

Proposed questions when inserted into CATI for edit reconciliation and non-response follow-up

Q1. Can you tell me how you generated that estimate? (Mark all that apply)

- ☐ Memory, personal knowledge, “off the top of my head,” just know it
- ☐ Rough estimate
- ☐ Guessed
- ☐ Accounting system
- ☐ Accounts/finance/sales department
- ☐ Sales receipts
- ☐ Got it from another department/employee – ask Q2
- ☐ Don’t know
- ☐ Other, please specify: _____

Q2. (If from another person or department) What is the (person’s/department’s) title?

- ☐ Administrative assistant
- ☐ Finance director
- ☐ Accounting staff
- ☐ Senior Management (President/VP/CEO/COO)
- ☐ Finance department
- ☐ Sales department
- ☐ Other, please specify: _____

Q3. How good do you believe your estimate is? Would you say it is very good, good, fair, or poor?

- ☐ Very good
- ☐ Good
- ☐ Fair
- ☐ Poor
- ☐ Don’t know

Those are all the questions I have. Thank you.