**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.