

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.