

## Recruiting Script for Globalization Module Interviews

### From 2017 ABS Sample

**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].

1. Did this business **export** goods or services in 2018? Y/N
2. Did this business **import** goods or services in 2018? Y/N
3. Did this business purchase, sell or license intellectual property in 2018? Y/N
4. Did this business manufacture any goods in the U.S. in 2018? Y/N

**IF RESPONDENT SAID YES TO AT LEAST 3 OF THE 4 QUESTIONS ABOVE ASK:**

As a company that has engaged in these 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**