APPENDIX

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APPENDIX I:
ALGEBRAIC FOUNDATIONS OF ERROR-CORRECTION MODELS AND REGRESSION DATA

ALGEBRAIC FOUNDATIONS OF ERROR-CORRECTION MODELS (ECMS)

The following section draws on THOMAS (1993, pp.151-172). However, the variable denomination has been adapted, and in contrast to THOMAS, the case of more than one explanatory variable is considered hereafter.

A popular past method of attempting to overcome the problem of spurious correlation has been to estimate relationships between the *rates of change* of variables rather than between their absolute levels. The consequence of looking at the rate of change in a variable is typically to remove any trend element. Unfortunately, when only rates of change are used, the valuable information on the long-run relationship between the levels of the variables are lost. For example, if

$$Y_t = \beta_0 + \sum_{i=1}^{m} \beta_i X_{it} + \varepsilon_t \qquad [A\text{-}1]$$

where ε_t is a disturbance, and m the number of explanatory variables X_i, then

$$Y_t - Y_{t-1} = \sum_{i=1}^{m} \beta_i (X_{it} - X_{it-1}) + u_t \qquad [A\text{-}2]$$

where $u_t = \varepsilon_t - \varepsilon_{t-1}$. If [A-2] is estimated instead of [A-1], no information about β_0 is obtained. Model [A-2] focuses only on the short-run relationship between Y and X and thus is likely to provide poor forecasts for even a few periods ahead if a long-run relationship exists, but is ignored. There is a further problem with the first-differenced model [A-2]. If a relationship such as [A-1] really exists, and if its disturbance ε_t is non-autocorrelated, then the disturbance u_t in model [A-2] is of *simple moving average form* and will be autocorrelated.[1]

Error-correction models assume a long-run relationship such as [A-1]. Often ECMs are specified in natural logarithm form, for which usually lower case letters are used, i.e. $y_t = \ln Y_t$, $x_{it} = \ln X_{it}$, etc. If a long-run equilibrium relationship such as [A-1] exists, i.e.

$$y_t = \gamma_0 + \sum_{i=1}^{m} \gamma_i x_{it} + \varepsilon_t \qquad [A\text{-}3]$$

(where the parameters γ_0 and γ_i now indicate an ECM approach), then at all times $y_t - \gamma_0 - \sum_{i=1}^{m} \gamma_i x_{it} = 0$. However, there may be many times when Y will not be at its equilibrium value relative to the X_i and thus $y_t - \gamma_0 - \sum_{i=1}^{m} \gamma_i x_{it}$ will be non-zero and will measure the 'extent of disequilibrium' between the X_i and Y. These quantities are therefore known as *disequilibrium errors*. Since Y and the X_i are not always in equilibrium, the underlying long-run relationship cannot observed directly.

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[1] A stochastic process such as $Y_t = \varepsilon_t + \theta_1 \varepsilon_{t-1} + \theta_2 \varepsilon_{t-2} + \ldots + \theta_q \varepsilon_{t-q}$ is known as a *moving average (MA) process* of order q. The simplest version of which is the first-order process $Y_t = \varepsilon_t + \theta \varepsilon_{t-1}$. In contrast, a stochastic process such as $Y_t = \varphi_1 Y_{t-1} + \varphi_2 Y_{t-2} + \ldots + \varphi_p Y_{t-p} + \varepsilon_t$ is called an *autoregressive (AR) process* of order p, with the first-order process being $Y_t = \varphi Y_{t-1} + \varepsilon_t$. Both schemes introduce autocorrelation in a model. With respect to stationarity it can be shown that *MA* processes such as above are stationary. However, this is not necessarily the case with *AR* processes (THOMAS 1993, pp.157-158).

All that can be observed is a disequilibrium relationship involving lagged values of *Y* and *X*. This disequilibrium relationship can be denoted by

$$y_t = \beta_0 + \beta_1 x_{1t} + \beta_2 x_{1t-1} + \ldots + \beta_{2m-1} x_{mt} + \beta_{2m} x_{mt-1} + \alpha\, y_{t-1} + u_t \qquad 0 < \alpha < 1 \qquad \text{[A-4]}$$

where u_t is a disturbance. Model [A-4] is an equation in the levels of variables which are likely to be non-stationary. This equation can be re-arranged, however, and reparameterised as follows. Subtracting y_{t-1} from either side yields

$$\Delta y_t = \beta_0 + \beta_1 x_{1t} + \beta_2 x_{1t-1} + \ldots + \beta_{2m-1} x_{mt} + \beta_{2m} x_{mt-1} - (1-\alpha)\, y_{t-1} + u_t$$

or

$$\Delta y_t = \beta_0 + \beta_1 \Delta x_{1t} + (\beta_1 + \beta_2) x_{1t-1} + \ldots + \beta_{2m-1} \Delta x_{mt} + (\beta_{2m-1} + \beta_{2m}) x_{mt-1} - (1-\alpha)\, y_{t-1} + u_t \qquad \text{[A-5]}$$

where $\Delta y_t = y_t - y_{t-1}$ and $\Delta x_{it} = x_{it} - x_{it-1}$. Equation [A-5] can be reparameterised as

$$\Delta y_t = \beta_0 + \beta_1 \Delta x_{1t} + \ldots + \beta_m \Delta x_{mt} - (1-\alpha)[y_{t-1} - \gamma_1 x_{1t-1} - \ldots - \gamma_m x_{mt-1}] + u_t \qquad \text{[A-6]}$$

where the new parameters $\gamma_1 = (\beta_1 + \beta_2)/(1-\alpha), \ldots, \gamma_m = (\beta_{2m-1} + \beta_{2m})/(1-\alpha)$. Equation [A-6] can be further reparameterised as

$$\Delta y_t = \sum_{i=1}^{m} \beta_i \Delta x_{it} - (1-\alpha)\left[y_{t-1} - \gamma_0 - \sum_{i=1}^{m} \gamma_i x_{it-1} \right] + u_t \qquad \text{[A-7]}$$

where $\gamma_0 = \beta_0/(1-\alpha)$. Model [A-7] is no more than another way of writing the disequilibrium relationship [AI-4]. However it can be given a very appealing interpretation. It can be regarded as stating that changes in *y* depend on changes in *x* and on the term in square brackets which is the disequilibrium error from the previous period. Thus, the value of *Y* is being corrected for the previous disequilibrium error.

Testing for stationarity involves to run a regression such as

$$\Delta Y_t = \varphi Y_{t-1} + \varepsilon_t \qquad \text{[A-8]}$$

and then to compare the *t*-value of the coefficient φ with special critical values. This is known as the Dickey-Fuller Test. However, as this procedure tests only for a stochastic trend[2] the Dickey-Fuller Test of stationarity is usually applied to equations such as

$$\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1} + \phi_i \sum_{i=1}^{l} \Delta Y_{t-i} + \varepsilon_t\,, \qquad \text{[A-9]}$$

where *T* is a time trend, rather than to equation [A-8] or merely to equations such as

$$\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1} + \varepsilon_t\,, \qquad \text{[A-10]}$$

as in practice it is not always clear which lag-structure should actually be specified. In any case, the Dickey-Fuller Test of stationarity involves to test the null hypothesis $\varphi = 0$ (i.e. the process is non-stationary) against $\varphi < 0$. The regression *t*-value of φ is then compared to special critical τ-values (for the case of model [A-8]) or to critical τ_τ-values (for the case of models [A-9] or [A-10]). These critical values are provided in the following Table A-1.

[2] In theory there are two different types of trends (see THOMAS 1993, p.162): (1) A *stochastic* trend which takes the form $\Delta Y_t = \alpha + \varepsilon_t$ where α is a constant and u_t the disturbance term. This type of trend can be removed by first differencing and the Dickey-Fuller procedure tests for such a trend. (2) A *deterministic* trend which takes the form $Y_t = \alpha + \beta T + \rho Y_{t-1} + \varepsilon_t$ where *T* is a time or trend variable. Here *Y* depends also on *T* and such a trend cannot simply be removed by differencing. A deterministic trend has to be removed by regressing *Y* on time and the obtained residuals will then not display any deterministic trend.

Table A-1: Critical values for the Dickey-Fuller Test of stationarity

	Critical values for τ by level of significance			Critical values for τ_τ by level of significance		
Sample size *n*	*0.01*	*0.05*	*0.10*	*0.10*	*0.05*	*0.01*
25	-2.66	-1.95	-1.60	-4.38	-3.60	-3.24
50	-2.62	-1.95	-1.61	-4.15	-3.50	-3.18
100	-2.60	-1.95	-1.61	-4.04	-3.45	-3.15

Source: FULLER W.A., *Introduction to Statistical Time Series*, 1976, Table 8.5.2. Reproduced in THOMAS R.L., *Introductory Econometrics: Theory and Applications — Second edition*, 1993, p.160.

As models [A-8] through [A-10] are *AR* processes, we know that they are stationary, provided $\varphi < 0$. However, if $\varphi = 0$, then the process is non-stationary, standard distribution theory does not apply and the OLS estimator can be shown to be biased downwards however large the sample. Therefore the usual *t*-test cannot be relied on and the special critical τ-values or the critical τ_τ-values have to be used.[3] Thus, if the *t*-value of the estimated φ exceeds the critical τ-value in model [A-8], or the critical τ_τ-value in model [A-9] or [A-10] at a specified level of significance, then one can safely reject the null hypothesis of non-stationarity of the tested variable, i.e. the time series is stationary.

A further test of stationarity involves testing the joint null hypothesis $\beta = \varphi = 0$ in model [A-9] or [A-10] using the *F*-test. Failure to reject this hypothesis implies that *Y* is subject to a stochastic but not a deterministic trend (see Footnote 2), i.e. equation [A-10] reduces to $\Delta Y_t = \alpha + \varepsilon_t$ with no time trend being included. Under such conditions stationarity can be achieved by first differencing. Thus, the *F*-test actually tests for the *possibility* that the first differenced series may be stationary. If the *F*-value from an regression such as [A-10] turns out to be lower than the critical *F*-value, i.e. one is unable to reject the joint null hypothesis of a stochastic trend, than it can be considered as sure that the first differenced series will be stationary. DICKEY & FULLER (1981) have shown that critical values for this statistics cannot be taken from standard *F*-tables. In fact, the *F*-statistic must be compared with the values in Table A-2.

Table A-2: Critical values for the Dickey-Fuller *F*-Test of a stochastic trend

Testing $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1} + \varepsilon_t$

	Critical *F*-values by level of significance		
Sample size *n*	*0.01*	*0.05*	*0.10*
25	10.61	7.24	5.91
50	9.31	6.73	5.61
100	8.73	6.49	5.47
$F(n, \infty)$	4.61	3.00	

Source: DICKEY D.A. & FULLER W.A., The likelyhood ratio statistics for autoregressive time series with a unit root, *Econometrica*, 49, 1981, pp.1057-72. Reproduced in THOMAS R.L., *Introductory Econometrics: Theory and Applications — Second edition*, 1993, p.163.

[3] The presence of a constant and a time trend in models [A-9] and [A-10] increase the negative bias in the OLS estimators of φ. Thus, the critical τ_τ-values are considerably larger in absolute terms than the critical τ-values.

Testing for co-integration involves first testing the time series in a specified long-run relationship such as [A-3] whether they are integrated of the same order. If they are all integrated of the same order d, i.e. they are $I(d)$, then the test for co-integration is completed as follows. The hypothesised long-run equilibrium relationship [A-3] is estimated by OLS. This is known as the *co-integrating regression*. The residuals from this regression are retained, i.e. one retains

$$e_t = y_t - \hat{\gamma}_0 - \sum_{i=1}^{m} \hat{\gamma}_i x_{it} \quad \text{for all } t. \qquad \text{[A-11]}$$

where the e_ts are estimates for the true ε_ts. If the e_ts are treated as estimates for the true disequilibrium errors ε_ts in [AI-3], then they can be tested for stationarity in applying the Dickey-Fuller Test as just described. That is, an equation such as

$$\Delta e_t = \varphi e_{t-1} + \sum_{i=1}^{p-1} \varphi_i \Delta e_{t-i} + v_t \qquad \text{[A-12]}$$

is estimated, and H_0: $\varphi = 0$ against $\varphi < 0$ can be tested. In practise, however, equation [A-12] is often estimated in a simplified form such as

$$\Delta e_t = \varphi e_{t-1} + v_t \,, \qquad \text{[AI-13]}$$

as it is not always clear how many lagged values should be included in [AI-12].[4] Equation [A-13] is also known as Engle-Granger Test and [A-12] as Augmented Engle-Granger Test (GUJARATI 1995, p.727). Notice that no intercept or time trend is included in [A-12] or [A-13], since the e_ts must have a zero mean and they are not expected to have a deterministic trend. As before, the t-ratio on the estimate for φ cannot be compared to the standard t-statistics. ENGLE & YOO (1987) provide critical t-values for testing the e_ts from [A-12] or [A-13] for stationarity. These values depend on the number m of explanatory variables included in the co-integrating regression. Thus, to test $\varphi = 0$ (i.e. the series are not co-integrated) against $\varphi < 0$ in [A-12] or [A-13] the t-ratio on φ is compared with the relevant critical t-value in the following Table A-3. If the null hypothesis can then be rejected, the e_ts are stationary and the series of the tested underlying long-run relationship are co-integrated (provided that the other requirements for co-integration are met; as described in main part of this study).

Table A-3: Critical values for the Co-integration Dickey-Fuller Test by number *m* of explanatory variables in the co-integration regression and by significance level

	m = 2			*m* = 3			*m* = 4		
Sample size *n*	*0.01*	*0.05*	*0.10*	*0.01*	*0.05*	*0.10*	*0.01*	*0.05*	*0.10*
50	4.12	3.29	2.90	4.45	3.75	3.36	4.61	3.98	3.67
100	3.73	3.17	2.91	4.22	3.62	3.32	4.61	4.02	3.71
200	3.78	3.25	2.98	4.34	3.78	3.51	4.72	4.13	3.83

Source: ENGLE R.F. & YOO B.S., Forecasting in co-integrated systems, *Journal of Econometrics*, 35, 1987, pp.143-59. Reproduced in THOMAS R.L., *Introductory Econometrics: Theory and Applications — Second edition*, 1993, p.165.

[4] The usual way is to include as many terms of differenced variables as are necessary to achieve residuals that are non-autocorrelated, using the *Durbin-Watson (DW) coefficient* or the general *Lagrange multiplier (LM) test*. However, no clear threshold values are known.

Table A-4: Raw data for population, immigration and tourism

Year	Total German population*	Immigrants in Germany from*							German tourists to†						
		Italy	*France*	*Turkey*	*Thailand*	*China*	*India*	*Japan*	*Italy*	*France*	*Turkey*	*Thailand*	*China*	*India*	*Japan*
1967	59 873 000	412 777	37 907	172 439	915	477	7 074	3 828	4 775 900	1 650 000	47 937	....	2 332	8 101	10 092
1968	60 184 000	454 216	38 642	205 354	900	386	6 981	4 115	5 575 800	1 500 000	45 403	....	3 154	9 862	12 046
1969	60 848 000	514 552	42 108	322 421	1 060	407	7 316	4 954	....	....	....	....	....	....	....
1970	60 651 000	573 648	47 137	469 160	1 161	700	8 215	6 126	....	....	....	....	....	....	....
1971	61 284 000	589 825	53 797	652 812	1 255	962	9 791	7 017	....	....	75 834	35 801	4 986	17 867	19 163
1972	61 672 000	581 699	50 832	712 289	1 492	426	9 747	7 810	....	1 581 000	100 672	52 712	7 152	19 799	22 112
1973	61 976 000	630 735	56 369	910 525	1 666	533	10 751	9 485	7 441 200	1 807 000	171 828	62 673	....	27 079	26 654
1974	62 054 000	629 628	59 059	1 027 770	1 852	658	11 667	10 302	7 010 700	2 084 000	139 153	69 394	....	29 194	25 013
1975	61 829 000	601 405	60 424	1 077 097	2 147	730	12 037	11 091	7 566 500	2 290 000	205 766	78 150	....	30 818	25 340
1976	61 531 000	567 984	59 917	1 079 300	2 526	972	12 148	11 173	7 489 500	2 344 000	197 168	85 956	....	34 082	27 330
1977	61 400 000	570 825	60 613	1 118 041	3 008	934	12 587	11 600	8 121 700	....	202 703	79 061	....	....	33 269
1978	61 326 000	572 522	61 243	1 165 119	3 494	984	16 137	12 170	9 090 400	....	218 122	91 452	....	....	35 675
1979	61 359 000	594 424	64 509	1 268 307	3 992	1 348	20 603	12 838	....	....	198 430	97 848	....	51 084	38 216
1980	61 566 000	617 895	68 620	1 462 442	4 770	2 146	27 929	14 188	10 531 000	....	155 440	95 535	....	54 736	39 661
1981	61 682 000	624 503	72 304	1 546 280	5 486	2 812	28 630	15 233	9 340 396	....	155 054	89 130	18 444	54 311	40 888
1982	61 638 000	601 621	72 921	1 580 671	6 139	3 419	28 285	16 147	10 385 238	....	169 272	84 994	21 352	49 610	41 326
1983	61 423 000	564 960	71 863	1 552 328	6 629	3 720	24 474	16 675	10 366 053	2 093 247	174 936	87 791	27 000	51 087	43 417
1984	61 175 000	545 111	72 372	1 425 798	7 181	4 024	22 404	16 560	10 812 412	1 950 545	241 712	95 705	34 200	47 913	48 978
1985	61 024 000	531 338	74 850	1 401 932	7 912	6 178	24 315	17 551	11 717 155	1 970 279	299 509	99 768	43 062	44 790	48 609
1986	61 066 000	537 067	76 686	1 434 255	8 911	8 112	28 326	18 367	9 555 440	1 606 318	388 192	119 441	48 213	61 397	49 139
1987	61 077 000	499 562	68 883	1 453 708	8 951	8 249	21 420	16 636	9 617 677	1 688 409	523 675	148 382	60 067	70 697	53 543
1988	61 449 000	508 656	71 773	1 523 678	10 746	10 761	21 352	18 090	10 479 061	3 352 676	767 905	190 339	69 007	76 371	56 941
1989	62 063 000	519 548	77 602	1 612 623	13 276	14 085	23 896	20 094	10 134 213	3 802 239	896 989	220 824	47 091	78 431	61 580
1990	63 253 000	552 440	85 135	1 694 649	15 743	18 376	29 006	22 096	10 676 781	3 944 278	973 914	239 915	51 811	70 346	65 218

Sources:
* Statistisches Bundesamt (German Bureau of Statistics), *Fachserie 1, Reihe 2*, 1997.
† World Travel Organisation, *World travel statistics*, various yearbooks.

Table A-5: Raw data for German imports

Year*	Aggregated food imports (incl. coffee & tabacco) in DM million					Wine imports by final use from France and Italy in 1 000 hl				Imports of cheese and tinned vegetables from France and Italy in 1 000 t			
	Turkey	*Thailand*	*China*	*India*	*Japan*	*F — drink*	*F — processing*	*I — drink*	*I — processing*	*F — cheese*	*F — vegetables*	*I — cheese*	*I — vegetables*
1967	221	99	110	35	124	532.5	771.5	755.4	453.1	24.9	32.8	1.1	26.7
1968	228	100	144	38	124	535.6	888.2	861.6	600.8	23.1	32.1	1.3	25.2
1969	262	76	138	42	130	535.3	1 119.2	1 027.6	646.9	25.4	61.4	1.7	28.0
1970	248	102	138	43	140	539.4	1 098.0	1 619.4	953.0	27.1	82.3	2.0	30.6
1971	256	102	155	48	127	869.7	1 061.7	2 285.6	1 121.0	34.4	89.6	2.1	38.0
1972	278	83	161	51	128	1 161.8	995.4	3 181.5	1 266.2	42.1	145.7	2.5	57.4
1973	304	106	173	83	118	1 262.7	896.4	2 909.0	1 400.1	42.7	206.4	2.6	59.3
1974	316	142	212	65	102	1 159.0	816.6	2 414.1	1 198.9	44.6	185.4	2.7	67.5
1975	314	190	221	68	109	1 276.1	726.4	2 756.4	1 134.4	45.0	210.3	2.9	68.5
1976	341	260	239	127	93	1 442.0	998.4	2 970.1	1 204.7	46.0	179.6	3.1	94.4
1977	409	330	206	143	77	1 594.9	1 356.2	2 473.6	1 246.3	46.0	152.9	3.3	100.8
1978	384	395	217	85	65	1 297.3	645.7	2 430.1	1 328.9	51.2	152.9	3.5	95.3
1979	432	468	307	148	72	1 471.1	1 049.0	2 467.0	1 213.9	56.1	172.0	3.9	118.2
1980	549	506	382	116	71	1 754.5	1 349.1	2 880.3	858.4	63.6	180.8	4.5	118.7
1981	617	598	423	155	87	1 776.6	638.5	3 856.9	1 557.4	66.7	195.6	4.7	137.2
1982	531	744	377	158	105	1 788.8	633.5	3 887.0	1 284.2	68.3	155.3	4.8	147.4
1983	552	838	415	162	83	1 993.5	910.0	3 487.7	927.5	71.4	171.1	5.6	132.8
1984	635	902	481	194	170	2 074.6	902.6	3 229.3	924.7	73.2	165.9	6.2	156.7
1985	778	801	419	121	127	2 178.6	927.4	3 422.6	999.4	74.9	156.1	6.7	164.8
1986	726	607	438	129	77	2 509.1	1 405.3	2 338.4	746.7	76.1	167.8	8.1	152.4
1987	738	499	451	119	69	2 518.7	1 501.9	2 565.8	875.9	73.7	142.5	9.8	155.1
1988	650	475	427	131	54	2 582.5	886.4	3 062.7	872.7	78.5	139.5	12.6	183.0
1989	675	550	461	158	59	2 332.4	707.8	2 813.1	1 283.6	80.3	148.4	14.5	197.4
1990	832	541	522	120	58	2 433.3	507.7	3 034.2	1 652.3	83.2	149.6	16.4	220.0

Note: *Agricultural years for *wine*, *cheese* and *tinned & bottled vegetables* imports.

Source: Data from German Bureau of Statistics published in *Statistisches Jahrbuch über Ernährung, Landwirtschaft und Forsten der Bundesrepublik Deutschland*, various issues.

Table A-6: Raw data for financial indicators

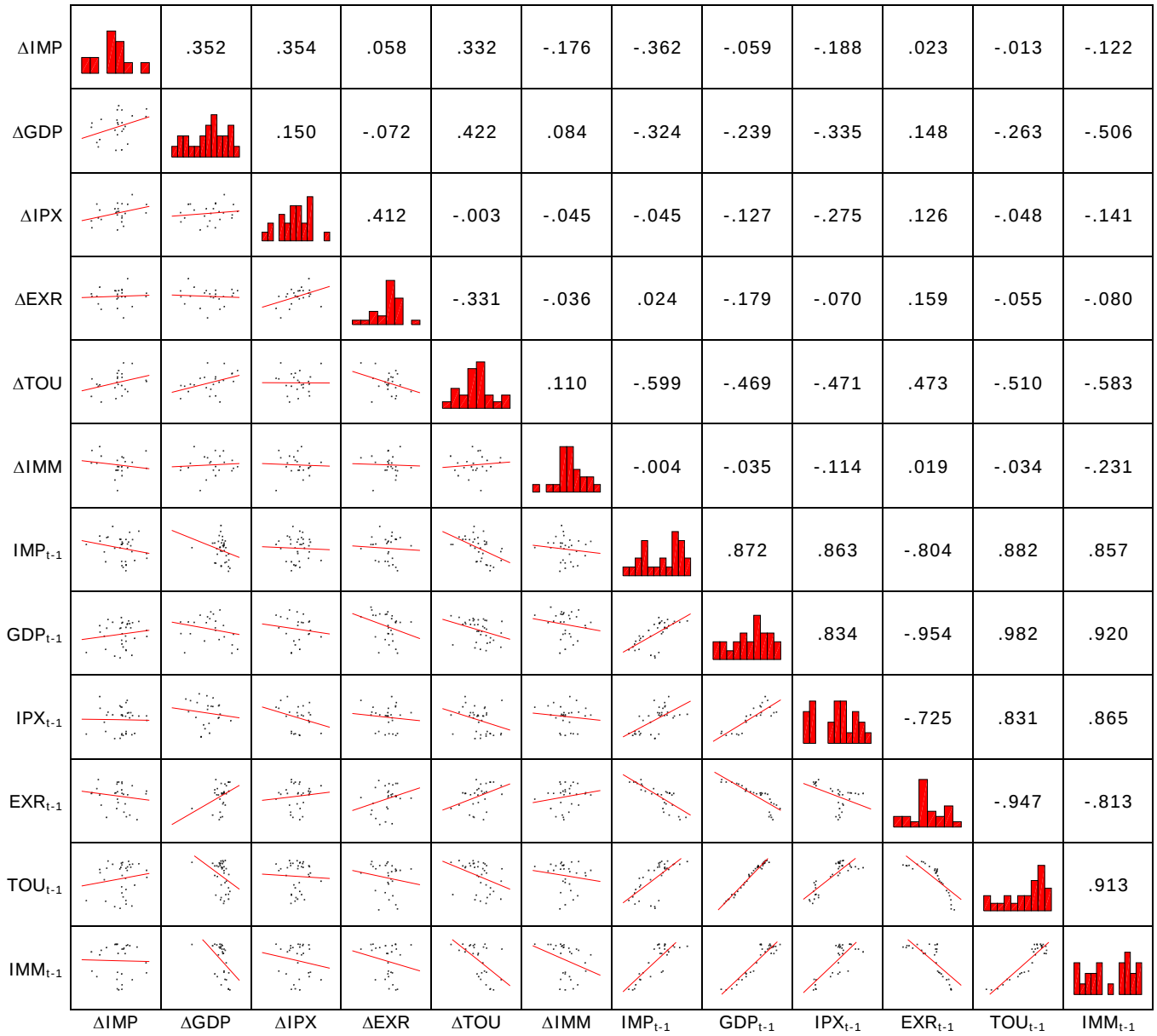
Year	German GDP in 1991 prices*	German index of food import prices†	Exchange rates‡ (annual averages) in DM per			Exchange rates* (annual averages)				
			100 Francs	*1 000 It. Lire*	*100 Yen*	*DM per US$*	*Chinese Yuan per US$*	*Indian Rupees per US$*	*Thai Baht per US$*	*Turkish Liras per US$*
1967	1 298.0	73.1	81.040	6.389	....	4.0000	2.4618	7.500	20.800	9.0
1968	1 373.2	70.4	80.628	6.406	....	4.0000	2.4618	7.500	20.800	9.0
1969	1 470.7	72.7	75.815	6.257	1.0305	3.9433	2.4618	7.500	20.800	9.0
1970	1 543.3	72.3	65.966	5.816	1.0183	3.6600	2.4618	7.500	20.800	11.5
1971	1 588.9	71.1	63.163	5.630	0.9996	3.5074	2.4618	7.492	20.800	15.0
1972	1 657.4	73.1	63.238	5.467	1.0534	3.1886	2.2451	7.594	20.800	14.2
1973	1 737.2	88.0	59.736	4.569	0.9795	2.6726	1.9894	7.742	20.620	14.2
1974	1 742.7	95.9	53.886	3.985	0.8888	2.5878	1.9612	8.102	20.375	13.9
1975	1 720.6	90.2	57.411	3.769	0.8301	2.4603	1.8598	8.376	20.379	14.4
1976	1 805.2	97.7	52.768	3.042	0.8500	2.5180	1.9414	8.960	20.400	16.1
1977	1 859.7	106.3	47.256	2.632	0.8671	2.3222	1.8578	8.739	20.400	18.0
1978	1 916.7	96.2	44.582	2.368	0.9626	2.0086	1.6836	8.193	20.336	24.3
1979	1 998.2	97.3	43.079	2.207	0.8424	1.8329	1.5550	8.126	20.419	31.1
1980	2 017.9	100.6	43.013	2.124	0.8064	1.8177	1.4984	7.863	20.476	76.0
1981	2 020.7	108.3	41.640	1.992	1.0255	2.2600	1.7045	8.659	21.820	111.2
1982	1 999.6	109.6	36.995	1.796	0.9766	2.4266	1.8925	9.455	23.000	162.6
1983	2 034.4	113.9	33.559	1.683	1.0764	2.5533	1.9757	10.099	23.000	225.5
1984	2 091.8	121.9	32.570	1.620	1.1974	2.8459	2.3200	11.363	23.639	366.7
1985	2 139.4	116.9	32.764	1.5394	1.2338	2.9440	2.9367	12.369	27.159	522.0
1986	2 189.2	107.9	31.311	1.4557	1.2915	2.1715	3.4528	12.611	26.299	674.5
1987	2 219.3	96.2	29.900	1.3862	1.2436	1.7974	3.7221	12.962	25.723	857.2
1988	2 299.0	100.6	29.482	1.3495	1.3707	1.7562	3.7221	13.917	25.294	1 422.3
1989	2 383.4	101.3	29.473	1.3707	1.3658	1.8800	3.7651	16.226	25.702	2 121.7
1990	2 520.4	97.5	29.680	1.3487	1.1183	1.6157	4.7832	17.504	25.585	2 608.6

Sources:
* International Monetary Fund (IMF), *International Financial Statistics Yearbook*, various issues.
† Statistisches Bundesamt (German Bureau of Statistics), *Fachserie 17, Reihe 8*, 1996.
‡ Deutsche Bundesbank (German Federal Reserve Bank), *Devisenkursstatistik — Statistisches Beiheft zum Monatsbericht 5*, November 1995.

Regression analysis for German aggregated food imports from INDIA (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German aggregated real per-capita food imports from India in DM (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Rupees (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to India per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Indian immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: $t = -3.60$ [-3.24]; $F = 7.24$ [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-3.381	-7.641	-1.921	-3.709	-1.103	-4.032	-.691	-2.982	-1.007	-3.744	-1.344	-3.263
F	5.769	29.236	2.223	6.883	.970	8.176	.748	4.960	3.700	7.150	1.075	5.330
Order of integration	*I*(1)		*I*(1)		*I*(1)		NOT *I*(0) NOR *I*(1)		*I*(1)		*I*(1)	

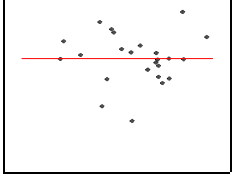
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.736
adj R^2	.621
F	6.389
Sign.	.001
DW	1.754

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-18.879	11.191	-1.687	.111			
ΔGDP	2.149	1.860	1.155	.265	.278	.148	1.26
ΔIPX	.021	.007	3.215	.005	.626	.413	1.70
ΔEXR	.377	.437	.862	.401	.211	.111	1.52
IMP_{t-1}	-1.261	.227	-5.559	.000	-.812	-.713	6.93
GDP_{t-1}	1.257	1.009	1.245	.231	.297	.160	26.76
IPX_{t-1}	.012	.005	2.279	.037	.495	.292	6.93
EXR_{t-1}	-.142	.281	-.505	.620	-.125	-.065	15.52

Null plot: $\hat{u}$ *vs* $\hat{y}$

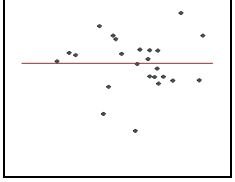


2 Improved economic model

Model summary	
n	23
R^2	.716
adj R^2	.637
F	9.058
Sign.	.000
DW	1.520

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-21.934	4.797	-4.572	.000			
ΔGDP	2.217	1.757	1.262	.223	.285	.159	1.17
ΔIPX	.023	.006	4.032	.001	.689	.507	1.30
IMP_{t-1}	-1.203	.216	-5.560	.000	-.795	-.699	6.57
GDP_{t-1}	1.533	.419	3.662	.002	.653	.460	4.80
IPX_{t-1}	.012	.005	2.492	.023	.506	.313	5.47

Null plot: $\hat{u}$ *vs* $\hat{y}$

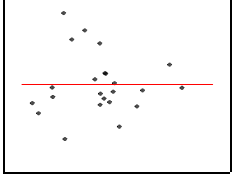


3 Tourism & immigration model

Model summary	
n	22
R^2	.874
adj R^2	.749
F	6.961
Sign.	.002
DW	2.756

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	22.504	20.079	1.121	.286			
ΔGDP	5.325	1.977	2.694	.021	.630	.288	1.98
ΔIPX	.012	.006	2.056	.064	.527	.220	2.21
ΔEXR	.140	.580	.242	.813	.073	.026	4.02
ΔTOU	.451	.374	1.205	.253	.342	.129	2.58
ΔIMM	.040	.273	.148	.885	.044	.016	1.70
IMP_{t-1}	-1.261	.208	-6.076	.000	-.878	-.649	8.63
GDP_{t-1}	-1.815	1.641	-1.106	.292	-.316	-.118	93.18
IPX_{t-1}	.005	.005	.925	.375	.269	.099	8.35
EXR_{t-1}	.120	.301	.397	.699	.119	.042	24.28
TOU_{t-1}	.898	.317	2.827	.016	.649	.302	57.99
IMM_{t-1}	.390	.236	1.651	.127	.446	.176	18.61

Null plot: $\hat{u}$ *vs* $\hat{y}$

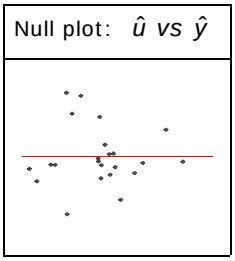


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.871
adj R^2	.798
F	11.836
Sign.	.000
DW	2.647

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	26.920	12.229	2.201	.045			
ΔGDP	4.904	1.563	3.138	.007	.643	.301	1.54
ΔIPX	.013	.005	2.796	.014	.599	.268	1.73
ΔTOU	.439	.292	1.500	.156	.372	.144	1.96
IMP_{t-1}	-1.232	.177	-6.953	.000	-.881	-.667	7.81
GDP_{t-1}	-2.208	.962	-2.295	.038	-.523	-.220	39.78
IPX_{t-1}	.005	.004	1.294	.217	.327	.124	6.96
TOU_{t-1}	.864	.234	3.699	.002	.703	.355	38.95
IMM_{t-1}	.409	.154	2.659	.019	.579	.255	9.79

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 2: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 IPX + e_t$

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 IPX + \gamma_3 TOU + \gamma_4 IMM + e_t$

m = number of explanatory variables

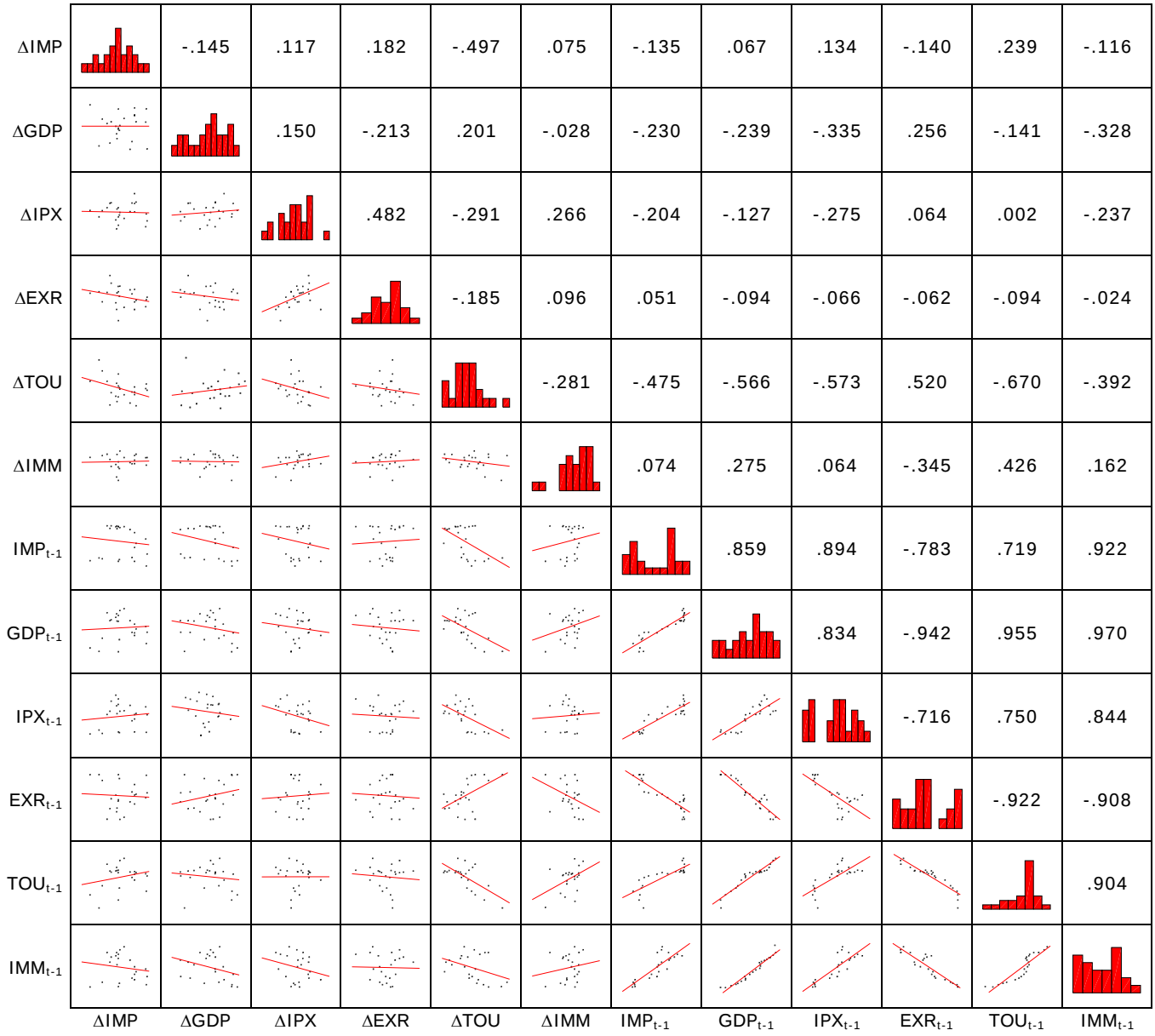
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 level of significance, $m = 2$ [4] and $n = 50$: -3.29 [-3.98]

Model 2	*t*	-4.932	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)
Model 4	*t*	-5.218	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)

Regression analysis for German aggregated food imports from THAILAND (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German aggregated real per-capita food imports fr. Thailand in DM (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Baht (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Thailand per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Thai immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-.569	-3.574	-1.921	-3.709	-1.103	-4.032	-1.763	-2.989	-3.979	-3.424	-2.414	-4.898
F	.778	6.399	2.223	6.883	.970	8.176	1.635	4.492	13.281	5.950	3.469	12.410
Order of integration	$I(1)$		$I(1)$		$I(1)$		NOT $I(0)$ NOR $I(1)$		$I(0)$		$I(1)$	

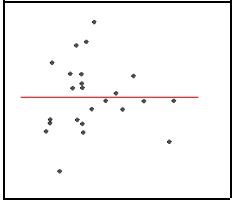
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.603
adj R^2	.429
F	3.474
Sign.	.019
DW	1.987

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	1.588	9.460	.168	.869			
ΔGDP	1.417	1.646	.861	.402	.210	.136	1.38
ΔIPX	-.0003	.006	-.057	.955	-.014	-.009	1.81
ΔEXR	.650	.469	1.387	.185	.328	.218	2.49
IMP_{t-1}	-.484	.113	-4.276	.001	-.730	-.673	8.06
GDP_{t-1}	.317	.853	.107	.689	-.101	-.064	26.81
IPX_{t-1}	.018	.005	3.755	.002	.684	.591	7.38
EXR_{t-1}	-.445	.330	-1.349	.196	-.320	-.213	14.85

Null plot: $\hat{u}$ *vs* $\hat{y}$

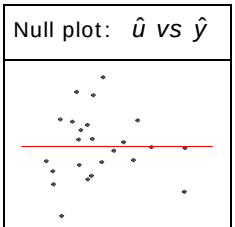


2 Improved economic model

Model summary	
n	23
R^2	.598
adj R^2	.486
F	5.350
Sign.	.003
DW	1.983

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-2.259	.680	-3.324	.004			
ΔGDP	1.352	1.509	.896	.382	.207	-.360	1.29
ΔEXR	.718	.307	2.343	.031	.483	.350	1.18
IMP_{t-1}	-.495	.101	-4.908	.000	-.757	-.734	7.08
IPX_{t-1}	.017	.004	4.140	.001	.698	.619	6.17
EXR_{t-1}	-.317	.132	-2.408	.027	-.494	-.360	2.63

Null plot: $\hat{u}$ *vs* $\hat{y}$

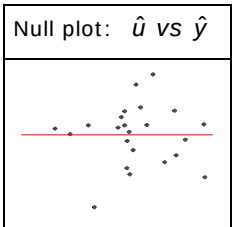


3 Tourism & immigration model

Model summary	
n	22
R^2	.740
adj R^2	.480
F	2.847
Sign.	.048
DW	2.693

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-7.958	31.080	-.256	.803			
ΔGDP	3.349	2.994	1.118	.287	.320	.172	4.68
ΔIPX	-.009	.007	-1.231	.244	-.348	-1.89	3.07
ΔEXR	.789	.534	1.477	.168	.407	.227	3.63
ΔTOU	-.839	.426	-1.968	.075	-.510	-.303	3.67
ΔIMM	-.915	.790	-1.158	.271	-.330	-.178	2.60
IMP_{t-1}	-.439	.217	-2.025	.068	-.521	-.311	32.64
GDP_{t-1}	.529	2.555	.207	.840	.062	.032	232.43
IPX_{t-1}	.012	.007	1.714	.115	.459	.263	16.61
EXR_{t-1}	-.377	.450	-.837	.421	-.330	-1.78	28.44
TOU_{t-1}	.043	.419	.103	.920	.031	.016	116.08
IMM_{t-1}	-.155	.321	-.481	.640	-.144	-.074	105.88

Null plot: $\hat{u}$ *vs* $\hat{y}$

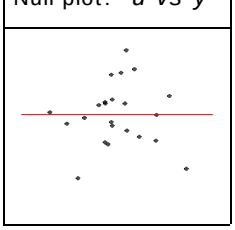


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.693
adj R^2	.550
F	4.839
Sign.	.005
DW	2.304

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-1.604	.685	-2.343	.033			
ΔGDP	2.155	1.708	1.262	.226	.310	.180	1.76
ΔEXR	.495	.302	1.642	.121	.390	.235	1.34
ΔTOU	-.689	.294	-2.342	.033	-.517	-.335	2.02
ΔIMM	-.787	.551	-1.429	.173	-.346	-.204	1.46
IMP_{t-1}	-.487	.103	-4.722	000	-.773	-.673	8.52
IPX_{t-1}	.013	.004	3.140	.007	.630	.449	7.47
EXR_{t-1}	-.376	.150	-2.505	.024	-.543	-.358	3.65

Null plot: $\hat{u}$ *vs* $\hat{y}$



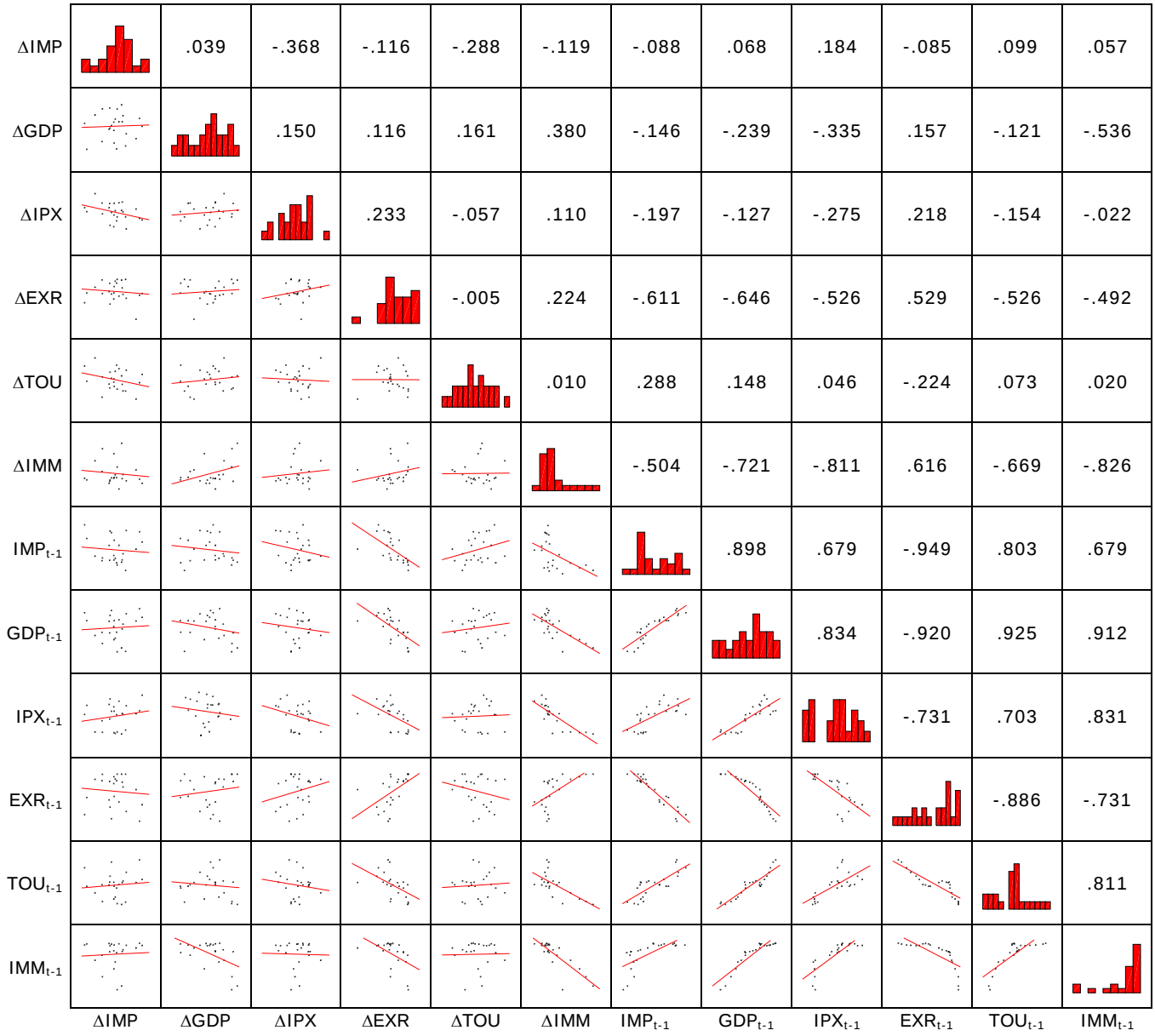
DICKEY-FULLER TESTS OF CO-INTEGRATION

IMP_{t-1}, IPX_{t-1} and EXR_{t-1} are not integrated of the same order, thus series cannot be co-integrated

Regression analysis for German aggregated food imports from TURKEY (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German aggregated real per-capita food imports fr. Turkey in DM (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Turkish Liras (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Turkey per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Turkish immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-2.304	-4.232	-1.921	-3.709	-1.103	-4.032	-1.537	-4.441	-1.252	-4.361	-3.289	-2.817
F	2.745	9.119	2.223	6.883	.970	8.176	8.157	9.940	1.188	9.511	21.506	3.969
Order of integration	$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(0)$	

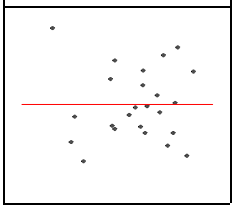
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.502
adj R^2	.284
F	2.303
Sign.	.079
DW	2.050

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-2.529	4.616	-.548	.591			
ΔGDP	.680	1.021	.667	.515	.164	.118	1.18
ΔIPX	-.005	.003	-1.531	.145	-.357	-.270	1.43
ΔEXR	-.165	.133	-1.244	.232	-.297	-.219	2.33
IMP_{t-1}	-.740	.227	-3.262	.005	-.632	-.576	12.88
GDP_{t-1}	.066	.450	.146	.886	.036	.026	16.64
IPX_{t-1}	.0002	.002	.100	.922	.025	.018	4.34
EXR_{t-1}	-.089	.039	-2.267	.038	-.493	-.400	17.95

Null plot: $\hat{u}$ *vs* $\hat{y}$

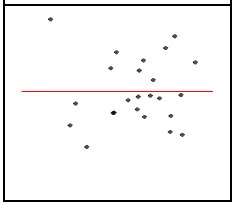


2 Improved economic model

Model summary	
n	23
R^2	.499
adj R^2	.360
F	3.591
Sign.	.020
DW	2.075

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-1.840	.527	-3.490	.003			
ΔGDP	.582	.905	.643	.529	.150	.107	1.04
ΔIPX	-.005	.003	-1.791	.090	-.389	-.299	1.10
ΔEXR	-.182	.108	-1.685	.109	-.369	-.281	1.72
IMP_{t-1}	-.747	.209	-3.565	.002	-.643	-.595	12.28
EXR_{t-1}	-.095	.029	-3.317	.004	-.616	-.553	10.79

Null plot: $\hat{u}$ *vs* $\hat{y}$

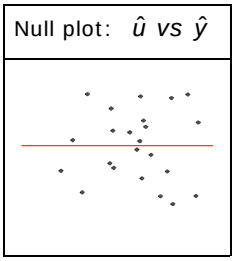


3 Tourism & immigration model

Model summary	
n	22
R^2	.729
adj R^2	.459
F	2.695
Sign.	.057
DW	1.876

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-47.754	18.323	-2.606	.024			
ΔGDP	1.550	1.296	1.196	.257	.339	.188	2.22
ΔIPX	-.006	.004	-1.545	.151	-.422	-.242	2.17
ΔEXR	.070	.147	.474	.645	.141	.074	3.42
ΔTOU	-.061	.109	-.561	.586	-.167	-.088	1.60
ΔIMM	-.296	.374	-.791	.446	-.232	-.124	8.51
IMP_{t-1}	-1.014	.258	-3.935	.002	-.765	-.617	19.07
GDP_{t-1}	4.126	1.660	2.485	.030	.600	.390	248.48
IPX_{t-1}	-.003	.003	-1.029	.326	-.296	-.161	8.87
EXR_{t-1}	-.020	.066	-.302	.768	-.091	-.047	62.37
TOU_{t-1}	-.224	.089	-2.525	.028	-.606	-.396	17.65
IMM_{t-1}	-.389	.223	-1.750	.108	-.467	-.275	73.45

Null plot: $\hat{u}$ *vs* $\hat{y}$

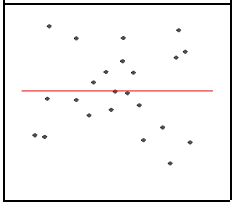


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.711
adj R^2	.546
F	4.306
Sign.	.008
DW	2.061

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-49.984	11.290	-4.427	.001			
ΔGDP	1.211	1.107	1.093	.293	.280	.157	1.93
ΔIPX	-.004	.003	-1.434	.174	-.358	-.206	1.79
ΔIMM	-.433	.279	-1.553	.143	-.383	-.223	5.62
IMP_{t-1}	-.995	.199	-5.003	.000	-.801	-.719	13.56
GDP_{t-1}	4.325	.990	4.369	.001	.760	.628	105.27
IPX_{t-1}	-.003	.003	-1.061	.307	-.273	-.152	8.66
TOU_{t-1}	-.201	.076	-2.631	.020	-.575	-.378	15.55
IMM_{t-1}	-.462	.131	-3.531	.003	-.686	-.507	30.26

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 2: $IMP = \gamma_0 + \gamma_1 EXR + e_t$

Model 4: IMP_{t-1}, GDP_{t-1}, IPX_{t-1}, TOU_{t-1} and IMM_{t-1} are not integrated of the same order

m = number of explanatory variables

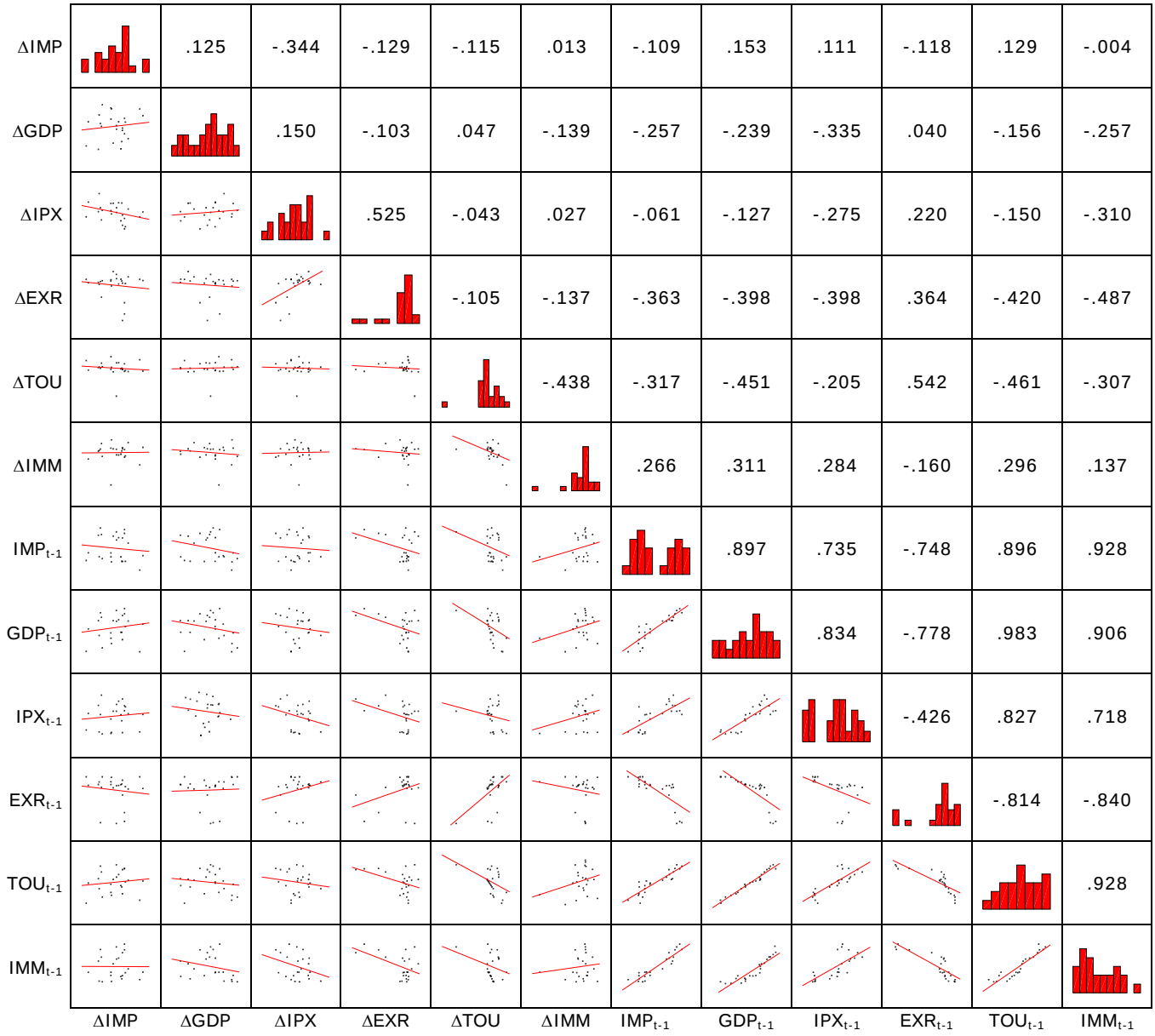
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 level of significance, *m* = 1 and *n* = 100: -1.9439

Model 2	*t*	-3.362	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)
Model 4			=> time series of specified long-run relationship are not co-integrated.

Regression analysis for German aggregated food imports from CHINA (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German aggregated real per-capita food imports fr. China in DM (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Yuan (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to China per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Chinese immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-3.688	-6.933	-1.921	-3.709	-1.103	-4.032	-.002	-2.849	-1.620	-4.426	-2.433	-5.007
F	7.103	24.587	2.223	6.883	.970	8.176	2.595	4.378	3.839	9.832	4.047	12.617
Order of integration	$I(0)$		$I(1)$		$I(1)$		NOT $I(0)$ NOR $I(1)$		$I(1)$		$I(1)$	

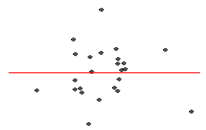
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.476
adj R^2	.246
F	2.073
Sign.	.108
DW	2.072

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-18.625	7.410	-2.513	.023			
ΔGDP	1.664	1.598	1.042	.313	.252	.189	1.41
ΔIPX	-.012	.006	-1.925	.072	-.434	-.348	2.49
ΔEXR	.226	.281	.804	.433	.197	.145	.194
IMP_{t-1}	-.426	.195	-2.188	.044	-.480	-.396	6.13
GDP_{t-1}	1.655	.678	2.440	.027	.521	.442	18.36
IPX_{t-1}	-.005	.005	-1.042	.313	-.252	-.189	8.86
EXR_{t-1}	.163	.188	.866	.399	.212	.157	7.20

Null plot: $\hat{u}$ vs $\hat{y}$

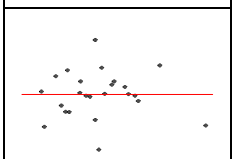


2 Improved economic model

Model summary	
n	23
R^2	.401
adj R^2	.312
F	4.472
Sign.	.015
DW	1.992

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-12.201	4.054	-3.010	.007			
ΔIPX	-.006	.004	-1.510	.147	-.320	-.261	1.03
IMP_{t-1}	-.515	.171	-3.009	.007	-.558	-.521	5.19
GDP_{t-1}	1.034	.347	2.983	.007	.555	.516	5.25

Null plot: $\hat{u}$ vs $\hat{y}$

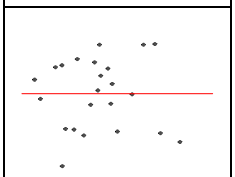


3 Tourism & immigration model

Model summary	
n	22
R^2	.573
adj R^2	.146
F	1.343
Sign.	.317
DW	1.782

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-16.821	11.775	-1.429	.181			
ΔGDP	.243	1.994	.122	.905	.037	.024	2.02
ΔIPX	-.006	.007	-.773	.456	-.227	-.152	3.20
ΔEXR	.397	.327	1.216	.249	.344	.240	2.66
ΔTOU	.286	.319	.898	.388	.261	.177	2.58
ΔIMM	.206	.144	1.426	.182	.395	.281	2.11
IMP_{t-1}	-.872	.351	-2.487	.030	-.600	-.490	19.54
GDP_{t-1}	1.471	1.020	1.442	.177	.399	.284	36.04
IPX_{t-1}	-.002	.008	-.244	.812	-.073	-.048	21.72
EXR_{t-1}	.047	.336	.140	.891	.042	.028	22.70
TOU_{t-1}	-.163	.249	-.655	.526	-.194	-.129	79.83
IMM_{t-1}	.232	.130	1.784	.102	.474	.351	30.62

Null plot: $\hat{u}$ vs $\hat{y}$

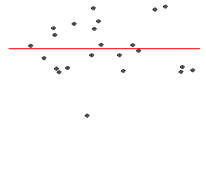


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.496
adj R^2	.348
F	3.343
Sign.	.028
DW	1.578

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-16.421	8.874	-1.850	.082			
ΔIMM	.131	.102	1.277	.219	.296	.220	1.34
IMP_{t-1}	-.816	.211	-3.874	.001	-.685	-.667	9.22
GDP_{t-1}	1.393	.760	1.832	.085	.406	.316	26.20
TOU_{t-1}	-.219	.138	-1.587	.131	-.359	-.273	32.00
IMM_{t-1}	.216	.074	2.904	.010	.576	.500	13.07

Null plot: $\hat{u}$ vs $\hat{y}$



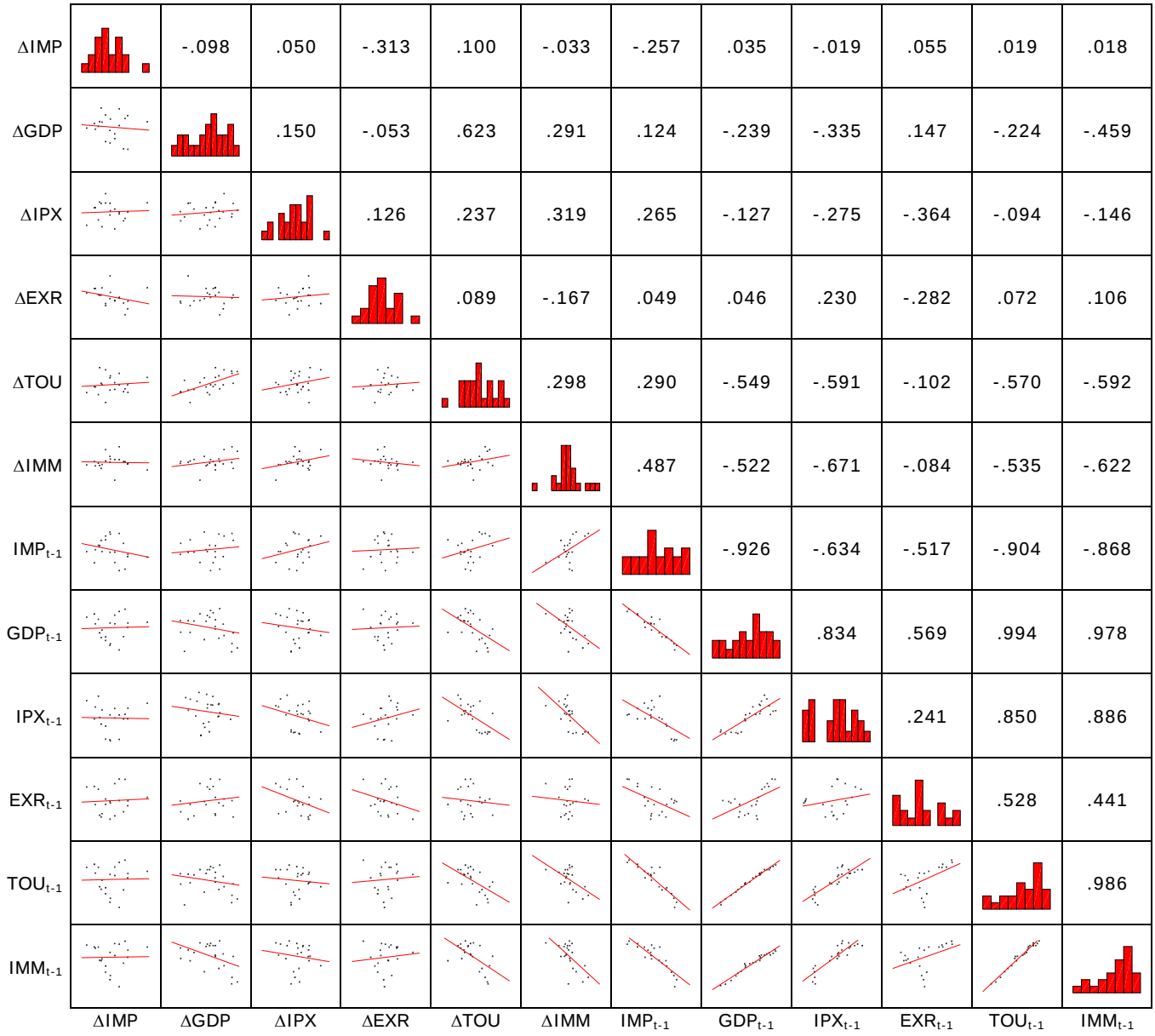
DICKEY-FULLER TESTS OF CO-INTEGRATION

IMP_{t-1}, GDP_{t-1}, TOU_{t-1} and IMM_{t-1} are not integrated of the same order, thus series cannot be co-integrated

Regression analysis for German aggregated food imports from JAPAN (1969-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German aggregated real per-capita food imports fr. Japan in DM (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Yen (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Japan per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Japanese immigrants in Germ. per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

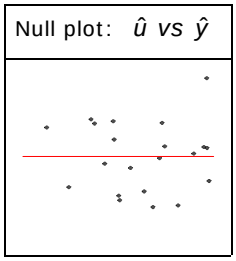
	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-2.910	-5.603	-1.921	-3.709	-1.103	-4.032	-1.993	-3.996	-2.079	-4.208	-2.009	-3.925
F	4.243	15.878	2.223	6.883	.970	8.176	2.040	8.349	6.347	8.856	7.008	7.704
Order of integration	$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$	

REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	20
R^2	.548
adj R^2	.304
F	2.247
Sign.	.098
DW	1.720

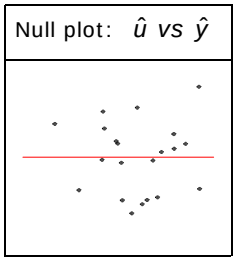
Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	54.102	17.405	3.108	.008			
ΔGDP	-4.083	2.988	-1.366	.195	-.354	-.255	1.31
ΔIPX	.012	.008	1.380	.191	.357	.257	1.54
ΔEXR	-.506	.555	-.911	.379	-.245	-.170	1.31
IMP_{t-1}	-.962	.277	-3.468	.004	-.693	-.647	9.91
GDP_{t-1}	-4.857	1.603	-3.030	.010	-.643	-.565	20.63
IPX_{t-1}	.012	.007	1.669	.119	.420	.311	4.73
EXR_{t-1}	.611	.477	1.282	.222	.335	.239	2.83



2 Improved economic model

Model summary	
n	20
R^2	.519
adj R^2	.312
F	2.514
Sign.	.073
DW	1.791

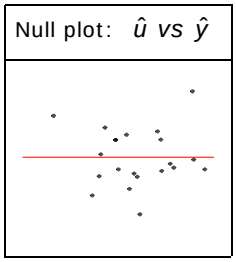
Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	57.210	16.964	3.372	.005			
ΔGDP	-4.461	2.941	-1.517	.152	-.376	-.281	1.29
ΔIPX	.011	.008	1.319	.208	.333	.245	1.53
IMP_{t-1}	-1.017	.269	-3.778	.002	-.711	-.701	9.44
GDP_{t-1}	-5.123	1.567	-3.270	.006	-.658	-.606	19.94
IPX_{t-1}	.011	.007	1.582	.136	.389	.293	4.67
EXR_{t-1}	.737	.454	1.626	.126	.399	.301	2.59



3 Tourism & immigration model

Model summary	
n	20
R^2	.648
adj R^2	.218
F	1.508
Sign.	.273
DW	2.059

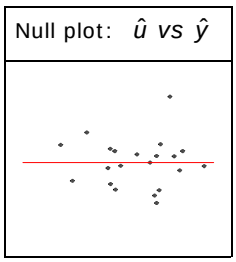
Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	56.514	45.522	1.241	.246			
ΔGDP	-2.501	4.012	-.623	.549	-.203	-.123	2.11
ΔIPX	.009	.012	.806	.441	.259	.159	2.62
ΔEXR	-.833	.638	-1.306	.224	-.399	-.258	1.54
ΔTOU	.116	1.331	.087	.933	.029	.017	3.03
ΔIMM	.300	1.252	.239	.816	.080	.047	2.59
IMP_{t-1}	-1.127	.473	-2.383	.041	-.622	-.471	25.67
GDP_{t-1}	-4.891	3.751	-1.304	.225	-.399	-.258	100.55
IPX_{t-1}	.010	.008	1.169	.272	.363	.231	5.88
EXR_{t-1}	.313	.826	.378	.714	.125	.075	7.58
TOU_{t-1}	-.441	1.118	-.394	.703	-.130	-.078	138.70
IMM_{t-1}	.525	.351	1.498	.168	.447	.296	10.24



4 Improved tourism & immigration model

Model summary	
n	20
R^2	.505
adj R^2	.239
F	1.896
Sign.	.152
DW	1.798

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	25.943	27.814	.933	.368			
ΔGDP	-2.696	2.892	-.932	.368	-.250	-.182	1.12
ΔIPX	.010	.009	1.072	.303	.285	.209	1.65
ΔEXR	-.750	.559	-1.342	.203	-.349	-.262	1.22
IMP_{t-1}	-.842	.270	-3.117	.008	-.654	-.608	8.59
GDP_{t-1}	-2.609	2.056	-1.269	.227	-.332	-.248	31.03
IPX_{t-1}	.012	.010	1.221	.244	.321	.238	8.77
IMM_{t-1}	-.495	.794	-.624	.543	-.171	-.122	39.29



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 2: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 IPX + \gamma_3 EXR + e_t$

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 IPX + \gamma_3 IMM + e_t$

m = number of explanatory variables

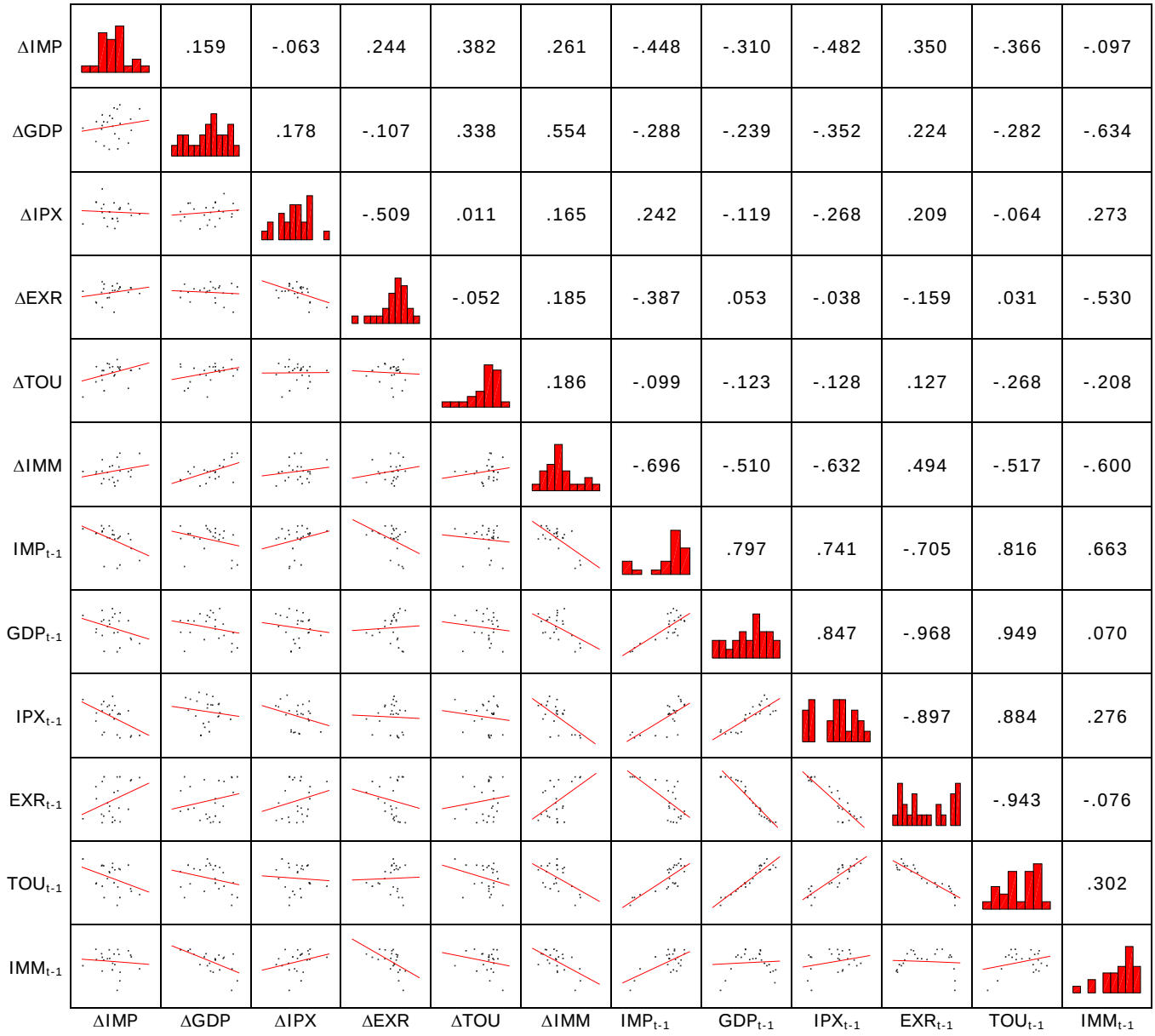
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 [0.10] level of significance, $m = 3$ and $n = 50$: -3.75 [-3.36]

Model 2	*t*	-4.606	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)
Model 4	*t*	-3.979	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)

Regression analysis for German drink wine imports from ITALY (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *drink wine* imports from Italy in litres (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Italian Lire (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Italy per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Italian immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-1.593	-3.803	-1.921	-3.709	-1.103	-4.032	-.529	-2.782	-1.968	-6.060	-3.869	-2.664
F	2.632	7.232	2.223	6.883	.970	8.176	.356	4.180	2.153	18.365	12.679	4.030
Order of integration	$I(1)$		$I(1)$		$I(1)$		NOT $I(0)$ NOR $I(1)$		$I(1)$		$I(0)$	

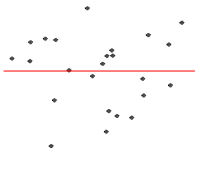
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.368
adj R^2	.092
F	1.333
Sign.	.298
DW	1.738

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-18.999	20.853	-.911	.376			
ΔGDP	.220	2.354	.094	.927	.023	.019	1.55
ΔIPX	.024	.950	.026	.980	.006	.005	2.99
ΔEXR	.485	1.196	.406	.690	.101	.081	3.27
IMP_{t-1}	-.240	.268	-.897	.383	-.219	-.178	11.66
GDP_{t-1}	1.921	1.665	1.154	.265	.277	.229	55.95
IPX_{t-1}	-.195	.973	-.201	.843	-.050	-.040	20.73
EXR_{t-1}	.463	.571	.811	.429	.199	.161	79.17

Null plot: $\hat{u}$ *vs* $\hat{y}$

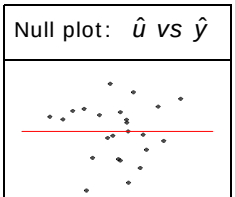


2 Improved economic model

Model summary	
n	23
R^2	.351
adj R^2	.254
F	3.606
Sign.	.031
DW	1.651

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-23.092	10.914	-2.116	.047			
IMP_{t-1}	-.338	.131	-2.580	.018	-.500	-.465	3.39
GDP_{t-1}	2.235	1.045	2.138	.045	.431	.385	26.83
EXR_{t-1}	.542	.257	2.111	.048	.427	.380	19.45

Null plot: $\hat{u}$ *vs* $\hat{y}$

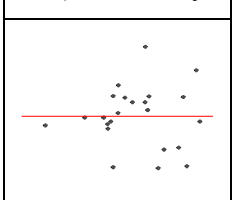


3 Tourism & immigration model

Model summary	
n	22
R^2	.815
adj R^2	.630
F	4.409
Sign.	.010
DW	2.319

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-1.712	19.385	-.088	.931			
ΔGDP	.346	2.636	.131	.898	.040	.017	4.16
ΔIPX	.393	.728	.540	.600	.161	.070	4.12
ΔEXR	.096	.954	.101	.921	.030	.013	4.70
ΔTOU	1.126	.553	2.038	.066	.524	.264	3.08
ΔIMM	-1.996	1.195	-1.670	.123	-.450	-.217	6.12
IMP_{t-1}	-.832	.235	-3.545	.005	-.730	-.460	17.00
GDP_{t-1}	1.311	1.451	.904	.386	.263	.117	86.01
IPX_{t-1}	-.810	.708	-1.144	.277	-.326	-.148	24.70
EXR_{t-1}	.359	.599	.600	.561	.178	.078	190.41
TOU_{t-1}	1.211	.823	1.472	.169	.406	.191	62.34
IMM_{t-1}	1.044	.998	1.046	.318	.301	.136	15.51

Null plot: $\hat{u}$ *vs* $\hat{y}$

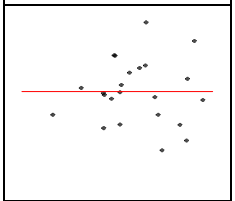


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.798
adj R^2	.722
F	10.502
Sign.	.000
DW	2.261

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	14.621	2.508	5.831	.000			
ΔTOU	1.100	.332	3.309	.004	.637	.372	1.48
ΔIMM	-1.601	.695	-2.301	.035	-.499	-.259	2.75
IMP_{t-1}	-.690	.124	-5.543	.000	-.811	-.624	6.35
IPX_{t-1}	-1.216	.315	-3.857	.001	-.694	-.434	6.51
TOU_{t-1}	1.282	.267	4.791	.000	.768	.539	8.75
IMM_{t-1}	1.181	.360	3.278	.005	.634	.369	2.68

Null plot: $\hat{u}$ *vs* $\hat{y}$



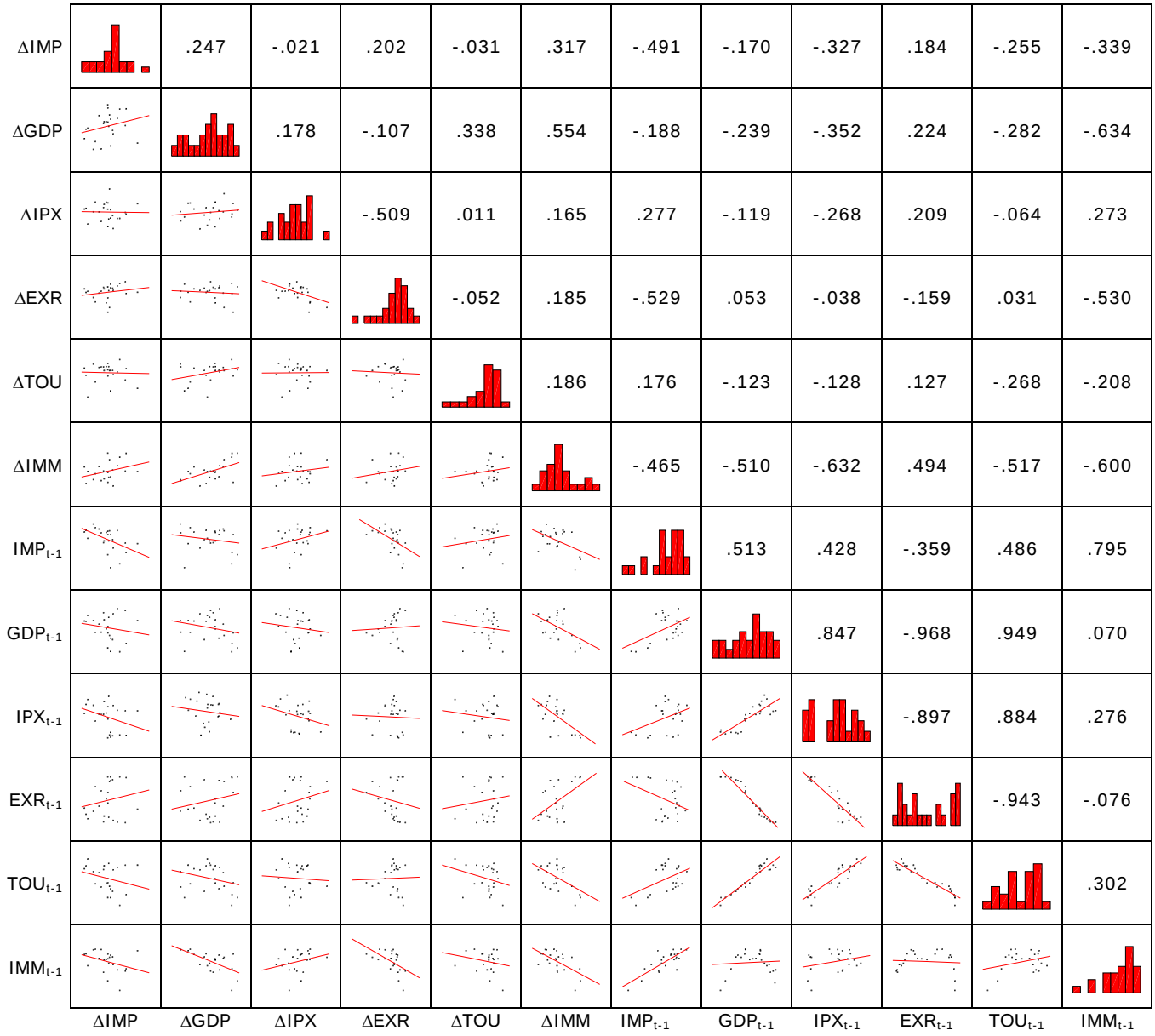
DICKEY-FULLER TESTS OF CO-INTEGRATION

IMP_{t-1}, GDP_{t-1}, IPX_{t-1}, EXR_{t-1}, TOU_{t-1} and IMM_{t-1} are not integrated of the same order, thus series cannot be co-integrated

Regression analysis for German processing wine imports from ITALY (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *processing wine* imports from Italy in litres (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Italian Lire (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Italy per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Italian immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-2.512	-5.418	-1.921	-3.709	-1.103	-4.032	-.529	-2.782	-1.968	-6.060	-3.869	-2.664
F	3.400	14.706	2.223	6.883	.970	8.176	.356	4.180	2.153	18.365	12.679	4.030
Order of integration	$I(1)$		$I(1)$		$I(1)$		NOT $I(0)$ NOR $I(1)$		$I(1)$		$I(0)$	

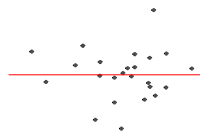
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.522
adj R^2	.312
F	2.492
Sign.	.062
DW	2.045

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-44.840	20.385	-2.200	.043			
ΔGDP	2.249	2.451	.918	.373	.224	.159	1.55
ΔIPX	.213	.797	.268	.792	.067	.046	1.95
ΔEXR	-.084	1.249	-.067	.947	-.017	-.012	3.29
IMP_{t-1}	-.749	.228	-3.285	.005	-.635	-.568	3.87
GDP_{t-1}	4.116	1.659	2.480	.025	.527	.429	51.35
IPX_{t-1}	.349	.888	.393	.700	.098	.068	15.96
EXR_{t-1}	1.136	.609	1.866	.081	.423	.323	83.01

Null plot: $\hat{u}$ *vs* $\hat{y}$

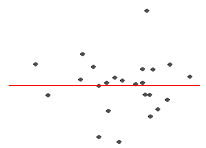


2 Improved economic model

Model summary	
n	23
R^2	.511
adj R^2	.408
F	4.958
Sign.	.007
DW	2.178

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-38.671	12.595	-3.070	.006			
ΔGDP	1.956	1.888	1.036	.313	.231	.166	1.07
IMP_{t-1}	-.662	.162	-4.083	.001	-.684	-.655	2.27
GDP_{t-1}	3.687	1.196	3.083	.006	.577	.495	30.97
EXR_{t-1}	.949	.317	2.988	.008	.565	.480	26.22

Null plot: $\hat{u}$ *vs* $\hat{y}$

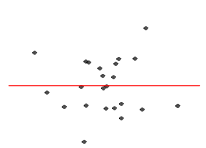


3 Tourism & immigration model

Model summary	
n	22
R^2	.666
adj R^2	.333
F	1.997
Sign.	.133
DW	2.069

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-32.198	27.038	-1.191	.259			
ΔGDP	7.240	4.374	1.655	.126	.447	.288	4.38
ΔIPX	.473	.935	.505	.623	.151	.088	2.60
ΔEXR	1.080	1.535	.703	.496	.207	.122	4.65
ΔTOU	-.389	.891	-.436	.671	-.130	-.076	3.05
ΔIMM	2.087	1.647	1.267	.231	.357	.221	4.44
IMP_{t-1}	-1.103	.307	-3.592	.004	-.735	-.626	4.95
GDP_{t-1}	3.995	2.022	1.975	.074	.512	.344	63.83
IPX_{t-1}	.737	1.054	.700	.499	.206	.122	20.90
EXR_{t-1}	.294	.843	.348	.734	.104	.061	144.18
TOU_{t-1}	-2.059	1.268	-1.625	.133	-.440	-.283	56.53
IMM_{t-1}	3.467	1.784	1.943	.078	.505	.338	18.92

Null plot: $\hat{u}$ *vs* $\hat{y}$

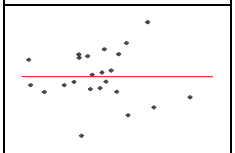


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.643
adj R^2	.510
F	4.810
Sign.	.006
DW	2.085

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-18.420	7.861	-2.343	.032			
ΔGDP	5.425	2.710	2.002	.063	.448	.299	2.29
ΔIMM	2.080	1.012	2.054	.057	.457	.307	2.28
IMP_{t-1}	-1.113	.246	-4.517	.000	-.749	-.674	4.34
GDP_{t-1}	3.028	.855	3.541	.003	.663	.529	15.53
TOU_{t-1}	-1.606	.513	-3.127	.006	-.616	-.467	12.62
IMM_{t-1}	3.315	.951	3.485	.003	.657	.520	7.32

Null plot: $\hat{u}$ *vs* $\hat{y}$



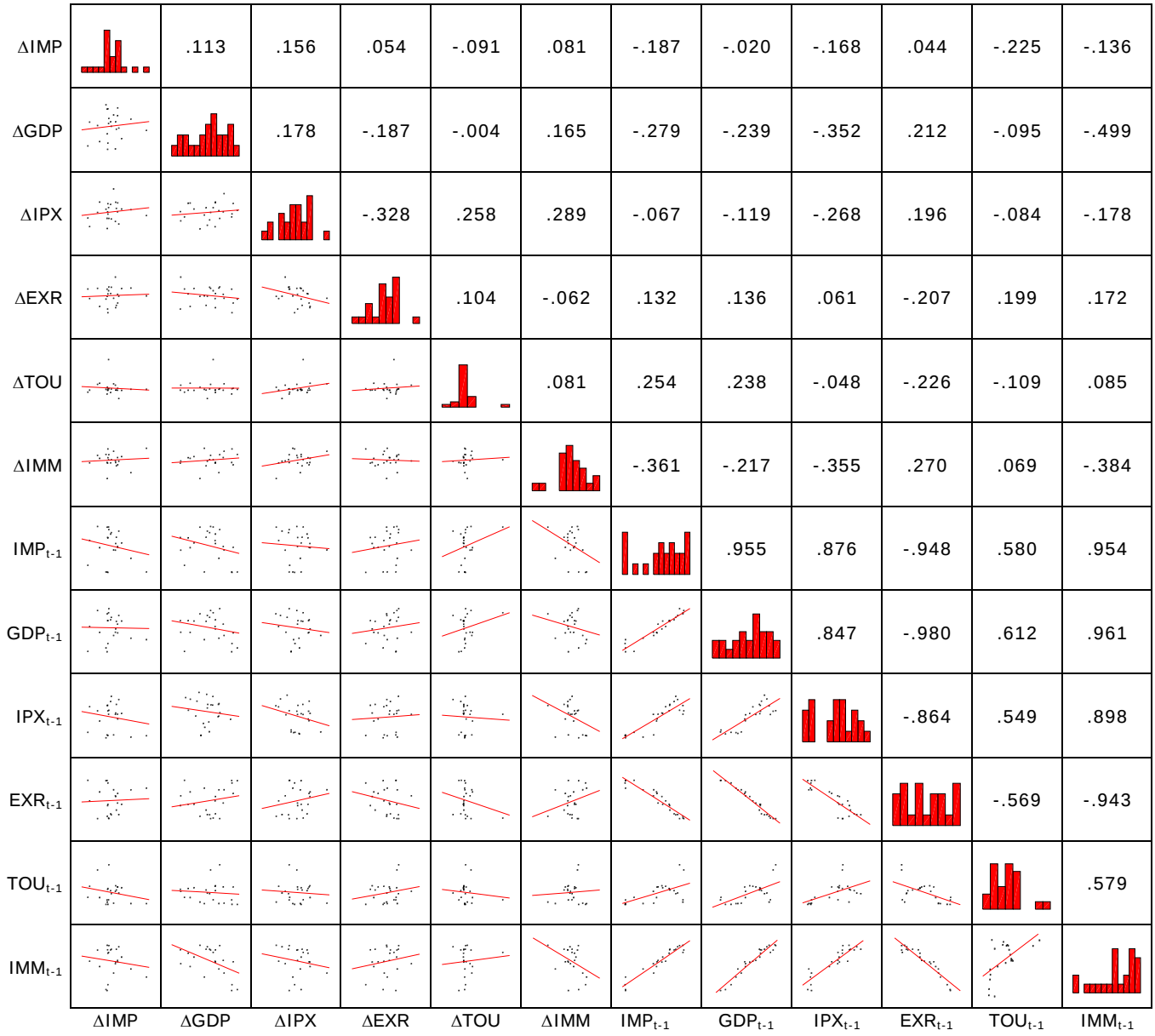
DICKEY-FULLER TESTS OF CO-INTEGRATION

IMP_{t-1}, GDP_{t-1}, IPX_{t-1}, EXR_{t-1}, TOU_{t-1} and IMM_{t-1} are not integrated of the same order, thus series cannot be co-integrated

Regression analysis for German drink wine imports from FRANCE (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *drink wine* imports from France in litres (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 French Francs (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to France per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	French immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-1.862	-3.881	-1.921	-3.709	-1.103	-4.032	-1.935	-4.255	-1.587	-3.903	-2.215	-4.573
F	1.796	7.532	2.223	6.883	.970	8.176	2.202	9.256	1.967	7.617	3.251	10.470
Order of integration	$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$	

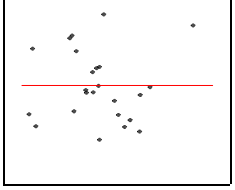
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.421
adj R^2	.168
F	1.665
Sign.	.188
DW	1.250

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-13.842	12.377	-1.118	.280			
ΔGDP	-.158	1.628	-.097	.924	-.024	-.018	1.42
ΔIPX	.838	.515	1.628	.123	.377	.310	1.68
ΔEXR	.488	.696	.701	.493	.173	.133	1.53
IMP_{t-1}	-.653	.216	-3.018	.008	-.602	-.574	17.26
GDP_{t-1}	1.382	.985	1.402	.180	.331	.267	37.51
IPX_{t-1}	.197	.400	.493	.629	.122	.094	6.70
EXR_{t-1}	-.184	.516	-.357	.726	-.089	-.068	43.54

Null plot: $\hat{u}$ *vs* $\hat{y}$

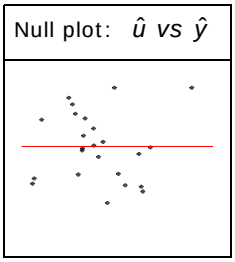


2 Improved economic model

Model summary	
n	23
R^2	.403
adj R^2	.277
F	3.201
Sign.	.036
DW	1.264

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-16.665	5.180	-3.217	.005			
ΔIPX	.632	.399	1.585	.130	.342	.281	1.16
ΔEXR	.464	.559	.829	.417	.187	.147	1.14
IMP_{t-1}	-.567	.166	-3.411	.003	-.616	-.605	11.69
GDP_{t-1}	1.666	.515	3.238	.004	.596	.574	11.77

Null plot: $\hat{u}$ *vs* $\hat{y}$

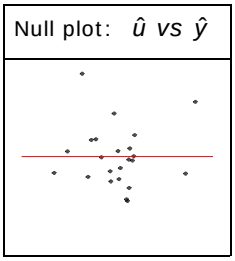


3 Tourism & immigration model

Model summary	
n	22
R^2	.785
adj R^2	.569
F	3.642
Sign.	.021
DW	2.342

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	14.740	20.674	.713	.491			
ΔGDP	1.627	1.587	1.025	.327	.295	.143	2.69
ΔIPX	.438	.488	.898	.389	.261	.126	3.30
ΔEXR	.917	.523	1.754	.107	.468	.245	1.87
ΔTOU	.005	.179	.027	.979	.008	.004	2.32
ΔIMM	.312	.807	.386	.707	.116	.054	5.05
IMP_{t-1}	-.677	.241	-2.809	.017	-.646	-.393	44.21
GDP_{t-1}	.038	1.444	.027	.979	.008	.004	151.66
IPX_{t-1}	-.329	.419	-.786	.449	-.231	-.110	15.38
EXR_{t-1}	.039	.449	.087	.933	.026	.012	65.36
TOU_{t-1}	-.218	.136	-1.604	.137	-.435	-.224	2.90
IMM_{t-1}	2.016	.697	2.892	.015	.657	.405	61.03

Null plot: $\hat{u}$ *vs* $\hat{y}$

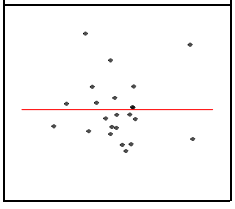


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.776
adj R^2	.671
F	7.416
Sign.	.001
DW	2.510

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	14.938	2.806	5.323	.000			
ΔGDP	1.428	1.060	1.347	.198	.328	.165	1.57
ΔIPX	.514	.289	1.776	.096	.417	.217	1.52
ΔEXR	.902	.383	2.358	.032	.520	.288	1.31
IMP_{t-1}	-.685	.118	-5.803	.000	-.832	-.709	13.87
IPX_{t-1}	-.329	.244	-1.349	.197	-.329	-.165	6.82
TOU_{t-1}	-.183	.090	-2.041	.059	-.466	-.249	1.66
IMM_{t-1}	1.946	.320	6.071	.000	.843	.742	16.91

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 2: $IMP = \gamma_0 + \gamma_1 GDP + e_t$

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 IPX + \gamma_2 TOU + \gamma_3 IMM + e_t$

m = number of explanatory variables

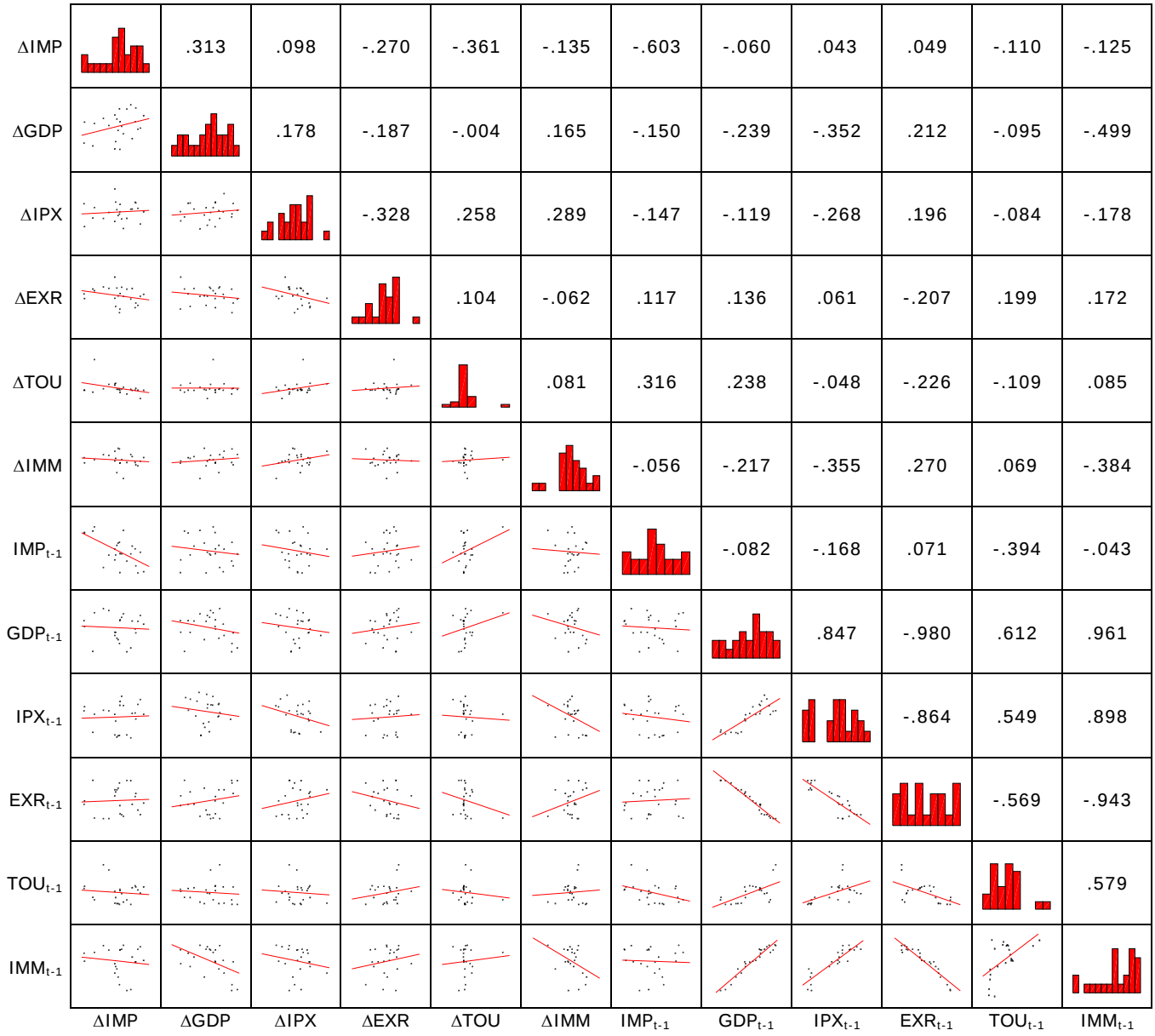
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 level of significance, *m* = 3 [1] and *n* = 50 [100]: -3.75 [-1.94]

Model 2	*t*	-2.901	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)
Model 4	*t*	-3.150	=> time series of specified long-run relationship are not co-integrated

Regression analysis for German processing wine imports from FRANCE (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *processing wine* imports from France in litres (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 French Francs (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to France per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	French immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-3.540	-5.716	-1.921	-3.709	-1.103	-4.032	-1.935	-4.255	-1.587	-3.903	-2.215	-4.573
F	6.309	16.338	2.223	6.883	.970	8.176	2.202	9.256	1.967	7.617	3.251	10.470
Order of integration	$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$	

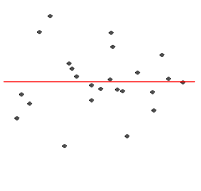
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.463
adj R^2	.228
F	1.969
Sign.	.124
DW	1.860

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	12.633	28.062	.450	.659			
ΔGDP	3.503	3.897	.899	.382	.219	.165	1.50
ΔIPX	-.150	1.102	-.137	.893	-.034	-.025	1.42
ΔEXR	-1.416	1.614	-.877	.393	-.214	-.161	1.52
IMP_{t-1}	-.727	.265	-2.740	.015	-.565	-.502	1.19
GDP_{t-1}	-1.170	2.199	-.532	.602	-.132	-.098	34.55
IPX_{t-1}	.268	.888	.302	.766	.075	.055	6.12
EXR_{t-1}	-.430	1.187	-.362	.722	-.090	-.066	42.57

Null plot: $\hat{u}$ *vs* $\hat{y}$

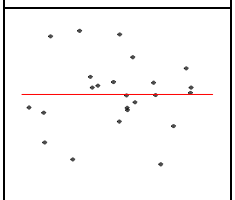


2 Improved economic model

Model summary	
n	23
R^2	.442
adj R^2	.358
F	5.272
Sign.	.008
DW	1.725

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	.145	.152	.958	.349			
ΔGDP	3.442	2.979	1.155	.262	.250	.193	1.05
ΔEXR	-1.203	1.219	-.987	.335	-.216	-.165	1.05
IMP_{t-1}	-.735	.225	-3.262	.004	-.589	-.545	1.03

Null plot: $\hat{u}$ *vs* $\hat{y}$

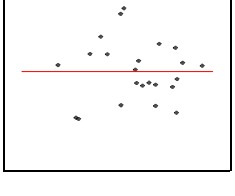


3 Tourism & immigration model

Model summary	
n	22
R^2	.651
adj R^2	.302
F	1.867
Sign.	.158
DW	2.122

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-76.355	62.876	-1.214	.250			
ΔGDP	4.748	5.013	.947	.364	.275	.169	2.63
ΔIPX	.515	1.243	.414	.687	.124	.074	2.10
ΔEXR	.317	1.664	.190	.852	.057	.034	1.86
ΔTOU	-.815	.543	-1.501	.162	-.412	-.267	2.08
ΔIMM	-1.808	1.997	-.905	.385	-.263	-.161	3.03
IMP_{t-1}	-1.082	.343	-3.158	.009	-.690	-.562	2.12
GDP_{t-1}	5.087	4.253	1.196	.257	.339	.213	129.12
IPX_{t-1}	.592	1.028	.576	.576	.171	.103	9.10
EXR_{t-1}	1.034	1.512	.684	.508	.202	.122	72.90
TOU_{t-1}	-1.196	.531	-2.251	.046	-.562	-.401	4.35
IMM_{t-1}	-1.957	2.279	-.859	.409	-.251	-.153	64.09

Null plot: $\hat{u}$ *vs* $\hat{y}$

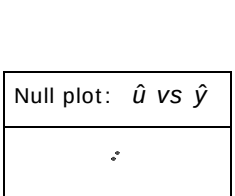


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.649
adj R^2	.551
F	6.650
Sign.	.001
DW	2.159

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-11.591	4.888	-2.371	.029			
ΔGDP	4.254	2.558	1.663	.114	.365	.232	1.11
ΔTOU	-.686	.350	-1.957	.066	-.419	-.273	1.28
IMP_{t-1}	-.912	.217	-4.207	.001	-.704	-.588	1.37
GDP_{t-1}	.832	.404	2.059	.054	.437	.288	2.01
TOU_{t-1}	-.963	.302	-3.187	.005	-.601	-.445	2.07

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 TOU + e_t$ — *m* = number of explanatory variables

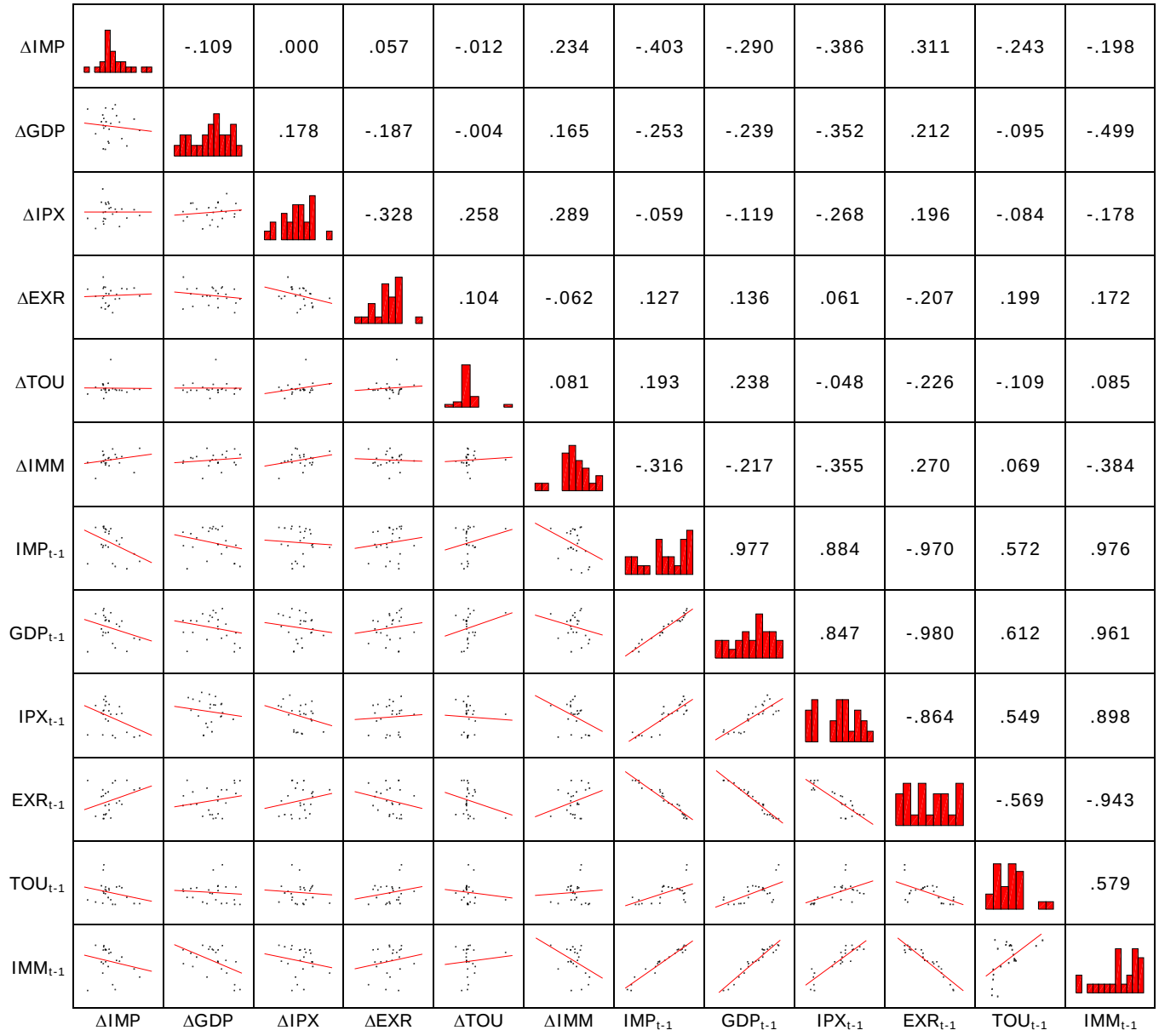
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 [0.01] level of significance, *m* = 2 and *n* = 50: -3.29 [-4.12]

Model 2			=> no long-run relationship specified, therefore no co-integration possible
Model 4	*t*	-4.975	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0).

Regression analysis for German cheese imports from FRANCE (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *cheese* imports from France in kilograms (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 French Francs (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to France per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	French immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-1.187	-5.555	-1.921	-3.709	-1.103	-4.032	-1.935	-4.255	-1.587	-3.903	-2.215	-4.573
F	2.331	15.912	2.223	6.883	.970	8.176	2.202	9.256	1.967	7.617	3.251	10.470
Order of integration	$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$	

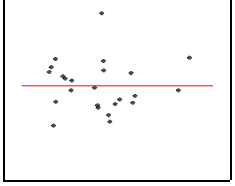
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.537
adj R^2	.335
F	2.652
Sign.	.050
DW	1.619

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-8.235	5.723	-1.439	.169			
ΔGDP	-1.086	.696	-1.561	.138	-.363	-.265	1.40
ΔIPX	.408	.261	1.563	.138	.364	.266	2.34
ΔEXR	.103	.300	.343	.736	.085	.058	1.54
IMP_{t-1}	-.640	.199	-3.207	.005	-.626	-.545	52.04
GDP_{t-1}	.848	.462	1.836	.085	.417	.312	44.47
IPX_{t-1}	.089	.193	.460	.652	.114	.078	8.40
EXR_{t-1}	-.251	.234	-1.073	.299	-.259	-.182	48.38

Null plot: $\hat{u}$ *vs* $\hat{y}$

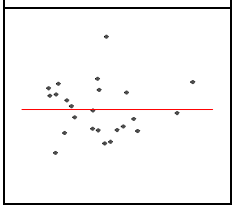


2 Improved economic model

Model summary	
n	23
R^2	.530
adj R^2	.400
F	4.060
Sign.	.012
DW	1.612

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-6.745	4.609	-1.464	.161			
ΔGDP	-1.205	.618	-1.952	.067	-.418	-.315	1.22
ΔIPX	.343	.212	1.621	.122	.357	.262	1.70
IMP_{t-1}	-.589	.151	-3.892	.001	-.676	-.629	33.24
GDP_{t-1}	.752	.397	1.895	.074	.408	.306	36.42
EXR_{t-1}	-.275	.208	-1.320	.203	-.297	-.213	42.49

Null plot: $\hat{u}$ *vs* $\hat{y}$

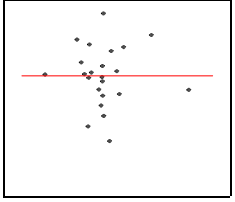


3 Tourism & immigration model

Model summary	
n	22
R^2	.822
adj R^2	.644
F	4.616
Sign.	.009
DW	2.034

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	1.414	7.833	.181	.860			
ΔGDP	-.128	.727	-.176	.863	-.053	-.022	2.70
ΔIPX	.521	.247	2.113	.058	.537	.269	4.02
ΔEXR	.367	.238	1.545	.151	.422	.197	1.85
ΔTOU	-.054	.079	-.688	.506	-.203	-.087	2.14
ΔIMM	.223	.297	.750	.469	.220	.095	3.26
IMP_{t-1}	-.999	.189	-5.276	.000	-.847	-.671	77.78
GDP_{t-1}	.612	.539	1.135	.281	.324	.144	101.01
IPX_{t-1}	-.019	.161	-.116	.910	-.035	-.015	10.89
EXR_{t-1}	-.293	.223	-1.318	.214	-.369	-.168	76.92
TOU_{t-1}	-.105	.062	-1.685	.120	-.453	-.214	2.90
IMM_{t-1}	1.014	.309	3.284	.007	.704	.418	57.25

Null plot: $\hat{u}$ *vs* $\hat{y}$

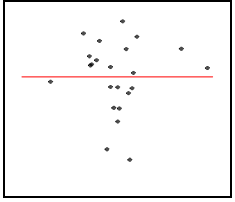


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.794
adj R^2	.698
F	8.253
Sign.	.000
DW	1.662

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-.144	4.584	-.031	.975			
ΔIPX	.519	.153	3.386	.004	.658	.397	1.83
ΔEXR	.355	.185	1.921	.074	.444	.225	1.31
IMP_{t-1}	-1.008	.149	-6.789	.000	-.869	-.796	56.36
GDP_{t-1}	.716	.331	2.159	.047	.487	.253	44.95
EXR_{t-1}	-.256	.165	-1.553	.141	-.372	-.182	49.66
TOU_{t-1}	-.081	.046	-1.764	.098	-.415	-.207	1.87
IMM_{t-1}	.965	.198	4.878	.000	.783	.572	27.65

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 2: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 EXR + e_t$

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 EXR + \gamma_3 TOU + \gamma_4 IMM + e_t$

m = number of explanatory variables

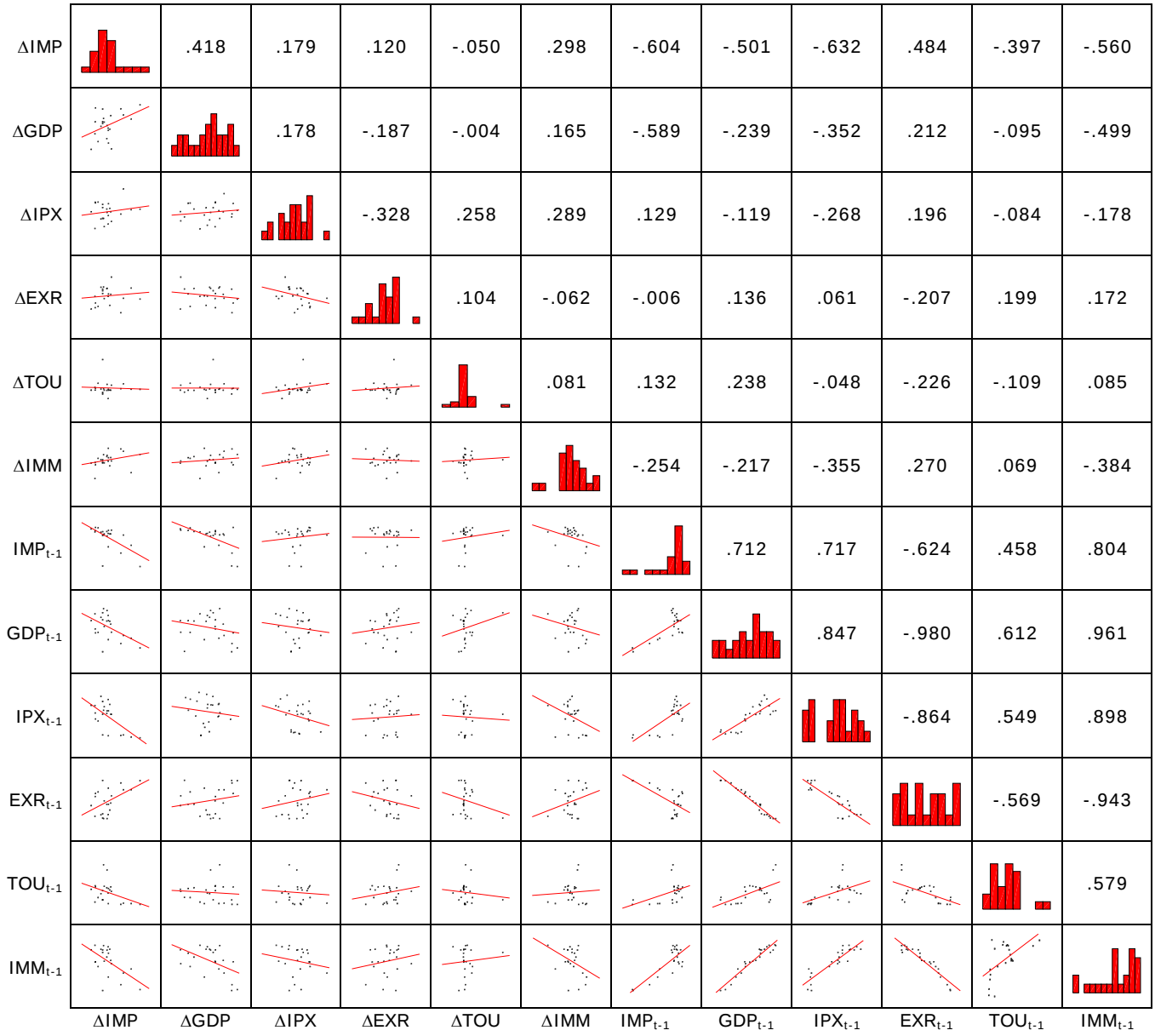
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 level of significance, $m = 2$ [4] and $n = 50$: -3.29 [-3.98]

Model 2	*t*	-2.568	=> time series of specified long-run relationship are not co-integrated
Model 4	*t*	-3.981	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)

Regression analysis for German tinned / bottled vegetables (incl. tomatoes) from FRANCE (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *preserved vegetables* imports fr. France in kg (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 French Francs (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to France per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	French immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-2.216	-4.997	-1.921	-3.709	-1.103	-4.032	-1.935	-4.255	-1.587	-3.903	-2.215	-4.573
F	6.360	12.543	2.223	6.883	.970	8.176	2.202	9.256	1.967	7.617	3.251	10.470
Order of integration	$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$		$I(1)$	

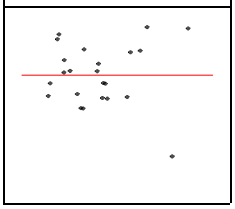
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.518
adj R^2	.293
F	2.303
Sign.	.083
DW	2.101

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-13.291	22.669	-.586	.566			
ΔGDP	.925	2.613	.354	.728	.091	.063	1.83
ΔIPX	.639	.725	.882	.392	.222	.158	1.82
ΔEXR	1.076	.938	1.147	.269	.284	.206	1.51
IMP_{t-1}	-.227	.172	-1.319	.207	-.322	-.236	5.74
GDP_{t-1}	1.209	1.751	.690	.501	.175	.124	55.99
IPX_{t-1}	-.216	.607	-.356	.727	-.092	-.064	8.12
EXR_{t-1}	.536	.868	.617	.547	.157	.111	61.45

Null plot: $\hat{u}$ *vs* $\hat{y}$

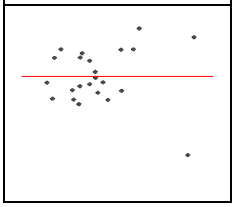


2 Improved economic model

Model summary	
n	23
R^2	.475
adj R^2	.392
F	5.733
Sign.	.006
DW	2.035

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	.288	.069	4.180	.001			
ΔIPX	.990	.529	1.871	.077	.394	.311	1.13
ΔEXR	.934	.745	1.253	.226	.276	.208	1.11
IMP_{t-1}	-.258	.067	-3.847	.001	-.662	-.639	1.02

Null plot: $\hat{u}$ *vs* $\hat{y}$

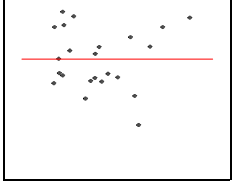


3 Tourism & immigration model

Model summary	
n	22
R^2	.652
adj R^2	.303
F	1.870
Sign.	.157
DW	2.385

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-17.829	33.616	-.530	.606			
ΔGDP	4.079	3.172	1.286	.225	.362	.229	2.73
ΔIPX	.579	.786	.737	.477	.217	.131	2.17
ΔEXR	2.000	1.070	1.869	.088	.491	.333	1.99
ΔTOU	-.034	.403	-.084	.935	-.025	-.015	2.98
ΔIMM	1.300	1.274	1.020	.329	.294	.182	3.20
IMP_{t-1}	-.445	.265	-1.681	.121	-.452	-.299	13.80
GDP_{t-1}	2.304	2.342	.984	.346	.284	.175	101.51
IPX_{t-1}	-.009	.741	-.012	.990	-.004	-.002	12.26
EXR_{t-1}	1.878	1.302	1.442	.177	.399	.257	140.22
TOU_{t-1}	-.466	.273	-1.703	.117	-.457	-.303	2.98
IMM_{t-1}	2.075	1.843	1.126	.284	.321	.200	108.68

Null plot: $\hat{u}$ *vs* $\hat{y}$

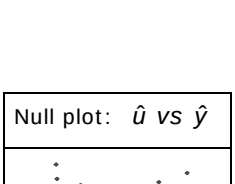


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.630
adj R^2	.419
F	2.980
Sign.	.036
DW	2.350

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-17.736	22.124	-.802	.436			
ΔGDP	4.914	2.562	1.918	.076	.456	.312	2.14
ΔEXR	1.952	.853	2.289	.038	.522	.372	1.52
ΔIMI	1.602	1.018	1.574	.138	.388	.256	2.45
IMP_{t-1}	-.410	.177	-2.320	.036	-.527	-.377	7.38
GDP_{t-1}	2.334	1.701	1.372	.192	.344	.223	64.20
EXR_{t-1}	2.017	.857	2.353	.034	.532	.382	72.82
TOU_{t-1}	-.497	.225	-2.204	.045	-.508	-.358	2.43
IMM_{t-1}	2.240	1.271	1.762	.100	.426	.286	61.94

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 EXR + \gamma_3 TOU + \gamma_4 IMM + e_t$ — *m* = number of explanatory variables

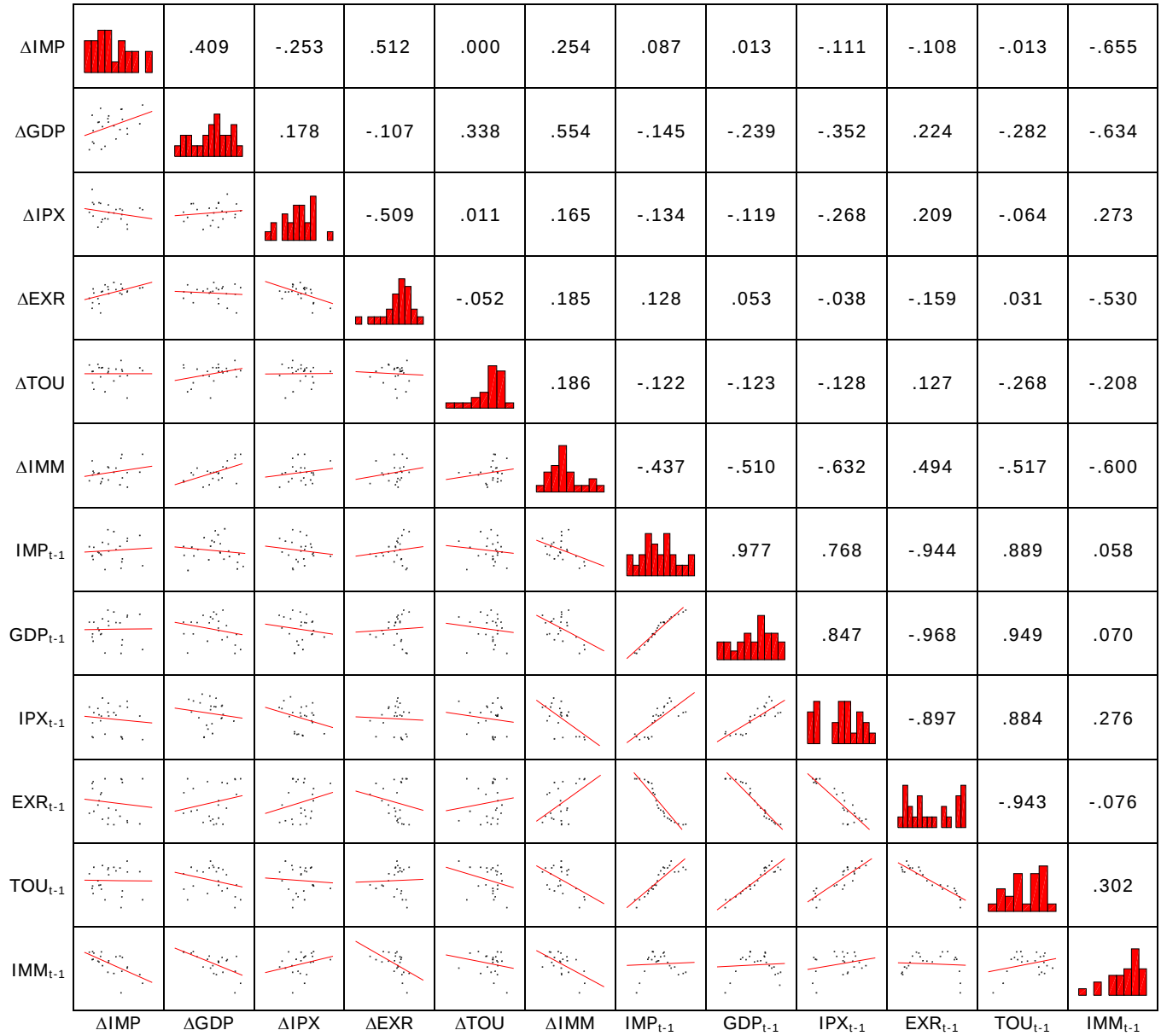
Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 [0.10] level of significance, *m* = 4 and *n* = 50: -3.98 [-3.67]

Model 2			=> no long-run relationship specified, therefore no co-integration possible
Model 4	*t*	-3.250	=> time series of specified long-run relationship are not co-integrated.

Regression analysis for German cheese imports from ITALY (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *cheese* imports from Italy in kilograms (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Italian Lire (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Italy per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Italian immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-.834	6.572	-1.921	-3.709	-1.103	-4.032	-.529	-2.782	-1.968	-6.060	-3.869	-2.664
F	.500	-3.558	2.223	6.883	.970	8.176	.356	4.180	2.153	18.365	12.679	4.030
Order of integration	$I(1)$		$I(1)$		$I(1)$		NOT $I(0)$ NOR $I(1)$		$I(1)$		$I(0)$	

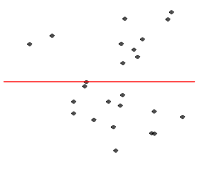
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.572
adj R^2	.385
F	3.057
Sign.	.030
DW	1.872

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	2.650	5.994	.442	.664			
ΔGDP	1.314	.715	1.837	.085	.417	.300	1.72
ΔIPX	-.192	.220	-.874	.395	-.213	-.143	1.93
ΔEXR	.251	.345	.728	.477	.179	.119	3.26
IMP_{t-1}	-.077	.099	-.779	.448	-.191	-.127	42.52
GDP_{t-1}	-.080	.545	-.148	.884	-.037	-.024	72.03
IPX_{t-1}	-.376	.246	-1.526	.147	-.356	-.250	15.96
EXR_{t-1}	-.226	.139	-1.630	.123	-.377	-.266	56.12

Null plot: $\hat{u}$ *vs* $\hat{y}$

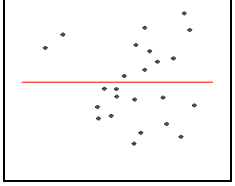


2 Improved economic model

Model summary	
n	23
R^2	.552
adj R^2	.427
F	4.432
Sign.	.008
DW	1.906

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	2.456	.771	3.185	.005			
ΔGDP	1.208	.579	2.086	.052	.441	.329	1.21
ΔIPX	-.318	.161	-1.979	.063	-.423	-.312	1.10
IMP_{t-1}	-.111	.054	-2.068	.053	-.438	-.326	13.34
IPX_{t-1}	-.527	.168	-3.137	.006	-.594	-.495	7.96
EXR_{t-1}	-.283	.095	-2.995	.008	-.577	-.473	27.94

Null plot: $\hat{u}$ *vs* $\hat{y}$

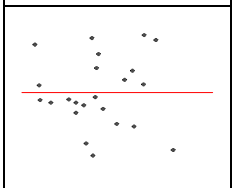


3 Tourism & immigration model

Model summary	
n	22
R^2	.676
adj R^2	.352
F	2.087
Sign.	.119
DW	2.377

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-9.615	16.171	-.595	.564			
ΔGDP	.974	1.300	.749	.470	.220	.128	4.65
ΔIPX	-.074	.287	-.257	.802	-.077	-.044	2.93
ΔEXR	.260	.463	.560	.586	.167	.096	5.09
ΔTOU	-.191	.258	-.740	.475	-.218	-.127	3.08
ΔIMM	-.631	.538	-1.172	.266	-.333	-.201	5.69
IMP_{t-1}	-.216	.171	-1.264	.232	-.356	-.217	98.45
GDP_{t-1}	.835	1.302	.642	.534	.190	.110	317.46
IPX_{t-1}	-.399	.300	-1.327	.211	-.372	-.228	20.38
EXR_{t-1}	-.104	.261	-.401	.696	-.120	-.069	165.30
TOU_{t-1}	.008	.379	.020	.984	.006	.003	60.55
IMM_{t-1}	-.521	.523	-.996	.341	-.288	-.171	19.52

Null plot: $\hat{u}$ *vs* $\hat{y}$

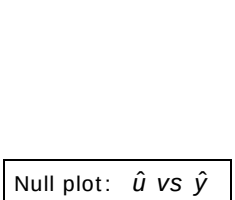


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.622
adj R^2	.480
F	4.384
Sign.	.008
DW	2.394

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-17.484	6.745	-2.592	.020			
ΔTOU	-.169	.144	-1.177	.256	-.282	-.181	1.19
ΔIMM	-.793	.365	-2.172	.045	-.477	-.334	3.26
IMP_{t-1}	-.264	.121	-2.183	.044	-.479	-.336	61.47
GDP_{t-1}	1.384	.605	2.287	.036	.496	.352	85.47
IPX_{-1}	-.372	.167	-2.220	.041	-.485	-.341	7.89
IMM_{t-1}	-.912	.207	-4.403	.000	-.740	-.677	3.81

Null plot: $\hat{u}$ *vs* $\hat{y}$



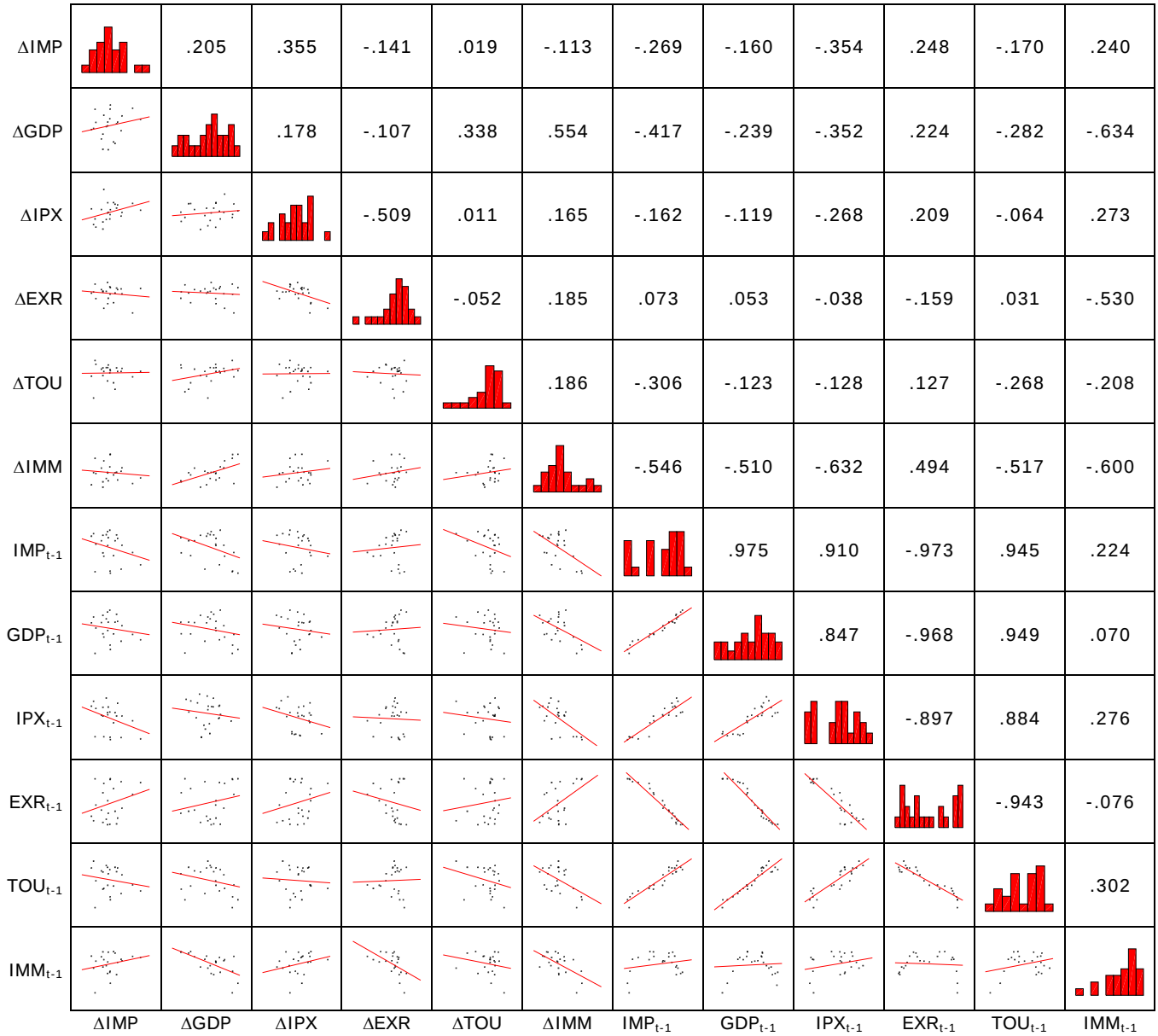
DICKEY-FULLER TESTS OF CO-INTEGRATION

IMP_{t-1}, GDP_{t-1}, IPX_{t-1}, EXR_{t-1} and IMM_{t-1} are not integrated of the same order, thus series cannot be co-integrated

Regression analysis for German tinned / bottled vegetables (incl. tomatoes) from ITALY (1967-90)

VARIABLES (econometric & SPSS denomination and description)			lagged by 1 period		first differenced	
y_t	IMP	German per-capita *preserved vegetables* imports from Italy in kg (log)	y_{t-1}	IMP_{t-1}	Δy_t	ΔIMP
x_{1t}	GDP	German real per-capita GDP in DM (log)	x_{1t-1}	GDP_{t-1}	Δx_{1t}	ΔGDP
x_{2t}	IPX	German index of food import prices (log)	x_{2t-1}	IPX_{t-1}	Δx_{2t}	ΔIPX
x_{3t}	EXR	Exchange rate in DM per 100 Italian Lire (log)	x_{3t-1}	EXR_{t-1}	Δx_{3t}	ΔEXR
x_{4t}	TOU	German tourists to Italy per 100 of German population (log)	x_{4t-1}	TOU_{t-1}	Δx_{4t}	ΔTOU
x_{5t}	IMM	Italian immigrants in Germany per 100 of German population (log)	x_{5t-1}	IMM_{t-1}	Δx_{5t}	ΔIMM

SCATTERPLOT MATRIX (partial scatterplots, histograms & bivariate correlations)



DICKEY-FULLER TESTS OF STATIONARITY

Testing $\varphi = 0$ and $\beta = \varphi = 0$ in $\Delta Y_t = \alpha + \beta T + \varphi Y_{t-1}$

Critical values for the 0.05 [0.10] level of significance and $n = 25$: t = -3.60 [-3.24]; F = 7.24 [5.91]

	IMP	ΔIMP	GDP	ΔGDP	IPX	ΔIPX	EXR	ΔEXR	TOU	ΔTOU	IMM	ΔIMM
t	-1.419	-5.799	-1.921	-3.709	-1.103	-4.032	-.529	-2.782	-1.968	-6.060	-3.869	-2.664
F	1.440	16.937	2.223	6.883	.970	8.176	.356	4.180	2.153	18.365	12.679	4.030
Order of integration	$I(1)$		$I(1)$		$I(1)$		NOT $I(0)$ NOR $I(1)$		$I(1)$		$I(0)$	

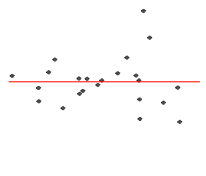
REGRESSION RESULTS (dependent variable: ΔIMP; variables significant at the 5% level or higher in **bold** print)

1 Purely economic model

Model summary	
n	23
R^2	.525
adj R^2	.303
F	2.365
Sign.	.077
DW	2.275

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-28.801	11.914	-2.417	.029			
ΔGDP	1.178	1.666	.707	.491	.180	.126	2.16
ΔIPX	.834	.456	1.828	.087	.427	.326	2.09
ΔEXR	-.420	.728	-.577	.573	-.147	-.103	3.55
IMP_{t-1}	-.782	.285	-2.739	.015	-.577	-.488	75.33
GDP_{t-1}	2.591	.967	2.679	.017	.569	.477	49.60
IPX_{t-1}	.526	.528	.996	.335	.249	.177	17.81
EXR_{t-1}	-.039	.339	-.115	.910	-.030	-.020	79.17

Null plot: $\hat{u}$ *vs* $\hat{y}$

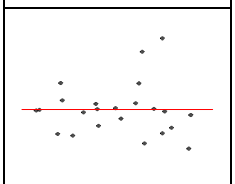


2 Improved economic model

Model summary	
n	23
R^2	.507
adj R^2	.363
F	3.503
Sign.	.023
DW	2.164

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-28.695	9.240	-3.105	.006			
ΔGDP	1.299	1.263	1.028	.318	.242	.175	1.36
ΔIPX	1.004	.375	2.677	.016	.545	.456	1.55
IMP_{t-1}	-.758	.251	-3.017	.008	-.590	-.513	63.90
GDP_{t-1}	2.535	.773	3.280	.004	.623	.558	34.62
IPX_{t-1}	.626	.422	1.484	.156	.339	.253	12.43

Null plot: $\hat{u}$ *vs* $\hat{y}$

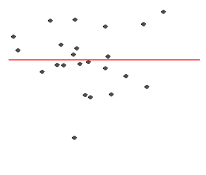


3 Tourism & immigration model

Model summary	
n	22
R^2	.748
adj R^2	.495
F	2.963
Sign.	.043
DW	2.310

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-20.744	14.639	-1.417	.184			
ΔGDP	3.710	2.000	1.855	.091	.488	.281	4.30
ΔIPX	.851	.469	1.813	.097	.480	.275	3.07
ΔEXR	.310	.749	.413	.688	.124	.063	5.20
ΔTOU	.082	.407	.201	.845	.060	.030	3.00
ΔIMM	-1.105	.743	-1.487	.165	-.409	-.225	4.24
IMP_{t-1}	-.677	.260	-2.608	.024	-.618	-.395	86.25
GDP_{t-1}	2.175	1.067	2.038	.066	.524	.309	83.38
IPX_{t-1}	.253	.547	.463	.652	.138	.070	26.37
EXR_{t-1}	-.148	.390	-.380	.711	-.114	-.058	145.08
TOU_{t-1}	-.211	.581	-.362	.724	-.109	-.055	55.77
IMM_{t-1}	.612	.750	.816	.432	.239	.124	15.68

Null plot: $\hat{u}$ *vs* $\hat{y}$

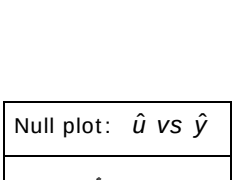


4 Improved tourism & immigration model

Model summary	
n	22
R^2	.701
adj R^2	.614
F	7.987
Sign.	.000
DW	2.196

Variables	*B*	*Std.-error*	*t*	*Sign.*	*Partial correlation*	*Part correlation*	*VIF*
Const.	-21.552	4.816	-4.476	.000			
ΔGDP	2.431	1.036	2.347	.031	.495	.311	1.51
ΔIPX	.773	.242	3.193	.005	.612	.423	1.06
ΔIMM	-1.625	.424	-3.831	.001	-.681	-.508	1.80
IMP_{t-1}	-.568	.115	-4.961	.000	-.769	-.657	21.90
GDP_{t-1}	2.111	.470	4.490	.000	.737	.595	21.13

Null plot: $\hat{u}$ *vs* $\hat{y}$



DICKEY-FULLER TESTS OF CO-INTEGRATION

Co-integrating regression for model 2: $IMP = \gamma_0 + \gamma_1 GDP + \gamma_2 IPX + e_t$

Co-integrating regression for model 4: $IMP = \gamma_0 + \gamma_1 GDP + e_t$

m = number of explanatory variables

Testing $\varphi = 0$ in $\Delta e_t = \varphi e_{t-1} + \nu_t$; critical *t*-value for the 0.05 level of significance, $m = 2$ [1] and $n = 50$ [100]: -3.29 [-1.94]

Model 2	*t*	-4.235	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)
Model 4	*t*	-2.509	=> time series of specified long-run relationship are co-integrated, i.e. *CI*(1, 0)

APPENDIX II:
SURVEY RAW DATA AND QUESTIONNAIRE

Table A-7: Survey raw data (German firms, questions 1-4)

NO.	COUN-TRY	1-CLASS	2-STAFF	2-TURNOV	2-LEGSTA	2-OWN.RUN	2-EXISTIME	2-COMPET	3-IMPACT	3-EXPACT	3-LIC/FRA	3-FDI	3-OTH	4-EUR	4-AMERICA	4-AFRICA	4-ASIA	4-OZ/NZ	4-F.SOVU	4-OTH	4-EU	4-NONE.EU	4-EASTEUR	4-NAFTA	4-NON.NAF	4-N.AFR	4-MIDAFR	4-S.AFR	4-OTHAFR	4-CHINA	4-JAPAN	4-INDIA	4-S.E.ASIA	4-OTHASI
1	GER	2	6	8.0	1	n/a	10	3	4	2	1	2	n/a	70	10	10	10	0	0	0	100	0	0	0	100	100	0	0	0	100	0	0	0	0
2	GER	1	4	14.0	1	1	3	3	5	3	n/a	5	n/a	100	0	0	0	0	0	0	n/a	n/a	n/a	0	0	0	0	0	0	0	0	0	0	0
3	GER	2	5	32.0	1	1	8	5	5	1	1	1	2	100	0	0	0	0	0	0	80	0	20	0	0	0	0	0	0	0	0	0	0	0
4	GER	2	5	8.0	1	1	6	3	4	3	1	1	n/a	30	30	0	40	0	0	0	35	0	65	0	100	0	0	0	0	100	0	0	0	0
5	GER	2	2	10.0	1	1	9	3	1	5	1	1	1	5	0	95	0	0	0	0	0	0	100	0	0	0	75	25	0	0	0	0	0	0
6	GER	2	32	25.0	2	1	14	4	4	2	1	1	n/a	100	0	0	0	0	0	0	95	5	0	0	0	0	0	0	0	0	0	0	0	0
7	GER	1	33	24.0	1	1	7	4	4	3	n/a	n/a	n/a	80	10	0	10	0	0	0	65	35	0	0	100	0	0	0	0	100	0	0	0	0
8	GER	2	12	40.0	1	1	6	5	4	2	n/a	n/a	n/a	95	0	0	5	0	0	0	90	0	10	0	0	0	0	0	0	100	0	0	0	0
9	GER	1	120	65.0	1	1	103	3	n/a	5	n/a	n/a	n/a	98	1	0	1	0	0	0	50	30	20	n/a	n/a	0	0	0	0	n/a	n/a	n/a	n/a	n/a
10	GER	1	26	6.0	4	1	13	4	2	3	1	1	n/a	60	5	0	20	15	0	0	100	0	0	100	0	0	0	0	0	100	0	0	0	0
11	GER	2	6	24.0	1	1	8	3	4	2	1	1	n/a	60	20	0	20	0	0	0	80	0	20	0	100	0	0	0	0	90	0	0	10	0
12	GER	2	5	53.0	1	1	59	4	5	n/a	n/a	n/a	n/a	12	5	53	30	0	0	0	100	0	0	100	0	0	90	10	0	0	0	0	65	65
13	GER	1	560	450.0	3	0	128	5	2	3	2	1	n/a	80	6	2	6	2	2	2	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
14	GER	1	320	200.0	1	1	97	n/a	2	4	2	2	1	87	3	0	10	0	0	0	88	12	0	100	0	0	0	0	0	0	100	0	0	0
15	GER	1	10	10.0	1	1	96	4	2	4	1	1	n/a	99	1	0	0	0	0	0	97	3	0	100	0	0	0	0	0	0	0	0	0	0
16	GER	2	2	15.0	1	1	1	3	5	2	1	1	1	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
17	GER	1	200	57.0	1	1	49	3	2	3	1	1	n/a	90	1	1	1	1	3	3	80	8	8	100	0	0	0	100	0	0	100	0	0	0
18	GER	2	8	25.0	1	1	118	5	4	3	n/a	n/a	n/a	60	30	0	10	0	0	0	n/a	n/a	n/a	33	67	0	0	0	0	50	0	0	50	0
19	GER	1	54	10.0	1	1	n/a	3	2	3	1	1	n/a	90	10	0	0	0	0	0	90	10	0	100	0	0	0	0	0	0	0	0	0	0
20	GER	1	390	308.0	n/a	1	114	5	1	2	n/a	n/a	n/a	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
21	GER	1	22	5.0	1	1	3	4	2	2	1	1	n/a	100	0	0	0	0	0	0	98	0	2	0	0	0	0	0	0	0	0	0	0	0
22	GER	2	2	4.0	1	0	13	5	4	1	1	1	1	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
23	GER	2	7	35.0	1	1	17	3	5	1	2	2	n/a	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
24	GER	1	92	120.0	1	0	136	4	2	4	2	2	n/a	80	10	0	10	0	0	0	15	25	60	100	0	0	0	0	0	20	0	0	80	0
25	GER	1	36	12.5	1	1	106	5	2	2	n/a	n/a	n/a	100	0	0	0	0	0	0	n/a	n/a	n/a	n/a	n/a	0	0	0	0	0	0	0	0	0
26	GER	1	100	20.0	1	1	110	3	2	3	1	1	n/a	60	20	0	10	10	0	0	66	17	17	75	25	0	0	0	0	0	50	0	50	0
27	GER	2	3	38.0	1	0	22	2	3	n/a	n/a	n/a	n/a	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
28	GER	1	24	10.0	1	1	50	4	2	3	1	1	n/a	34	22	0	44	0	0	0	n/a	n/a	n/a	100	0	0	0	0	0	0	50	0	50	0
29	GER	1	25	5.0	1	1	89	4	2	4	1	1	n/a	80	15	0	5	0	0	0	50	25	25	66	34	0	0	0	0	0	100	0	0	0
30	GER	1	130	21.0	1	1	40	4	2	4	1	1	n/a	75	25	0	0	0	0	0	74	13	13	80	20	0	0	0	0	0	0	0	0	0
31	GER	2	112	110.0	1	0	65	4	4	2	1	1	n/a	15	23	10	50	2	0	0	45	20	35	20	80	0	0	100	0	55	22	3	20	0
32	GER	1	300	n/a	n/a	0	n/a	5	4	2	1	1	n/a	95	0	0	5	0	0	0	85	8	8	0	0	0	0	0	0	0	0	0	100	0
33	GER	2	43	285.0	2	1	111	3	4	2	1	1	n/a	70	30	0	0	0	0	0	100	0	0	100	0	0	0	0	0	0	0	0	0	0
34	GER	2	6	10.0	1	1	19	3	4	2	1	2	n/a	70	30	0	0	0	0	0	100	0	0	0	100	0	0	0	0	0	0	0	0	0
35	GER	1	260	130.0	1	1	49	4	1	2	2	3	n/a	90	0	0	0	0	10	0	65	0	35	0	0	0	0	0	0	0	0	0	0	0
36	GER	1	700	420.0	3	0	128	5	2	3	n/a	4	n/a	70	15	3	8	2	2	0	70	15	15	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
37	GER	2	14	67.0	1	1	10	4	3	2	2	1	n/a	30	55	5	10	0	0	0	65	35	0	75	25	0	0	100	0	100	0	0	0	0
38	GER	2	3	3.5	1	1	30	3	4	2	1	2	n/a	100	0	0	0	0	0	0	15	45	40	0	0	0	0	0	0	0	0	0	0	0
39	GER	1	280	74.0	5	0	63	4	2	5	1	1	n/a	90	0	0	0	0	10	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
40	GER	1	10	20.0	1	1	30	4	5	n/a	n/a	n/a	n/a	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
41	GER	1	22	36.0	1	1	5	5	3	2	1	1	n/a	100	0	0	0	0	0	0	90	10	0	0	0	0	0	0	0	0	0	0	0	0
42	GER	1	51	10.0	1	1	10	4	3	2	1	1	n/a	95	5	0	0	0	0	0	90	10	0	100	0	0	0	0	0	0	0	0	0	0
43	GER	1	950	670.0	1	1	180	4	4	2	3	1	3	90	10	0	0	0	0	0	80	8	8	100	0	0	0	0	0	0	0	0	0	0
44	GER	1	350	185.0	1	0	35	4	1	3	1	1	n/a	98	2	0	0	0	0	0	88	0	12	100	0	0	0	0	0	0	0	0	0	0
45	GER	2	6	10.0	1	1	16	5	4	2	1	1	n/a	70	0	0	30	0	0	0	100	0	0	0	0	0	0	0	0	20	0	0	80	0
46	GER	1	230	85.0	1	0	104	5	1	2	1	1	1	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
47	GER	2	7	18.0	1	1	15	3	4	2	n/a	n/a	n/a	45	0	20	35	0	0	0	100	0	0	0	0	0	100	0	0	0	0	0	100	0
48	GER	1	600	n/a	5	1	111	2	3	1	1	1	n/a	90	5	5	0	0	0	0	70	30	0	100	0	0	0	100	0	0	0	0	0	0
49	GER	1	350	100.0	1	0	107	3	2	3	1	1	1	65	10	0	25	0	0	0	80	20	0	100	0	0	0	0	0	10	70	0	20	0
50	GER	1	1100	750.0	6	1	50	5	2	3	1	1	1	60	0	30	0	0	5	5	60	10	30	0	0	0	0	0	100	0	0	0	0	0
51	GER	1	1	1.0	6	1	10	4	4	2	1	1	1	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
52	GER	1	2000	467.0	1	0	310	4	2	2	1	4	n/a	86	10	0	0	0	2	2	88	9	3	100	0	0	0	0	0	0	0	0	0	0
53	GER	1	51	18.0	1	1	48	5	1	2	1	1	1	95	5	0	0	0	0	0	100	0	0	0	100	0	0	0	0	0	0	0	0	0
54	GER	1	185	55.0	n/a	0	40	4	4	2	n/a	1	1	60	20	5	0	0	15	0	85	15	0	75	25	0	0	40	60	0	0	0	0	0
55	GER	2	5	7.0	1	1	20	4	5	1	1	1	n/a	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
56	GER	1	800	200.0	1	0	65	5	1	2	1	1	n/a	100	0	0	0	0	0	0	95	0	5	0	0	0	0	0	0	0	0	0	0	0
57	GER	1	2000	2.0	1	1	150	5	n/a	2	2	2	n/a	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
58	GER	2	20	10.0	1	1	25	2	5	n/a	n/a	n/a	n/a	100	0	0	0	0	0	0	n/a	n/a	n/a	0	0	0	0	0	0	0	0	0	0	0
59	GER	1	200	n/a	1	0	50	4	1	2	1	1	n/a	95	0	5	0	0	0	0	85	0	15	0	0	n/a	n/a	n/a	n/a	0	0	0	0	0
60	GER	1	200	80.0	1	1	100	5	2	3	1	1	2	83	15	0	2	0	0	0	90	3	7	93	7	0	0	0	0	0	100	0	0	0
61	GER	1	1600	900.0	3	1	50	4	2	3	2	3	2	83	5	0	2	1	8	2	95	3	2	42	58	0	0	0	0	63	16	0	20	1
62	GER	1	5000	1500.0	1	0	60	5	2	3	1	3	2	100	0	0	0	0	0	0	90	0	10	0	0	0	0	0	0	0	0	0	0	0
63	GER	2	21	10.0	1	1	30	4	4	2	1	1	n/a	70	5	10	15	0	0	0	95	5	0	20	80	90	0	10	0	66	0	0	34	0
64	GER	1	240	115.0	1	1	100	5	3	2	1	1	n/a	90	10	0	0	0	0	0	65	35	0	90	10	0	0	0	0	0	0	0	0	0
65	GER	1	64	16.0	1	1	30	3	3	2	2	1	n/a	100	0	0	0	0	0	0	95	0	5	0	0	0	0	0	0	0	0	0	0	0
66	GER	2	n/a	n/a	1	1	56	2	4	n/a	n/a	n/a	n/a	50	50	0	0	0	0	0	0	0	100	0	100	0	0	0	0	0	0	0	0	0
67	GER	1	7000	1500.0	3	1	159	5	n/a	3	n/a	2	n/a	70	8	0	2	0	20	0	70	0	30	60	40	0	0	0	0	0	0	0	100	0
68	GER	2	14	230.0	1	1	30	5	4	2	1	2	n/a	75	10	10	5	0	0	0	90	10	0	100	0	100	0	0	0	100	0	0	0	0
69	GER	1	400	210.0	1	0	91	5	2	3	1	1	n/a	52	0	3	0	0	45	0	88	0	12	0	0	0	100	0	0	0	0	0	0	0
70	GER	1	130	60.0	1	1	27	3	1	2	2	1	n/a	95	5	0	0	0	0	0	93	5	2	0	100	0	0	0	0	0	0	0	0	0
71	GER	1	55	26.5	1	1	84	4	3	2	1	1	n/a	90	10	0	0	0	0	0	0	0	100	100	0	0	0	0	0	0	0	0	0	0
72	GER	1	1100	402.0	1	0	70	4	3	2	1	2	n/a	95	0	0	1	0	4	0	n/a	n/a	n/a	0	0	0	0	0	0	n/a	n/a	n/a	n/a	n/a
73	GER	1	32	n/a	1	1	6	3	2	2	n/a	n/a	n/a	100	0	0	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0
74	GER	1	206	178.0	n/a	0	4	4	4	3	1	1	n/a	40	40	0	20	0	0	0	75	13	13	55	45	0	0	0	0	0	0	20	80	0
75	GER	1	1980	2500.0	1	0	100	5	2	3	1	2	n/a	90	5	5	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	0	0	0	0
76	GER	2	7	60.0	1	1	64	3	5	2	n/a	n/a	n/a	10	0	50	30	0	0	10	100	0	0	0	0	40	40	20	0	0	0	0	100	0
77	GER	2	18	12.0	4	0	17	3	3	2	2	2	n/a	90	1	0	9	0	0	0	35	65	0	0	100	0	0	0	0	0	0	0	100	0
78	GER	2	22	54.0	1	1	65	4	4	2	1	1	3	85	10	2	3	0	0	0	20	0	80	0	100	0	0	100	0	100	0	0	0	0
79	GER	2	7	n/a	1	0	6	4	5	1	1	1	1	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
80	GER	1	1450	1500.0	3	0	50	5	1	3	2	1	n/a	50	5	10	10	0	25	0	70	20	10	10	90	100	0	0	0	0	0	0	10	90
81	GER	1	440	378.0	1	0	174	4	2	2	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
82	GER	1	n/a	n/a	1	1	150	3	3	4	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Table A-8: Survey raw data (Australian firms, questions 1-4)

NO.	COUN-TRY	1-CLASS	2-STAFF	2-TURNOV	2-LEGSTA	2-OWN.RUN	2-EXISTIME	2-COMPET	3-IMPACT	3-EXPACT	3-LIC/FRA	3-FDI	3-OTH	4-EUR	4-AMERICA	4-AFRICA	4-ASIA	4-OZ/NZ	4-F.SOVU	4-OTH	4-EU	4-NONE.EU	4-EASTEUR	4-NAFTA	4-NON.NAF	4-N.AFR	4-MIDAFR	4-S.AFR	4-OTHAFR	4-CHINA	4-JAPAN	4-INDIA	4-S.E.ASIA	4-OTHASI
83	AUS	1	8	.4	7	1	22	3	1	2	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
84	AUS	1	50	18.0	7	0	23	4	2	5	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
85	AUS	1	35	7.0	7	1	25	3	2	4	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
86	AUS	1	500	200.0	8	1	30	3	4	3	1	1	1	0	0	0	85	15	0	0	0	0	0	0	0	0	0	0	0	0	10	0	90	0
87	AUS	1	9	3.0	7	1	16	4	1	2	1	1	1	0	0	0	10	90	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
88	AUS	2	1	3.0	7	1	5	5	1	5	1	1	1	0	0	0	40	0	0	60	0	0	0	0	0	0	0	0	0	0	0	0	100	0
89	AUS	1	2	.0	n/a	1	4	3	1	5	1	1	1	50	50	0	0	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0
90	AUS	1	35	n/a	7	1	10	4	2	4	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	80	0	20	0
91	AUS	1	65	n/a	7	0	27	3	1	3	1	1	3	55	30	0	4	6	0	5	0	0	0	100	0	0	0	0	0	50	0	50	0
92	AUS	2	8	20.0	7	1	5	4	1	5	1	1	1	20	30	30	0	0	0	20	100	0	0	100	0	100	0	0	0	0	0	0	0
93	AUS	1	9	1.5	7	1	15	4	2	2	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
94	AUS	1	27	n/a	7	1	14	4	2	3	1	1	n/a	0	0	0	0	5	0	95	0	0	0	0	0	0	0	0	0	0	0	0	0	0
95	AUS	1	10	8.0	7	1	14	5	2	4	1	1	n/a	0	15	0	85	0	0	0	0	0	0	100	0	0	0	0	0	6	70	0	12	12
96	AUS	2	n/a	18.0	7	1	10	5	1	5	1	1	1	80	0	0	20	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
97	AUS	1	12	1.0	7	1	10	3	1	2	1	1	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
98	AUS	1	240	50.0	7	1	110	3	1	2	1	1	1	70	0	0	20	10	0	0	95	5	0	0	0	0	0	0	0	0	50	0	50	0
99	AUS	2	12	8.0	9	1	15	3	1	3	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
100	AUS	2	1	n/a	7	1	3	4	1	5	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
101	AUS	1	5	1.5	7	1	15	4	1	3	1	2	1	30	30	0	30	0	0	10	100	0	0	100	0	0	0	0	0	0	50	0	50	0
102	AUS	1	8	1.0	7	1	10	2	1	4	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	95	0	5	0
103	AUS	2	6	14.0	7	1	22	4	1	5	5	1	n/a	35	0	5	60	0	0	0	0	100	0	0	0	100	0	0	0	9	82	0	9	0
104	AUS	1	117	32.0	7	1	12	3	1	2	1	1	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	40	3	38	19
105	AUS	1	12	1.5	7	1	13	3	2	4	1	1	2	10	0	0	90	0	0	0	100	0	0	0	0	0	0	0	0	3	80	0	17	0
106	AUS	2	5	n/a	7	1	4	4	2	5	1	1	1	7	3	80	9	1	0	0	60	0	40	100	0	0	0	100	0	55	0	0	45	0
107	AUS	1	6	.5	6	1	10	4	2	4	1	1	n/a	50	20	0	30	0	0	0	80	20	0	0	0	0	0	0	0	67	0	0	33	0
108	AUS	1	30	10.0	7	1	15	1	1	5	1	1	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	45	0	45	10
109	AUS	1	2	.1	6	1	10	4	1	2	1	2	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
110	AUS	1	28	32.0	7	1	37	4	1	2	1	1	1	0	30	0	60	10	0	0	0	0	0	100	0	0	0	0	0	0	0	0	100	0
111	AUS	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
112	AUS	1	6	1.0	7	1	13	4	1	2	1	1	1	100	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
113	AUS	1	85	13.0	7	1	10	4	2	2	1	1	1	70	15	0	0	15	0	0	80	20	0	100	0	0	0	0	0	0	0	0	0	0
114	AUS	1	120	100.0	7	n/a	50	4	1	2	1	1	n/a	0	0	0	80	10	0	10	0	0	0	0	0	0	0	0	0	0	0	0	100	0
115	AUS	2	9	15.0	7	1	12	5	2	4	1	1	n/a	0	3	0	80	18	0	0	0	0	0	100	0	0	0	0	0	0	20	0	70	10
116	AUS	1	90	35.0	n/a	1	25	3	1	5	1	1	1	0	30	0	45	0	0	25	0	0	0	100	0	0	0	0	0	0	33	0	33	33
117	AUS	1	6	4.0	7	0	8	4	1	5	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	5	90	0	0	5
118	AUS	1	500	200.0	7	1	70	4	2	2	2	1	1	0	13	0	7	80	0	0	0	0	0	100	0	0	0	0	0	0	20	0	80	0
119	AUS	2	2	1.0	7	1	6	3	2	4	1	1	1	0	10	0	90	0	0	0	0	0	0	0	100	0	0	0	0	0	64	23	13	0
120	AUS	1	5	2.0	7	1	25	4	2	4	1	1	n/a	10	0	0	80	0	0	10	100	0	0	0	0	0	0	0	0	0	30	0	70	0
121	AUS	2	4	15.0	7	1	10	4	1	5	1	1	1	0	0	0	0	0	80	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
122	AUS	1	19	15.0	9	1	12	4	1	2	1	1	1	0	25	0	75	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	100	0
123	AUS	1	48	8.0	7	1	9	4	1	2	1	1	1	0	0	0	80	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
124	AUS	2	1	1.0	7	1	3	4	1	5	1	1	1	5	1	0	94	0	0	0	100	0	0	0	100	0	0	0	0	0	42	0	58	0
125	AUS	1	2	1.0	7	1	1	n/a	4	1	5	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0	0	0
126	AUS	1	200	100.0	7	1	37	4	2	4	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
127	AUS	1	5	.9	7	1	3	1	1	5	2	3	1	0	0	0	70	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
128	AUS	1	130	40.0	7	1	40	4	1	4	3	1	1	5	20	0	75	0	0	0	100	0	0	75	25	0	0	0	0	10	50	0	0	40
129	AUS	1	12	1.0	6	1	40	3	1	2	1	1	1	70	15	0	0	15	0	0	100	0	0	10	0	0	0	0	0	0	0	0	0	0
130	AUS	2	15	75.0	7	1	5	4	2	4	1	3	4	20	10	20	25	0	5	20	75	0	25	100	0	0	0	100	0	40	20	0	40	0
131	AUS	1	9	5.0	7	1	13	5	1	5	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	5	0	95	0
132	AUS	1	11	1.5	7	1	2	3	1	5	1	1	n/a	90	0	0	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100
133	AUS	1	n/a	n/a	7	1	148	3	1	2	2	1	1	5	95	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0
134	AUS	1	62	40.0	7	1	10	5	1	2	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
135	AUS	1	100	20.0	7	1	20	4	1	2	2	1	1	30	0	0	65	0	0	5	100	0	0	0	0	0	0	0	0	0	40	0	60	0
136	AUS	1	8	1.0	7	1	15	2	1	5	1	1	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0	0	0
137	AUS	2	1	n/a	7	1	4	4	1	5	1	1	1	15	5	0	25	0	5	50	100	0	0	100	0	0	0	0	0	0	0	0	100	0
138	AUS	1	1	1.0	7	1	8	4	1	5	1	1	1	80	0	0	20	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	20	0
139	AUS	1	200	50.0	7	1	15	4	1	4	1	4	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
140	AUS	1	30	30.0	7	1	30	5	2	4	1	1	1	0	0	0	90	10	0	0	0	0	0	0	0	0	0	0	0	12	33	0	55	0
141	AUS	1	7	.5	6	1	9	4	1	2	1	1	1	0	5	0	95	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
142	AUS	2	1	1.0	7	1	4	4	2	4	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
143	AUS	1	120	n/a	7	1	36	4	1	5	1	1	1	10	0	0	90	0	0	0	100	0	0	0	0	0	0	0	0	3	67	0	30	0
144	AUS	2	2	11.0	7	1	5	5	1	5	3	1	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	60	0	0	40	0
145	AUS	2	3	1.3	7	1	4	3	2	4	2	1	n/a	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0	0
146	AUS	1	5	16.0	7	0	3	5	1	5	2	2	2	0	5	0	95	0	0	0	0	0	0	100	0	0	0	0	0	32	21	0	48	0
147	AUS	1	204	32.0	7	1	11	4	1	2	1	1	1	0	0	0	94	0	2	4	0	0	0	0	0	0	0	0	0	2	51	0	47	0
148	AUS	2	8	65.0	7	1	10	5	1	5	1	1	1	0	0	0	20	0	0	80	0	0	0	0	0	0	0	0	0	0	0	0	100	0
149	AUS	1	14	4.0	7	0	13	5	2	3	2	1	1	20	0	0	60	0	0	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
150	AUS	1	300	60.0	7	1	25	4	2	2	1	1	1	0	0	0	10	90	0	0	0	0	0	0	0	0	0	0	0	0	100	0	0	0
151	AUS	1	30	3.0	7	1	16	4	1	2	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	70	0	30	0
152	AUS	2	4	1.0	6	1	1	5	1	5	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	80	0
153	AUS	1	50	8.0	7	1	20	4	2	2	1	1	1	0	0	0	15	85	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0
154	AUS	1	140	20.0	7	0	15	3	1	2	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	5	0	95	0
155	AUS	1	25	10.0	7	1	6	3	1	5	1	1	1	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
156	AUS	1	100	80.0	7	1	100	5	1	2	1	1	1	80	20	0	0	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0
157	AUS	2	1	3.0	n/a	1	17	3	1	5	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	45	0	0	55	0
158	AUS	1	6	1.0	7	0	7	3	1	4	1	1	1	0	100	0	0	0	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	0
159	AUS	1	15	2.0	7	1	60	3	4	2	2	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	80	20
160	AUS	1	220	100.0	6	0	100	5	1	2	1	1	1	16	16	6	38	0	0	24	100	0	0	60	40	100	0	0	0	40	7	3	50	0
161	AUS	2	17	10.0	7	1	20	3	2	2	1	1	1	17	6	3	31	43	0	0	100	0	0	100	0	0	0	100	0	0	10	0	90	0
162	AUS	2	4	14.0	n/a	1	n/a	5	2	4	1	1	1	20	10	10	60	0	0	0	0	0	100	0	100	100	0	0	0	0	0	0	100	0
163	AUS	1	3000	1004.0	6	0	100	4	1	2	1	1	1	5	15	10	70	0	0	0	0	0	0	33	66	100	0	0	0	15	55	0	8	22
164	AUS	1	200	80.0	7	1	50	5	1	2	1	1	1	0	0	50	50	0	0	0	0	0	0	0	0	0	0	100	0	100	0	0	0	0
165	AUS	1	n/a	n/a	1	1	20	3	1	2	1	1	1	0	50	0	50	0	0	0	0	0	0	100	0	0	0	0	0	0	100	0	0	0
166	AUS	1	5	1.4	7	1	23	4	1	2	1	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Table A-9: Survey raw data (German firms, questions 5-16)

NO.	5-PROC	5-WHSALE	5-RETAIL	5-CONSUM	6-FO.EXPE	7-EXP.SHA	7-IMP.SHA	8-GROW.RA	9-FOR.BA	9-NAT.BA	9-TOT.BA	10-FOR.BA	10-NAT.BA	10-TOT.BA	11-HOM.DEV	12-FOR.EMP	13-EDU.UNI	13-EDU.APP	13-EDU.OTH	14-UNI.CEC	14-UNI.LAW	14-UNI.AGR	14-UNI.OTH	15-FEDU.NO	15-FEDU.UNI	15-FEDU.GOV	15-FEDU.PRI	15-FEDU.OVS	16-NR.FORL
1	10	90	0	0	10	10	90	n/a	3	3	3	3	3	3	n/a	2	50	50	0	0	0	0	100	n/a	n/a	n/a	n/a	n/a	1
2	10	50	40	0	1	3	97	3.0	4	3	3	4	3	3	1	0	50	50	0	50	0	0	50	100	0	0	0	0	2
3	0	100	0	0	8	0	75	35.0	4	4	4	3	3	3	3	4	25	0	75	100	0	0	0	100	0	0	0	0	4
4	80	20	0	0	6	60	40	30.0	3	n/a	3	4	n/a	3	2	3	0	100	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2
5	0	100	0	0	9	100	0	25.0	3	4	n/a	n/a	n/a	n/a	4	2	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	1
6	10	50	40	0	14	3	65	3.0	2	n/a	n/a	2	2	2	4	5	20	80	0	100	0	0	0	100	0	0	0	0	2
7	0	100	0	0	6	24	50	-18.0	3	5	4	3	4	4	2	2	100	0	0	0	0	50	50	100	0	0	0	0	2
8	4	95	1	0	5	10	90	60.0	4	4	5	4	4	5	2	5	70	30	0	60	0	0	40	100	0	0	0	0	2
9	0	95	5	0	30	70	0	30.0	1	4	2	4	4	4	1	6	16	84	0	0	100	0	0	0	0	50	50	0	1
10	35	63	2	0	13	13	8	108.0	3	4	4	3	4	4	2	1	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	1
11	80	20	0	0	8	30	70	20.0	4	3	4	4	3	4	4	6	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	2
12	60	40	0	0	59	0	98	62.0	4	3	4	4	4	4	2	4	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	2
13	0	100	0	0	100	15	5	7.7	5	3	4	4	2	3	2	14	70	30	0	100	0	0	0	0	0	0	100	0	2
14	1	90	9	0	32	33	5	5.0	4	2	3	4	4	4	1	6	70	30	0	100	0	0	0	0	0	0	50	50	3
15	20	60	20	0	70	50	0	10.0	4	2	3	4	3	4	n/a	2	50	50	0	100	0	0	0	100	0	0	0	0	1
16	0	90	0	10	1	5	95	n/a	3	4	4	4	4	4	n/a	1	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	2
17	33	10	56	1	25	20	1	15.0	5	3	4	5	4	4	4	2	0	100	0	n/a	n/a	n/a	n/a	0	0	0	100	0	3
18	100	0	0	0	118	20	80	18.0	2	2	2	4	4	4	4	4	50	50	0	0	0	25	75	0	0	0	100	0	2
19	5	87	5	3	6	10	2	5.0	4	4	4	4	4	4	1	3	90	10	0	85	0	15	0	0	0	90	10	0	2
20	0	50	50	0	2	5	0	100.0	4	4	4	4	4	4	2	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2
21	0	95	5	0	2	2	3	2.0	3	5	5	3	4	4	4	0	0	0	100	0	0	0	100	100	0	0	0	0	1
22	10	90	0	0	13	0	90	5.0	3	2	2	3	3	3	4	1	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	2
23	0	80	20	0	15	100	0	15.0	2	2	2	4	4	4	2	2	100	0	0	100	0	0	0	100	0	0	0	0	2
24	0	80	20	0	70	25	0	100.0	2	3	3	4	4	4	4	3	40	60	0	100	0	0	0	0	0	50	50	0	3
25	0	90	10	0	4	5	15	10.0	3	4	4	3	4	4	4	1	100	0	0	0	0	100	0	0	0	50	50	0	1
26	10	70	20	0	25	30	5	40.0	4	3	4	4	3	4	2	2	50	50	0	50	0	50	0	0	0	0	100	0	2
27	0	50	50	0	n/a	0	50	5.0	3	3	3	2	2	2	4	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
28	20	80	0	0	10	7	2	5.0	3	2	2	4	2	2	4	1	50	0	50	4	0	0	96	100	0	0	0	0	1
29	50	30	15	5	25	60	0	-5.0	3	2	2	4	2	3	2	2	50	50	0	0	0	0	100	0	0	50	50	0	2
30	0	30	70	0	20	18	2	23.0	4	2	3	5	2	4	4	4	50	50	0	50	0	0	50	0	0	0	100	0	2
31	55	35	10	0	30	3	70	2.0	4	3	4	4	4	4	4	8	10	90	0	100	0	0	0	0	0	50	50	0	1
32	5	5	90	0	40	10	50	50.0	5	3	4	5	3	4	n/a	4	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	2
33	30	70	0	0	111	10	90	5.0	3	3	3	2	2	2	4	10	0	100	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2
34	95	5	0	0	19	2	80	-30.0	3	4	4	4	3	4	1	2	50	50	0	0	0	100	0	0	0	0	100	0	1
35	0	100	0	0	25	5	0	25.0	4	4	4	5	3	4	4	3	0	100	0	n/a	n/a	n/a	n/a	0	0	100	0	0	1
36	0	80	20	0	15	10	3	n/a	4	2	3	4	3	3	2	10	20	80	0	0	0	100	0	0	50	0	50	0	2
37	10	20	70	0	10	15	40	60.0	5	4	4	4	3	4	1	2	0	100	0	n/a	n/a	n/a	n/a	0	0	0	100	0	2
38	15	85	0	0	30	5	95	10.0	3	3	3	3	3	3	n/a	3	100	0	0	20	0	0	80	0	0	0	50	50	1
39	15	85	0	0	10	18	0	10.0	2	3	2	3	3	3	n/a	5	5	90	5	100	0	0	0	0	0	100	0	0	2
40	0	40	60	0	30	0	100	20.0	3	n/a	3	3	n/a	3	4	10	0	100	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2
41	0	70	30	0	4	20	15	10.0	3	2	2	3	4	4	4	0	n/a	n/a	n/a	100	0	0	0	100	0	0	0	0	1
42	0	100	0	0	4	3	15	60.0	3	4	4	4	4	4	1	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1
43	0	100	0	0	40	5	2	25.0	4	3	3	4	3	3	2	20	10	90	0	100	0	0	0	0	0	20	80	0	2
44	1	99	0	0	35	43	0	15.0	4	3	4	4	3	4	4	8	12	88	0	100	0	0	0	0	0	0	100	0	2
45	25	60	15	0	16	10	100	5.0	5	5	5	5	5	5	2	6	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	1
46	38	38	24	0	30	6	0	50.0	4	3	4	4	3	4	2	1	100	0	0	100	0	0	0	0	0	0	100	0	2
47	20	60	20	0	15	10	90	10.0	3	3	3	3	3	3	1	1	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	4
48	0	50	50	0	20	8	1	300.0	4	4	4	4	3	3	1	4	50	50	0	100	0	0	0	0	0	0	100	0	2
49	0	80	20	0	45	15	0	9.0	4	4	4	3	4	4	2	4	25	75	0	100	0	0	0	0	0	50	50	0	1
50	0	100	0	0	30	15	0	5.0	4	4	4	4	4	4	2	10	5	95	0	0	0	100	0	0	0	5	90	5	2
51	0	0	100	0	5	1	99	150.0	5	5	5	4	4	4	4	1	100	0	0	100	0	0	0	100	0	0	0	0	1
52	0	50	50	0	200	8	10	1.0	5	4	4	5	4	4	4	100	n/a	n/a	n/a	n/a	n/a	n/a	n/a	100	0	0	0	0	3
53	5	95	0	0	7	5	55	4.0	4	4	4	4	4	4	4	1	100	0	0	100	0	0	0	0	70	30	0	0	1
54	0	75	25	0	6	10	0	2.0	2	4	3	4	4	4	n/a	1	100	0	0	100	0	0	0	100	0	0	0	0	1
55	0	0	100	0	20	0	100	15.0	4	4	4	4	4	4	1	1	100	0	0	100	0	0	0	0	0	0	50	50	3
56	5	20	75	0	30	11	0	15.0	4	3	3	4	3	3	4	6	80	0	20	100	0	0	0	0	0	70	30	0	3
57	0	20	80	0	30	2	0	80.0	4	3	3	4	3	3	4	800	80	20	0	80	0	0	20	0	33	0	33	33	3
58	0	10	90	0	25	0	100	20.0	5	n/a	5	5	n/a	5	n/a	3	50	50	0	50	0	0	50	100	0	0	0	0	3
59	0	100	0	0	10	4	0	50.0	5	4	4	5	3	3	n/a	2	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	3
60	10	12	78	0	30	30	0	27.0	4	3	4	5	3	4	n/a	4	30	70	0	100	0	0	0	0	0	50	50	0	2
61	3	80	15	3	8	25	2	68.0	5	4	4	5	4	4	4	6	30	60	10	35	15	35	15	0	0	50	50	0	3
62	0	50	50	0	25	30	0	50.0	4	2	3	4	3	4	4	10	50	50	0	100	0	0	0	100	0	0	0	0	3
63	10	80	10	0	30	1	40	5.0	3	4	4	3	4	4	1	4	75	25	0	100	0	0	0	0	0	50	0	50	3
64	0	30	70	0	30	30	5	100.0	3	3	3	4	2	4	2	4	100	0	0	0	0	0	100	0	50	0	50	0	3
65	0	5	95	0	15	10	30	1000.0	5	5	5	5	5	5	1	1	0	100	0	n/a	n/a	n/a	n/a	100	0	0	0	0	2
66	0	50	50	0	n/a	0	70	n/a	n/a	n/a	4	n/a	n/a	5	n/a	6	75	25	0	20	0	20	60	n/a	n/a	n/a	n/a	n/a	1
67	0	70	30	0	117	30	0	11.0	3	3	3	4	3	4	2	2000	10	90	0	50	0	0	50	100	0	0	0	0	2
68	0	0	100	0	30	10	90	50.0	4	1	4	4	1	4	4	11	7	79	14	100	0	0	0	0	20	0	80	0	2
69	3	97	0	0	7	30	5	21.0	2	4	3	4	3	4	4	6	16	84	0	100	0	0	0	0	0	100	0	0	2
70	0	100	0	0	6	12	0	10.0	4	4	4	4	4	4	n/a	40	0	100	0	n/a	n/a	n/a	n/a	0	0	50	50	0	1
71	15	80	5	0	53	5	10	.0	3	5	4	3	5	5	n/a	2	50	50	0	0	0	0	100	0	0	100	0	0	1
72	0	0	100	0	30	5	25	.0	3	3	3	4	4	4	4	2	80	20	0	0	0	100	0	0	0	0	100	0	2
73	n/a	80	n/a	n/a	5	4	8	n/a	1	3	2	3	3	3	2	1	100	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
74	33	33	33	0	4	60	95	.0	3	3	3	4	4	4	2	4	75	25	0	66	0	0	33	0	0	75	25	0	1
75	n/a	n/a	n/a	n/a	20	30	4	4.0	3	4	4	4	4	4	2	50	10	30	60	5	0	5	90	0	0	50	50	0	2
76	20	40	40	0	64	0	100	n/a	3	n/a	3	4	n/a	4	n/a	7	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	2
77	10	80	10	0	15	2	10	10.0	3	4	4	4	5	5	n/a	8	40	50	10	30	0	30	40	0	0	0	100	0	3
78	80	20	0	0	50	20	80	-45.0	3	3	3	2	2	2	2	4	5	50	45	100	0	0	0	0	0	0	100	0	2
79	0	50	50	0	6	0	100	n/a	4	4	4	4	4	4	n/a	3	100	0	0	100	0	0	0	100	0	0	0	0	2
80	50	10	40	0	50	30	0	.0	3	3	3	3	3	3	n/a	6	10	90	0	0	0	100	0	0	0	0	100	0	2
81	0	100	0	0	6	2	0	n/a	4	3	3	4	3	3	n/a	5	50	50	0	100	0	0	0	100	0	0	0	0	1
82	20	0	80	0	50	60	40	10.0	5	3	4	5	3	4	2	7	33	33	33	100	0	0	0	0	0	50	50	0	2

Table A-10: Survey raw data (Australian firms, questions 5-16)

NO.	5-PROC	5-WHSALE	5-RETAIL	5-CONSUM	6-FO.EXPE	7-EXP.SHA	7-IMP.SHA	8-GROW.RA	9-FOR.BA	9-NAT.BA	9-TOT.BA	10-FOR.BA	10-NAT.BA	10-TOT.BA	11-HOM.DEV	12-FOR.EMP	13-EDU.UNI	13-EDU.APP	13-EDU.OTH	14-UNI.CEC	14-UNI.LAW	14-UNI.AGR	14-UNI.OTH	15-FEDU.NO	15-FEDU.UNI	15-FEDU.GOV	15-FEDU.PRI	15-FEDU.OVS	16-NR.FORL
83	0	0	80	20	2	5	0	5.0	3	5	4	4	4	4	1	1	100	0	0	0	0	100	0	100	0	0	0	0	1
84	0	100	0	0	23	95	2	n/a	4	4	4	4	4	4	n/a	5	100	0	0	50	0	50	0	0	50	0	50	0	2
85	0	100	0	0	3	4	0	124.0	4	3	4	5	4	5	1	2	0	0	100	0	0	0	0	100	0	0	0	0	1
86	0	80	20	0	10	35	65	30.0	4	4	4	5	4	4	2	4	50	50	0	100	0	0	0	0	0	50	50	0	1
87	10	90	0	0	7	15	0	.0	4	4	4	4	4	4	2	1	100	0	0	0	0	100	0	100	0	0	0	0	0
88	0	40	60	0	5	100	0	.0	5	n/a	5	5	n/a	5	2	1	0	0	100	0	0	0	0	0	0	40	60	0	0
89	0	0	100	0	1	100	0	n/a	5	5	5	5	5	5	1	1	0	0	100	n/a	n/a	n/a	n/a	0	0	100	0	0	1
90	80	0	20	0	7	75	0	10.0	4	3	4	4	3	4	3	25	100	0	0	50	25	0	25	0	0	50	25	25	3
91	0	70	20	10	15	40	0	5.0	4	3	4	4	3	4	2	3	100	0	0	50	0	0	50	0	90	5	5	0	1
92	100	0	0	0	5	100	0	n/a	4	n/a	4	4	n/a	4	3	8	45	0	55	13	0	75	13	0	33	33	33	0	1
93	0	0	50	50	15	2	0	n/a	3	4	4	3	4	4	3	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0
94	0	50	50	0	14	5	0	5.0	4	5	5	4	5	5	3	1	100	0	0	0	0	0	100	100	0	0	0	0	2
95	0	100	0	0	14	95	5	n/a	4	4	4	4	4	4	2	2	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	3
96	30	10	60	0	5	100	0	90.0	5	3	4	5	4	5	1	2	0	0	100	n/a	n/a	n/a	n/a	0	0	80	20	0	0
97	40	40	20	0	2	3	0	10.0	3	4	4	4	4	4	3	1	0	0	100	n/a	n/a	n/a	n/a	0	0	0	100	0	0
98	0	100	0	0	35	25	0	130.0	4	4	4	5	3	4	2	11	60	0	40	0	0	0	100	0	3	40	50	7	0
99	0	100	0	0	10	50	0	66.0	4	4	4	4	3	4	1	1	100	0	0	100	0	0	0	0	0	100	0	0	0
100	0	20	80	0	3	100	0	.0	4	n/a	4	4	n/a	4	1	1	0	0	100	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
101	0	90	10	0	2	50	0	40.0	5	5	5	5	5	5	2	1	100	0	0	100	0	0	0	0	100	0	0	0	0
102	0	0	98	2	8	60	0	-10.0	4	2	3	4	4	4	2	7	100	0	0	50	0	0	50	100	0	0	0	0	2
103	0	0	50	50	22	100	0	20.0	5	4	4	5	5	5	3	6	50	0	50	50	0	0	50	0	60	20	20	0	1
104	15	46	3	36	9	38	0	12.0	4	3	3	4	4	4	1	12	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
105	40	60	0	0	3	95	5	450.0	4	4	4	4	4	4	2	2	60	30	10	60	0	30	10	0	60	5	0	35	4
106	10	85	5	0	4	100	0	81.0	2	4	2	3	3	3	3	5	40	0	60	100	0	0	0	0	30	30	40	0	0
107	0	50	30	20	10	65	5	13.0	4	4	4	5	4	4	2	3	0	50	50	n/a	n/a	n/a	n/a	0	0	0	100	0	3
108	0	100	0	0	15	99	0	90.0	4	3	4	5	3	5	4	2	0	0	100	50	0	0	50	0	90	10	0	0	2
109	0	100	0	0	7	1	0	33.0	4	4	4	4	4	4	4	0	100	0	0	0	0	0	100	0	0	100	0	0	0
110	0	80	20	0	7	30	0	48.0	5	3	4	4	4	4	2	2	0	0	100	n/a	n/a	n/a	n/a	0	0	100	0	0	0
111	n/a	n/a	n/a	n/a	n/a	20	0	5.0	2	4	3	2	4	3	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1
112	25	50	15	10	6	20	0	50.0	5	4	5	5	5	5	2	1	100	0	0	0	0	100	0	0	0	50	50	0	0
113	0	0	0	100	6	15	2	5.0	5	4	5	5	4	4	2	2	0	0	100	n/a	n/a	n/a	n/a	0	0	50	50	0	0
114	0	40	60	0	15	3	0	.5	2	4	4	3	4	4	3	20	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
115	0	90	10	0	12	90	10	83.3	4	3	4	4	3	4	4	8	90	10	0	80	0	20	0	100	0	0	0	0	0
116	30	50	20	0	7	100	0	n/a	4	3	4	3	3	3	3	3	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
117	50	50	0	0	8	100	0	.0	5	1	3	3	3	3	2	6	17	17	66	0	0	0	100	0	0	50	50	0	1
118	0	100	0	0	10	12	4	20.0	5	5	5	5	4	4	4	2	100	0	0	50	0	50	0	0	0	50	50	0	0
119	40	60	0	0	6	95	5	.0	4	3	4	4	3	4	4	2	100	0	0	50	0	0	50	0	0	0	100	0	3
120	30	70	0	0	25	90	10	.0	4	2	3	n/a	n/a	n/a	1	3	80	0	20	60	0	0	40	0	40	0	60	0	2
121	80	20	0	0	10	100	0	400.0	3	n/a	3	4	n/a	4	4	3	33	0	66	50	0	50	0	0	0	0	50	50	1
122	0	100	0	0	7	20	0	-5.0	3	4	4	4	4	4	4	3	n/a	n/a	n/a	n/a	n/a	n/a	n/a	100	0	0	0	0	0
123	0	100	0	0	6	2	0	-98.0	3	5	5	4	4	5	2	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	0	80	0	20	1
124	40	60	0	0	5	98	0	102.0	5	3	5	5	4	5	4	1	0	0	100	n/a	n/a	n/a	n/a	0	0	0	100	0	0
125	0	100	0	0	1	100	0	3.0	3	n/a	3	3	n/a	3	2	2	100	0	0	50	0	0	50	100	0	0	0	0	1
126	20	80	0	0	25	80	20	30.0	4	5	4	4	5	4	4	10	40	0	60	100	0	0	0	100	0	0	0	0	0
127	100	0	0	0	3	100	0	n/a	5	1	4	5	4	5	2	1	0	0	100	n/a	n/a	n/a	n/a	0	0	80	20	0	2
128	0	90	10	0	40	n/a	n/a	95.0	4	4	4	4	5	4	3	40	5	60	35	2	0	60	38	100	0	0	0	0	0
129	0	40	0	60	20	5	0	2.0	3	4	4	3	4	4	2	1	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
130	40	55	5	0	5	75	5	30.0	5	3	4	4	4	4	2	12	7	0	93	100	0	0	0	0	50	50	0	0	0
131	0	100	0	0	13	100	0	.0	4	3	4	4	3	4	4	2	n/a	n/a	n/a	n/a	n/a	n/a	n/a	100	0	0	0	0	2
132	0	100	0	0	1	98	0	n/a	4	3	4	4	4	4	2	11	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	1
133	0	100	0	0	5	20	0	80.0	3	3	3	4	4	4	2	1	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	1
134	0	80	0	20	3	4	0	.0	4	3	4	5	3	4	3	2	0	100	0	n/a	n/a	n/a	n/a	0	0	100	0	0	1
135	10	30	60	0	20	8	0	200.0	5	5	5	5	4	4	4	5	30	10	60	0	0	100	0	100	0	0	0	0	1
136	50	0	50	0	3	100	0	100.0	5	5	5	5	5	5	2	2	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
137	30	50	20	0	4	100	0	100.0	5	n/a	5	4	n/a	4	3	1	100	0	0	100	0	0	0	100	0	0	0	0	0
138	20	80	0	0	8	95	0	.0	4	2	4	4	4	4	1	1	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
139	0	100	0	0	15	100	0	50.0	5	3	4	3	3	3	2	20	100	0	0	0	0	0	100	100	0	0	0	0	4
140	0	100	0	0	30	90	10	.0	3	5	4	3	5	4	3	3	0	0	100	50	0	0	50	0	0	100	0	0	1
141	0	100	0	0	6	15	0	500.0	5	3	5	5	3	5	2	2	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
142	0	100	0	0	4	95	5	5.0	4	2	3	4	2	3	2	1	100	0	0	100	0	0	0	100	0	0	0	0	1
143	10	90	0	0	30	100	0	70.0	4	3	4	3	3	3	2	2	50	0	50	100	0	0	0	100	0	0	0	0	0
144	0	100	0	0	5	100	0	135.0	4	1	4	5	4	5	4	2	50	0	50	0	0	0	100	100	0	0	0	0	3
145	0	70	20	10	4	90	10	.0	5	3	4	5	3	5	4	3	0	0	100	n/a	n/a	n/a	n/a	0	50	50	0	0	2
146	0	100	0	0	3	100	0	20.0	4	4	4	4	4	4	2	2	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
147	0	85	15	0	5	10	0	130.0	4	3	3	4	4	4	4	5	0	20	80	n/a	n/a	n/a	n/a	0	0	60	40	0	1
148	0	100	0	0	10	100	0	92.0	4	4	4	4	4	4	4	8	20	0	80	100	0	0	0	0	0	50	0	50	0
149	0	90	10	0	60	50	5	4.0	4	4	4	4	4	4	2	2	0	0	100	n/a	n/a	n/a	n/a	0	0	0	100	0	0
150	0	50	50	0	10	3	7	5.0	3	4	4	4	3	3	4	5	0	0	100	n/a	n/a	n/a	n/a	0	0	100	0	0	1
151	0	10	10	80	5	1	1	3.0	3	4	4	4	4	4	4	5	0	100	0	n/a	n/a	n/a	n/a	0	33	33	33	0	2
152	0	100	0	0	1	100	0	5.0	5	n/a	5	5	n/a	5	1	2	50	50	0	100	0	0	0	100	0	0	0	0	0
153	90	10	0	0	16	20	5	5.0	2	3	3	3	4	4	1	1	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	1
154	80	10	10	0	7	1	0	-50.0	3	4	4	4	4	4	1	1	0	100	0	n/a	n/a	n/a	n/a	0	0	0	100	0	0
155	0	100	0	0	6	100	0	n/a	4	3	4	4	3	4	1	2	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	1
156	0	50	50	0	10	20	0	20.0	4	4	3	5	3	4	2	5	100	0	0	100	0	0	0	0	50	50	0	0	1
157	0	100	0	0	5	100	0	n/a	5	4	4	5	4	4	4	1	100	0	0	0	0	100	0	0	0	0	100	0	3
158	10	80	10	0	7	80	0	.0	3	4	4	3	5	4	4	1	100	0	0	100	0	0	0	100	0	0	0	0	1
159	33	33	33	0	12	30	70	10.0	2	4	4	1	5	4	3	1	100	0	0	0	0	100	0	0	0	0	100	0	0
160	80	20	0	0	7	30	0	50.0	1	3	2	1	3	2	2	4	0	0	100	n/a	n/a	n/a	n/a	0	0	100	0	0	0
161	20	80	0	0	18	5	15	20.0	3	4	4	3	4	4	1	2	50	0	50	0	0	0	100	0	0	100	0	0	1
162	30	70	0	0	7	60	10	20.0	5	5	5	5	5	5	3	2	10	0	90	50	0	0	50	0	100	0	0	0	0
163	50	20	30	0	7	10	0	100.0	5	4	4	5	4	4	4	11	50	0	50	70	0	30	0	0	0	0	60	40	1
164	10	10	60	20	15	5	0	n/a	3	4	4	4	4	4	2	6	0	0	100	n/a	n/a	n/a	n/a	100	0	0	0	0	0
165	50	50	0	0	20	n/a	n/a	n/a	4	3	4	5	3	4	4	10	0	0	100	n/a	n/a	n/a	n/a	0	0	100	0	0	0
166	30	60	5	5	3	5	0	2.0	4	3	3	4	3	4	4	1	0	0	100	n/a	n/a	n/a	n/a	0	0	33	33	33	0

Table A-11: Survey raw data (German firms, questions 17-26)

NO.	17-LEV.FORL	18-IMP.ENGL	18-IMP.CHIN	18-IMP.SPAN	18-IMP.FREN	18-IMP.REL	18-IMP.OTH	19-CRIT.LAN	20-KNO.MENT	21-CRIT.MEN	22-VI.TF.NA	22-EX.TF.NA	23-VI.TF.FO	23-EX.TF.FO	24-VI.INFO	24-VI.MAAN	24-VI.CONT	24-VI.DEALS	24-VI.OTH	24-EX.PRES	24-EX.MAAN	24-EX.CONT	24-EX.DEALS	24-EX.OTH	25-TF.EXPE	25-TF.STAFF	26-TF.FISUP
1	4	4	n/a	5	n/a	3	n/a	1	5	1	0	1	1	0	4	n/a	4	n/a	n/a	5	n/a	5	3	n/a	10	n/a	0
2	3	5	n/a	5	2	n/a	n/a	1	3	1	2	1	2	1	2	4	4	4	n/a	5	5	4	4	n/a	300	15	0
3	4	3	n/a	5	3	n/a	2	1	3	0	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
4	4	5	n/a	3	n/a	5	n/a	0	4	1	2	1	1	0	4	4	4	3	n/a	4	4	4	4	n/a	40	4	0
5	4	5	n/a	1	2	5	1	1	4	1	3	1	2	1	3	3	4	2	n/a	4	2	3	2	n/a	25	2	0
6	4	5	n/a	1	1	4	1	1	5	0	1	1	1	0	4	4	5	3	1	5	3	5	3	1	50	5	0
7	4	5	n/a	3	4	3	4	1	4	1	1	1	n/a	1	4	5	4	4	n/a	4	4	4	4	n/a	50	6	20
8	5	5	n/a	2	5	5	n/a	0	5	0	0	1	1	0	5	4	5	4	n/a	5	3	5	5	n/a	30	5	0
9	3	5	n/a	2	3	1	1	1	3	1	1	1	2	2	3	3	5	2	n/a	5	2	5	3	n/a	100	12	0
10	4	4	n/a	1	1	1	1	0	4	0	1	1	1	0	4	3	4	2	n/a	4	4	4	2	n/a	20	2	0
11	4	5	n/a	3	1	2	n/a	0	4	0	1	1	1	0	5	4	4	5	n/a	5	4	5	4	n/a	20	3	0
12	4	5	n/a	3	3	n/a	n/a	0	4	1	0	1	1	0	4	4	5	4	n/a	5	4	5	4	n/a	20	4	0
13	5	5	n/a	5	5	5	n/a	1	4	1	1	1	1	1	3	3	4	4	n/a	4	2	4	4	n/a	400	60	0
14	4	5	n/a	4	4	2	4	0	4	0	1	1	2	2	4	4	3	3	1	5	4	5	5	1	500	25	50
15	1	5	n/a	2	2	3	n/a	1	2	n/a	1	1	1	2	3	4	4	4	n/a	3	4	4	4	n/a	50	n/a	0
16	4	5	n/a	2	4	3	4	0	4	0	2	1	1	0	2	3	5	4	n/a	2	4	5	4	n/a	60	3	0
17	3	2	n/a	2	2	5	n/a	1	1	1	1	1	1	1	2	2	4	5	n/a	4	3	3	5	n/a	150	9	0
18	4	5	n/a	5	4	n/a	n/a	0	3	1	2	1	1	0	n/a	3	5	5	n/a	5	5	5	4	3	50	3	0
19	3	4	n/a	2	3	5	n/a	1	3	1	3	2	1	0	3	4	5	3	n/a	5	4	5	3	n/a	50	3	6
20	4	5	n/a	n/a	n/a	4	n/a	0	4	0	0	1	1	0	3	4	5	3	n/a	3	4	5	n/a	n/a	150	4	0
21	5	2	n/a	1	1	5	5	0	5	1	1	1	0	0	5	5	4	2	n/a	5	4	5	5	n/a	20	6	5
22	1	4	n/a	1	1	5	4	1	4	0	2	1	1	0	5	5	5	4	n/a	5	2	5	2	n/a	15	1	0
23	4	5	n/a	2	n/a	n/a	n/a	1	4	1	1	1	0	0	5	5	3	4	n/a	5	4	4	4	n/a	125	6	0
24	4	5	n/a	2	3	1	4	0	5	0	1	1	1	3	4	4	5	5	n/a	5	5	5	5	n/a	100	2	0
25	2	5	n/a	3	3	n/a	3	1	3	1	2	1	0	0	4	4	4	4	n/a	5	4	4	5	n/a	50	n/a	15
26	4	5	n/a	2	2	2	n/a	1	3	1	1	1	1	1	3	3	4	4	n/a	3	3	5	5	n/a	80	10	0
27	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
28	2	5	n/a	n/a	n/a	2	1	1	3	1	2	2	1	0	4	5	3	2	n/a	5	3	4	4	n/a	40	3	0
29	4	5	n/a	n/a	3	n/a	n/a	1	4	1	1	1	1	1	3	n/a	4	4	n/a	2	n/a	4	5	n/a	10	4	0
30	5	5	n/a	2	3	3	1	1	3	1	2	1	0	2	2	5	5	3	n/a	5	4	5	4	n/a	25	4	10
31	4	5	n/a	4	3	3	4	1	3	0	3	1	2	1	4	3	5	3	n/a	4	3	5	5	n/a	50	10	0
32	3	5	n/a	1	3	n/a	n/a	1	3	1	2	1	2	1	5	5	5	3	n/a	5	5	5	3	n/a	n/a	n/a	n/a
33	4	5	n/a	n/a	n/a	n/a	5	1	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
34	5	5	n/a	4	n/a	2	n/a	1	5	1	1	1	1	0	5	4	4	2	n/a	5	4	5	2	n/a	30	4	0
35	3	4	n/a	1	2	3	n/a	1	3	1	1	2	1	1	4	5	4	3	n/a	5	5	4	3	n/a	n/a	10	n/a
36	4	5	n/a	2	3	n/a	1	1	4	0	0	1	3	1	4	3	4	2	n/a	4	3	5	5	n/a	n/a	n/a	n/a
37	4	5	n/a	3	1	n/a	n/a	0	4	0	2	1	2	1	3	4	4	2	n/a	5	4	4	5	n/a	140	15	0
38	3	4	n/a	2	2	1	1	0	3	1	2	0	1	0	4	2	4	2	n/a	n/a	n/a	n/a	n/a	n/a	7	10	0
39	4	1	n/a	3	3	n/a	4	1	2	0	2	1	2	1	2	2	1	1	n/a	n/a	n/a	n/a	n/a	n/a	80	8	0
40	2	n/a	n/a	n/a	n/a	3	n/a	1	3	1	0	1	0	0	3	2	2	4	n/a	4	4	4	5	n/a	30	3	0
41	3	4	n/a	3	2	2	3	0	2	0	2	1	1	1	5	4	5	4	n/a	5	4	5	5	n/a	50	9	10
42	5	5	n/a	1	1	1	1	0	4	1	2	3	2	1	4	5	5	2	n/a	5	5	5	2	n/a	95	50	0
43	4	4	n/a	3	4	4	4	0	4	0	0	2	0	3	4	4	2	2	2	4	4	4	2	1	400	60	0
44	4	5	n/a	3	4	1	n/a	0	5	0	0	1	0	2	n/a	n/a	n/a	n/a	n/a	4	4	5	5	n/a	55	10	12
45	4	4	n/a	5	n/a	n/a	n/a	1	5	1	1	3	0	0	5	5	5	5	n/a	5	5	5	5	n/a	30	2	0
46	4	5	n/a	2	4	n/a	n/a	0	3	0	1	1	0	0	3	3	4	4	1	5	2	5	5	2	250	6	0
47	5	5	n/a	3	3	4	n/a	0	5	0	1	1	2	0	4	4	5	4	n/a	5	2	5	3	n/a	60	3	0
48	4	4	n/a	2	3	2	n/a	1	4	1	1	1	1	3	3	3	5	5	4	3	3	5	5	4	300	20	0
49	4	5	n/a	2	1	1	n/a	0	4	1	1	1	2	1	5	5	2	2	1	5	5	5	5	1	60	2	0
50	3	4	n/a	4	2	n/a	4	0	3	1	2	1	2	1	4	4	4	4	n/a	4	4	4	4	n/a	300	20	0
51	2	5	n/a	1	3	1	3	0	4	0	2	2	2	1	5	5	2	4	n/a	5	3	5	n/a	5	30	12	0
52	4	5	n/a	2	5	2	2	0	4	1	2	1	2	1	4	4	5	4	3	4	4	5	5	3	30	3	5
53	4	5	n/a	4	4	4	3	n/a	4	1	0	2	0	1	4	5	5	5	4	5	5	5	5	n/a	110	27	10
54	4	4	n/a	3	3	4	3	0	3	0	0	2	0	1	n/a	4	4	4	n/a	4	n/a	4	4	n/a	n/a	1	15
55	5	5	n/a	1	3	5	4	0	4	0	1	1	1	0	5	5	5	5	n/a	5	4	5	5	n/a	50	n/a	0
56	5	1	n/a	3	1	1	n/a	1	5	1	1	1	1	1	3	5	2	1	n/a	4	3	5	5	n/a	100	10	5
57	4	5	n/a	4	4	5	4	0	3	1	0	2	0	1	4	4	n/a	n/a	n/a	5	4	4	n/a	n/a	500	10	0
58	5	n/a	n/a	n/a	n/a	5	n/a	1	4	1	2	1	1	0	4	3	4	2	n/a	4	4	5	5	n/a	30	10	0
59	4	5	n/a	1	1	1	n/a	0	5	0	0	1	0	1	4	4	5	4	n/a	4	5	5	5	n/a	50	5	0
60	5	5	n/a	1	3	4	n/a	0	4	0	2	3	2	2	3	2	5	4	n/a	4	4	5	4	n/a	100	n/a	0
61	5	4	n/a	4	4	4	4	1	3	1	2	1	2	2	5	5	4	4	4	4	3	5	5	n/a	550	75	0
62	4	4	n/a	1	2	n/a	4	1	5	1	0	2	0	2	4	4	5	4	3	4	4	5	4	n/a	n/a	6	n/a
63	4	5	n/a	5	4	n/a	n/a	0	4	0	2	1	2	1	4	3	5	3	1	5	4	5	4	1	80	8	0
64	4	5	n/a	5	4	5	3	0	4	0	1	1	1	1	4	3	3	3	n/a	4	2	3	3	n/a	300	30	0
65	4	5	n/a	1	3	2	1	0	3	1	1	1	1	1	1	4	1	1	n/a	5	3	5	5	n/a	70	7	0
66	5	5	n/a	n/a	n/a	n/a	4	0	4	1	2	3	1	1	n/a	4	5	n/a	n/a	5	n/a	5	n/a	n/a	n/a	15	n/a
67	4	5	n/a	3	4	3	n/a	1	4	1	0	1	0	3	4	2	5	4	n/a	2	2	5	4	n/a	300	150	0
68	5	5	n/a	2	5	n/a	n/a	0	3	1	1	1	1	1	4	3	5	2	1	5	2	5	2	1	70	14	0
69	4	5	n/a	3	4	5	2	1	3	1	1	1	1	2	4	5	5	2	n/a	5	3	5	5	n/a	30	2	0
70	5	5	n/a	3	4	1	n/a	0	4	0	0	2	1	1	3	3	4	4	n/a	5	4	5	4	n/a	100	8	0
71	4	5	n/a	1	1	1	1	0	4	0	1	3	0	2	1	5	5	5	n/a	5	4	5	5	n/a	100	20	50
72	4	5	n/a	4	3	n/a	n/a	1	3	1	2	1	1	1	4	4	4	4	n/a	4	4	4	5	n/a	100	2	0
73	3	3	n/a	n/a	n/a	n/a	n/a	1	n/a	1	0	1	0	0	5	5	5	5	n/a	5	5	5	5	n/a	2	2	0
74	4	5	n/a	n/a	n/a	n/a	n/a	0	4	1	1	1	1	1	5	n/a	4	n/a	n/a	4	n/a	4	n/a	n/a	5	2	0
75	3	5	n/a	n/a	1	1	n/a	0	3	n/a	0	0	0	2	n/a	n/a	n/a	n/a	n/a	4	3	3	4	n/a	300	50	30
76	5	5	n/a	2	5	5	n/a	0	5	0	0	1	1	0	5	5	5	n/a	n/a	4	5	5	n/a	n/a	15	4	0
77	3	3	n/a	1	1	5	4	0	3	1	1	1	1	1	3	4	5	5	5	5	5	5	5	5	60	10	0
78	4	5	n/a	3	5	n/a	5	1	3	1	1	1	1	0	5	5	5	3	n/a	5	4	5	4	n/a	100	10	0
79	4	3	n/a	1	5	5	1	0	5	0	1	1	1	0	4	4	5	3	n/a	5	4	5	4	n/a	60	4	0
80	4	5	n/a	3	1	1	3	1	3	1	2	1	1	1	4	4	n/a	n/a	n/a	5	3	4	2	n/a	500	40	0
81	4	5	n/a	4	2	2	n/a	1	3	1	3	2	2	2	2	4	1	2	n/a	5	3	4	4	n/a	500	60	0
82	5	5	n/a	5	5	5	n/a	0	4	1	0	1	0	3	5	5	5	4	n/a	5	5	5	4	n/a	100	30	0

Table A-12: Survey raw data (Australian firms, questions 17-26)

NO.	17-LEV.FORL	18-IMP.ENGL	18-IMP.CHIN	18-IMP.SPAN	18-IMP.FREN	18-IMP.REL	18-IMP.OTH	19-CRIT.LAN	20-KNO.MENT	21-CRIT.MEN	22-VI.TF.NA	22-EX.TF.NA	23-VI.TF.FO	23-EX.TF.FO	24-VI.INFO	24-VI.MAAN	24-VI.CONT	24-VI.DEALS	24-VI.OTH	24-EX.PRES	24-EX.MAAN	24-EX.CONT	24-EX.DEALS	24-EX.OTH	25-TF.EXPE	25-TF.STAFF	26-TF.FISUP
83	3	n/a	n/a	n/a	n/a	n/a	2	0	3	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	n/a
84	5	n/a	5	1	2	4	4	1	4	1	0	0	1	1	4	4	5	1	1	5	2	5	1	1	20	2	0
85	5	n/a	3	1	1	2	2	1	4	1	2	1	2	1	5	3	5	2	1	5	3	5	5	1	10	3	0
86	n/a	n/a	4	1	3	4	n/a	0	3	1	2	1	3	1	5	2	4	n/a	n/a	5	n/a	5	n/a	n/a	50	10	0
87	n/a	n/a	1	1	1	1	1	1	3	1	2	0	1	0	5	5	4	2	3	n/a	n/a	n/a	n/a	n/a	3	1	0
88	n/a	n/a	4	2	2	2	3	1	5	1	0	0	1	0	3	4	5	2	3	5	4	4	4	3	0	n/a	n/a
89	3	n/a	1	1	1	5	1	1	3	1	1	1	0	0	5	1	1	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
90	5	n/a	1	1	1	4	1	0	4	1	1	0	1	0	3	3	4	2	1	n/a	n/a	n/a	n/a	n/a	0	n/a	n/a
91	1	n/a	1	1	1	3	1	1	4	1	1	1	1	1	3	3	3	1	1	4	3	4	3	1	4	2	0
92	3	n/a	2	3	3	n/a	3	0	5	1	2	0	2	2	2	2	5	4	n/a	5	3	5	4	n/a	n/a	n/a	n/a
93	n/a	n/a	3	1	1	n/a	n/a	1	1	1	2	2	0	1	4	4	4	4	n/a	5	5	5	5	n/a	5	2	1
94	2	n/a	1	1	1	1	1	0	5	0	3	2	0	0	5	5	5	5	n/a	5	5	n/a	5	n/a	3	1	0
95	5	n/a	5	1	2	5	2	1	5	1	1	1	0	0	3	4	1	1	n/a	3	3	1	1	n/a	n/a	n/a	n/a
96	n/a	n/a	1	1	4	1	1	1	4	1	2	2	2	2	4	5	5	5	n/a	4	5	5	2	n/a	20	2	0
97	1	n/a	1	1	1	1	1	1	1	1	1	1	0	1	3	1	2	2	n/a	3	3	3	3	n/a	n/a	n/a	n/a
98	n/a	n/a	1	1	1	3	1	0	4	1	2	2	3	2	4	3	3	1	1	4	3	5	1	1	250	20	0
99	1	n/a	1	1	1	1	1	1	4	1	2	1	1	0	4	3	4	2	1	4	1	4	4	1	3	2	0
100	n/a	n/a	2	1	1	4	1	0	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
101	1	n/a	1	1	3	3	3	1	4	1	3	3	1	1	4	4	3	5	3	5	3	5	5	3	30	20	10
102	5	n/a	1	1	1	5	n/a	0	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
103	2	n/a	1	1	3	4	n/a	1	5	1	0	0	2	1	5	5	5	5	n/a	5	5	5	5	n/a	20	1	0
104	n/a	n/a	1	1	1	1	5	1	3	1	1	1	1	2	4	4	5	1	n/a	5	4	4	5	n/a	20	10	0
105	5	n/a	n/a	n/a	n/a	5	5	1	4	1	1	0	2	0	4	4	5	4	n/a	n/a	n/a	n/a	n/a	n/a	0	n/a	n/a
106	n/a	n/a	3	2	2	1	1	1	4	1	0	0	0	1	2	4	5	5	n/a	4	4	5	5	n/a	20	2	0
107	4	n/a	2	1	4	4	4	0	5	0	1	2	0	2	3	4	5	2	n/a	5	4	5	2	n/a	5	1	0
108	5	n/a	4	n/a	n/a	4	n/a	1	5	0	0	0	1	1	4	4	5	3	n/a	4	4	4	5	n/a	10	3	0
109	1	n/a	3	1	1	3	1	0	4	0	0	1	0	1	3	4	5	3	n/a	3	4	5	3	n/a	10	2	0
110	n/a	n/a	1	1	1	1	1	0	5	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
111	3	n/a	1	1	1	2	3	0	n/a	n/a	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
112	n/a	n/a	1	1	1	2	2	1	4	1	0	1	0	1	n/a	n/a	n/a	n/a	n/a	5	5	5	4	n/a	5	1	5
113	1	n/a	1	1	2	4	n/a	1	3	1	0	1	1	1	3	3	3	4	2	4	3	3	4	2	15	3	0
114	n/a	n/a	2	1	1	1	1	0	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
115	1	n/a	3	1	1	2	1	0	4	1	0	0	0	1	2	3	5	3	n/a	2	2	5	5	n/a	n/a	n/a	n/a
116	1	n/a	n/a	n/a	n/a	n/a	n/a	0	3	1	1	1	1	1	3	4	4	2	n/a	4	4	4	3	n/a	10	3	0
117	2	n/a	3	1	1	5	3	1	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
118	1	n/a	2	1	1	2	1	0	3	0	3	3	2	1	4	4	n/a	1	n/a	5	1	5	3	n/a	20	20	0
119	3	n/a	2	2	2	4	3	1	3	1	0	1	0	2	n/a	n/a	n/a	n/a	n/a	n/a	3	3	3	n/a	10	2	5
120	4	n/a	5	1	1	5	5	1	5	1	1	0	2	1	5	4	5	3	3	5	4	5	3	3	50	2	0
121	5	n/a	1	1	1	5	n/a	1	5	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
122	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	4	0	1	1	0	1	5	n/a	5	5	n/a	5	5	5	5	n/a	5	1	3
123	1	n/a	3	1	1	4	1	1	3	0	1	1	1	1	5	5	4	3	n/a	5	5	5	5	n/a	15	8	0
124	n/a	n/a	4	n/a	n/a	4	n/a	0	3	0	2	0	1	0	4	4	5	3	n/a	n/a	n/a	n/a	n/a	n/a	5	4	0
125	5	n/a	1	1	1	5	n/a	1	5	1	1	0	0	0	5	5	5	5	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0
126	n/a	n/a	1	1	1	3	1	0	4	1	0	0	2	0	3	4	4	4	n/a	n/a	n/a	n/a	n/a	n/a	40	6	0
127	2	n/a	2	3	1	4	3	1	3	1	1	0	2	1	4	4	2	3	n/a	5	4	5	5	n/a	20	1	10
128	1	n/a	3	1	1	4	n/a	1	2	1	0	0	0	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	20	10	0
129	1	n/a	1	1	1	1	1	0	1	1	0	1	0	0	n/a	n/a	n/a	n/a	n/a	5	3	5	4	n/a	5	4	0
130	1	n/a	5	3	1	4	4	0	5	1	1	0	1	3	5	5	5	2	n/a	5	5	5	3	n/a	100	3	0
131	3	n/a	4	1	1	4	1	1	3	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
132	4	n/a	1	1	1	1	1	0	1	1	0	0	1	1	3	4	5	3	n/a	3	4	5	3	n/a	20	1	8
133	4	n/a	1	1	3	1	1	0	3	1	2	2	1	1	4	5	3	1	n/a	5	5	5	5	n/a	5	2	0
134	2	n/a	5	1	1	1	1	0	1	1	0	2	0	1	5	5	5	n/a	n/a	n/a	n/a	5	n/a	n/a	30	4	0
135	3	n/a	1	1	1	3	1	1	5	1	3	1	3	2	3	3	5	2	n/a	3	3	5	2	n/a	50	2	0
136	n/a	n/a	1	1	1	3	1	1	3	1	0	1	0	0	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	4	n/a	n/a	n/a	n/a
137	n/a	n/a	1	1	1	1	1	1	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
138	n/a	n/a	4	1	1	1	1	1	5	0	2	0	2	2	5	5	5	4	n/a	5	5	5	5	n/a	10	1	3
139	5	n/a	5	5	5	5	1	1	5	1	0	0	1	1	5	5	5	3	3	5	3	5	3	3	50	3	0
140	2	n/a	2	2	1	2	1	1	4	1	0	0	1	1	4	4	5	3	3	3	5	5	3	3	10	2	4
141	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	5	0	1	1	0	2	5	5	5	5	5	5	5	5	5	n/a	15	1	3
142	1	n/a	3	1	1	3	1	1	4	1	1	0	1	1	3	3	3	3	n/a	4	3	3	3	n/a	25	1	0
143	n/a	n/a	1	1	1	1	1	0	4	0	0	0	1	2	3	3	5	1	n/a	4	5	5	4	n/a	40	2	0
144	5	n/a	3	1	1	3	3	1	5	1	1	0	1	0	5	5	5	1	n/a	n/a	n/a	n/a	n/a	n/a	5	3	0
145	5	n/a	1	1	1	5	1	0	5	1	2	0	1	1	3	4	4	3	n/a	5	4	5	5	n/a	25	2	0
146	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	4	1	0	0	1	1	1	1	5	5	n/a	1	1	5	5	n/a	20	2	10
147	3	n/a	4	2	2	4	4	1	3	1	0	1	1	1	2	4	3	2	5	3	3	5	3	5	40	6	10
148	1	n/a	1	1	1	1	1	1	5	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
149	1	n/a	4	1	1	4	2	0	5	0	0	0	1	0	3	5	5	2	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
150	2	n/a	2	1	1	2	2	1	3	1	1	1	1	1	3	3	3	3	n/a	4	4	4	2	1	10	5	0
151	5	n/a	1	1	1	2	n/a	0	3	1	2	1	1	1	4	4	4	1	n/a	4	4	4	1	n/a	15	2	15
152	1	n/a	4	1	4	5	5	1	4	1	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
153	1	n/a	1	1	1	1	1	0	4	0	1	0	1	0	4	4	4	2	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
154	1	n/a	1	1	1	4	3	1	5	1	1	0	1	1	1	1	5	5	n/a	1	1	5	5	n/a	5	1	2
155	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	4	0	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
156	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1	3	1	0	1	1	1	n/a	n/a	n/a	n/a	n/a	5	4	5	5	n/a	10	1	0
157	4	n/a	1	1	1	1	1	0	4	0	0	2	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5	3	0
158	3	n/a	1	1	1	2	1	0	4	1	0	0	1	0	4	5	3	1	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
159	1	n/a	1	1	1	1	n/a	0	5	0	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
160	n/a	n/a	1	1	1	1	1	0	4	0	1	0	1	1	3	2	3	1	n/a	4	3	4	1	n/a	10	1	0
161	3	n/a	3	1	1	4	3	1	3	1	1	1	1	1	4	3	3	2	3	4	4	3	2	3	50	3	30
162	1	n/a	1	1	1	1	1	1	2	1	1	1	1	1	n/a	5	5	5	n/a	n/a	5	5	5	n/a	20	4	0
163	2	n/a	2	1	1	2	n/a	0	3	1	0	0	1	2	3	2	4	2	3	4	2	4	3	3	50	6	0
164	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	4	1	1	0	0	0	4	4	4	4	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
165	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1	4	1	0	0	1	0	5	5	5	3	n/a	n/a	n/a	n/a	n/a	n/a	60	2	0
166	1	n/a	n/a	n/a	n/a	n/a	n/a	1	2	1	0	0	0	1	4	4	4	5	n/a	4	4	4	5	n/a	5	1	2

Table A-13: Survey raw data (German firms, questions 27-34)

NO.	27-STA.TYP	28-CRIT.TRF	29-CGR.CBA	29-CGR.FVN	29-CGR.DAEG	29-CGR.MEAT	29-CGR.FISH	29-CGR.INGR	29-CGR.READ	29-CGR.SWSN	29-CGR.DRIN	30-PROC.FUP	30-PROC.FPA	30-PROC.DRS	30-PROC.CAB	30-PROC.DEF	30-PROC.OTD	31-LOG.DIFF	32-TRAN.TRU	32-TRAN.TRA	32-TRAN.SHI	32-TRAN.PLA	33-TRLOG.AV	34-COM.LOSS
1	1	0	0	98	0	0	0	0	0	2	0	0	0	1	0	0	0	2	1	0	0	0	2	2.0
2	1	0	70	0	0	30	0	0	0	0	0	0	0	0	0	1	0	2	1	0	0	0	3	.0
3	n/a	n/a	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	4	1	0	0	0	4	5.0
4	1	1	0	100	0	0	0	0	0	0	0	0	0	0	0	1	0	3	1	0	1	0	4	5.0
5	1	1	20	0	40	0	0	0	0	0	40	0	0	0	1	0	0	1	0	0	1	0	2	1.0
6	1	0	0	30	0	10	10	0	20	0	30	0	0	0	1	1	1	2	1	0	1	0	5	5.0
7	1	1	0	0	0	0	0	0	0	0	100	0	1	0	0	0	0	2	1	0	1	0	3	3.0
8	1	0	10	40	0	0	0	10	20	0	20	1	0	1	0	0	1	2	1	0	0	0	5	2.0
9	1	1	0	0	0	0	0	0	0	100	0	0	1	0	0	0	0	3	1	0	0	0	3	1.0
10	1	0	0	100	0	0	0	0	0	0	0	0	1	0	1	1	0	3	1	0	0	0	2	1.0
11	2	1	0	80	0	0	20	0	0	0	0	0	0	0	0	1	0	2	1	0	1	0	5	.1
12	2	0	0	100	0	0	0	0	0	0	0	0	0	0	1	1	0	n/a	0	0	1	0	1	2.0
13	1	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	2	1	0	1	0	1	3.0
14	1	0	0	0	100	0	0	0	0	0	0	1	1	0	0	0	0	4	1	0	0	0	4	1.0
15	1	1	0	0	0	0	0	0	100	0	0	0	1	0	0	0	0	2	1	0	1	0	1	2.0
16	1	1	0	0	30	0	20	0	0	50	0	0	1	0	0	0	0	3	1	0	0	0	5	5.0
17	1	0	0	0	0	0	0	0	0	100	0	0	1	0	0	0	0	3	1	0	0	0	2	1.0
18	1	0	0	70	0	0	0	0	0	0	30	0	0	0	1	1	1	3	0	0	1	0	5	3.0
19	1	0	28	2	0	0	0	0	0	70	0	0	0	1	0	0	0	2	1	0	0	0	4	.5
20	1	0	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	3	1	0	0	0	4	.0
21	2	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	1	0	0	0	3	.0
22	2	0	0	0	0	100	0	0	0	0	0	0	1	0	0	0	0	2	1	0	0	0	2	1.0
23	1	1	0	0	0	100	0	0	0	0	0	0	1	0	0	1	0	4	0	0	1	0	5	6.0
24	2	1	0	0	0	0	0	0	0	100	0	0	0	0	1	0	0	3	1	0	0	0	3	1.0
25	2	1	0	0	0	20	0	0	80	0	0	0	0	0	1	0	0	n/a	1	0	0	0	3	.5
26	1	0	0	0	0	0	0	0	0	100	0	0	1	0	0	0	0	4	1	0	1	0	4	2.0
27	n/a	n/a	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	n/a	1	0	0	0	3	.0
28	1	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	1	1	0	0	0	1	.0
29	2	1	100	0	0	0	0	0	0	0	0	0	0	1	0	0	0	2	1	0	0	0	1	.0
30	1	0	100	0	0	0	0	0	0	0	0	0	1	0	0	0	0	2	1	0	1	0	2	3.0
31	1	1	0	60	0	8	12	0	10	0	10	0	0	0	0	1	0	4	0	0	1	0	4	3.0
32	1	1	0	0	0	0	100	0	0	0	0	0	1	1	0	1	0	5	1	0	0	1	5	5.0
33	n/a	n/a	0	100	0	0	0	0	0	0	0	1	0	0	0	0	0	1	1	0	1	0	4	.0
34	2	0	0	95	0	0	0	0	5	0	0	0	0	0	0	1	0	4	1	0	1	0	4	5.0
35	n/a	0	0	0	97	0	0	0	3	0	0	0	1	1	0	0	0	3	1	0	0	0	4	.5
36	2	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	1	1	1	1	2	2.0
37	1	0	0	90	0	0	0	0	0	10	0	0	0	1	0	0	0	3	1	0	1	0	2	2.0
38	n/a	0	0	85	0	5	5	0	5	0	0	0	0	1	1	0	0	2	1	0	1	0	2	.3
39	1	0	0	0	0	100	0	0	0	0	0	0	1	0	0	0	0	3	1	0	0	0	1	10.0
40	1	0	50	0	0	0	0	0	0	50	0	1	1	0	0	0	0	3	1	0	0	0	3	5.0
41	1	1	20	80	0	0	0	0	0	0	0	0	0	0	1	0	0	3	1	0	0	0	3	5.0
42	1	0	0	0	0	0	0	0	100	0	0	0	0	0	0	1	0	5	1	0	0	0	5	.0
43	n/a	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	1	0	0	0	3	2.0
44	2	0	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	2	1	0	0	0	5	1.0
45	1	1	0	80	0	0	20	0	0	0	0	0	1	0	1	0	0	4	1	0	1	0	3	.0
46	1	0	7	0	0	90	0	0	3	0	0	1	1	0	0	0	0	2	1	0	0	0	2	1.0
47	1	0	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	2	1	1	1	0	5	.0
48	1	n/a	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	4	1	0	0	0	5	2.0
49	1	0	0	0	0	0	0	0	0	100	0	1	0	0	0	0	0	5	1	0	1	0	5	1.0
50	1	0	0	0	100	0	0	0	0	0	0	1	1	1	0	1	0	3	1	0	1	0	3	2.0
51	1	1	0	0	0	0	0	50	50	0	0	0	0	0	1	0	1	4	1	0	0	0	4	.0
52	n/a	1	95	0	0	0	0	0	0	5	0	1	1	0	0	0	0	3	1	0	1	0	5	5.0
53	1	1	70	0	0	0	0	30	0	0	0	0	0	1	0	0	0	2	1	0	1	0	2	2.0
54	1	1	0	0	0	0	100	0	0	0	0	0	0	0	1	0	0	4	1	0	1	0	4	5.0
55	1	0	80	0	0	0	0	0	0	20	0	0	1	0	0	0	0	4	1	0	0	0	3	1.0
56	1	1	0	0	0	0	0	0	100	0	0	0	0	1	1	0	0	3	1	0	0	0	5	1.0
57	1	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	3	1	0	0	0	4	10.0
58	1	0	0	0	0	0	0	0	100	0	0	0	0	0	1	0	0	2	1	0	0	0	3	7.0
59	1	1	0	0	0	100	0	0	0	0	0	0	0	0	1	0	0	3	1	0	1	0	3	5.0
60	2	1	0	0	0	0	0	0	0	100	0	0	1	0	0	0	0	4	1	0	1	0	4	.3
61	1	1	0	0	0	0	0	0	0	30	70	1	0	0	0	0	1	3	1	0	1	0	2	.5
62	n/a	0	10	10	0	0	0	0	0	80	0	0	1	0	0	1	0	4	1	0	0	0	5	.0
63	1	1	5	75	0	0	15	0	0	0	5	0	0	0	1	0	0	2	1	0	0	0	1	3.0
64	1	0	0	0	0	0	0	0	0	100	0	0	1	0	0	0	0	3	1	0	1	0	2	1.0
65	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	0	1	1	0	0	0	5	.0
66	1	1	0	15	15	40	20	0	10	0	0	1	1	0	1	1	1	2	1	0	1	0	5	n/a
67	1	0	2	0	0	0	0	0	0	98	0	0	1	0	0	0	0	3	1	0	1	0	5	n/a
68	1	0	0	50	10	0	40	0	0	0	0	0	0	0	1	1	0	4	1	1	1	0	3	.1
69	1	0	0	0	0	0	0	25	75	0	0	0	1	0	0	0	0	4	1	0	0	0	5	1.0
70	1	1	0	0	0	30	0	0	70	0	0	0	0	0	0	1	0	3	1	0	0	0	5	5.0
71	1	1	0	0	100	0	0	0	0	0	0	0	0	1	0	0	0	1	1	0	0	0	3	5.0
72	1	1	0	0	0	100	0	0	0	0	0	0	1	1	1	1	0	3	1	0	0	0	3	5.0
73	n/a	1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	1	0	1	0	0	4	1	0	0	0	n/a	n/a
74	2	0	90	10	0	0	0	0	0	0	0	0	0	1	0	0	0	2	1	0	1	0	1	1.0
75	1	0	0	0	0	100	0	0	0	0	0	0	1	0	0	0	0	3	1	0	0	0	5	2.0
76	1	0	0	50	0	0	50	0	0	0	0	0	0	0	1	1	0	3	1	0	1	0	3	n/a
77	1	1	10	10	60	0	0	0	10	0	10	1	1	1	1	0	0	3	1	1	1	0	4	10.0
78	1	0	0	100	0	0	0	0	0	0	0	0	0	0	0	1	0	3	1	0	0	0	5	4.5
79	2	0	0	0	0	50	50	0	0	0	0	0	1	0	0	1	0	3	1	0	0	0	5	n/a
80	1	0	0	0	100	0	0	0	0	0	0	1	1	1	1	0	0	3	1	0	1	0	2	2.0
81	1	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	1	0	1	0	2	1.0
82	1	1	90	0	0	0	0	0	0	10	0	0	1	0	0	0	0	2	1	0	0	0	1	5.0

Table A-14: Survey raw data (Australian firms, questions 27-34)

NO.	27-STA.TYP	28-CRIT.TRF	29-CGR.CBA	29-CGR.FVN	29-CGR.DAEG	29-CGR.MEAT	29-CGR.FISH	29-CGR.INGR	29-CGR.READ	29-CGR.SWSN	29-CGR.DRIN	30-PROC.FUP	30-PROC.FPA	30-PROC.DRS	30-PROC.CAB	30-PROC.DEF	30-PROC.OTD	31-LOG.DIFF	32-TRAN.TRU	32-TRAN.TRA	32-TRAN.SHI	32-TRAN.PLA	33-TRLOG.AV	34-COM.LOSS
83	n/a	1	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	2	n/a	n/a	0	1	5	.0
84	1	1	0	0	0	0	100	0	0	0	0	0	1	0	1	1	0	3	n/a	n/a	1	0	1	n/a
85	2	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0	1	0	0	1	0	2	n/a	n/a	0	1	5	.0
86	2	0	0	0	5	0	0	15	80	0	0	0	0	0	1	0	0	2	n/a	n/a	1	0	1	.0
87	n/a	1	30	0	0	0	0	0	0	70	0	0	1	0	0	0	0	3	n/a	n/a	1	0	1	.0
88	n/a	0	10	35	10	5	5	5	10	10	10	n/a	n/a	n/a	n/a	n/a	n/a	3	n/a	n/a	1	1	2	10.0
89	1	1	0	0	0	0	0	0	100	0	0	0	0	0	1	0	0	3	n/a	n/a	0	1	5	n/a
90	1	0	0	0	100	0	0	0	0	0	0	1	0	0	1	1	0	1	n/a	n/a	1	0	5	.0
91	2	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	n/a	n/a	1	0	4	n/a
92	1	1	0	0	100	0	0	0	0	0	0	1	0	0	0	0	0	4	n/a	n/a	1	0	4	1.0
93	1	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	n/a	n/a	0	1	3	n/a
94	1	0	0	0	0	0	0	0	0	100	0	0	0	1	0	0	0	1	n/a	n/a	1	0	2	.0
95	n/a	0	0	0	0	0	100	0	0	0	0	0	1	1	1	0	0	1	n/a	n/a	1	1	5	.0
96	1	0	0	0	0	0	80	0	20	0	0	0	1	0	1	0	0	2	n/a	n/a	1	1	5	10.0
97	2	1	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	n/a	n/a	n/a
98	1	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	2	n/a	n/a	1	0	2	1.0
99	1	0	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	4	n/a	n/a	0	1	5	1.0
100	2	1	0	90	10	0	0	0	0	0	0	0	1	0	0	0	0	2	n/a	n/a	1	1	4	20.0
101	2	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	3	n/a	n/a	1	1	2	2.0
102	n/a	n/a	0	0	0	0	0	0	0	100	0	0	1	0	0	0	0	3	n/a	n/a	1	0	2	.0
103	2	1	0	25	5	60	4	0	5	0	1	0	1	1	1	1	1	3	n/a	n/a	1	1	5	5.0
104	1	1	0	0	0	100	0	0	0	0	0	0	1	0	0	1	0	1	n/a	n/a	1	0	5	.0
105	n/a	0	0	0	0	10	30	0	60	0	0	0	1	0	0	1	0	2	n/a	n/a	1	0	5	.0
106	2	0	0	0	4	94	2	0	0	0	0	1	1	0	0	0	0	4	n/a	n/a	1	0	2	n/a
107	1	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	n/a	n/a	1	0	4	15.0
108	2	0	0	0	0	0	100	0	0	0	0	0	1	0	1	0	0	3	n/a	n/a	1	0	1	.0
109	2	1	0	0	0	0	0	0	0	0	100	0	0	0	1	0	1	4	n/a	n/a	1	0	1	.0
110	n/a	n/a	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	2	n/a	n/a	1	0	2	5.0
111	n/a	0	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	3	n/a	n/a	1	0	5	.0
112	2	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	4	n/a	n/a	1	0	5	2.0
113	2	0	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	2	n/a	n/a	1	0	5	5.0
114	2	1	0	0	0	100	0	0	0	0	0	0	1	1	0	0	0	3	n/a	n/a	0	1	5	1.0
115	1	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	0	2	n/a	n/a	1	1	4	2.0
116	2	0	0	0	0	100	0	0	0	0	0	1	1	0	0	0	0	3	n/a	n/a	1	1	5	2.0
117	n/a	0	0	0	0	0	100	0	0	0	0	0	1	0	0	1	0	1	n/a	n/a	1	1	5	.0
118	2	0	0	10	0	2	0	20	65	0	3	0	0	0	1	0	1	3	n/a	n/a	1	0	3	1.0
119	1	0	20	60	0	0	0	10	0	0	10	1	1	0	0	0	0	4	n/a	n/a	1	0	4	10.0
120	1	1	0	0	0	0	100	0	0	0	0	0	0	1	0	1	0	n/a	n/a	n/a	1	0	3	20.0
121	n/a	1	0	10	60	30	0	0	0	0	0	0	1	0	0	1	0	3	n/a	n/a	1	0	5	20.0
122	n/a	0	0	0	0	0	100	0	0	0	0	1	0	0	0	0	0	n/a	n/a	n/a	1	1	5	.0
123	1	1	0	0	0	0	0	0	0	100	0	0	0	0	0	0	1	4	n/a	n/a	0	1	5	.0
124	n/a	1	0	95	0	0	0	0	3	0	2	0	1	0	1	0	0	4	n/a	n/a	1	0	5	5.0
125	n/a	0	0	90	0	0	0	0	0	0	10	0	0	0	1	0	1	3	n/a	n/a	1	1	5	20.0
126	n/a	0	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	3	n/a	n/a	1	0	3	2.0
127	n/a	1	0	0	0	0	0	0	0	0	100	0	0	0	0	1	1	4	n/a	n/a	1	0	5	3.0
128	2	1	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	4	n/a	n/a	1	1	3	15.0
129	1	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	3	n/a	n/a	1	0	5	10.0
130	1	0	0	10	0	85	2	0	3	0	0	1	1	0	0	1	0	5	n/a	n/a	1	0	5	2.0
131	n/a	0	0	0	0	0	100	0	0	0	0	0	0	1	1	1	0	3	n/a	n/a	1	1	4	.0
132	1	1	0	0	0	100	0	0	0	0	0	0	0	0	0	1	0	1	n/a	n/a	1	0	5	.0
133	2	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	3	n/a	n/a	1	0	3	3.0
134	1	1	100	0	0	0	0	0	0	0	0	0	0	0	0	0	1	4	n/a	n/a	1	0	n/a	2.0
135	2	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	0	4	n/a	n/a	1	0	4	8.0
136	1	1	0	0	0	100	0	0	0	0	n/a	0	1	0	0	0	0	5	n/a	n/a	1	0	5	n/a
137	n/a	1	0	0	50	0	0	0	0	0	50	1	1	0	0	0	1	3	n/a	n/a	1	0	5	.0
138	2	1	0	0	0	100	0	0	0	0	0	0	1	0	0	1	0	4	n/a	n/a	1	0	5	1.0
139	1	0	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	3	n/a	n/a	1	0	3	n/a
140	2	1	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	2	n/a	n/a	1	1	5	.0
141	n/a	1	0	0	0	0	100	0	0	0	0	0	1	0	0	0	0	4	n/a	n/a	0	1	5	1.0
142	1	0	0	0	0	0	0	0	0	0	100	0	1	0	0	0	1	4	n/a	n/a	1	0	5	10.0
143	2	1	0	0	0	0	100	0	0	0	0	0	0	0	0	1	0	3	n/a	n/a	1	0	5	.0
144	n/a	0	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	3	n/a	n/a	1	1	5	5.0
145	2	1	0	0	0	0	0	0	0	100	0	0	0	0	1	0	0	3	n/a	n/a	1	0	2	1.0
146	1	1	0	0	0	0	100	0	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	1	1	5	5.0
147	1	1	0	0	0	0	0	0	0	0	100	0	1	0	0	0	1	n/a	n/a	n/a	1	0	3	3.0
148	n/a	0	0	0	0	100	0	0	0	0	0	0	0	0	0	1	0	2	n/a	n/a	1	0	5	.0
149	1	1	0	0	0	0	0	0	100	0	0	0	0	0	1	0	0	3	n/a	n/a	1	0	3	1.0
150	1	0	70	0	0	0	0	0	0	30	0	1	0	0	0	0	0	3	n/a	n/a	1	0	3	4.0
151	2	1	0	0	0	0	0	0	0	0	100	0	0	0	0	0	1	2	n/a	n/a	1	0	1	5.0
152	n/a	1	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	3	n/a	n/a	0	1	5	10.0
153	2	1	30	0	0	0	0	10	0	0	60	0	1	0	0	1	0	3	n/a	n/a	1	0	4	10.0
154	2	1	0	0	0	100	0	0	0	0	0	1	1	0	0	1	0	4	n/a	n/a	1	1	5	.0
155	n/a	n/a	0	0	0	0	100	0	0	0	0	1	0	0	0	0	0	3	n/a	n/a	1	0	5	.0
156	2	1	0	0	0	0	0	0	0	0	100	1	0	0	0	0	1	4	n/a	n/a	1	0	2	5.0
157	2	1	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	2	n/a	n/a	1	1	5	10.0
158	n/a	0	100	0	0	0	0	0	0	0	0	0	1	0	0	1	0	3	n/a	n/a	1	0	3	2.0
159	n/a	0	0	100	0	0	0	0	0	0	0	0	1	0	0	0	0	3	n/a	n/a	1	1	5	5.0
160	2	0	0	0	100	0	0	0	0	0	0	1	1	0	0	0	0	3	n/a	n/a	1	0	2	.0
161	1	0	40	0	0	0	0	20	0	30	10	1	0	0	0	0	0	3	n/a	n/a	1	0	3	10.0
162	1	1	0	0	100	0	0	0	0	0	0	0	1	0	0	0	0	2	n/a	n/a	1	0	5	.0
163	1	0	0	0	100	0	0	0	0	0	0	1	1	0	0	1	0	2	n/a	n/a	1	1	2	.0
164	n/a	0	0	0	0	100	0	0	0	0	0	0	1	0	0	1	0	1	n/a	n/a	1	0	5	10.0
165	n/a	1	0	0	0	0	100	0	0	0	0	1	0	0	0	0	0	5	n/a	n/a	0	1	5	5.0
166	2	1	0	0	0	0	100	0	0	0	0	0	0	1	0	1	0	3	n/a	n/a	0	1	5	2.0

Table A-15: Survey raw data (German firms, questions 35-42)

NO.	35-STOCK.TU	36-SEAS.INF	37-ORIG.INF	38-USE.ORIG	39-ADAP.REC	39-ADAP.PAC	39-ADAP.PRI	39-ADAP.OTH	40-LAW.PROB	41-PROB.TAR	41-PROB.CON	41-PROB.STA	41-PROB.TAX	41-PROB.OTH	42-INCO.NON	42-INCO.EXW	42-INCO.FCA	42-INCO.FAS	42-INCO.FOB	42-INCO.CFR	42-INCO.CIF	42-INCO.CPT	42-INCO.CIP	42-INCO.DAF
1	3	2	5	5	n/a	n/a	n/a	n/a	1	2	3	1	1	1	1	0	0	0	0	0	0	0	0	0
2	2	1	4	5	4	4	3	1	3	1	2	1	1	1	1	0	0	0	0	0	0	0	0	0
3	n/a	2	4	3	1	1	5	1	4	1	5	3	1	5	0	1	0	0	1	0	1	0	0	0
4	1	1	4	4	2	3	4	1	2	4	4	2	4	1	0	1	1	0	1	1	1	1	1	0
5	2	1	3	4	2	3	5	1	1	5	1	1	1	1	0	0	0	0	0	1	0	0	0	0
6	2	2	3	4	4	4	2	1	5	3	1	4	5	1	0	1	0	0	1	1	1	0	0	0
7	4	2	2	2	2	1	3	1	4	4	5	4	4	1	0	1	0	0	1	1	1	0	0	0
8	4	3	4	4	4	4	3	1	3	1	4	1	2	1	0	1	0	0	1	0	1	0	0	0
9	4	3	1	3	5	5	3	1	4	4	2	2	4	1	0	1	0	0	1	0	1	0	1	0
10	3	2	2	3	1	1	1	1	2	2	1	1	2	1	0	1	0	0	1	0	1	0	0	0
11	2	1	3	3	2	2	2	1	2	4	5	3	3	1	0	1	0	0	1	1	0	0	0	0
12	n/a	1	3	3	1	1	1	1	2	1	1	1	1	1	0	1	1	0	1	0	0	1	0	0
13	3	3	4	5	2	4	4	1	4	4	3	3	3	1	0	1	0	0	1	0	1	0	0	0
14	2	2	3	4	1	4	4	1	3	2	3	1	1	1	0	1	1	0	1	0	1	1	1	0
15	2	2	4	4	4	4	4	1	1	3	3	3	3	1	0	1	0	0	1	0	0	0	0	0
16	1	2	4	5	2	2	3	1	4	3	3	2	2	1	1	0	0	0	0	0	0	0	0	0
17	2	3	4	3	3	3	2	1	3	4	3	3	3	1	0	1	0	0	1	0	0	0	0	1
18	3	3	4	5	1	1	4	3	1	5	4	1	1	3	0	0	1	0	1	1	1	1	1	0
19	3	3	4	2	4	4	4	1	3	2	2	2	2	1	0	1	0	0	1	0	1	0	0	0
20	4	2	5	3	4	4	4	1	1	2	1	1	1	1	1	0	0	0	0	0	0	0	0	0
21	4	3	5	4	5	5	5	5	1	4	5	3	4	1	0	1	0	0	0	0	0	0	0	0
22	4	1	4	4	3	1	5	1	5	1	1	4	1	5	1	0	0	0	0	0	0	0	0	0
23	2	4	5	5	4	3	4	1	2	4	5	3	2	1	0	0	0	0	1	0	0	0	0	0
24	2	2	4	4	5	4	5	1	2	4	3	2	2	1	0	1	0	0	1	1	1	0	0	0
25	2	2	4	4	3	4	3	1	3	4	4	3	3	1	0	1	0	0	1	0	0	0	0	0
26	2	4	3	2	1	3	2	1	3	4	2	2	3	4	0	1	0	0	1	1	1	0	0	0
27	n/a	n/a	3	3	3	3	4	3	1	1	1	1	1	1	0	0	0	0	0	0	0	1	0	0
28	1	3	3	3	1	1	1	1	4	4	1	1	4	3	0	1	0	0	1	0	0	0	1	0
29	2	1	4	4	5	4	3	1	4	4	1	4	1	1	0	1	0	0	1	0	0	0	0	0
30	4	3	4	4	2	2	4	1	2	3	1	2	1	1	0	1	0	0	1	1	0	0	0	0
31	2	3	3	4	3	3	4	1	2	4	4	4	4	1	0	1	0	0	1	1	1	0	0	0
32	n/a	4	2	4	3	3	3	3	5	4	2	4	4	1	0	1	0	0	1	0	1	0	0	0
33	3	1	5	5	1	4	4	1	5	5	1	5	5	1	1	0	0	0	0	0	0	0	0	0
34	4	4	4	4	4	4	2	1	2	2	3	2	2	1	0	0	0	0	0	0	1	0	1	0
35	4	3	4	4	2	3	4	1	4	4	5	3	3	1	0	1	0	0	0	0	0	0	0	0
36	n/a	4	4	5	3	4	5	1	4	3	3	2	2	1	0	1	1	0	0	1	1	0	0	0
37	2	4	3	4	1	2	3	1	2	2	1	1	1	1	0	1	0	0	1	0	0	0	0	0
38	2	1	3	3	3	4	4	1	3	3	4	3	2	1	0	1	0	0	1	0	1	0	0	0
39	3	2	2	2	2	2	3	1	2	3	2	2	3	1	0	1	1	1	1	1	1	0	0	0
40	2	1	5	5	3	3	3	1	3	1	1	3	1	1	1	0	0	0	0	0	0	0	0	0
41	2	3	4	4	4	4	4	1	2	5	3	4	4	1	1	0	0	0	0	0	0	0	0	0
42	3	3	1	1	2	2	2	1	2	4	1	5	1	1	1	0	0	0	0	0	0	0	0	0
43	4	2	4	4	2	4	3	1	4	4	1	1	3	4	0	1	0	0	1	0	0	0	0	0
44	2	2	5	5	2	2	4	1	2	1	2	1	1	1	0	1	0	1	0	0	1	0	1	0
45	2	1	1	2	1	1	1	1	1	5	4	5	5	1	0	1	0	0	1	0	0	0	0	1
46	4	1	3	2	1	2	3	3	2	2	2	1	1	2	0	1	1	0	0	0	0	1	1	0
47	1	2	3	4	2	3	4	1	3	5	2	5	3	1	0	1	0	0	1	0	1	0	0	0
48	4	2	4	4	4	5	3	1	2	2	2	2	2	1	0	1	0	0	0	1	0	0	0	0
49	2	4	5	2	1	2	2	1	3	3	1	1	1	4	0	1	0	0	1	0	0	0	0	1
50	2	n/a	3	3	4	4	4	1	2	3	4	2	2	1	0	1	0	1	1	1	1	0	0	0
51	2	3	5	5	3	5	1	1	5	2	2	4	2	1	0	0	0	0	0	0	0	0	0	1
52	4	4	4	3	2	4	3	3	3	4	1	4	1	3	0	1	0	0	1	0	0	0	0	0
53	4	1	5	5	5	5	5	4	3	4	5	5	4	1	0	1	0	0	1	0	0	0	1	0
54	3	n/a	3	4	4	4	3	4	2	3	2	2	1	1	0	1	1	0	1	0	1	0	1	0
55	2	2	5	5	1	5	1	1	2	1	1	2	1	1	0	0	0	0	1	0	1	0	0	0
56	2	2	3	2	4	3	5	1	3	4	1	1	1	1	0	1	0	0	0	0	0	0	0	0
57	4	3	5	3	4	5	4	4	4	5	2	5	4	4	0	1	0	0	0	0	0	0	0	0
58	3	2	4	5	2	3	1	1	2	3	1	4	4	1	1	0	0	0	0	0	0	0	0	0
59	4	1	5	5	4	4	4	1	4	3	5	2	1	1	0	0	1	0	1	0	0	0	0	0
60	2	3	1	2	2	3	4	1	2	3	1	1	1	4	0	1	1	0	1	1	1	0	0	0
61	4	3	2	4	4	4	4	1	4	3	3	3	3	1	0	1	1	0	1	0	0	0	0	1
62	n/a	3	5	5	3	2	4	1	4	4	3	2	2	1	1	0	0	0	0	0	0	0	0	0
63	1	2	3	5	3	3	2	1	1	2	3	1	1	1	0	1	0	0	1	1	1	0	0	0
64	2	2	1	2	3	3	3	1	4	4	1	1	1	1	0	1	0	0	0	0	1	0	0	0
65	2	4	4	3	3	4	3	1	2	3	1	2	3	1	0	0	0	0	0	0	1	0	0	0
66	n/a	2	4	5	4	4	4	1	2	2	2	2	2	1	0	1	1	0	0	0	1	0	0	0
67	2	2	2	2	3	4	4	5	3	2	3	2	1	1	0	1	0	0	1	0	1	0	1	0
68	4	2	4	3	3	3	1	1	3	4	3	1	3	5	0	1	1	0	1	1	0	0	0	0
69	3	2	2	2	4	4	3	1	5	4	1	3	4	1	0	1	0	0	0	0	0	0	1	0
70	3	2	3	3	3	3	4	1	4	4	3	3	3	1	0	1	1	1	0	1	1	0	0	0
71	4	4	3	5	4	5	5	1	4	4	2	1	1	1	0	1	0	0	1	0	1	0	0	0
72	4	1	5	2	4	4	3	1	3	3	3	1	2	4	0	1	0	0	1	0	0	0	0	0
73	n/a	n/a	5	5	2	1	5	1	2	2	1	2	1	1	1	0	0	0	0	0	0	0	0	0
74	3	2	2	2	1	2	2	1	2	2	4	1	1	1	0	1	0	0	0	0	0	1	0	0
75	2	2	1	3	1	4	2	1	4	3	2	2	1	1	0	1	1	1	1	0	1	0	1	1
76	n/a	1	3	2	1	2	5	1	4	4	4	2	1	1	0	0	0	0	1	1	0	0	0	0
77	2	2	4	4	2	5	5	4	4	4	5	5	3	3	0	1	0	0	1	0	1	1	1	0
78	n/a	n/a	2	5	5	4	5	1	2	2	2	1	1	1	0	1	0	0	0	1	0	0	0	0
79	n/a	n/a	4	5	4	4	5	3	3	1	1	3	1	1	1	0	0	0	0	0	0	0	0	0
80	3	2	2	2	2	2	4	1	4	3	5	2	2	1	0	1	0	0	1	0	1	0	0	0
81	1	3	4	4	1	2	3	1	4	3	4	4	4	1	0	1	0	0	0	0	0	0	0	0
82	4	2	3	1	2	5	5	1	5	5	2	3	2	1	0	1	0	0	0	1	0	0	0	0

Table A-16: Survey raw data (Australian firms, questions 35-42)

NO.	35-STOCK.TU	36-SEAS.INF	37-ORIG.INF	38-USE.ORIG	39-ADAP.REC	39-ADAP.PAC	39-ADAP.PRI	39-ADAP.OTH	40-LAW.PROB	41-PROB.TAR	41-PROB.CON	41-PROB.STA	41-PROB.TAX	41-PROB.OTH	42-INCO.NON	42-INCO.EXW	42-INCO.FCA	42-INCO.FAS	42-INCO.FOB	42-INCO.CFR	42-INCO.CIF	42-INCO.CPT	42-INCO.CIP	42-INCO.DAF
83	4	4	3	2	4	4	3	1	5	3	1	1	1	5	0	0	0	0	0	1	0	0	0	0
84	2	n/a	1	4	1	1	1	1	4	4	1	3	5	1	0	0	0	0	1	1	1	0	0	0
85	3	3	4	4	1	3	4	1	5	4	5	1	1	1	0	1	0	0	1	1	1	0	0	0
86	2	1	3	3	4	1	5	1	2	1	1	2	3	1	0	0	1	0	0	0	1	0	0	0
87	2	2	4	4	4	4	5	1	4	4	2	2	4	1	0	1	0	0	0	0	0	0	1	0
88	n/a	2	3	5	1	1	1	1	3	4	2	2	3	3	0	0	0	0	0	0	1	0	0	0
89	n/a	n/a	3	4	1	1	4	1	3	3	3	1	1	1	0	0	0	0	1	1	0	0	0	0
90	1	3	4	5	5	5	4	1	2	3	3	2	1	1	0	0	0	0	0	1	1	0	0	0
91	1	2	3	4	2	4	4	1	4	1	1	1	1	1	0	1	0	0	1	0	0	0	0	0
92	n/a	4	4	5	1	2	4	1	2	2	3	1	1	1	0	0	0	1	1	1	1	0	0	0
93	n/a	2	4	5	3	1	4	1	4	4	4	1	4	1	0	1	0	0	0	0	0	0	0	0
94	3	2	4	5	5	5	5	1	1	1	1	1	1	1	0	0	0	0	0	0	0	0	0	0
95	3	2	5	5	1	3	4	4	5	5	4	1	1	1	0	1	0	0	1	1	1	0	0	0
96	4	3	5	5	4	4	4	1	3	5	2	2	2	1	0	0	0	0	0	0	1	0	0	0
97	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
98	1	3	3	3	1	1	1	1	2	3	2	1	4	1	0	0	1	0	0	0	0	0	0	0
99	4	3	2	5	1	3	4	1	2	1	1	1	1	1	0	0	0	0	1	1	0	0	0	0
100	1	3	1	3	1	2	2	1	2	1	1	1	3	1	0	0	0	0	0	1	0	0	0	0
101	1	1	5	5	1	2	3	1	2	2	1	3	3	4	0	1	0	0	1	0	1	0	0	0
102	4	4	5	5	3	4	5	1	2	n/a	n/a	n/a	n/a	n/a	0	0	0	0	1	0	1	0	0	0
103	4	3	5	5	5	5	4	1	4	4	4	3	3	1	0	1	1	1	1	1	1	0	0	0
104	2	3	3	3	1	5	3	1	3	3	1	1	1	1	0	1	0	1	1	0	1	0	0	0
105	3	2	3	5	4	3	4	1	1	2	1	1	2	1	0	1	0	0	1	1	0	0	0	0
106	n/a	4	4	3	1	4	5	1	3	2	4	2	2	1	0	0	0	1	1	1	1	0	1	0
107	1	1	4	5	1	1	2	1	5	3	4	3	5	1	0	1	0	0	1	0	0	0	0	0
108	2	3	4	5	1	5	1	1	1	2	1	1	1	1	0	0	0	0	1	0	0	1	0	0
109	1	4	4	5	2	4	1	1	4	4	1	1	4	1	0	0	0	0	1	1	1	0	0	0
110	2	2	3	4	1	5	4	1	2	2	2	1	1	1	0	0	0	0	1	1	0	0	0	0
111	3	4	4	1	2	2	5	1	2	3	4	2	3	1	0	0	0	0	1	0	1	0	0	0
112	1	3	4	5	3	4	3	1	4	1	1	3	3	1	0	0	0	0	1	0	0	0	0	0
113	1	3	4	5	4	4	4	4	2	4	2	3	5	2	0	0	0	0	1	0	0	0	0	0
114	1	2	4	4	3	3	4	1	2	1	1	1	1	1	0	0	0	0	1	0	1	0	0	0
115	1	3	3	5	1	3	3	1	2	2	3	1	1	1	0	0	0	0	1	1	1	0	0	0
116	4	2	3	5	4	5	4	1	4	4	4	4	3	1	0	0	0	0	1	0	0	0	0	0
117	2	2	4	5	5	5	1	1	3	2	2	1	1	1	0	0	0	0	1	0	0	0	0	0
118	2	2	3	3	4	3	4	1	4	5	4	1	2	1	0	1	1	1	1	1	1	0	0	0
119	1	3	4	4	3	3	4	1	3	4	4	2	2	1	0	0	0	0	1	1	1	0	0	0
120	2	3	1	5	1	5	5	5	3	5	1	1	5	5	0	0	0	0	1	1	0	0	0	0
121	1	4	3	5	5	5	3	1	n/a	5	1	2	2	1	0	1	0	1	1	1	1	0	1	0
122	4	2	1	5	1	1	2	1	1	3	1	1	1	1	0	0	0	0	1	1	1	0	0	0
123	3	4	4	4	4	1	3	1	5	4	2	1	1	1	0	0	0	0	1	0	1	0	0	0
124	1	4	4	4	1	1	3	2	4	4	2	1	1	1	0	0	0	0	0	1	1	0	0	0
125	n/a	3	5	4	3	5	5	1	5	3	3	3	3	1	0	0	0	0	1	1	0	0	0	0
126	2	2	4	4	1	4	1	1	3	3	3	2	2	1	0	0	0	0	1	0	1	0	0	0
127	3	1	4	4	5	4	4	1	4	3	1	1	2	1	0	0	0	0	1	0	1	0	0	0
128	4	2	3	5	1	3	4	1	3	4	1	1	1	1	1	0	0	0	0	0	0	0	0	0
129	1	1	3	5	2	2	4	1	5	2	1	1	2	1	0	0	0	0	1	0	0	0	0	0
130	4	2	3	5	1	3	5	1	3	5	5	1	3	1	0	1	0	1	1	1	1	0	0	0
131	3	4	3	4	1	4	4	1	1	1	1	1	1	1	0	0	0	0	0	1	0	0	0	0
132	2	1	3	5	1	1	1	1	5	4	1	1	1	1	0	0	0	0	1	0	1	0	0	0
133	n/a	1	4	4	1	1	2	1	4	3	1	2	2	1	0	0	0	0	1	0	1	0	0	0
134	4	2	3	2	5	5	5	1	3	5	1	1	5	1	0	0	0	0	1	0	1	0	0	0
135	4	3	5	5	1	4	3	1	2	2	2	2	2	1	0	0	0	1	1	1	0	0	0	0
136	n/a	1	3	5	1	5	5	5	5	5	5	1	1	1	0	0	0	0	1	0	1	0	0	0
137	4	1	3	5	3	4	5	1	3	3	4	1	5	1	0	0	0	0	1	1	1	0	0	0
138	1	4	4	5	3	3	3	1	1	3	3	5	3	1	0	0	0	1	1	1	1	0	0	0
139	1	4	5	5	3	5	3	1	5	5	5	1	1	1	0	0	0	0	0	1	0	0	0	0
140	2	4	5	5	1	4	3	1	4	5	5	2	2	1	0	1	0	0	1	1	1	0	0	0
141	4	3	5	5	5	1	1	5	3	3	1	1	5	1	0	0	0	0	1	0	1	0	0	0
142	2	2	4	5	5	3	3	1	3	3	1	1	1	3	0	0	0	0	1	1	0	0	0	0
143	3	4	5	5	1	5	2	1	2	3	1	4	5	1	0	0	0	0	0	1	0	0	0	0
144	4	4	4	5	1	4	1	1	2	1	5	2	4	1	0	0	0	0	0	0	1	0	0	0
145	1	3	4	5	2	2	3	1	4	5	2	2	4	1	0	0	0	0	0	0	1	0	0	0
146	4	4	4	5	n/a	n/a	n/a	n/a	5	5	1	1	1	1	0	0	0	0	0	1	1	0	0	0
147	2	2	4	5	3	3	2	1	5	4	5	1	1	1	0	0	0	0	1	1	1	0	0	0
148	4	3	3	5	1	5	5	1	4	1	1	1	1	1	0	0	0	1	1	1	1	0	0	0
149	1	2	5	5	3	5	4	1	3	2	3	2	2	1	0	1	0	0	1	1	1	0	0	0
150	2	2	4	4	4	4	4	2	3	3	3	2	2	1	1	0	0	0	0	0	0	0	0	0
151	2	3	3	5	3	3	4	3	4	4	3	1	3	1	0	0	0	0	0	1	1	0	0	0
152	1	3	4	5	1	1	5	1	3	2	1	1	2	1	0	0	0	0	0	1	0	0	0	0
153	3	3	4	3	1	1	1	1	4	3	1	1	1	1	0	0	0	0	1	0	1	0	0	0
154	3	1	4	5	4	3	5	1	4	2	1	1	1	1	0	1	1	0	1	1	1	1	1	0
155	4	4	2	5	1	4	4	1	3	1	4	2	2	1	0	0	0	0	1	0	1	0	0	0
156	1	1	3	4	1	4	5	1	4	1	1	1	1	1	0	0	0	0	1	0	0	0	0	0
157	n/a	4	1	5	1	5	2	5	4	5	5	2	1	1	0	1	0	0	1	1	1	0	0	0
158	3	3	3	3	3	4	4	3	3	4	1	1	1	3	0	0	0	0	1	1	0	0	0	0
159	4	4	5	5	1	4	5	5	4	3	5	1	3	1	0	1	0	0	1	0	1	0	0	0
160	1	4	4	5	1	3	4	1	3	4	4	1	3	1	0	0	0	0	1	0	1	0	0	0
161	2	1	3	3	3	4	3	1	4	4	4	3	3	1	0	0	1	0	1	0	1	0	0	0
162	3	1	1	5	5	5	5	1	2	2	1	1	1	1	0	0	0	0	1	0	1	0	0	0
163	2	2	3	3	4	3	3	4	3	4	4	2	1	1	0	0	1	1	1	1	1	0	0	0
164	n/a	3	4	4	4	4	4	1	4	4	4	1	1	1	0	1	0	0	1	1	1	0	0	0
165	n/a	3	4	5	1	1	2	1	5	5	1	1	1	4	0	0	0	0	1	1	0	0	0	0
166	2	4	4	5	3	4	4	1	4	5	4	3	3	1	0	1	0	0	1	1	1	0	0	0

Table A-17: Survey raw data (German firms, questions 42-50)

NO.	42-INCO.DES	42-INCO.DEQ	42-INCO.DDU	42-INCO.DDP	43-PAY.CBD	43-PAY.COD	43-PAY.INVO	43-PAY.DPDA	43-PAY.LC	44-FUR.STA	45-CRIT.STA	46-CURR.HOM	46-CURR.COU	46-CURR.US$	46-CURR.OTH	47-EXRA.RIS	48-USE.FEXR	48-USE.FUTC	48-USE.LRFE	48-USE.OTH	49-AVA.INFO	50-INFO.PIA	50-INFO.GIA	50-INFO.GFT
1	0	0	0	0	0	0	1	0	0	0	0	4	2	2	n/a	0	n/a	n/a	n/a	n/a	4	n/a	n/a	n/a
2	0	0	0	0	0	0	1	0	0	n/a	0	3	3	n/a	n/a	1	5	1	1	n/a	3	3	1	3
3	0	0	0	0	1	0	1	0	0	1	1	5	n/a	n/a	n/a	0	n/a	n/a	5	n/a	4	1	1	2
4	0	1	1	1	0	0	1	1	1	0	0	4	n/a	2	n/a	1	4	4	4	n/a	4	4	n/a	n/a
5	0	0	0	0	0	0	1	1	0	0	0	1	n/a	3	5	0	n/a	2	n/a	n/a	5	1	1	1
6	0	0	1	0	1	1	1	1	0	0	1	4	2	1	1	0	1	1	1	1	4	5	3	2
7	0	0	0	0	1	0	0	0	1	0	0	4	n/a	2	n/a	1	n/a	4	n/a	n/a	3	n/a	3	4
8	0	0	0	0	1	0	1	0	1	1	1	4	2	2	n/a	0	2	1	1	n/a	4	2	n/a	3
9	0	0	0	0	0	0	1	0	1	0	0	5	n/a	4	n/a	1	4	n/a	n/a	n/a	4	3	n/a	4
10	0	0	0	0	0	0	1	0	0	0	1	3	4	2	n/a	1	1	1	5	n/a	4	n/a	n/a	2
11	0	0	1	1	0	0	1	1	1	0	0	4	2	3	n/a	1	n/a	n/a	4	n/a	4	4	5	4
12	0	0	0	1	0	0	0	1	1	1	1	2	n/a	4	3	1	n/a	3	3	n/a	4	2	1	2
13	0	0	0	0	1	0	1	1	1	0	0	4	2	2	n/a	1	n/a	4	n/a	n/a	4	3	n/a	4
14	0	0	0	0	0	0	1	0	1	0	0	5	1	1	1	1	1	1	1	1	4	4	3	2
15	0	0	0	0	1	0	1	0	0	0	1	4	1	n/a	n/a	0	3	1	1	n/a	3	3	2	3
16	0	0	0	0	0	0	1	0	1	0	0	5	n/a	n/a	n/a	0	3	n/a	n/a	n/a	3	n/a	n/a	3
17	0	0	0	0	1	0	0	0	1	0	0	3	3	n/a	n/a	1	2	2	4	n/a	3	2	2	3
18	0	0	1	1	0	1	1	1	1	0	1	3	n/a	5	3	1	3	n/a	3	4	3	3	n/a	3
19	0	0	0	0	1	0	1	0	1	1	1	5	4	2	n/a	0	3	3	3	n/a	3	3	3	4
20	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	0	1	1	1	1	4	4	1	1
21	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	0	1	1	1	1	5	4	n/a	n/a
22	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	0	1	1	1	1	3	2	5	2
23	0	0	0	0	0	0	0	0	1	1	1	4	n/a	4	n/a	1	4	n/a	5	n/a	3	n/a	n/a	5
24	0	0	1	0	1	0	1	0	1	0	1	4	2	2	n/a	1	1	1	1	n/a	3	2	2	4
25	0	0	0	0	0	0	1	0	0	0	1	5	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a	3	3	3	4
26	0	0	0	0	0	1	1	0	0	0	0	1	n/a	n/a	n/a	1	1	1	1	1	2	4	1	1
27	0	0	0	0	0	0	1	0	0	0	0	1	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a	4	3	4	n/a
28	0	0	0	0	1	0	0	0	1	0	0	5	n/a	n/a	n/a	0	1	1	1	1	2	1	n/a	2
29	0	0	0	0	1	0	1	0	1	0	0	4	n/a	2	n/a	0	1	1	1	n/a	4	2	1	2
30	0	0	0	0	0	0	1	0	0	0	0	5	1	1	1	1	1	1	1	1	4	2	2	2
31	0	0	0	0	0	0	0	1	1	0	1	2	1	4	2	1	1	2	4	n/a	2	2	1	2
32	0	0	0	0	0	0	1	0	0	0	0	4	1	n/a	n/a	1	4	4	n/a	n/a	5	2	3	4
33	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	1	n/a	n/a	4	n/a	4	n/a	n/a	4
34	0	0	0	0	0	0	1	0	1	0	0	4	1	3	n/a	0	1	1	4	n/a	3	n/a	n/a	3
35	0	0	0	0	1	0	1	0	0	0	1	4	2	1	n/a	1	2	2	1	n/a	3	2	3	2
36	0	0	0	0	1	0	1	1	1	0	1	4	n/a	2	n/a	1	1	1	2	n/a	3	2	1	2
37	0	0	0	0	0	0	1	1	0	0	0	n/a	n/a	5	n/a	0	1	3	3	n/a	4	4	2	2
38	0	0	0	0	0	0	1	1	0	0	0	5	n/a	n/a	n/a	0	1	1	1	n/a	4	2	3	5
39	0	0	0	0	1	0	1	0	1	0	0	5	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a	2	4	1	1
40	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	0	1	1	1	1	3	3	3	3
41	0	0	0	0	0	1	0	0	0	0	0	5	1	1	n/a	0	5	3	1	n/a	3	4	1	3
42	0	0	0	0	0	0	1	0	0	0	0	5	1	1	1	0	1	1	1	1	3	2	2	2
43	0	0	0	0	0	0	1	0	0	0	0	4	1	2	n/a	0	2	2	1	1	4	4	2	3
44	0	0	0	0	0	0	1	0	1	0	0	4	2	1	n/a	1	1	1	n/a	1	4	3	2	2
45	0	0	0	0	1	0	1	1	1	0	0	2	n/a	2	2	1	2	n/a	2	n/a	3	1	1	1
46	1	0	1	0	1	0	1	0	0	0	0	4	2	1	1	0	1	1	1	1	3	3	3	2
47	0	0	0	0	1	1	1	0	1	0	1	3	n/a	3	2	0	1	1	4	n/a	4	3	1	2
48	0	0	0	0	0	0	1	0	0	0	0	5	1	1	1	1	2	1	1	3	4	4	1	2
49	0	0	1	0	0	0	1	1	0	0	0	5	1	1	n/a	1	1	1	1	1	3	3	2	1
50	0	0	0	0	1	0	1	1	1	0	0	5	n/a	n/a	n/a	1	n/a	2	n/a	n/a	3	n/a	4	4
51	0	0	0	0	0	0	1	0	0	0	0	2	4	n/a	n/a	0	1	1	1	n/a	4	3	1	4
52	0	0	0	0	1	0	1	0	1	0	0	4	4	1	2	1	1	1	1	1	4	3	2	4
53	0	0	0	0	1	0	0	1	0	0	1	4	n/a	3	n/a	1	5	n/a	n/a	n/a	5	3	3	5
54	0	0	0	0	1	1	1	0	1	0	0	5	n/a	5	n/a	0	4	n/a	n/a	n/a	5	n/a	n/a	3
55	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	0	4	1	1	n/a	5	1	1	1
56	0	0	0	1	0	0	1	0	0	0	1	4	2	n/a	n/a	1	5	1	1	n/a	3	2	3	4
57	0	0	1	0	1	0	1	0	0	0	1	5	n/a	n/a	n/a	0	n/a	4	4	4	5	4	5	5
58	0	0	0	0	1	0	1	0	0	0	0	n/a	5	n/a	n/a	0	4	1	3	n/a	3	2	1	5
59	0	0	0	0	0	0	1	0	0	0	1	5	n/a	n/a	n/a	1	n/a	n/a	n/a	n/a	3	3	5	4
60	0	0	0	0	0	0	1	0	1	0	1	4	2	2	n/a	0	2	4	1	n/a	4	2	2	4
61	0	0	1	0	0	0	1	0	1	0	0	4	2	3	n/a	1	2	2	3	n/a	2	5	3	4
62	0	0	0	0	1	0	1	0	0	0	0	5	n/a	n/a	n/a	1	1	1	1	1	2	3	n/a	4
63	0	0	0	0	0	0	1	1	0	0	0	2	4	3	1	1	2	1	4	1	3	1	1	2
64	0	0	0	0	0	0	1	0	0	0	0	4	1	2	n/a	1	2	2	2	n/a	3	2	2	3
65	0	0	0	0	0	0	1	0	0	0	1	3	3	n/a	n/a	0	1	1	1	n/a	3	2	1	1
66	0	0	0	1	0	0	1	0	0	0	0	5	1	1	1	n/a	n/a	n/a	n/a	n/a	4	n/a	n/a	n/a
67	0	0	1	1	1	0	1	1	1	0	0	3	3	3	n/a	1	4	n/a	3	n/a	4	5	4	2
68	0	0	0	0	0	0	1	1	0	0	0	4	3	1	1	1	1	1	5	1	4	3	1	1
69	0	0	0	0	1	0	1	0	0	0	0	4	2	2	n/a	1	n/a	n/a	3	n/a	3	2	2	n/a
70	0	0	0	0	0	0	1	0	0	0	1	5	0	n/a	n/a	n/a	1	1	1	1	3	n/a	n/a	2
71	0	0	0	0	1	0	1	0	0	0	1	5	n/a	n/a	n/a	1	1	1	1	1	2	1	1	4
72	0	0	0	0	1	0	1	0	0	0	1	4	3	n/a	n/a	1	3	3	2	n/a	4	n/a	n/a	4
73	0	0	0	0	1	0	0	0	0	n/a	n/a	5	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a	2	5	5	5
74	0	0	1	0	1	0	1	0	1	0	0	4	n/a	3	n/a	1	3	n/a	3	n/a	5	n/a	2	5
75	0	0	0	0	1	0	0	0	1	0	1	3	n/a	3	n/a	1	n/a	3	n/a	n/a	3	3	n/a	3
76	0	1	1	0	0	0	0	1	0	0	0	3	n/a	3	3	n/a	1	1	1	1	4	2	1	1
77	0	0	0	0	1	1	1	1	1	0	1	4	n/a	3	1	n/a	4	2	3	1	3	4	1	3
78	0	0	1	1	0	0	1	0	1	1	0	4	n/a	3	2	0	n/a	n/a	3	n/a	3	5	n/a	n/a
79	0	0	0	0	0	0	1	0	0	0	0	n/a	5	n/a	n/a	0	n/a	n/a	n/a	n/a	3	3	1	4
80	0	0	0	0	1	0	1	0	1	0	0	3	n/a	3	n/a	1	5	n/a	n/a	n/a	4	4	n/a	2
81	0	0	0	1	1	0	1	0	0	0	0	5	n/a	n/a	n/a	0	1	1	1	1	2	2	2	3
82	0	0	0	0	1	0	1	0	1	0	1	4	2	n/a	n/a	1	3	n/a	n/a	n/a	4	4	n/a	2

Table A-18: Survey raw data (Australian firms, questions 42-50)

NO.	42-INCO.DES	42-INCO.DEQ	42-INCO.DDU	42-INCO.DDP	43-PAY.CBD	43-PAY.COD	43-PAY.INVO	43-PAY.DPDA	43-PAY.LC	44-FUR.STA	45-CRIT.STA	46-CURR.HOM	46-CURR.COU	46-CURR.US$	46-CURR.OTH	47-EXRA.RIS	48-USE.FEXR	48-USE.FUTC	48-USE.LRFE	48-USE.OTH	49-AVA.INFO	50-INFO.PIA	50-INFO.GIA	50-INFO.GFT
83	0	0	0	0	0	0	0	0	1	0	1	4	1	4	1	0	1	1	1	1	3	2	n/a	n/a
84	0	0	0	0	1	0	0	0	1	0	1	3	1	4	1	1	4	4	2	1	2	3	n/a	n/a
85	0	0	0	0	1	0	0	1	0	0	0	5	1	1	1	0	1	1	1	1	3	1	n/a	n/a
86	0	0	0	0	0	0	0	0	1	0	0	5	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a	2	5	n/a	n/a
87	0	0	0	0	0	0	1	0	0	0	1	5	1	1	n/a	0	1	1	1	n/a	3	4	n/a	n/a
88	0	0	0	0	0	0	1	0	0	0	0	4	n/a	3	n/a	0	1	1	1	3	4	3	n/a	n/a
89	0	0	0	0	0	0	0	0	1	0	1	4	1	1	1	1	n/a	n/a	n/a	n/a	2	1	n/a	n/a
90	0	0	0	0	0	0	1	1	1	0	0	4	3	1	n/a	1	3	4	2	1	5	4	n/a	n/a
91	0	0	0	0	0	0	1	1	0	0	0	2	2	2	1	0	4	4	4	1	3	1	n/a	n/a
92	0	0	0	1	0	0	1	1	1	0	0	2	1	4	1	1	1	5	1	1	3	2	n/a	n/a
93	0	0	0	0	0	0	1	0	0	0	n/a	5	n/a	n/a	n/a	0	5	n/a	n/a	n/a	2	1	n/a	n/a
94	0	0	0	0	1	0	0	0	0	0	0	5	n/a	n/a	n/a	n/a	1	5	n/a	n/a	5	4	n/a	n/a
95	0	0	0	0	1	0	0	0	1	0	1	2	n/a	4	n/a	0	2	2	3	n/a	2	3	n/a	n/a
96	0	0	0	1	0	0	1	0	0	0	1	n/a	n/a	n/a	5	0	4	n/a	n/a	5	4	3	n/a	n/a
97	n/a	n/a	n/a	n/a	0	0	1	0	0	0	1	2	n/a	3	n/a	0	1	1	1	1	1	1	n/a	n/a
98	0	0	0	0	0	0	1	0	0	0	0	2	3	1	4	1	1	5	1	1	4	2	n/a	n/a
99	0	0	0	0	0	0	1	1	0	0	0	4	1	2	n/a	0	3	1	1	1	4	1	n/a	n/a
100	0	0	0	0	0	0	1	0	0	0	1	5	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a	4	n/a	n/a	n/a
101	0	0	0	0	0	0	1	0	1	0	0	4	2	2	1	0	5	1	1	1	3	3	n/a	n/a
102	0	0	0	0	0	0	1	0	0	0	0	5	n/a	n/a	n/a	0	5	n/a	n/a	n/a	1	1	n/a	n/a
103	0	0	0	0	0	1	1	1	1	0	0	3	4	3	n/a	1	n/a	5	n/a	n/a	4	n/a	n/a	n/a
104	0	0	0	0	0	0	1	1	1	0	1	4	3	3	n/a	0	n/a	5	n/a	n/a	4	n/a	n/a	n/a
105	0	0	0	0	0	0	1	0	1	0	0	5	1	1	1	0	1	1	1	n/a	3	4	n/a	n/a
106	0	0	0	0	0	1	1	0	1	0	0	2	2	4	n/a	0	1	5	1	n/a	4	2	n/a	n/a
107	0	0	0	0	1	0	1	0	1	0	0	4	2	n/a	n/a	0	1	1	1	n/a	4	4	n/a	n/a
108	0	0	0	0	0	0	0	0	1	0	0	n/a	n/a	5	n/a	0	n/a	4	4	n/a	3	4	n/a	n/a
109	0	0	0	0	1	0	0	0	1	0	0	4	1	2	n/a	1	4	1	1	n/a	2	2	n/a	n/a
110	0	0	0	0	0	0	1	1	0	0	0	4	n/a	3	n/a	0	5	n/a	n/a	n/a	4	4	n/a	n/a
111	0	0	0	0	0	0	1	0	1	0	0	n/a	2	4	n/a	1	n/a	3	n/a	n/a	4	n/a	n/a	n/a
112	0	0	0	0	0	0	1	0	1	0	0	4	3	3	n/a	1	4	1	2	n/a	2	1	n/a	n/a
113	0	0	0	0	0	0	1	0	1	0	0	4	2	1	n/a	0	2	1	1	n/a	4	2	n/a	n/a
114	0	0	0	0	1	1	1	0	0	0	1	5	n/a	n/a	n/a	0	1	1	1	1	3	4	n/a	n/a
115	0	0	0	0	0	0	1	1	1	n/a	0	4	n/a	2	2	1	5	1	2	n/a	4	n/a	n/a	n/a
116	0	0	0	0	0	0	0	1	1	0	1	4	n/a	4	n/a	1	4	n/a	n/a	n/a	3	4	n/a	n/a
117	0	0	0	0	1	0	0	1	1	0	0	5	n/a	n/a	n/a	1	n/a	n/a	n/a	n/a	1	3	n/a	n/a
118	0	0	0	0	0	0	1	0	1	0	0	2	3	3	n/a	0	2	4	3	n/a	3	3	n/a	n/a
119	0	0	0	0	1	0	0	1	1	0	1	4	4	4	n/a	1	n/a	n/a	n/a	3	3	1	n/a	n/a
120	0	0	0	0	1	0	0	0	1	0	1	3	1	4	1	1	1	1	4	1	1	1	n/a	n/a
121	0	0	0	0	1	0	0	0	0	0	0	1	1	5	n/a	0	3	3	n/a	n/a	3	n/a	n/a	n/a
122	0	0	0	0	1	0	1	0	1	0	0	3	4	3	n/a	0	n/a	3	n/a	n/a	3	2	n/a	n/a
123	0	0	0	0	0	0	1	0	1	0	0	4	2	n/a	n/a	0	3	1	4	n/a	3	2	n/a	n/a
124	0	0	0	0	1	0	0	1	1	0	0	4	n/a	3	n/a	1	n/a	4	n/a	n/a	2	n/a	n/a	n/a
125	0	0	0	0	0	0	1	0	1	0	1	4	4	n/a	n/a	1	n/a	n/a	4	n/a	3	1	n/a	n/a
126	0	0	0	0	0	0	1	1	1	0	0	1	1	4	1	0	1	4	1	1	4	1	n/a	n/a
127	0	0	1	0	0	0	1	0	0	0	0	5	1	1	1	0	1	1	1	n/a	3	4	n/a	n/a
128	0	0	0	0	0	0	0	1	1	0	1	1	1	4	n/a	0	4	4	1	1	2	4	n/a	n/a
129	0	0	0	0	0	0	1	0	0	0	1	2	4	1	1	0	1	1	1	1	2	3	n/a	n/a
130	0	0	0	0	1	1	1	1	1	0	0	3	4	4	n/a	1	5	n/a	n/a	n/a	1	3	n/a	n/a
131	0	0	0	0	1	1	1	0	1	0	0	1	1	5	1	1	2	2	2	n/a	4	1	n/a	n/a
132	0	0	0	0	0	0	1	0	1	0	0	5	1	1	1	1	5	1	1	1	3	1	n/a	n/a
133	0	0	0	0	0	0	1	0	0	0	1	5	1	1	1	1	1	1	1	n/a	3	1	n/a	n/a
134	0	0	0	0	1	0	0	0	1	0	1	5	1	1	1	0	n/a	n/a	n/a	n/a	2	4	n/a	n/a
135	0	0	0	0	1	0	0	1	1	1	0	4	4	1	1	1	4	1	1	1	4	5	n/a	n/a
136	0	0	0	0	0	0	0	0	1	0	1	1	1	5	1	1	5	1	1	1	3	3	n/a	n/a
137	0	0	0	0	1	0	1	1	1	1	1	4	1	4	1	1	1	5	1	1	3	1	n/a	n/a
138	0	0	0	0	0	0	1	0	0	0	1	1	4	1	1	1	1	1	1	1	3	4	n/a	n/a
139	0	0	0	0	0	1	0	0	1	0	1	2	3	4	n/a	1	3	3	3	n/a	4	5	n/a	n/a
140	0	0	0	0	1	1	1	0	1	0	0	1	1	4	1	0	1	3	1	1	4	3	n/a	n/a
141	0	0	0	0	1	0	1	0	0	0	1	5	1	1	1	0	5	1	1	1	3	1	n/a	n/a
142	0	0	0	0	0	0	0	0	1	0	1	4	1	2	1	0	4	1	1	1	2	1	n/a	n/a
143	0	0	0	0	0	0	0	0	1	0	0	1	1	4	1	0	1	3	2	1	2	3	n/a	n/a
144	0	0	0	0	1	0	1	1	1	0	0	4	1	2	1	1	n/a	n/a	n/a	n/a	3	5	n/a	n/a
145	0	0	0	0	0	0	1	0	0	0	1	4	2	3	n/a	0	1	1	1	n/a	3	2	n/a	n/a
146	0	0	0	0	0	0	0	1	1	0	1	1	4	4	n/a	1	1	5	1	1	4	4	n/a	n/a
147	0	0	0	0	1	0	1	1	1	0	1	4	2	2	n/a	1	1	3	1	n/a	3	1	n/a	n/a
148	0	0	0	0	1	1	0	1	1	0	1	3	1	4	2	1	1	4	4	n/a	4	1	n/a	n/a
149	0	0	0	0	1	0	0	1	1	0	1	1	1	4	n/a	0	5	5	1	n/a	3	3	n/a	n/a
150	0	0	0	0	0	0	0	0	1	0	0	4	3	4	1	1	2	2	3	1	3	2	n/a	n/a
151	0	0	0	0	0	0	1	0	1	0	1	4	1	2	1	0	1	1	1	3	3	3	n/a	n/a
152	0	0	0	0	0	0	1	0	1	0	1	5	1	1	1	1	2	1	1	n/a	3	1	n/a	n/a
153	0	0	0	0	0	0	1	1	0	0	0	4	1	1	1	0	1	1	1	1	2	3	n/a	n/a
154	0	0	0	0	0	0	1	0	1	0	1	5	1	2	n/a	0	1	1	1	n/a	5	4	n/a	n/a
155	0	0	0	0	0	0	0	1	0	0	0	1	1	5	n/a	0	1	4	1	n/a	3	4	n/a	n/a
156	0	0	0	0	0	0	0	1	1	0	0	4	1	1	1	0	1	4	1	n/a	3	1	n/a	n/a
157	0	0	0	0	0	0	0	1	1	0	0	4	1	4	n/a	0	3	1	1	3	3	4	n/a	n/a
158	0	0	0	0	0	0	1	0	0	0	0	2	1	4	n/a	1	1	1	1	1	3	1	n/a	n/a
159	0	0	0	0	0	0	1	0	1	0	1	4	1	4	n/a	1	4	1	1	1	4	4	n/a	n/a
160	0	0	0	0	0	0	1	1	1	0	0	4	1	3	n/a	0	3	1	1	n/a	3	1	n/a	n/a
161	0	0	0	0	0	1	0	1	1	0	1	3	3	5	n/a	1	4	4	4	n/a	2	3	n/a	n/a
162	0	0	0	0	0	0	0	0	1	0	1	4	4	1	n/a	1	4	1	4	n/a	3	1	n/a	n/a
163	0	0	0	0	1	0	1	1	1	0	0	3	2	3	n/a	0	1	5	1	n/a	3	3	n/a	n/a
164	0	0	0	0	1	1	1	1	1	0	1	4	1	4	1	1	4	1	1	1	3	1	n/a	n/a
165	0	0	0	0	0	0	1	0	0	0	0	1	4	4	1	0	1	1	1	n/a	3	1	n/a	n/a
166	0	0	0	0	0	1	0	0	1	0	0	4	1	4	n/a	0	1	1	1	n/a	3	2	n/a	n/a

Table A-19: Survey raw data (German firms, questions 50-57)

NO.	50-INFO.ATR	50-INFO.GFM	50-INFO.OTH	51-USE.MIFM	52-CRIT.INF	53-PUB.FAID	54-PART.PRO	55-CRIT.MAO	56-SUP.WISH	57-COM.EDUC	57-COM.LANG	57-COM.MENT	57-COM.TRAF	57-COM.CONP	57-COM.IMAG	57-COM.ADAP	57-COM.DIST
1	n/a	n/a	n/a	3	0	0	1	0	n/a	4	4	4	2	2	4	n/a	1
2	n/a	4	n/a	3	0	0	1	0	n/a	3	4	4	3	4	4	4	4
3	n/a	2	n/a	2	1	0	2	0	n/a	5	5	2	1	3	3	4	1
4	n/a	n/a	n/a	3	1	0	1	1	n/a	4	4	4	2	2	3	2	2
5	n/a	2	n/a	1	0	0	2	0	n/a	5	4	4	3	5	4	4	1
6	n/a	2	4	2	1	0	1	1	Finacial aid for production companies and exporters in Greece	5	5	5	3	3	4	3	3
7	n/a	4	n/a	1	0	1	3	1	Public tradefair assistance	4	4	4	5	3	2	2	2
8	n/a	n/a	n/a	5	1	0	1	0	Financial aid	5	5	5	4	4	4	4	1
9	n/a	4	4	3	1	0	1	0	n/a	4	5	3	5	2	2	5	1
10	n/a	2	4	4	0	0	1	0	Against all kinds of subsidies	3	4	4	2	3	3	2	1
11	n/a	4	n/a	1	0	0	1	0	None	4	4	4	3	2	3	3	1
12	n/a	1	n/a	3	1	0	1	0	n/a	5	5	4	3	2	2	2	1
13	n/a	3	n/a	3	1	0	2	0	Export garantees	4	4	4	3	2	4	3	1
14	n/a	3	1	3	0	1	3	1	Direct sales promotion in foreign markets	5	4	4	4	4	4	5	4
15	n/a	4	n/a	2	1	0	1	1	n/a	3	4	4	3	5	4	3	3
16	n/a	n/a	n/a	2	1	0	2	1	n/a	3	4	2	3	3	3	2	2
17	n/a	4	n/a	2	0	1	3	0	Simplyfied customs formalites	3	4	4	3	3	4	3	5
18	n/a	3	3	2	1	0	1	0	n/a	5	5	5	4	3	4	5	2
19	n/a	5	n/a	3	1	1	3	1	n/a	4	4	4	3	5	3	4	2
20	n/a	1	n/a	3	0	0	1	0	n/a	4	4	4	4	4	4	4	2
21	n/a	5	5	3	1	0	5	0	n/a	5	4	5	4	3	4	5	3
22	n/a	5	n/a	5	0	0	1	0	n/a	4	4	4	2	4	5	4	2
23	n/a	4	4	1	0	0	1	1	n/a	5	5	4	3	3	5	4	1
24	n/a	4	n/a	3	1	1	4	1	Cheaper tradefair fees	4	4	4	5	4	4	4	3
25	n/a	4	n/a	1	1	0	1	1	n/a	4	5	4	4	4	4	4	3
26	n/a	3	5	4	1	0	2	1	n/a	4	3	3	4	3	3	3	2
27	n/a	n/a	4	1	n/a	0	1	1	n/a	3	2	5	2	4	5	5	3
28	n/a	4	1	1	1	0	2	1	Better financial support for the CMA; Financial grants for trade fair participation overseas	3	5	4	4	5	3	1	1
29	n/a	5	n/a	2	1	1	3	1	Trade fair grants	4	4	4	5	4	5	4	2
30	n/a	4	n/a	2	1	0	3	0	More trade fairs; Better supply of information	4	5	3	2	4	5	3	2
31	n/a	1	n/a	2	1	0	1	1	n/a	4	4	4	3	2	3	3	2
32	n/a	5	n/a	2	0	0	1	1	n/a	4	4	4	4	4	3	4	4
33	n/a	n/a	n/a	2	0	0	5	0	Lower taxes	5	5	5	1	4	4	3	5
34	n/a	3	n/a	5	1	0	1	0	n/a	4	5	4	2	3	3	3	2
35	n/a	4	n/a	1	1	1	2	0	n/a	4	3	4	4	4	4	4	4
36	n/a	4	n/a	2	0	1	3	1	n/a	4	4	4	2	4	5	3	2
37	n/a	2	n/a	2	0	0	2	0	n/a	5	4	4	2	1	2	2	1
38	n/a	2	n/a	3	0	0	2	0	Better informed employees in German foreign trade chambers	4	3	4	3	2	4	3	3
39	n/a	1	n/a	3	0	0	2	0	n/a	2	2	2	3	2	2	2	3
40	n/a	3	n/a	3	1	0	1	0	n/a	3	3	4	2	5	5	5	4
41	n/a	3	n/a	4	1	0	3	0	n/a	3	3	2	4	4	4	5	2
42	n/a	2	3	2	0	0	1	0	Better solutions for refinanzing marketing licenses and direct investments	2	2	4	3	5	1	4	3
43	n/a	4	1	4	1	0	2	0	Reduction of non-tariff trade barriers	4	4	4	3	4	4	4	3
44	n/a	5	2	1	1	1	4	0	More export subsidies (for the former USSR countries)	5	5	5	4	4	5	4	1
45	n/a	1	1	3	1	0	1	1	n/a	5	5	5	3	3	1	3	5
46	n/a	3	2	3	1	0	2	0	n/a	4	3	2	2	5	3	3	2
47	n/a	1	n/a	2	0	0	1	0	n/a	4	5	5	3	2	4	2	2
48	n/a	4	4	2	0	1	4	1	n/a	5	4	4	5	4	3	4	1
49	n/a	3	4	4	1	0	3	1	Strengthening of the 'country of origin' effects	4	3	4	3	5	5	2	1
50	n/a	4	n/a	4	0	1	2	0	Securement of foreign payments (Iran)	5	5	4	4	4	3	4	4
51	n/a	2	n/a	1	0	0	2	0	Assistance for SME; Advertising	2	3	3	4	3	5	2	3
52	n/a	5	3	4	1	1	4	1	n/a	4	5	4	4	4	4	2	1
53	n/a	5	n/a	4	1	1	5	1	Financial aids for projects, in particular for foreign marketing	5	4	4	5	4	5	4	3
54	n/a	4	3	4	n/a	0	1	1	n/a	4	4	3	4	4	3	4	4
55	n/a	1	5	1	0	0	4	0	n/a	5	5	3	5	5	5	3	2
56	n/a	5	n/a	2	1	0	4	1	Assistance of foreign trade fair participations	5	4	4	4	5	3	4	3
57	n/a	5	5	3	1	0	1	0	Simplification of food legisation in foreign countries	4	4	4	2	3	2	4	3
58	n/a	1	n/a	4	1	0	1	0	n/a	5	5	5	3	2	4	3	2
59	n/a	4	n/a	1	1	0	1	1	n/a	4	4	5	2	3	5	4	4
60	n/a	5	n/a	2	1	0	3	0	Harmonisation of labelling, reduction of tariffs	5	5	4	4	2	3	5	2
61	n/a	4	n/a	2	1	0	1	1	n/a	3	5	5	3	4	3	4	1
62	n/a	n/a	n/a	1	1	0	2	n/a	Support for trade fair participation in foreign countries	4	4	4	4	4	5	4	2
63	n/a	1	1	1	1	0	2	0	n/a	5	5	4	4	3	4	3	2
64	n/a	4	n/a	2	1	0	2	0	n/a	5	4	4	2	3	2	2	3
65	n/a	2	n/a	1	1	0	1	1	Creation of contacts	4	4	4	3	3	3	3	1
66	n/a	n/a	3	3	1	n/a	n/a	n/a	n/a	4	4	4	4	2	5	3	2
67	n/a	4	n/a	1	1	1	2	1	n/a	5	5	4	3	3	3	4	3
68	n/a	2	5	3	1	0	1	1	Better representation of interests of the German import trade business in Brussels	5	5	4	4	3	4	3	4
69	n/a	4	n/a	2	1	0	2	0	Selective HERMES-loan securisation of short-term deals with non-public firms	5	5	5	4	4	2	3	3
70	n/a	4	n/a	1	1	0	2	1	Better advising services on potential opportunities	5	4	4	4	4	4	4	3
71	n/a	2	1	1	1	1	2	0	n/a	5	5	3	3	4	4	4	5
72	n/a	4	n/a	1	1	0	1	0	Everything that exists is run by bureaucrats. Get rid of them!	4	4	3	3	4	4	3	3
73	n/a	5	n/a	1	n/a	0	2	n/a	n/a	4	5	5	4	n/a	n/a	4	n/a
74	n/a	5	n/a	3	0	0	2	0	n/a	4	4	3	2	1	2	2	4
75	n/a	3	n/a	2	1	1	4	1	n/a	5	5	4	4	3	2	3	4
76	n/a	1	5	3	1	0	1	0	n/a	5	5	5	2	3	3	4	1
77	n/a	1	1	3	1	0	1	1	Export and import subsidies and grants	3	3	3	4	4	4	4	4
78	n/a	n/a	5	3	1	0	2	0	n/a	4	5	4	3	1	4	4	3
79	n/a	1	3	n/a	0	0	3	0	n/a	4	4	4	3	4	4	4	2
80	n/a	2	5	1	0	1	2	0	Long-term repayment of export charges	4	4	3	2	3	2	4	1
81	n/a	4	n/a	2	0	0	2	0	n/a	4	3	3	2	4	4	4	3
82	n/a	4	n/a	3	1	1	5	1	n/a	5	5	5	5	4	2	5	2

Table A-20: Survey raw data (Australian firms, questions 50-57)

NO.	50-INFO.ATR	50-INFO.GFM	50-INFO.OTH	51-USE.MIFM	52-CRIT.INF	53-PUB.FAID	54-PART.PRO	55-CRIT.MAO	56-SUP.WISH	57-COM.EDUC	57-COM.LANG	57-COM.MENT	57-COM.TRAF	57-COM.CONP	57-COM.IMAG	57-COM.ADAP	57-COM.DIST
83	4	1	1	5	1	0	1	1	n/a	3	3	5	4	4	4	4	2
84	1	1	4	1	1	1	1	0	n/a	4	4	4	2	1	2	1	1
85	1	1	5	3	n/a	0	1	0	n/a	3	2	4	2	3	5	5	5
86	4	n/a	n/a	3	1	0	1	1	Export development grants	4	4	4	1	5	3	5	3
87	5	4	n/a	4	1	1	1	1	n/a	4	4	4	2	2	4	4	3
88	3	n/a	3	4	1	0	1	0	Reduction of export fees & charges	4	3	4	3	4	4	2	4
89	2	1	1	2	1	0	n/a	1	n/a	4	4	5	3	5	2	4	4
90	4	1	4	3	1	1	1	1	n/a	4	3	5	3	3	3	5	2
91	2	4	1	2	1	1	5	0	n/a	4	3	4	3	3	3	4	2
92	4	4	2	5	1	1	3	1	Market research, cash rebates	3	2	5	3	2	4	3	3
93	3	3	n/a	1	1	1	1	0	Travel & accomodation subsidy	2	2	4	4	4	5	3	5
94	2	n/a	n/a	5	1	0	1	0	Financial supports	4	2	4	3	2	2	2	1
95	1	1	n/a	2	1	0	1	0	Efficient national export promotion policies	3	4	5	1	1	5	5	1
96	3	3	4	3	1	1	3	1	Promotion of buyer contacts to Australia	5	4	5	4	4	5	4	2
97	1	2	n/a	1	1	0	1	1	Freight subsidies, cash & promotion grants	2	3	3	3	4	3	2	2
98	2	5	1	2	0	1	2	0	Removal of all tariff + non-tariff barrieres	4	2	5	3	3	4	1	2
99	3	3	1	3	1	0	1	0	Freight assistance	2	3	4	1	2	2	3	1
100	3	n/a	4	3	1	0	1	0	n/a	4	2	5	4	2	2	2	3
101	4	4	3	4	1	1	4	0	n/a	4	2	4	4	4	4	1	1
102	3	1	3	5	1	1	1	1	Accurate contact lists supplied by AUSTRADE	4	5	5	1	2	4	2	4
103	3	n/a	n/a	3	1	0	1	0	Reduction of AUSTRADE fees; Grants	3	3	5	3	2	5	5	3
104	4	5	n/a	4	1	1	3	1	n/a	4	4	5	3	4	3	3	2
105	2	3	n/a	3	1	1	3	0	Creation of contacts to buyers	4	5	5	1	2	4	5	2
106	2	4	4	4	1	0	3	0	Trade fair funding, better market information	4	2	5	3	2	4	4	4
107	4	1	n/a	4	0	0	1	0	Less taxation and paperwork	2	4	4	4	4	5	3	1
108	4	n/a	4	2	1	1	1	n/a	n/a	5	4	4	2	1	5	4	1
109	4	1	n/a	4	1	0	1	1	Reimbursement for promotional expenditure	4	2	4	3	4	5	4	1
110	n/a	n/a	n/a	2	0	1	2	0	n/a	4	2	5	1	4	4	4	4
111	n/a	n/a	5	2	0	0	1	0	n/a	1	2	3	3	2	2	3	1
112	3	3	n/a	4	1	1	1	0	More marketing assistance	4	2	4	4	5	5	3	2
113	4	1	1	2	1	1	2	1	n/a	3	3	4	3	3	5	4	2
114	3	1	n/a	1	1	0	1	0	Trade shows subsidies	3	3	5	4	5	4	4	5
115	n/a	n/a	5	3	1	0	1	1	n/a	5	3	4	2	2	2	4	3
116	4	n/a	n/a	3	0	0	1	1	Make AUSTRADE help more simple	4	3	3	4	3	4	4	5
117	4	n/a	n/a	4	1	0	1	0	n/a	4	3	4	1	1	4	4	1
118	2	1	5	4	1	0	1	0	Rebates on export sales	4	2	3	2	3	3	4	1
119	3	2	3	4	1	1	2	0	Contact lists, marketing debt recovery assistance	3	3	4	3	2	4	4	2
120	5	5	5	2	1	0	1	1	n/a	5	5	5	3	3	3	3	2
121	n/a	2	5	5	1	0	1	1	n/a	5	3	5	2	5	5	5	2
122	3	n/a	2	3	1	0	1	n/a	n/a	4	2	4	2	1	4	4	1
123	4	1	n/a	2	1	0	1	0	n/a	3	2	4	5	5	5	4	2
124	4	n/a	4	3	1	0	1	1	Market development assistance	3	2	3	2	1	4	2	1
125	5	1	4	5	1	1	1	n/a	Rebate of travelling and communication expenses	5	5	5	4	3	5	5	5
126	3	1	1	3	1	0	1	0	n/a	3	3	4	3	3	4	5	3
127	4	2	5	1	1	1	1	1	Lower AUSTRADE fees	3	4	4	2	5	5	5	2
128	1	1	1	1	1	0	3	1	n/a	4	3	4	3	4	5	2	5
129	3	n/a	1	1	1	1	1	1	n/a	2	1	3	2	4	4	4	2
130	1	1	5	3	0	1	1	0	Traders should receive same assistances than processors	3	3	5	4	4	5	3	4
131	3	1	1	3	1	0	1	0	Abolishing government assistance to competitors	3	4	5	1	5	4	5	4
132	4	1	1	3	1	1	1	1	n/a	1	1	5	5	2	5	1	1
133	5	1	1	1	1	1	1	0	Market identification research	2	2	3	2	4	5	3	3
134	1	1	n/a	1	1	0	1	0	n/a	2	2	5	3	3	3	4	3
135	2	1	1	4	1	1	1	0	n/a	4	4	4	2	3	5	4	3
136	1	1	3	4	1	1	1	0	Market access information	3	3	4	3	3	3	4	4
137	5	1	1	5	1	0	1	1	Provision of information on potential customers	4	3	5	2	2	2	4	3
138	4	1	1	5	1	1	4	1	Quicker payments	3	2	5	4	2	4	4	1
139	2	2	5	4	1	0	2	1	n/a	5	5	5	2	4	5	3	3
140	3	3	4	4	1	0	1	1	Cash	3	2	4	2	1	5	3	3
141	4	1	5	4	1	1	1	0	Creation of importer contacts; advertising & travel assistance	2	2	5	5	5	5	3	3
142	4	4	n/a	4	1	0	1	0	n/a	4	4	5	3	4	5	4	5
143	1	1	1	3	1	0	1	n/a	n/a	3	2	5	3	2	5	3	1
144	3	3	5	2	0	1	2	0	Less paper work; fair allocation of quota	5	5	5	2	2	2	4	2
145	4	2	4	3	1	1	2	1	Simplify AUSTRADE procedures; financial grants	5	5	5	4	5	5	4	3
146	2	1	5	3	1	1	1	0	n/a	3	3	4	3	3	5	4	5
147	4	4	5	2	1	1	1	0	Creating contacts to oversea buyers	3	3	3	5	4	5	3	3
148	4	1	4	3	1	0	1	0	Performance grants	3	1	4	1	3	4	4	4
149	4	2	n/a	5	1	0	1	n/a	n/a	4	2	4	3	3	5	5	2
150	4	2	2	3	1	0	2	0	Customer information	2	2	3	2	3	4	5	2
151	3	2	4	2	1	1	1	1	Export Market development - purchasing shelf space in Asian supermarkets	3	2	4	2	3	5	3	1
152	4	2	n/a	5	1	0	1	1	n/a	3	5	5	3	4	4	2	2
153	4	1	1	2	1	0	1	1	Financial grants	2	1	4	2	2	4	3	3
154	5	5	5	2	1	1	3	1	Funding for R&D costs	4	3	5	3	2	5	5	1
155	1	1	n/a	2	n/a	1	1	0	n/a	2	2	2	2	3	4	3	2
156	4	5	n/a	2	1	0	4	1	Marketing spending assistance	4	1	4	4	4	3	4	1
157	2	2	4	4	1	0	1	0	Tariff & quota negotiations	5	1	4	3	1	4	5	1
158	3	3	n/a	3	0	0	1	1	n/a	4	3	5	2	4	3	4	4
159	5	4	4	3	0	1	1	0	n/a	3	3	4	3	4	5	5	5
160	3	4	n/a	4	0	0	4	1	n/a	1	1	2	2	1	4	2	1
161	3	1	n/a	3	1	1	1	1	Grants & information on country and customers	5	3	4	2	4	4	4	2
162	5	1	4	2	1	0	1	1	n/a	5	5	5	5	5	5	2	2
163	2	4	4	3	1	0	3	0	Creation of market access to EU & USA	3	2	4	1	1	3	4	1
164	3	1	1	1	1	0	1	1	Subsidies	3	1	3	1	3	3	3	3
165	3	1	n/a	1	1	1	1	0	n/a	3	4	4	5	5	5	4	5
166	4	1	n/a	2	1	0	1	1	Trade shows & promotion assistance	4	2	5	4	3	5	4	3

Table A-21: Survey raw data (German firms, questions 57-58)

NO.	57-COM.KLOG	57-COM.TRAN	57-COM.STOC	57-COM.BORD	57-COM.KLAW	57-COM.ADRE	57-COM.INCO	57-COM.PAYM	57-COM.EXCR	57-COM.MINF	57-COM.FINS	57-COM.MARK	58-POSITION
1	4	2	3	5	2	2	3	2	3	2	1	2	Export Secretary
2	3	3	4	5	5	4	3	3	3	3	1	1	Sales Manager
3	5	5	5	5	3	5	2	2	2	2	1	1	Owner/Manager
4	4	4	4	4	4	4	3	3	3	3	3	3	Managing Director
5	5	5	1	5	5	5	5	5	3	1	1	1	Owner
6	4	5	5	5	5	5	3	4	3	4	4	4	Owner
7	2	3	3	4	4	5	3	4	4	4	4	4	Export Sales Manager
8	5	3	4	5	5	5	2	4	4	3	3	3	Managing Director
9	4	3	3	4	5	4	4	4	4	3	2	3	Managing Director
10	3	3	2	4	4	n/a	2	3	3	3	1	1	Managing Director
11	3	4	4	5	4	5	4	3	4	4	1	3	Managing Director
12	4	4	4	5	3	4	5	5	3	4	1	1	Managing Director
13	2	2	3	3	4	4	3	3	4	4	2	2	Export Manager
14	4	5	4	5	4	4	2	2	5	2	2	5	Sales Mangager Export
15	2	2	2	4	4	4	3	4	2	3	3	3	Managing Director
16	5	5	5	4	4	4	3	3	3	3	2	2	Managing Director
17	5	3	3	4	3	3	2	2	3	3	2	3	Managing Director
18	5	5	5	5	5	5	5	5	5	5	2	2	Managing Director
19	3	3	3	4	4	4	4	4	2	3	3	3	Export Secretary
20	3	4	4	4	3	2	2	2	1	4	1	1	Managing Director
21	5	1	4	4	5	5	5	5	5	4	3	5	Managing Director
22	3	4	2	5	5	5	5	3	1	4	1	2	n/a
23	3	3	4	5	5	3	3	4	5	3	4	3	Managing Director
24	4	4	4	4	2	4	4	4	2	4	4	4	Export Manager
25	4	4	3	3	4	5	4	4	5	4	5	5	Managing Director
26	4	4	3	4	4	3	2	3	3	4	3	3	Managing Director
27	5	4	4	5	5	4	4	4	5	5	1	3	Managing Director
28	4	1	1	5	5	5	3	5	2	4	5	5	Managing Director
29	3	2	2	3	4	4	3	4	2	3	3	4	Manager
30	2	4	2	5	4	5	4	4	4	4	2	4	Export Manager
31	2	4	3	3	2	4	3	3	4	4	2	2	Marketing/Sales Manager
32	4	5	3	3	5	5	3	3	2	4	4	4	Export Manager
33	3	3	1	5	5	4	1	1	5	3	1	1	Managing Director
34	4	4	2	4	3	4	2	3	3	3	2	2	Marketing Manager
35	5	4	4	5	4	5	5	5	5	4	4	4	Export Manager
36	4	3	4	4	3	3	2	3	2	2	3	3	Sales Manager Europe/South America
37	4	2	5	4	5	5	2	2	4	3	2	2	Managing Director
38	3	2	2	4	3	4	3	2	2	3	2	4	Managing Director
39	2	2	2	2	2	2	3	2	3	2	3	3	Export Manager
40	3	3	3	3	3	1	1	1	1	3	1	1	Managing Director
41	2	2	2	4	4	4	1	2	3	3	4	3	Managing Director
42	3	5	5	2	2	4	1	1	1	3	4	3	Finance/Controlling Manager
43	4	3	3	4	4	4	4	4	3	4	2	2	Export Manager
44	1	5	4	4	4	5	4	4	1	4	4	3	Sales Manager
45	5	5	5	5	5	5	1	5	5	5	3	3	Managing Director
46	4	3	2	4	3	3	2	2	1	4	1	3	Marketing- and Export Manager
47	2	4	4	4	4	3	3	3	4	3	2	2	Manager
48	3	5	1	5	4	4	2	4	4	3	4	4	Export Manager
49	3	4	4	3	5	4	2	2	2	4	5	5	Export Manager
50	4	4	4	4	4	5	3	4	5	4	4	4	Export Manager
51	4	3	3	5	2	4	1	1	1	5	4	4	Owner
52	4	4	2	3	5	5	3	3	2	4	3	3	Export Manager
53	5	4	4	5	5	5	5	5	5	4	5	5	Export Manager
54	4	4	4	4	4	4	3	3	4	4	4	4	Marketing/Export
55	5	5	5	5	5	5	4	4	4	4	3	2	Assistent of the Managing Director
56	4	4	3	3	4	4	3	4	3	3	4	4	Exportmananger
57	4	4	4	3	3	3	4	4	4	3	1	1	Export / Administration Manager
58	5	3	4	5	4	3	3	3	3	4	2	2	Managing Director
59	4	4	5	2	5	4	3	4	5	4	4	4	Export Manager
60	3	5	4	4	5	5	5	5	3	4	2	2	Export Manager
61	1	1	3	4	5	4	3	3	3	4	2	2	Managing Director
62	3	4	5	4	3	3	2	2	2	4	2	3	Export Manager
63	4	4	2	4	4	4	4	4	5	5	1	3	Managing Director
64	4	2	1	3	4	4	2	2	4	3	1	1	International Sales Director
65	4	5	4	4	4	4	3	5	2	3	2	4	Manager Administration
66	5	5	5	4	4	4	3	3	4	3	3	2	Import Secretary
67	n/a	n/a	n/a	5	5	5	n/a	4	4	3	5	5	n/a
68	5	5	4	5	4	3	2	2	4	4	2	2	Manager
69	5	5	5	5	5	5	3	3	4	4	1	2	Export Manager
70	4	4	4	5	4	4	4	4	3	3	3	3	Export Manager
71	2	2	2	4	4	4	4	2	2	3	3	3	Sales Manager
72	4	3	3	4	3	3	3	3	4	3	1	1	Export Manager
73	n/a	4	n/a	n/a	5	5	5	5	n/a	5	n/a	4	n/a
74	5	4	4	4	3	5	4	3	3	2	2	2	Export Manager
75	4	4	2	4	4	4	4	4	5	4	5	2	Export Manager
76	3	3	4	4	5	5	4	5	5	4	1	1	Managing Director
77	4	4	4	4	5	5	5	5	3	3	5	5	Owner
78	4	4	5	5	5	5	3	4	3	3	3	3	Assistent of the Managing Director
79	3	3	3	5	2	1	1	1	1	1	1	3	Manager Internal Services
80	3	3	2	4	5	5	3	5	5	3	5	2	Sales Manager
81	2	3	3	4	2	3	1	2	2	3	1	2	Area Export Sales Manager
82	2	1	1	5	5	5	5	5	3	5	3	3	Sales Administrator

Table A-22: Survey raw data (Australian firms, questions 57-58)

NO.	57-COM.KLOG	57-COM.TRAN	57-COM.STOC	57-COM.BORD	57-COM.KLAW	57-COM.ADRE	57-COM.INCO	57-COM.PAYM	57-COM.EXCR	57-COM.MINF	57-COM.FINS	57-COM.MARK	58-POSITION
83	2	3	4	4	4	4	2	4	2	3	1	2	CEO/Proprietor
84	1	2	2	2	4	4	4	4	3	3	4	1	Managing Director
85	3	5	5	5	5	5	2	2	2	5	1	1	Director Sales & Marketing
86	2	2	4	4	5	5	4	4	3	5	2	2	Export Development Manager
87	1	1	1	4	4	4	4	4	4	4	4	3	Director
88	4	4	4	4	5	4	3	3	4	4	3	3	Director
89	5	5	5	5	5	5	5	5	4	5	5	5	Export Manager
90	5	4	4	5	4	4	4	3	4	3	4	n/a	Personal Assistent
91	3	3	5	5	5	5	2	3	3	4	2	4	International Marketing Manager
92	4	4	4	5	4	4	5	5	5	5	5	5	Promotion Coordinator
93	5	3	4	4	4	4	4	4	4	4	4	4	Managing Director
94	3	1	5	4	5	4	1	5	1	4	5	2	Managing Director
95	5	5	5	5	5	5	4	5	4	5	1	1	CEO
96	5	5	5	5	5	5	5	5	5	5	4	4	Managing Director
97	2	4	2	4	4	4	4	4	4	4	5	4	CEO
98	2	1	3	4	5	5	3	3	4	3	1	2	Export Manager
99	3	3	3	3	3	4	3	3	4	4	4	3	Managing Director
100	4	5	5	5	5	5	3	4	4	5	3	3	Director
101	2	1	3	2	4	5	3	3	3	5	4	4	Marketing Manager
102	5	3	3	5	4	4	1	1	1	5	5	1	Managing Director
103	5	5	5	5	5	5	4	4	5	5	4	4	Export Manager
104	4	4	5	5	5	4	2	4	4	3	4	5	Division Manager
105	4	5	2	5	5	5	3	4	1	4	3	3	CEO
106	5	4	4	5	5	4	5	4	5	4	5	4	Export Manager
107	3	4	3	4	5	4	3	3	2	4	2	1	Owner/General Manager
108	4	2	4	3	4	4	3	4	4	4	2	3	General Manager
109	4	2	4	5	5	5	4	4	5	5	4	4	Proprietor
110	5	5	5	5	5	5	3	3	4	5	3	2	Export Manager
111	2	4	4	2	2	2	2	2	3	2	2	2	General Manager
112	3	3	4	4	5	5	4	3	3	4	5	2	Managing Director
113	3	3	5	5	4	5	4	4	5	4	3	4	General Manager
114	5	3	5	5	5	4	4	4	5	5	5	3	Export & Distribution Manager
115	3	4	4	5	5	5	3	4	4	4	5	4	Director
116	4	5	4	5	4	4	3	2	3	3	4	2	Export Director
117	4	3	4	5	5	4	3	3	1	4	4	1	General Manager
118	4	3	4	3	5	5	2	2	3	5	1	1	Export Manager
119	3	4	3	4	4	4	4	4	4	3	3	2	Managing Director
120	4	3	2	5	2	4	3	4	5	5	2	3	Director
121	5	4	5	5	5	5	5	3	5	3	3	5	Director
122	5	4	4	4	2	3	4	4	4	5	2	1	Director
123	4	3	2	5	4	5	3	3	3	5	2	2	Director
124	4	4	2	4	2	4	2	4	4	4	2	2	Managing Director
125	5	4	3	5	5	5	5	5	5	5	5	3	Managing Director
126	4	3	3	3	4	4	3	3	4	4	3	3	Manager
127	4	4	2	5	5	4	2	3	1	4	5	1	Director
128	3	5	5	4	4	5	3	4	4	4	4	3	General Manager
129	3	2	4	5	5	5	4	3	4	4	3	3	Owner
130	4	4	5	5	5	5	5	5	5	5	5	3	Director
131	4	3	4	4	4	3	3	4	3	4	1	1	Director/Proprietor
132	2	3	4	5	5	5	4	4	4	5	4	4	Director
133	3	4	5	5	4	4	4	5	5	5	5	2	Administrator
134	3	2	3	3	4	4	4	4	4	4	5	1	Market Development Manager
135	3	4	3	3	4	3	3	3	4	3	1	1	Global Marketing Manager
136	4	4	4	5	5	5	4	4	4	4	2	1	Managing Director
137	4	4	4	2	4	4	2	3	5	5	2	3	Director
138	4	4	4	4	4	2	4	4	3	4	4	4	Director
139	4	4	3	4	4	5	5	4	3	3	3	3	Marketing Manager
140	4	4	4	5	4	5	4	4	5	5	4	4	General Manager
141	5	5	5	5	5	5	4	4	5	4	4	1	Manager/Proprietor
142	5	5	5	5	5	5	5	5	5	5	1	1	Director
143	3	5	3	5	5	5	5	1	5	5	5	1	Marketing Manager
144	5	5	5	5	5	4	2	2	2	5	5	3	Manager
145	4	2	3	4	4	5	4	3	3	4	5	3	Director
146	5	5	5	5	4	5	4	5	5	5	5	1	General Manager
147	3	3	4	4	4	4	3	3	4	4	4	2	Sales Director
148	4	3	4	2	4	2	3	4	4	2	4	3	Managing Director
149	4	3	5	3	5	3	3	4	5	4	3	3	CEO
150	3	2	4	4	3	3	2	2	2	3	3	2	Export/Import Co-ordinator
151	1	1	4	4	3	3	5	4	2	3	4	2	Sales/Export Manager
152	4	4	5	5	5	4	3	4	5	4	4	3	General Manager
153	4	4	3	3	4	4	4	4	3	3	4	4	Export Manager
154	5	5	3	5	5	5	5	4	2	4	5	5	Marketing Manager
155	3	3	4	4	4	3	3	3	4	4	3	3	Administration Secretary
156	5	2	4	3	3	2	4	4	5	5	1	5	Export Manager
157	5	5	4	5	4	4	4	4	3	5	2	1	CEO
158	3	2	3	5	4	4	3	3	3	4	2	1	General Manager
159	4	3	2	3	4	5	3	3	5	5	4	4	Operations Manager
160	2	2	4	3	3	3	1	1	2	2	2	4	Group General Manager
161	2	2	3	3	3	3	2	3	3	3	3	3	Managing Director
162	5	5	5	5	4	4	5	5	5	5	3	3	Managing Director
163	2	1	4	3	4	5	2	2	3	3	1	3	International Manager
164	1	5	5	5	4	5	5	1	5	5	5	1	General Manager
165	5	5	4	5	5	5	4	4	3	5	3	2	Export Manager
166	3	4	4	3	4	4	4	4	5	4	5	4	Managing Director

QUESTIONNAIRE

to selected agri-food companies in Australia

Doctoral dissertation
to determine key factors
affecting success in
international
food product markets

Christian Fischer

- I hope you will be able to help me as the success of this research project depends on your cooperation. **Your experience**, expressed in a completed questionnaire will improve both the quality of this study and the results that every participant will receive free of charge. Information gained from the study will be useful for anybody involved in international food trade.

- **To receive the results of the study** please use the attached postcard and fill in your name & your address.

- Please take **15-20 minutes of your time** and answer the questions in the following 10 pages according to the view of your company. Then put the questionnaire into the attached envelope and return it by post.

- All responses contained in this survey will remain **absolutely anonymous** and be used solely for the purpose of this study.

Thank you very much for your support!

INFORMATION

Final date of return:

Please return the questionnaire
(by using the attached envelope) by:

1 July 1999

Christian Fischer
School of Economics
The University of Adelaide

Adelaide, SA 5005

Questions

In case you have any questions please contact Christian Fischer on
Ph (mobile) 0413 551 904 or e-mail *christian.fischer@student.adelaide.edu.au*

How to fill in the questions:

- Please mark your choice clearly with a cross (as indicated below) or fill in the values in the appropriate grey shadowed boxes:

Less than 6 times	6 to 12 times	13 to 24 times	More than 24 times

- It you think that more than one option is correct, then please mark all the corresponding boxes with a cross.

- Most questions provide 5 grade rating scales for your answers.
1 always means the lowest, 3 the mean and 5 the highest value.

I. General questions concerning your company

1. To which class of business does your company belong? (Please mark with a cross):

Manufacturing/ Processing	Trading

2. General information about your company? (Please fill in the values):

How many full-time employees did your company have in 1998? (Please convert part-time jobs into full-time jobs)					
What was the total turnover (before taxes) in 1998?				mil A$	
What is the legal status of your company (Ltd., etc.)?					
Are the proprietors engaged as managing directors or CEOs?	Yes			No	
For how many years has your company existed?				Years	
How would you judge the degree of competition for your company? (1=Never aggressive, ... , 5=Totally aggressive)	1	2	3	4	5

3. Which kind of foreign business transaction occurs mainly in your company? (Please mark with a cross: 1=Never, ... , 5=Always):

Import	1	2	3	4	5
Export	1	2	3	4	5
Award of licences / franchising	1	2	3	4	5
Foreign direct investments (acquisition of outlets or production facilities)	1	2	3	4	5
Others:_____	1	2	3	4	5

4. In which countries or group of countries does your company mainly conduct business? (If exact figures for each country are unknown please give a regional approximation):

Asia:												New Zealand	America:			
China		Japan		India		Southeast Asia		Others					Northern America		Middle or Southern	
	%		%		%		%		%		%			%		%

Europe:						Former Soviet Union	Africa:							Others
EU		Switzer -land		Eastern Europe			North of Sahara		South of Sahara		Rep. South Africa		Others	
	%		%		%	%		%		%		%		%

5. Who are the main customers for your products?
(In case there are more than one, please fill in the percentage values):

Processors		Wholesalers		Retailers		Consumers	
	%		%		%		%

6. For how many years has your company conducted *foreign* business deals?
(Please fill in the figure):

			Years

7. What is the current proportion of foreign business in your company's total turnover?
(Please fill in the percentage values):

Share in total turnover		
Export		%
Import		%

Share of the import segment in total turnover

8. What was the percentage change of your total foreign business during the last three years? [(foreign business turnover 1998 / turnover 1996) x 100 =]
(Please fill in the percentage value):

			%

9. How would you describe the current (1999) business development tendency of your company? (Please mark with a cross:
1=Strongly decreasing, 2=Decreasing, 3=Constant, 4=Growing, 5=Strongly growing):

Foreign business activities					Domestic business activities					Total business activities				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

10. How would you describe in the medium-term future (next three years) the business development tendency of your company? (Please mark with a cross:
1=Strongly decreasing, 2=Decreasing, 3=Constant, 4=Growing, 5=Strongly growing):

Foreign business activities					Domestic business activities					Total business activities				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

11. Do you expect homogenous growth, or different growth tendencies in different countries or product groups? (Please mark with a cross):

Homogenous development	Differences in countries	Differences in products

II. Questions about the foreign business qualification / performance of your company

12. How many full time employees does your company currently employ for your foreign business activities (Marketing and administration)?
(Please convert part-time jobs into full-time jobs
(à 40 work hours a week) and fill in the number):

13. What qualifications do the employees in your company have who work directly in foreign business activities? (Please fill in the percentage values):

University degree		Apprenticeship		Others	
	%		%		%

14. Which courses did the employees of your company with a university degree study? (Please fill in the percentage values):

Commerce / Economics		Law		Agriculture / Food related studies		Others:	
	%		%		%		%

Please fill in which others

15. Have you or other employees obtained any further education or training to improve the necessary knowledge for the foreign business activities of your company? If yes, which ones?
(Please fill in the percentage share of the single points in the totally obtained measures):

No, none	Further special university courses		Courses offered by government agencies		Courses offered by private institutions		Further training obtained overseas	
		%		%		%		%

16. How many foreign languages on average do the employees in your company speak who deal with foreign customers or suppliers?
(Please mark with a cross):

0	1	2	3	4	Foreign languages

17. How well do those employees speak their most relevant foreign languages?
(Please mark with a cross: 1=Insufficient knowlegde, 2=Basic knowlegde, 3=Medium knowlegde, 4=Good knowledge, 5=Very good knowledge):

1	2	3	4	5

18. How important are the following foreign languages for the foreign business activity of your company? (Please mark with a cross: 1=Non important, ... , 5=Very important):

Chinese					Spanish					French					Language of trading partner country					Other international languages:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

19. Do you think that better foreign language skills of the employees in your company would significantly improve its foreign business success?
(Please mark with a cross):

Yes	No

20. In regard to the specific mentality or business practices of foreign business partners, how knowledgeable do you think your relevant employees who interact with them are? (Please mark with a cross:
1=Insufficient knowledge, ... , 5= Very good knowledge):

1	2	3	4	5

21. Do you think that improved knowledge of those employees in your company with direct contact to foreign customers / suppliers concerning their mentality or business practices would significantly improve the success of the foreign business activities of your company? (Please mark with a cross):

Yes	No

III. Questions concerning the trade fair activities or your company

22. Does your company take part in *trade fairs within Australia* and if yes, in which form and how often? (Please mark with a cross):

No	As VISITOR		
	<3 times	3-6 times	>6 times

No	As EXHIBITOR		
	<3 times	3-6 times	>6 times

23. Does your company take part in *trade fairs outside Australia* and if yes, in which form and how often? (Please mark with a cross):

No	As VISITOR		
	<3 times	3-6 times	>6 times

No	As EXHIBITOR		
	<3 times	3-6 times	>6 times

24. What are the main purposes of trade fairs for your company?
(Please make a separate assessment: 1=Non important, … , 5=Very important):

As VISITOR																								
Obtaining general information					Market analysis/ observation of competitors					Making, keeping or improving contacts					Acquisition of deals					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

As EXHIBITOR																								
Presentation of the company or its products					Market analysis/ observation of competitors					Making, keeping or improving contacts					Acquisition of deals					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

25. On average, what are the current annual trade fair expenditures of your company? How many employees does your company typically deploy on trade fairs each year [number of employees per trade fair x number of trade fairs visited a year]?
(Please fill in the figures):

			,000 A$					employees

26. Does your company receive financial government grants for its trade fair activities? If yes, to what extent? (Total amount in $A in 1998)?
(Please fill in the values):

No, nothing				,000 A$

27. Does your company prefer generally an individual single trade fair stand or a shared common trade fair stand (e.g. in the framework of a regional or company cooperation)?
(Please mark with a cross):

Individual stand	Common stand

28. Do you think that additional trade fair efforts, (i.e. higher levels of participation or bigger presentations on trade fairs) would significantly improve the foreign business success of your company?
(Please mark with a cross):

Yes	No

IV. Questions concerning the food product

29. What are the main commodity groups your company works in?
(If more than one then please fill in the percentage share in total turnover):

Cereals / bakery goods		%
Fruits / vegetables		%
Milk & dairy products / eggs & egg products		%
Meat & meat products		%
Seafood & seafood products		%
Cooking or baking ingredients		%
Ready-to-eat meals or products		%
Confectionery / savouries		%
Soft drinks / beer / wine / spirits		%
Coffee / tea / nuts		%

30. Which degree of processing and preservation was or is applied to the products of your company? (Please tick only more than one box if they occur to the same extent):

Bulk products/ unpacked	Fresh or slightly processed / packed (tetra, vacuum-sealed, etc.)	Dried/ Smoked	Bottled (glass / tin)	Deep frozen	Others (Drinks)

31. How do you assess the commodity logistics problems (transport & storage) that occur in your foreign business in comparison to other (non food) industries?
(Please mark with a cross: 1=Never difficult, ... , 5=Very difficult):

1	2	3	4	5

32. Which means of transport does your company mainly use for the transport of its goods to the foreign country (export) or from the foreign country to Australia (import)?
(Only tick both boxes when using ship and aeroplane to the same extent):

Ship	Aeroplane

33. How important for the success of your foreign business activities is the availability of special food transport logistics in your foreign partner countries? E.g. means of protection against temperature, moisture, vibration or oxygen [like refrigerator trucks, controlled atmosphere (CA) storage, IFCO fruit crates (designed by the International Fruit Container Organisation), etc.]?
(Please mark with a cross: 1= Non important, ... , 5=Very important):

1	2	3	4	5

34. What, in your experience, is the proportion of commodity losses that occur due to the foreign business activities of your company (long distance, retarded transports, unsuitable means of transport, etc.)?
(Please fill in the percentage value in relation to the total commodity amount):

			%

35. What was the annual stock turnover in your company in 1998?
(Total annual turnover / average stock amount in A$ =)? (Please mark with a cross):

Less than 6 times	6 to 12 times	13 to 24 times	More than 24 times

36. How big is the seasonal influence in the main business category of your company? [(Turnover of the month with highest turnover / turnover of month with lowest turnover) x 100% =]? (Please mark with a cross):

Less than100%	100% to 150%	151% to 200%	More than 200%

No seasonal influence → Strong seasonal influence

37. To what extent do you believe the existence of a positive image of the origin of a food (e.g. a famous holiday area) promotes its market success?
(Please mark with a cross: 1=In no case, ... , 5=In any case)

1	2	3	4	5

38. Does your company highlight the origin (country or region) of the products when marketing them?
(Please mark with a cross: 1=Never, ... , 5=Always):

1	2	3	4	5

39. When marketing its products, to what extent does your company adapt them to local consumer preferences in recipe, packaging (others than labeling) or price?
(Please mark with a cross: 1=Never, … , 5=Totally):

Recipe					Packaging (others than labeling)					Price					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

40. To what extent do the different national food legislations cause problems for the foreign business activities of your company? (Please mark with a cross:
1=No problems, ... , 5=Very strong problems):

1	2	3	4	5

41. To what extent do administrative regulations (e.g. tariffs, quotas, statistic reports, tax regulations, etc.) cause problems for the foreign business activities of your company?
(Please mark with a cross: 1=No problems, ... , 5=Very strong problems):

Tariff formalities					Quota regulations					Statistical reports					Tax matters					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

V. Questions concerning trade and payment terms

42. Does your company use "International Commercial Terms" (INCOTERMS) when operating with foreign business partners?
If yes, which ones?
(Please mark with a cross those terms that your company uses mainly):

NONE	
Group E:	
EXW (Ex works)	
Group F:	
FCA (Free carrier)	
FAS (Free alongside ship)	
FOB (Free on board)	
Group C:	
CFR (Cost and freight)	
CIF (Cost, insurance and freight)	
CPT (Carriage paid to)	
CIP (Carriage and insurance paid to)	
Group D:	
DAF (Delivered at frontier)	
DES (Delivered ex ship)	
DEQ (Delivered ex quay (duty paid))	
DDU (Delivered duty unpaid)	
DDP (Delivered duty paid)	

43. What payment terms does your company mainly use in foreign business transactions? (Please tick more than one box only if your company uses the terms to the same extent):

a) Non documentary Payments:

Cash before delivery (c.b.d.)	
Cash on delivery (c.o.d.)	
Simple invoice with due date	

b) Documentary Payments:

Documents against payment (d/p) or acceptance (d/a)	
Letter of credit (L/C)	

44. Does your company use further internationally approved contract standards such as the COFREUROP (Internationally standardised general terms of business in the fruit and vegetable industry)?
(Please mark with a cross):

Yes	No

45. Do you think that a further simplification or standardisation of international trade or payment terms would improve your success in foreign business significantly?
(Please mark with a cross):

Yes	No

46. Which currency does your company mainly use for its foreign business activities?
(Please mark with a cross: 1=Never, ... , 5=Always):

A$					Currency of corresponding country					US$					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

47. In the history of your company, have foreign exchange risks ever prevented a foreign business deal?
(Please mark with a cross):

Yes	No

48. How does your company cover foreign exchange risk?
[E.g. arrangement of fixed exchange rates on completion of a contract, forward foreign exchange contracts (or futures, options, swaps), long run acquisition and keeping of foreign exchange, etc.]. (Please mark with a cross: 1=Never, … , 5=Always):

Arrangement of fixed exchange rates					Forward contracts, futures, options, swaps					Long run acquisition and keeping of foreign exchange					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

VI. Questions about the provision of information in your company

49. Do you believe that your company always has enough relevant information available for its foreign business activities?
(Please mark with a cross: 1=Never, ... , 5=Always):

1	2	3	4	5

50. Which sources does your company mainly use for obtaining relevant information [e.g. private market research; government agencies (e.g. Austrade), or commodity marketing boards]?
(Please mark with a cross: 1=Never, ... , 5=Intensively):

Private information agencies					Austrade					Commodity marketing boards					Others:				
1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5

Please fill in which others

51. To what extent does your company use the new electronic information media, like CD-ROMs, Internet or online-databases for its foreign business activities?
(Please mark with a cross: 1=Never, ... , 5=Intensively):

1	2	3	4	5

52. Do you think that a better supply of information about your foreign selling or supply markets would improve significantly your success in foreign business?
(Please mark with a cross):

Yes	No

VII. Questions related to government assistance

53. Does your company receive any financial grants for its international trade activity (export or import subsidies, cash refunds for overseas expenditure, etc.)?
(Please mark with a cross):

Yes	No

54. Does your company use, in any form, the support offered by commodity marketing boards?
(Please mark with a cross: 1=Never, ... , 5=Intensively):

1	2	3	4	5

55. Do you think that better support through commodity marketing boards would improve significantly your success in foreign business?
(Please mark with a cross):

Yes	No

56. In what way would you wish to receive government assistance for your foreign business activities?
(Please list the most important points):

_____

_____

VIII. General assessment and final question

57. Please now make a general comparative assessment. How important do you think the following components are for the success of the foreign business activities of your company? (Please mark with a cross: 1=Unimportant, ... , 5=Very important):

Special education /qualification of staff	1	2	3	4	5
Good foreign language skills	1	2	3	4	5
Knowledge of the respective mentality & business practice of foreign business partners	1	2	3	4	5
Intensive and frequent participation in trade fairs	1	2	3	4	5
Existence of similar patterns of taste or similar consumption habits within the people of the trade partner countries	1	2	3	4	5
Existence of a positive image of the origin of a food (such as Tasmanian dairy products, etc.)	1	2	3	4	5
Adaptation of the products to the corresponding regional consumption pattern in recipe, packaging, price, etc.	1	2	3	4	5
Small geographical distance to the foreign markets	1	2	3	4	5
Knowledge of the special (logistics) characteristics of the food product	1	2	3	4	5
Availability and use of special transport logistics	1	2	3	4	5
Availability of sufficient stock capacities	1	2	3	4	5
Trouble-free customs clearance of the shipments	1	2	3	4	5
Knowledge of corresponding food legislation in partner countries	1	2	3	4	5
Knowledge of the corresponding administrative rules, market restrictions (e.g. tariffs, quotas) , customs rules, etc.	1	2	3	4	5
Use of standardised trade terms (INCOTERMS)	1	2	3	4	5
Use of internationally standardised payment terms	1	2	3	4	5
Appropriate protection against exchange rate risks	1	2	3	4	5
Availability and easy access to relevant (market) information of the partner countries	1	2	3	4	5
Public financial assistance (subsidies)	1	2	3	4	5
Intensive support from commodity marketing boards	1	2	3	4	5

58. Please tell us your position in the company. (Responder to questionnaire):

_____

Thanks again for your support!