

Survey Instrument – Brand Metrics

Introduction:

Hello, my name is _____ and I'm calling from The Research Associates on behalf of the United States Department of Commerce's U.S. Commercial Service.

May I please speak with Mr./Ms. _____? Or "Can you tell me the name of the person who manages or leads your company's international business?" (Could be a director, vice president of international sales, or president/CEO).

When You Have the Correct Contact Person on the Phone:

Hello, Mr./Ms. _____, my name is _____ and I'm calling from The Research Associates on behalf of the United States Department of Commerce's U.S. Commercial Service. The Commercial Service assists U.S. companies to export their products and services around the world.

We are speaking with companies that have exported products and services in the past 12 months, and would like to include your perspective in the research. This research will provide the U.S. Commercial Service with information that will assist them in improving their services to U.S. exporters. This is your opportunity to provide input as to what is important to you when receiving assistance with international sales and to make recommendations for change so that the U.S. Commercial Service can help more U.S. companies to grow globally. Your name and company will remain completely confidential from the U.S. Commercial Service. This survey will take approximately 15 minutes to complete. We recognize your time is valuable and the government appreciates your participation.

When is a convenient time for you to participate in this research? _____

Screening Questions

S-1. Do you currently or do you plan to export your products or services?

1. Yes
2. No

If 1, go to S-2

If 2, thank and terminate the call

S-2. Is your company likely to use international sales/exporting assistance?

1. Definitely
2. Likely
3. Not likely

If 1 or 2, go to S-3

If 3, thank and terminate call

S-3. Have you ever used/worked with the U.S. Commercial Service?

1. Yes
2. No

If 1, thank and terminate the call

If 2, go to Main Survey

Main Survey

1. Where do you (or do you plan to) find out about international sales/exporting assistance? I am going to read a list, please tell me "yes" or "no." (Check all that apply.)

- Advertising: Trade Publications
- Articles: Newspaper/Magazines
- Colleagues/Friends/Family
- Emails
- Product brochures
- State Trade Office
- Tradeshows
- Industry Associations
- Website (please specify)
- Other (please specify)
- Don't Know

2. When looking for international sales/exporting assistance, what is important to you? I am going to read a list, please tell me "yes it is important" or "no it is not important." (Check all that apply.)

- Reputation
- Recommended by friends/family/colleagues
- Advertising: Publications
- Newspaper/Magazine articles
- Variety of service offerings
- U.S. Government
- Trusted brand/organization
- Trade and global knowledge
- Trade and global network
- Good value for money
- Good market research products
- Convenient location
- Other (please specify)

3. Using a scale of 1 to 10 where "1" means "Limited" and "10" means "Consistently" how much does your company use (or plan to seek) assistance/support for international sales/exporting?

1 2 3 4 5 6 7 8 9 10 N/A
Limited **Consistently**

4. In the limited context of providing international sales/exporting assistance, which of the following organizations have you heard of?

- Local Chamber of Commerce
- City Government
- State Government
- Consultants
- Banks
- U.S. Commercial Service
- U.S. Department of Commerce

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| export related questions via staff located overseas. | | | | | | | | | | | |
| Non-customized / free market research your company uses to analyze market dynamics and potential for your products in a specific country. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Customized market research your company purchases to analyze market dynamics and potential for your products/services in a specific country | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Developing an effective international sales and marketing plan | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Developing a market entry or expansion strategy for a specific country | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Increasing your brand exposure in the global marketplace | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Identifying qualified international business partners | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Arranging meetings with qualified international business partners | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Receiving due diligence reports on overseas companies | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Obtaining advocacy assistance to help you win contract bids on major projects overseas | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Getting help to settle disputes and resolve payment issues with international companies | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Obtaining assistance to help your company overcome market access barriers (e.g. customs, regulatory and legal issues) | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Showcasing your products/services at trade shows, fairs and other events | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

12. Have you heard of the U.S. Commercial Service?

- Yes
- No: Go to last page

13. Using a scale of 1 to 10 where "1" means "Very negative" and "10" means "Very positive" please rate your overall perception of the Commercial Service as a source for advocacy assistance:

- 1 2 3 4 5 6 7 8 9 10 N/A
Very Negative **Very Positive**

14. Using a scale of 1 to 10 where "1" means "Very negative" and "10" means "Very positive" please rate your overall perception of the Commercial Service as a source of international sales/exporting assistance:

1 2 3 4 5 6 7 8 9 10 N/A
Very Negative **Very Positive**

Last Page: High-Level Company Information (will use the standard range/definition the CS or DOC uses)

15. Would you classify yourself as a:

1. Manufacturer
2. Wholesaler
3. Export trading company or broker
4. Export management company

16. In the past 12 months, approximately what percentage of your annual revenue was from countries outside the United States?

_____ %

17. What percentage of these international sales are exported from the United States, as opposed to manufactured in foreign markets?

_____ %

18. Do you have international revenue targets? (Y/N)

19. Have you identified specific target countries and markets for expansion? (Y/N)

20. Which one of the following statements best characterizes your approach to exporting? (CHECK ONLY ONE)

1. We would like to aggressively grow export sales
2. We would like to modestly grow export sales
3. We would like to maintain current export sales
4. We do not actively solicit export sales, and primarily respond to foreign customer inquiries

21. Which one of the following best describes your company? (CHECK ONLY ONE)

1. Manufacturer of a finished product, or OEM
2. Supplier of components/materials
3. Job shop/contract manufacturer
4. Wholesaler / Broker / Trading Company / Export Management Company

22. Do you sell your products to any of the following end-markets or supply chains? (Y/N)

- Defense / Aerospace
- Automotive
- Medical, Health Care or Pharmaceuticals
- Computer, Information Technology or Telecommunications
- Food and Beverage
- Furniture
- Apparel / Textile products
- Agricultural and Construction Equipment
- Industrial / Commercial Machinery or Equipment (e.g. metalworking, HVAC, material handling)
- Construction Materials or Building Products
- Consumer Appliances and Housewares

- Energy, Power Generation and Distribution
- Other

23. Which of the following best describes the ownership of your company?

Please select only one:

1. Subsidiary of another company
2. Family-owned and managed
3. Management owned, but non-family
4. Investor-owned company
5. Sole proprietor

24. What was your company's growth rate for total revenue in 2008 (or most recent fiscal year)?

_____ %

25. What was your company's growth rate for total revenue in 2007 (or two years ago)?

_____ %

26. Please tell me which regions you sell to: (check all that apply)

- Canada and/or Mexico (NAFTA COUNTRIES)
- Brazil
- Other countries in Latin America and the Caribbean, beyond Mexico, Brazil
- Western Europe
- Eastern Europe, excluding Russia
- Russia
- China
- India
- Other countries in Asia, beyond China, India
- Middle East
- Africa
- Australia and New Zealand

27. How many countries do you currently export to?

1. 1-2
2. 3-4
3. 5-10
4. 10-20
5. More than 20

Thank you for your time.

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