

## Appendix A: Introductory Script

These scripts provide interviewers with the baseline information that they need to convey to study participants prior to obtaining their verbal consent and beginning the survey. Individual situations may differ and slight changes may need to be made to the wording.

OMB Number 1220-0141  
Expires: April 30, 2018

### Phone Interview:

Hello, my name is \_\_\_\_\_. I work on the National Compensation Survey at the U.S. Bureau of Labor Statistics. Your place of business is currently part of the National Compensation Survey. You may know [INSERT FIELD ECONOMIST NAME]. He/she administers the survey for us in your area.

I am calling because I would like to ask for 10 more minutes of your time to answer some additional questions. These questions are not for the NCS survey. These questions are for a research project that will help us develop future surveys aimed at improving the way businesses are classified into industries.

Answering these questions is voluntary. It does *not* affect your participation in the National Compensation Survey. Any answers you give us will be kept confidential. No one, aside from the researchers involved in the project, will see your responses.

The Bureau of Labor Statistics, its employees, agents, and partner statistical agencies, will use the information you provide for statistical purposes only and will hold the information in confidence to the full extent permitted by law. In accordance with the Confidential Information Protection and Statistical Efficiency Act of 2002 (Title 5 of Public Law 107-347) and other applicable Federal laws, your responses will not be disclosed in identifiable form without your informed consent.

If there are any questions you would rather not answer, you can let me know and I will move on to the next one. This research is being done under OMB Control Number 1220-0141.

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless such collection displays a valid OMB control number. Public reporting burden for this collection of information is estimated to average 10 minutes per response. The obligation to respond to this collection is voluntary. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the U.S. Department of Labor, OASAM/OCIO 200 C Street NW Washington DC 20210 and reference the OMB Control Number 1220-0141.

1. Would you be willing to participate in this short survey? (It won't take more than 10 minutes)
  - Yes (Go To Survey)
  - No (Exit)

[Exit] OK. Thank you for your time.

**In-Person Interview:**

OMB Number 1220-0141  
Expires: April 30, 2018

Can I get 10 more minutes of your time to answer some additional questions? These questions are not for the NCS survey. These questions are for a research project that will help us develop future surveys aimed at improving the way businesses are classified into industries.

Answering these questions is voluntary. It does *not* affect your participation in the National Compensation Survey. Any answers you give us will be kept confidential. No one, aside from the researchers involved in the project, will see your responses.

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If there are any questions you would rather not answer, you can let me know and I will move on to the next one. This research is being done under OMB Control Number 1220-0141.

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1. Would you be willing to participate in this short survey? (It won't take more than 10 minutes)
  - Yes (Go To Survey)
  - No (Exit)

[Exit] OK. Thank you for your time.

## Appendix B: Survey

Thank you for agreeing to participate. I'll get started. If you have any questions as we are going through, let me know. To begin, let's talk about how you think about outsourcing:

2. In your own words, what does the term "outsourcing" mean to you?
- Don't know

3. Does your company do any outsourcing?

- |                                      |   |
|--------------------------------------|---|
| <input type="radio"/> Yes (Go To #4) | <input type="radio"/> Don't Know (Go To #4) |
| <input type="radio"/> No (Go To #4)  | <input type="radio"/> Refused (Go To #4)    |

4. We are trying to identify companies that design and sell a product but don't do all of the actual manufacturing themselves. Does this apply to your company?

- |                                      |   |
|--------------------------------------|---|
| <input type="radio"/> Yes (Go To #5) | <input type="radio"/> Don't Know (Go To #5) |
| <input type="radio"/> No (Go To #5)  | <input type="radio"/> Refused (Go To #5)    |

5. Is discussing outsourcing a sensitive topic for your company?

- |                                      |   |
|--------------------------------------|---|
| <input type="radio"/> Yes (Go To #6) | <input type="radio"/> Don't Know (Go To #7) |
| <input type="radio"/> No (Go To #7)  | <input type="radio"/> Refused (Go To #7)    |

6. How sensitive of a topic is it? Would you say:

- |  |   |
|--|---|
| <input type="radio"/> A Little Sensitive (Go To #7)  | <input type="radio"/> Don't Know (Go To #7) |
| <input type="radio"/> Somewhat Sensitive (Go To #7)  | <input type="radio"/> Refused (Go To #7)    |
| <input type="radio"/> Very Sensitive (Go To #7)      |   |
| <input type="radio"/> Extremely Sensitive (Go To #7) |   |

7. Have you heard of the term "offshoring?"

- |                                      |  |
|--------------------------------------|--|
| <input type="radio"/> Yes (Go To #8) | <input type="radio"/> Don't Know (Go To #10) |
| <input type="radio"/> No (Go To #10) | <input type="radio"/> Refused (Go To #10)    |

8. Is "offshoring" the same or different as "outsourcing"?

- It is the same (Go To #10)
- It is different (Go To #9)
- Don't Know (Go To #7)
- Refused (Go To #7)

9. How is it different?
- Don't know

10. Would your company participate in a future government survey about outsourcing and offshoring?
- Yes
  - No
  - Not sure
  - It depends – please explain

Thank you for your participation. That was very helpful.

Additional Space for Question 2 and Notes: