

**High-Tech Immigrant Entrepreneurship in the U.S.  
DRAFT Telephone questionnaire**

**1. Hi. Have I reached (name of business)?**

No -- Thank you, I must have the wrong number.  
Yes

**2. Can you put me through to (name of CEO's) office?**

I'm calling from George Mason University. As part of an academic research project we are studying the role that high-growth companies like yours play in the American economy. Can I speak to someone who knows about the founding and history of this company?

No -- Who would be the best person to talk to? When is a good time to call?  
Yes

[Once connected to person from above] Hi. Have I reached (name of person)?

I'm calling from George Mason University. As part of an academic research project we are studying the role that high-growth companies like yours play in the American economy.

**3. I understand from (name of CEO's) office that you are knowledgeable about the founding and history of this company – is that correct?**

No – Can you suggest someone else that I could speak with?  
Yes

We would like to get some basic information about this company and its founders for a study funded by the Small Business Administration of the U.S. government. We will ask a few questions that will take about 5 to 10 minutes to answer. Participation in this study is voluntary and you can skip any questions you choose not to answer. Responses will be kept confidential and the names of businesses or individuals will not be published.

**4. What is your job title?**

\_\_\_\_\_

**5. Where is the company's headquarters located?**

City/county: \_\_\_\_\_

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State: \_\_\_\_\_

Country: \_\_\_\_\_

**6. What industry would you say your firm is part of?**

**[If not sure, probe: For example, is your company involved with pharmaceuticals, aircraft, software, industrial equipment, communications, computer equipment, engineering, or something else?**

\_\_\_\_\_

**7. What year was this business founded?**

Year \_\_\_\_

**7a. [If not sure] Was it:**

Before 1980  
1980 to 1989  
1990 to 1999  
2000 or later?

**8. Is the company publicly traded or privately held?**

Publicly traded  
Privately held

**9. Does the company have a research and development division or laboratory?**

Yes  
No

**10. Does the company hold any patents or have patent applications pending?**

Yes  
No

**11. Does the company have a strategic relationship with any firms outside the U.S.? That would include foreign firms that are major suppliers, key partners or major customers.**

Yes  
No

**12. Now, I have some questions about the founder or founders of this company. How many individuals would you identify as founders? [Definition of founder: the person or people who owned part of the firm when it first began to cover all salaries and wages.]**

# of founders: \_\_\_\_\_

**12a. [If more than 5 founders: We would like to get information on the 5 most important founders]. Can you provide their first names (up to 5 names)?**

Name 1: \_\_\_\_\_

Name 2: \_\_\_\_\_

Name 3: \_\_\_\_\_

Name 4: \_\_\_\_\_

Name 5: \_\_\_\_\_

**13. OK, for (founder 1 name) – that is a man (woman) correct?**

Male

Female

**14. Can you tell me if he/she was born in the U.S. or somewhere else?**  
(Definition: U.S. includes Puerto Rico, Guam, etc. and territories)

U.S.

Somewhere else

**What country was that?**

Country: \_\_\_\_\_

**About how many years has he/she lived in the U.S.?**

Years: \_\_\_\_\_

**Is he/she now a U.S. citizen?**

Yes

No

**15. What is his/her highest level of education? Would you say:**

- High school degree or less
- Some college
- Two year college or technical degree
- Four year college degree
- Master's degree
- Doctoral/professional degree

**(If foreign-born) Was the most recent education obtained in the U.S.?**

- Yes
- No

**16. [If born in U.S.] What best describes his/her race/ethnicity?**

- American Indian or Alaska Native
- Asian
- Black or African American
- Hispanic or Latino
- Native Hawaiian or Other Pacific Islander
- White

**17. [If privately held] Is he/she currently an owner of the company?**

- Yes
- No

**18. [If publicly traded] Was he/she currently an owner of the company before it became public?**

- Yes
- No

**[Repeat for founders 2 – 5, where applicable]**

**19. [If 2 or more founders] What one thing would you say brought the founders together to start this business?**

- Family
- Attended school/college together
- Worked together previously
- Got together to start this business
- Something else: \_\_\_\_\_

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**Thank you very much for helping us out with this study. If you have any questions you can contact...**