#### **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. Commercia 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
<ul> <li>S-2. Is your company likely to use international sales/exporting assistance?</li> <li>1. Definitely</li> <li>2. Likely</li> <li>3. Not likely</li> </ul>
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.)
	<ul> <li>□ Advertising: Trade Publications</li> <li>□ Articles: Newspaper/Magazines</li> <li>□ Colleagues/Friends/Family</li> <li>□ Emails</li> <li>□ Product brochures</li> <li>□ State Trade Office</li> <li>□ Tradeshows</li> <li>□ Industry Associations</li> <li>□ Website (please specify)</li> <li>□ Other (please specify)</li> <li>□ Don't Know</li> </ul>
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.)
	<ul> <li>□ Reputation</li> <li>□ Recommended by friends/family/colleagues</li> <li>□ Advertising: Publications</li> <li>□ Newspaper/Magazine articles</li> <li>□ Variety of service offerings</li> <li>□ U.S. Government</li> <li>□ Trusted brand/organization</li> <li>□ Trade and global knowledge</li> <li>□ Trade and global network</li> <li>□ Good value for money</li> <li>□ Good market research products</li> <li>□ Convenient location</li> <li>□ Other (please specify)</li> </ul>
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?
	O 1 O 2 O 3 O 4 O 5 O 6 O 7 O 8 O 9 O 10 O N/A Limited Consistently
4.	In the limited context of providing international sales/exporting assistance, which of the following organizations have you heard of?
	<ul> <li>□ Local Chamber of Commerce</li> <li>□ City Government</li> <li>□ State Government</li> <li>□ Consultants</li> <li>□ Banks</li> <li>□ U.S. Commercial Service</li> <li>□ U.S. Department of Commerce</li> </ul>

	<ul><li>□ International Trade A</li><li>□ Other (please specify</li><li>□ None</li></ul>											
5.	What organizations would yo sales/exporting assistance? I would consider using them would not consider using the	am goin for inter	g to nati	re ona	ad a Il sa	lis les	t, p ass	leas ista	se t	ell r	ne "	
	□ Local Chamber of Co □ City Government □ State Government □ Consultants □ Banks □ U.S. Commercial Ser □ U.S. Department of Co □ International Trade Ad □ Other (please specify □ None: Go to Q11	vice Commerce Iministrat	ion									
W  5:	hen you think about the types	of orgar	niza	tion	ı(s)	you	ch	ose	fro	m Ç	ues	tion
6.	Using a scale of 1 to 10 wher "10" means "Very strong assorthe following word description Question 5:	ociation, ons with	" to the	wh org	ať e	exte	nt c	do y	ou	ass cho	ocia se fr	te
		Very v assoc									ry rong	
		1	2	3	4	5	6	7	8	9	10	
	Network	C	O	O	O	0		$\overline{}$	$\overline{}$	O	C	
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			<u> </u>			0	0	O	<b>O</b>	0		
	Resourceful	0	0	O	0	0 0	0	0	0	о О	O	
	Resourceful Relationship	0	о О	о О	0	0 0 0	0 0	o o	) )	) )	O	
	Resourceful Relationship Accessible	0	) )	о о	о О	0 0	0 0	) ) )	0 0	0 0	0	
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	Resourceful Relationship Accessible Value Global	) ) )	) ) )	) ) )	0 0			) ) ) )	0 0 0	0 0 0 0	0 0	
	Resourceful Relationship Accessible Value Global Trade Knowledge	) ) ) )	0 0 0	<ul><li>O</li><li>O</li><li>O</li><li>O</li><li>O</li></ul>	0 0 0 0			0 0 0 0			0 0 0	
	Resourceful Relationship Accessible Value Global Trade Knowledge Industry/Technical Knowledge	) () () () ()	0 0 0 0 0	0 0 0 0				<ul><li>O</li><li>O</li><li>O</li><li>O</li><li>O</li><li>O</li></ul>		0 0 0 0 0 0	0 0 0 0 0	

7. Have you or your organization used international sales/exporting assistance in the past?

Yes: Go to Q8
 No: Go to Q12

8. Think about all of your experiences with the organization(s) you used for international sales/exporting assistance. Using a scale of 1 to 10 where "1" means "Very Dissatisfied" and "10" means "Very Satisfied", what is your overall satisfaction?

**O 1 O 2 O 3 O 4 O 5 O 6 O 7 O 8 O 9 O 10 O N/A Very Dissatisfied Very Satisfied** 

9. Considering all of the expectations you may have had about the organization(s) you used for international sales/exporting assistance, to what extent has the assistance met your expectations? "1" now means "Falls short of your expectations" and "10" now means "Exceeds your expectations."

O 1 O 2 O 3 O 4 O 5 O 6 O 7 O 8 O 9 O 10 O N/A Falls Short Exceeds

10. Now think of the ideal set of international sales and export services for companies in your circumstances. How well do you think the services you received from the organization(s) you used for international sales/exporting compare with the ideal set of services? "1" now means "Not very close to the ideal" and "10" now means "Very close to the ideal."

O 1 O 2 O 3 O 4 O 5 O 6 O 7 O 8 O 9 O 10 O N/A **Not Very Close Very Close** 

11. When you receive international sales/exporting assistance, please rate the importance of the following services. "1" means "Not Important At All" and "10" means "Very Important."

	No Very Impo Impo	rta								
	1	2	3	4	5	6	7	8	9	10
Counseling, guidance and answers to your export related questions via domestic trade specialists	0	O	0	0	0	0	0	0	0	0
Counseling, guidance and answers to your export related questions via a toll-free number	0	O	0	0	O	O	O	0	0	0
Counseling, guidance and answers to your	0	O	O	O	0	0	O	O	O	O

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.	0	0	)	0	0	0	0	0	0	0
Customized market research your company purchases to analyze market dynamics and potential for your products/services in a specific country	0	0	0	0	0	0	0	0	0	0
Developing an effective international sales and marketing plan	0	O	0	O	0	O	$^{\circ}$	0	0	0
Developing a market entry or expansion strategy for a specific country	O	0	0	O	0	O	O	0	0	0
Increasing your brand exposure in the global marketplace	0	O	0	O	0	0	O	0	0	0
ldentifying qualified international business partners	0	O	0	O	0	0	0	0	0	0
Arranging meetings with qualified international business partners	0	O	0	O	0	0	O	0	0	0
Receiving due diligence reports on overseas companies	O	O	O	O	0	0	O	0	0	0
Obtaining advocacy assistance to help you win contract bids on major projects overseas		O	O	O	0	0	O	0	0	0
Getting help to settle disputes and resolve payment issues with international companies	0	O	0	0	0	0	O	0	0	0
Obtaining assistance to help your company overcome market access barriers (e.g. customs, regulatory and legal issues)	0	O	0	0	0	O	0	O	0	0
Showcasing your products/services at trade shows, fairs and other events	O	O	O	O	O	O	О	O	O	O

12.Have	vou heard	of the	U.S.	Commercial	Service?
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☐ 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:

Very	Neg	ative	<b>.</b>						Ver	y Positiv	'e
$\mathbf{O}$ 1	<b>O</b> 2	$\mathbf{O}$ 3	<b>O</b> 4	$\circ$ 5	<b>O</b> 6	<b>O</b> 7	8 C	<b>O</b> 9	$\mathbf{O}$ 10	O N/A	

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:

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

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

#### 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 <u>one</u> 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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