiveness Survey Afghanistan, December 2004
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Attitudes and Beliefs of Afghanistan's Leaders

Conditions for Competitiveness

How important are each of the following to Afghanistan's Growth?



SOURCE: OTF Group National Competitiveness Survey Afghanistan, November 2004
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Attitudes and Beliefs of Afghanistan's Leaders

Conditions for Competitiveness

How satisfied are you are each of the following conditions?

Survey Question	Percentage Of Respondents			Mean
Safety and Security	16%	56%	28%	3.9
Trust between government and private sector	21%	49%	30%	3.8
Effectiveness of public institutions (govt) to enable private sector development	17%	50%	33%	3.6
Reliable and enforceable laws	19%	39%	42%	3.5
Transparency & Accountability in Government	10%	42%	47%	3.1

SOURCE: OTF Group National Competitiveness Survey Afghanistan, November 2004
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Satisfied (6-7) Somewhat Satisfied (3-5) Unsatisfied 1-2



Attitudes and Beliefs of Afghanistan's Leaders

7 contentious issues

Leaders disagree about the effects of foreign companies and how involved the government should be with managing the economy.

Survey Question	Distribution of Responses (1 to 7scale)			Mean
Government policy should own or directly control certain companies	69%	5%	26%	5.1
Countries can not pursue growth and social equity at the same time	53%	9%	38%	4.2
In the short run, pollution and environmental degradation are acceptable prices to pay for rapid growth	49%	2%	50%	3.7
Presence of foreign firms will have a negative affect on culture and religion in Afghanistan	43%	11%	47%	3.6
Government policy should treat domestic and foreign companies equally	41%	2%	56%	3.5
Government policy should redistribute wealth from the more fortunate to the less fortunate	40%	8%	53%	3.5
Economic prosperity will adversely affect Afghan culture	27%	69%		2.6

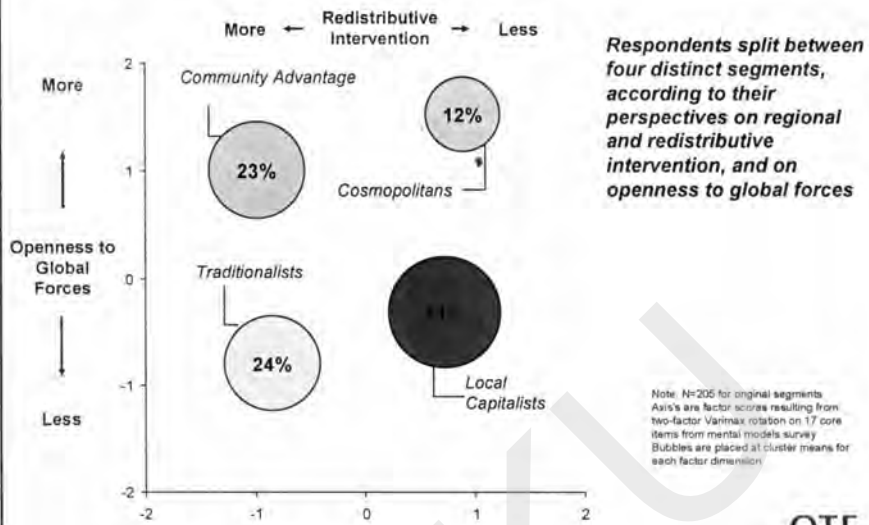
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Agree (1,2,3) Neutral (0) Disagree (-1,-2,-3)



Afghanistan Leaders Mental Model Segments

Mental Model Segments Overview



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SOURCE: OTF Group National Competitiveness Survey, Afghanistan, December 2004

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