

**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?