

Recruiting Script for R&D Interviews

[NOTE: Prior to the recruiting call the recruiter should have the respondent's answers to the R&D activities question from ABS.]

	From Sample	Corrections
Company Name:	_____	_____
City and State:	_____	_____
Contact Person:	_____	_____
Contact Position:	_____	_____
Phone Number:	_____	_____
E-Mail:	_____	_____
Company URL:	_____	_____

[REACHED VOICEMAIL - DO NOT LEAVE A VOICEMAIL UNTIL THIRD CONTACT ATTEMPT.] Hello, my name is [RECRUITER NAME]. I am calling on behalf of the U.S. Census Bureau. Thank you for completing the Annual Business Survey co-sponsored by Census and the National Science Foundation. We are in the process of revising the survey and we would like to talk to you about your company, [COMPANY NAME]. Please call me back at [RECRUITER TELEPHONE]. Thank you.

[REACHED PERSON:] Hello, my name is [RECRUITER NAME]. I am calling from the U.S. Census Bureau. May I please speak to the person in your company who recently completed the Annual Business Survey? (If the person does not know who completed the ABS, ask for the person most knowledgeable about the company.)

[IF NO:] Is there another time when he/she will be available that I may call?
Date: _____ Time: ____:____

Who should I ask for?

Name: _____

[IF YES:] The Census Bureau and NSF are making changes to the Annual Business Survey, and we would like to talk to you about your experiences and your company, [COMPANY NAME].

[NOTE: During the recruiting call the recruiter should have the respondent's answers to the R&D activities question from ABS and should only read out loud the activities where the respondent said yes for the ABS survey.]

During the Annual Business Survey, you (or another representative from your company) indicated that your company performed or paid others to perform the following R&D activities.

- a. Conducted activities aimed at acquiring new knowledge or understanding without specific immediate commercial applications or uses
- b. Conducted activities aimed at acquiring new knowledge for solving a specific problem or meeting a specific commercial objective
- c. Conducted systematic work, drawing on research and practical experience and resulting in additional knowledge, which is directed to producing new products or processes or to improving existing products or processes
- d. Developed and tested goods, services, or processes that were derived from scientific research or technical findings
- e. Developed software that advanced scientific or technological knowledge
- f. Produced findings that could be published in academic journals or presented at scientific conferences
- g. Applied scientific or technical knowledge in a way that has never been done before
- h. Created new scientific or technical solutions that can be generalized to other situations
- i. Conducted work to discover previously unknown technological facts, structures, or relationships
- j. Conducted work to extend the understanding of scientific facts, relationships, or principles in ways that could be useful to others

As a company that has engaged in R&D activities, would you be willing to participate in the interview?

YES NO

IF YES, Great! We would like to visit you at your office to conduct the interview. Would you be available on:

Date: _____ Time: _____

Please note that:

- This is not an official data collection.
- Your participation in this is voluntary.
- The purpose of our interview will be to try out some questions.

- Finally, you and your company will not be mentioned by name in any Census Bureau or NSF report.
- The persons attending the interview will be the interviewer, a note taker and a representative from the Census Bureau or NSF.

Again, the discussion should last about an hour. If you have any questions, please contact me at: Phone: _____ E-Mail: _____

IF NO: Thank for your time and have a nice day. **END**