**2010 Company Organization Survey – Enterprise Statistics Program**

**Respondent Debriefing Protocol**

**Item-specific questions:**

***3B, Operating revenues and net sales***

- What does “operating revenues and net sales” mean to you?

- What does “your company” mean to you?

- What does “generated by U.S. operations” mean to you?

*\*\*\*Note whether revenues are reported based on location of unit generating revenue*

*as intended.*

- Did your US operations have any revenues from sales to foreign subsidiaries?

 - *(If yes)* Are those amounts included in the figure you reported?

- Did the figure you reported include sales generated by foreign operations?

- Did the figure you reported include any inter-company sales between US

operations?

*\*\*\*Note whether sales TO foreign subs are included, and sales BY foreign subs and*

*domestic inter-company sales are excluded, as intended.*

***3C, Royalties and license fees for the use of intellectual property***

- *Line B* – *(If foreign owned)* Did the amount you reported include revenues from

intellectual property held by a foreign parent or its foreign affiliates?

- *Line C* – What does each of the items 1-5 mean to you?

- *Line C1* – Did you have any other IP revenues besides licensing fees, e.g., use of

trade secrets, “know-how” or technology transfer agreements, etc? If so, are those

revenues included here?

***3D, Manufacturing activities***

- *Line B1 –* How did you go about answering this item? Did you make an informed “top of the head” estimate, or did you have to consult records?

- *Line C4 –* How did you go about answering this item? Did you make an informed “top of the head” estimate, or did you have to consult records?

 - What does “cost of sales from expenses for contract manufacturing services”

mean to you?