

## **Annex 1: Methodology**

This Annex describes the methodology used by the five countries (Denmark, Finland, the Netherlands, Norway, and Sweden) for the International Sourcing survey. This survey was carried out in the framework of the EUROSTAT ad-hoc survey on the international sourcing of business functions by enterprises.

### **Objectives**

The aim of the survey is to gather information on several aspects of international sourcing such as target countries, kind of activities outsourced, motivation factors, impact, barriers and also the consequences for domestic employment.

### **Population frame**

The survey covered NACE rev.1 sectors from C to K excluding J in the Netherlands and Sweden. The financial sector (NACE sector J) was included in Denmark, Norway and Finland. Employment size classes of 50 or more employees were covered by all countries except the Netherlands, where the cut-off limit was 100 employees.

### **Statistical unit**

Enterprise

### **Start of the survey**

The survey was carried out during the second and third quarter of 2007 in all five countries.

### **Frequency**

The international sourcing survey is a EUROSTAT pilot project and as such it is a once-off survey.

### **Type of survey**

Most countries carried out a sample survey. Denmark had a census for enterprises employing 50 or more employees and Finland 100 or more employees.

### **Observation method**

EUROSTAT has developed a standard questionnaire. Individual countries introduced additional questions and/or made changes to the existing questions.

The mode of observation varies in different ways. The most important differences between the five countries are presented in table A below.

**Table A : Questionnaire on international sourcing.**

	Denmark	Finland	The Netherlands	Norway	Sweden
Mandatory or voluntary	Partly mandatory (questions 1-5) and partly voluntary	mandatory	voluntary	voluntary	voluntary
Paper or electronic format	both	both	both	paper	both
Additions/changes made to Eurostat questionnaire	several	some	minor	several	some

See Annex 2 for the EUROSTAT questionnaire and Annex 2.1 for the detailed additions and changes to this questionnaire in the national questionnaires.

### Sample size and response rate

The sample sizes and the response rates are given in Table B below. To facilitate comparison, the number of enterprises in the examined population is also included.

**Table B: Number of enterprises in the survey on international sourcing.**

	Denmark	Finland	The Netherlands	Norway	Sweden
<b>100+</b>					
Population .....	1 385	1 270	4 633	1 254	2 304
Sample .....	1 385	1 270	1 503	950	905
Response .....	1 358	1 059	1 002	781	583
Response rate .....	98%	83%	67%	82%	64%
<b>50 - 99</b>					
Population .....	1 653	1 242	-	1 258	2 392
Sample .....	1 653	432	-	670	466
Response .....	1 580	323	-	591	295
Response rate .....	96%	75%	-	88%	63%

### Swedish approach

Sweden has divided the survey into two parts a) international and domestic sourcing in the years 2002-2006 and b) planned sourcing in 2007-2009. A total of these two is shown in the above Table B.

The *first* of the surveys has the following design:

Instead of asking a large sample of enterprises whether they have sourced internationally or not, Sweden decided to use existing data - the “notice statistics” from the Swedish Labour Market Board. This data includes how many employees have been given notice of lay-off during the year. Employers are required to send information about plans for lay-offs immediately to the Swedish Labour Market Board. The extent of the realized lay-off is not covered in this data. It will, however, appear in the answers to the questionnaires. One or more *reasons* for the lay-off have to be reported as well, e.g. *moving*. Sweden included in the current survey all 625 enterprises from the notice statistics who reported moving as one reason for the lay-off.

Some remarks:

- These data are only available for the period 2002-2006, which means that 2001 is not covered
- Reporting the lay-off is only mandatory when the number of concerned employees is five or more
- This approach means that Sweden restricts the definition of international sourcing as when employees are given notice about a lay-off because of international sourcing but, given other possibilities in the enterprise, this will not be defined as international sourcing in the survey. Neither will it be if the employees continue to work in the sourced activities, which could be the case between two nations close to one another

Compared to the other countries Sweden has probably underestimated the level of international sourcing but the impact on the relative distribution of functions sourced or destination regions cannot be estimated.

The *second* survey concerns planned activities during the years 2007-2009. For that purpose, a sample from the Business Register was drawn.

The Swedish survey approach should be taken into account, when analysing the differences in survey results between the countries in this publication.

### **Checks and correction methods**

Each individual country checked the data and treated item non-response.

## **Weighting**

### **Denmark:**

There is no sample of enterprises as the survey was carried out as a census and therefore no regular procedure to raise the data to the total population was needed. However to compensate for unit non-response

the answering population has been considered a sample and the results are raised respectively.

In the raising a number of variables from SBS have been included in the calculation of regression estimates with international sourcing as the target variable (turnover (variable 12110), value added at factor cost (12150), total purchases of goods and services (13110), personnel costs (13310), number of persons employed (16110)).

The NACE activity has been included at a fairly aggregated level taking into account the level stipulated by EUROSTAT and the expected level of detail for national publication purposes.

**Finland:**

Firstly, data were re-weighted to compensate for non-response. This was done by raising up the sampling weights so that the number of respondent enterprises corresponded to the total population in each strata and size class (50-99 and 100+). Secondly, Finland used post-stratification to generate consistency between the survey data and required NACE breakdowns, especially analytical breakdowns.

**Netherlands:**

The sampling frame was stratified into 12 strata by size class and group of activity. The three employment size classes were 100-200, 200-500 and 500+. The groups of activity were the four groups proposed by EUROSTAT: high tech manufacturing, medium and low-tech manufacturing, knowledge intensive business services and the rest. The sample size was roughly the same in every stratum. The coverage of the responses over the 12 analytical groups was in proportion to the aim set in advance. Raising the data to the total population was simply done by comparing the population frame to the number of responding enterprises and then multiplying the response with this ratio.

**Norway:**

The population was divided into strata based on information from the “Norwegian register of cross border transactions and currency exchange” and FATS, economic activity (4 groups), industry priority (3 levels) and number of employees (3 groups). On this basis strata were constructed which consist of a 4 digit number. The first digit indicates source, the second industrial group, the third priority on NACE and the fourth employee size groups.

The sample was drawn in these strata. Raising the data was done strata by strata. This was done by using the ratio between the population frame and number of responding enterprises, and then multiplying the responding enterprises with this ratio.

**Sweden:**

The population was divided into two subpopulations, the first one consisted of all enterprises from the notice statistics who reported moving as one reason for the lay-off and the second one consisting of the rest of the enterprises with 50 and more employees registered in the

Business Register 2007. The notice statistics population was surveyed as a census and the second sub-population was carried out as a sample based survey. The sampling frame was stratified into 8 strata by size class and group of activity. The two size classes were 50-199 and 200 or more and the groups of activities were the maximum breakdown proposed by EUROSTAT: high-tech manufacturing, medium low-tech manufacturing, knowledge intensive business services and other activities. Within each stratum a simple random sampling was conducted to draw the sample.

For unit non-response, re-weighting of the weights from the design was done in order to raise the data to the total population. The weights from the design were adjusted equally within each stratum. The notice population was post-stratified into the same strata as for the second sub-population.

For item non-response, complementary responses were obtained by re-contacting the enterprises. Only a few items with no response remained and they were imputed manually.

## Annex 2: EUROSTAT Questionnaire on International Sourcing

### International sourcing and plans for international sourcing in your enterprise

<b>1. Are you part of an enterprise group?</b>			
(Tick the relevant boxes)			
<input type="checkbox"/>	Yes, the group head (ultimate controlling institutional unit) of an all-resident group		
<input type="checkbox"/>	Yes, the global group head (ultimate controlling institutional unit) of a multinational group		
<input type="checkbox"/>	Yes, a subsidiary – what is the location of the global group head?		
	Own country	Another EU* country	Outside EU*
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
* In this question EU consist of the current 27 Member States			
<input type="checkbox"/>	No		

### Sourcing activities of your enterprise

<b>2. What types of functions has your enterprise sourced in the period 2001-2006?</b>			
(Tick all that apply)			
	<b>Domestically</b>	<b>Internationally</b>	<b>No functions sourced</b>
<b>Core business functions</b>			
Production of goods and services for the market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Support business functions:</b>			
Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing, sales and after sales services, including help desks and call centres	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ICT services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Administrative and management functions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engineering and related technical services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
R & D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other types of functions, pls. specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If your enterprise has *not* sourced any functions internationally 2001-2006, please go to question 8 on future plans.

### Sourcing activities of your enterprise carried out internationally during 2001-2006

Please note that the objective of this section of the survey is to focus on *international sourcing*. Therefore the following questions will *only* relate to the sourcing activities carried out by your enterprise to *foreign countries* during 2001-2006.

#### 3. To what kind of business partners has your enterprise sourced functions internationally during 2001-2006?

(Tick all that apply)

	Within the enterprise group			To other foreign enterprises (no ownership or 50 percent or less)
	To existing foreign enterprise of the same group	To new foreign enterprise of the same group (by acquisition)	To newly created foreign enterprise of the same group (green field operation)	
<b>Core business functions</b>				
Production of goods and services for the market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Support business functions:</b>				
Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing, sales and after sales services, including help desks and call centres	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ICT services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Administrative and management functions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engineering and related technical services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
R & D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other types of functions, pls. specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. Into which countries has your enterprise sourced activities during 2001-2006?									
(Tick all that apply)									
	EU15 (1) (old member states) Belgium, Denmark, Germany, Greece, Spain, France, Ireland, Italy, Luxembourg, Netherlands, Austria, Portugal, Finland, Sweden, United Kingdom	EU12 (1) (new member states) Czech Republic, Estonia, Cyprus, Latvia, Lithuania, Hungary, Malta, Poland, Slovenia, Slovak Republic, Bulgaria, Romania	Other European countries, (1) incl. Switzerland, Norway, Turkey, Russia, Belarus, Russia, Ukraine and Balkan states	China	India	Oceania	Other Asian countries incl. Japan, Korea, Near- and Far-East and USA and Canada	South and Central America, incl. Mexico	Africa
<b>Core business functions</b>									
Production of goods and services for the market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Support business functions:</b>									
Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing, sales and after sales services, including help desks and call centres	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ICT services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Administrative and management functions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engineering and related technical services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
R & D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other types of functions, pls. specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(1) In the national version your own country should be excluded from the list



**5. Please give your best estimate of the number of jobs lost and created within the enterprise 2001-2006 domestically as an impact of the international sourcing activities**

	Total	Of which high skill	Not applicable	Do not know
Number of jobs lost	<input type="text"/>	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
Number of jobs created	<input type="text"/>	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>6. Please indicate the importance of the following motivation factors for your decision to carry out international sourcing activities</b>				
(Tick-mark once on each line)				
	<b>Very important</b>	<b>Some importance</b>	<b>Not important</b>	<b>Not applicable /Do not know</b>
Reduction of labour costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction of costs other than labour costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to new markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Following the behaviour / the example of competitors / clients	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improved quality or introduction of new products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strategic decisions taken by the group head	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Focus on core business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to specialised knowledge/ technologies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tax or other financial incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other motivations, please specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Optional:</i>				
<i>Improved logistics</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Improved / maintained competitiveness</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Lack of available labour</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Less regulation affecting the enterprise</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>7. Please evaluate the impacts of the international sourcing activities 2001-2006 for your enterprise</b>				
(Tick-mark once on each line)				
	<b>Negative impact</b>	<b>No impact</b>	<b>Positive impact</b>	<b>Not applicable / Do not know</b>
Reduction of labour costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction of costs other than labour costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to new markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improved quality or introduction of new products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competitiveness	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In-house know-how	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to specialised knowledge/ technologies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other impacts, please specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Optional:</i>				
<i>Customer services</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

→ PLEASE GO TO Question 11

**Optional question:****7a. What are your future plans concerning international sourcing for 2007-2009?**

(tick-mark once on each line)

	<i>Increase</i>	<i>remain at current level</i>	<i>Decrease</i>	<i>Sourcing the total function back domestically again</i>	<i>No plans exist</i>	<i>No decision power in the enterprise (decisions taken by the group head)</i>	<i>Not applicable/ Do not know</i>
<b>Core business functions</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Production of goods and services for the market</i>							
<b>Support business functions:</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Distribution and logistics</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Marketing, sales and after sales services, including help desks and call centres</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>ICT services</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Administrative and management functions</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Engineering and related technical services</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>R &amp; D</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Other types of functions, pls. specify:</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

→ PLEASE GO TO Question 11

## Plans to source internationally

Questions 8-10 are addressed only to enterprises without international sourcing activities during 2001 to 2006.

8. Does your enterprise have plans to source internationally 2007 to 2009?

Yes

No → If no please go to q. 12

**9. Please indicate the importance of the following motivation factors for your decision to source internationally 2007-2009**

(Tick-mark once on each line)

	<b>Very important</b>	<b>Some importance</b>	<b>Not important</b>	<b>Not applicable / Do not know</b>
Reduction of labour costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction of costs other than labour costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to new markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Following the behaviour / the example of competitors / clients	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improved quality or introduction of new products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strategic decisions taken by the group head	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Focus on core business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to specialised knowledge/ technologies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tax or other financial incentives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other motivations, please specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Optional:</i>				
<i>Improved logistics</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Improved / maintained competitiveness</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Lack of available labour</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Less regulation affecting the enterprise</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

10. Into which countries does your enterprise expect to source activities 2007-2009?										
(Tick all that apply)										
	<b>EU15 (1) (old member states)</b> Belgium, Denmark, Germany, Greece, Spain, France, Ireland, Italy, Luxembourg, Netherlands, Austria, Portugal, Finland, Sweden, United Kingdom	<b>EU12 (1) (new member states)</b> Czech Republic, Estonia, Cyprus, Latvia, Lithuania, Hungary, Malta, Poland, Slovenia, Slovak Republic, Bulgaria, Romania	<b>Other European countries (1), incl.</b> Switzerland, Norway, Turkey, Russia, Belarus, Ukraine and Balkan states	China	India	<b>Other Asian countries</b> incl. Japan, Korea, Near- and Far-East and Oceania	USA and Canada	<b>South and Central America,</b> incl. Mexico	Africa	
<b>Core business functions</b>										
Production of goods and services for the market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Support business functions:</b>										
Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing, sales and after sales services, including help desks and call centres	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ICT services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Administrative and management functions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engineering and related technical services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
R & D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other types of functions, pls. specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(1) In the national version your own country should be excluded from the list

## Future impact on employment

Question 11 is addressed only to enterprises with international sourcing activities during 2001 to 2006 and/or having plans to source internationally 2007 to 2009.

### 11. Please estimate the expected impact on employment in your enterprise in 2007-2009 due to international sourcing

(tick-mark once on each line)

	Substantial impact	Some impact	No impact	Not applicable	Do not know
Moving existing high skill jobs abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Moving other types of jobs abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Creating new high skill jobs domestically in your enterprise	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Creating other types of jobs domestically in your enterprise	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## Barriers for international sourcing

Question 12 on barriers is addressed to all enterprises

12. Please assess the importance of the following barriers when considering or carrying out international sourcing				
(Tick-mark once on each line)				
	Very important	Some importance	Not important	Not applicable / Do not know
Legal or administrative barriers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taxation issues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trade Tariffs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Uncertainty of international standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concerns of the employees (including the Trade Unions)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concern of violation of patents and/or Intellectual Property Rights	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conflicting with social values of your company (e.g. corporate social responsibility issues)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Problems with the distance to producer(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proximity to existing clients needed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Linguistic or cultural barriers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulties in identifying potential/suitable providers abroad				
Overall concerns of the sourcing operation exceeding expected benefits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other reasons please specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Optional:</i>				
<i>Lack of management resources and know-how</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Missing documentation of own products and processes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Annex 2.1: Additions and Changes to the EUROSTAT Questionnaire

- **Denmark**
  - Concerning the background information the share of employment in Denmark asked if an enterprise is a global group head
  - Questions on international expansion other than sourcing added
  - Questions on received sourcing in Denmark added
  - Questions on sourcing back to Denmark added
  - Questions on future asked as well from the enterprises already engaged in international sourcing
  
- **Finland**
  - Russia as a separate country added to the list of country groupings
  - Questions on international expansion other than sourcing and on sourcing back to Finland added to the questionnaire
  
- **Netherlands**
  - Did not use the groupings for destination countries but a possibility to name 1 to 3 countries
  - In background information concerning the location of global group head it was asked to name the country
  - Optional question and optional choices were all included in the national questionnaire
  
- **Norway**
  - Questions 2, 3 and 4 are merged and asked by each function i.e. if a function sourced domestically or internationally and to a what kind of partner and to what country (no country groupings used but to name a country)
  - Questions on future asked as well from the enterprises already engaged in international sourcing
  - Plans to source were asked by function, domestic/international and country as in the case of questions 2, 3 and 4
  - Questions on international expansion other than sourcing, motivations for it and on sourcing back to Norway added to the questionnaire
  
- **Sweden**
  - The questionnaire is divided into two: one for enterprises with International sourcing another for enterprises without
  - There is a separate question on domestic sourcing in both questionnaires

- Questions on future asked as well from the enterprises already engaged in international sourcing
- Estimation of expected impact on employment question (question11) was also asked based on already realised international sourcing – thus there were two employment effect question on realised international sourcing