

# Answering Practices Survey of CBI Industrial Trends Survey respondents

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# ITS Answering Practices Survey

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- Conducted to improve our understanding of ITS answering practices to aid interpretation of survey results
- Sixth APS
- Eight new questions added, many questions repeated so we can compare consistency of answering practices over time
- Conducted between 9<sup>th</sup> and 30<sup>th</sup> April 2008
- 302 responses (213 exporters) over half of usual ITS response rate

# Outline slide

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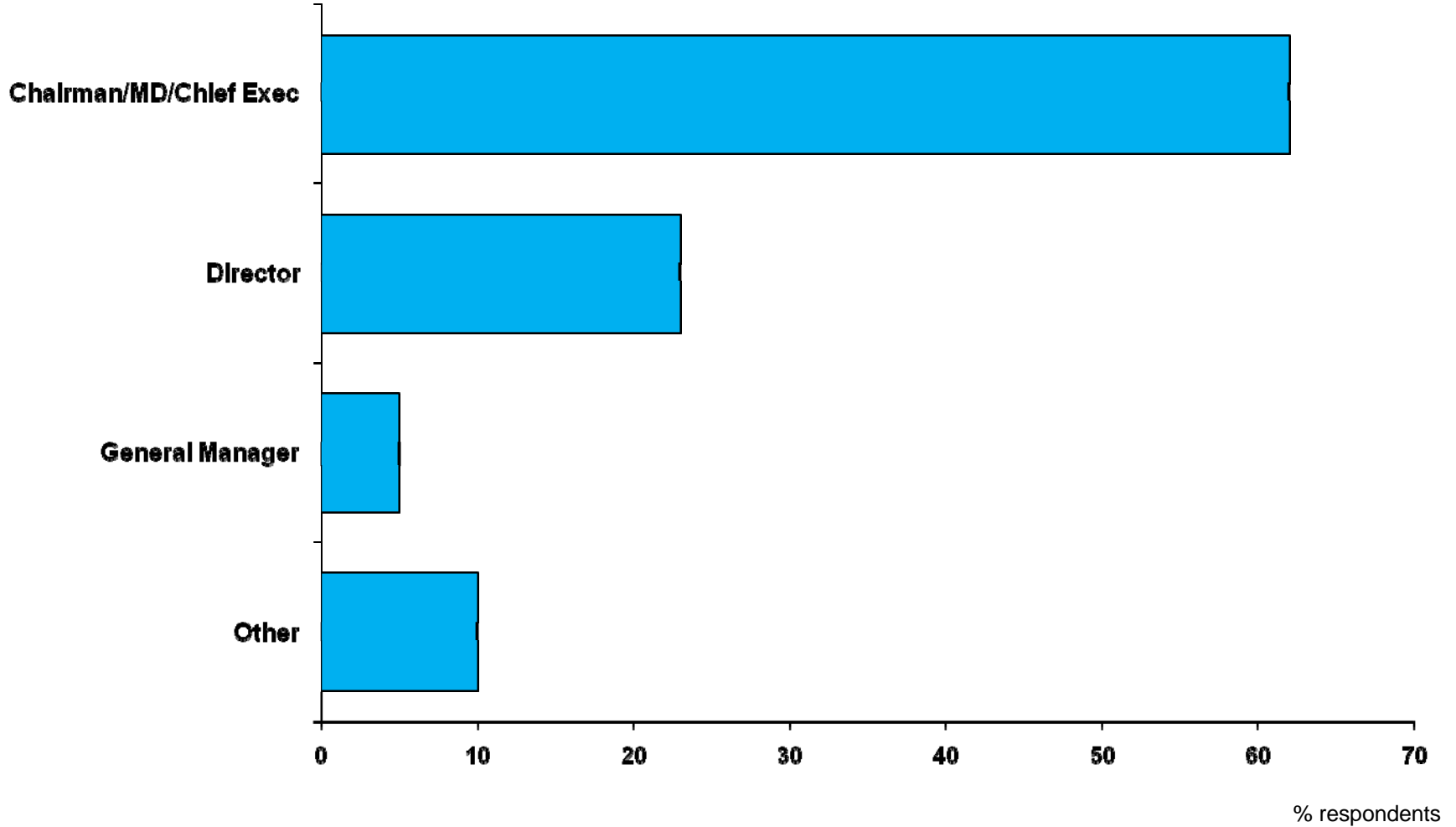
- What is the ITS and who answers it?
- Main technical results of APS, categorised as follows:
  - Main influences behind results
  - Statistical issues such as seasonality
  - Whether respondents adhere strictly to the question being asked
  - Respondents' interpretation of complex concepts used in survey questions
- Survey management questions
- Conclusions

# Industrial Trends Survey

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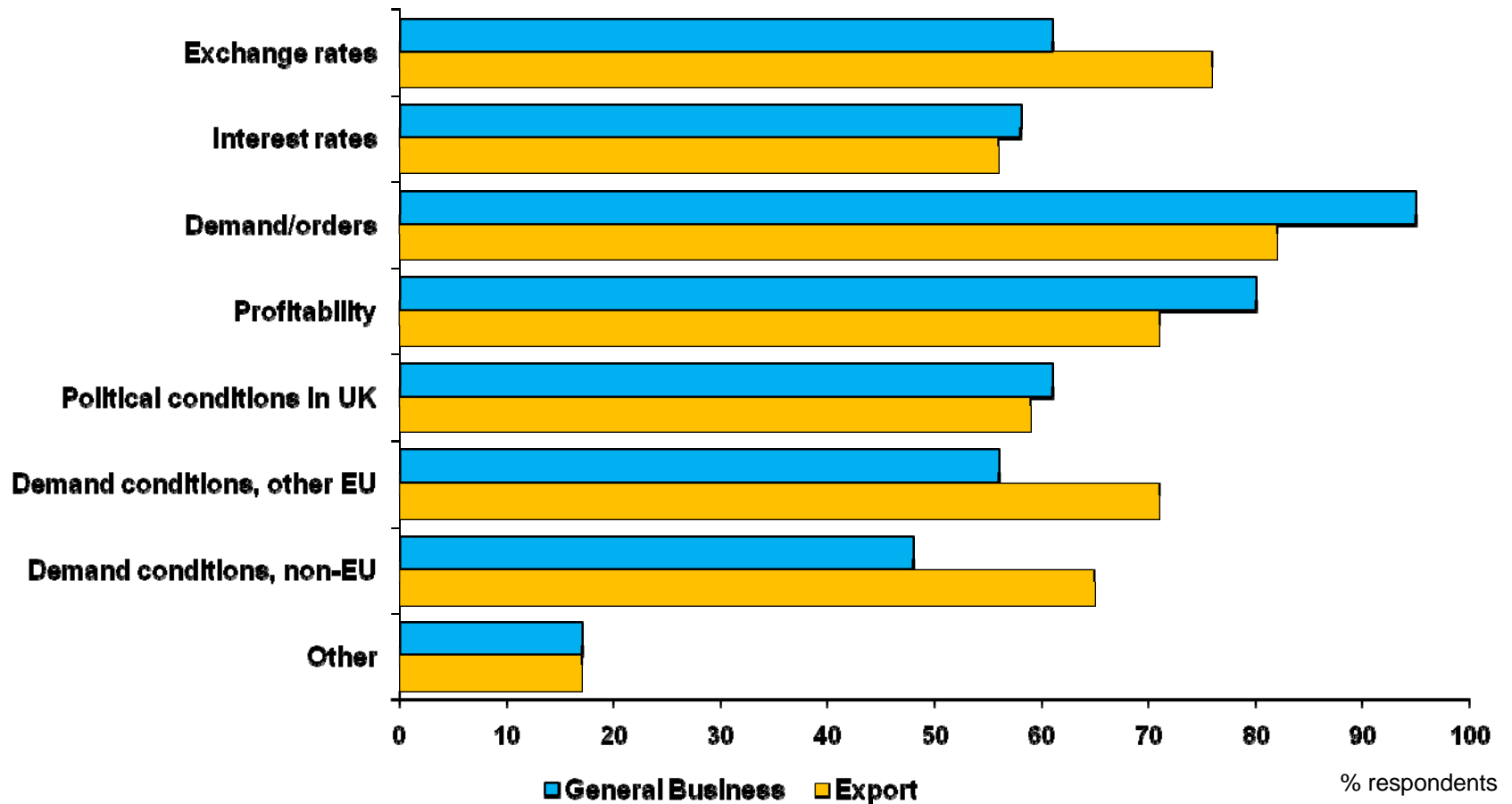
- Launched in 1958 - celebrated 50<sup>th</sup> anniversary in July
- Quarterly surveys (Jan, Apr, Jul, Oct)
- 17 questions covering a broad range of topics
- 50 industries – complete coverage of manufacturing sector
- Shorter monthly survey, Monthly Trends Enquiry, launched in 1977
- 400 to 600 respondents
- Used by policy makers, financial institutions, academics and journalists

# Who fills in the ITS questionnaire?



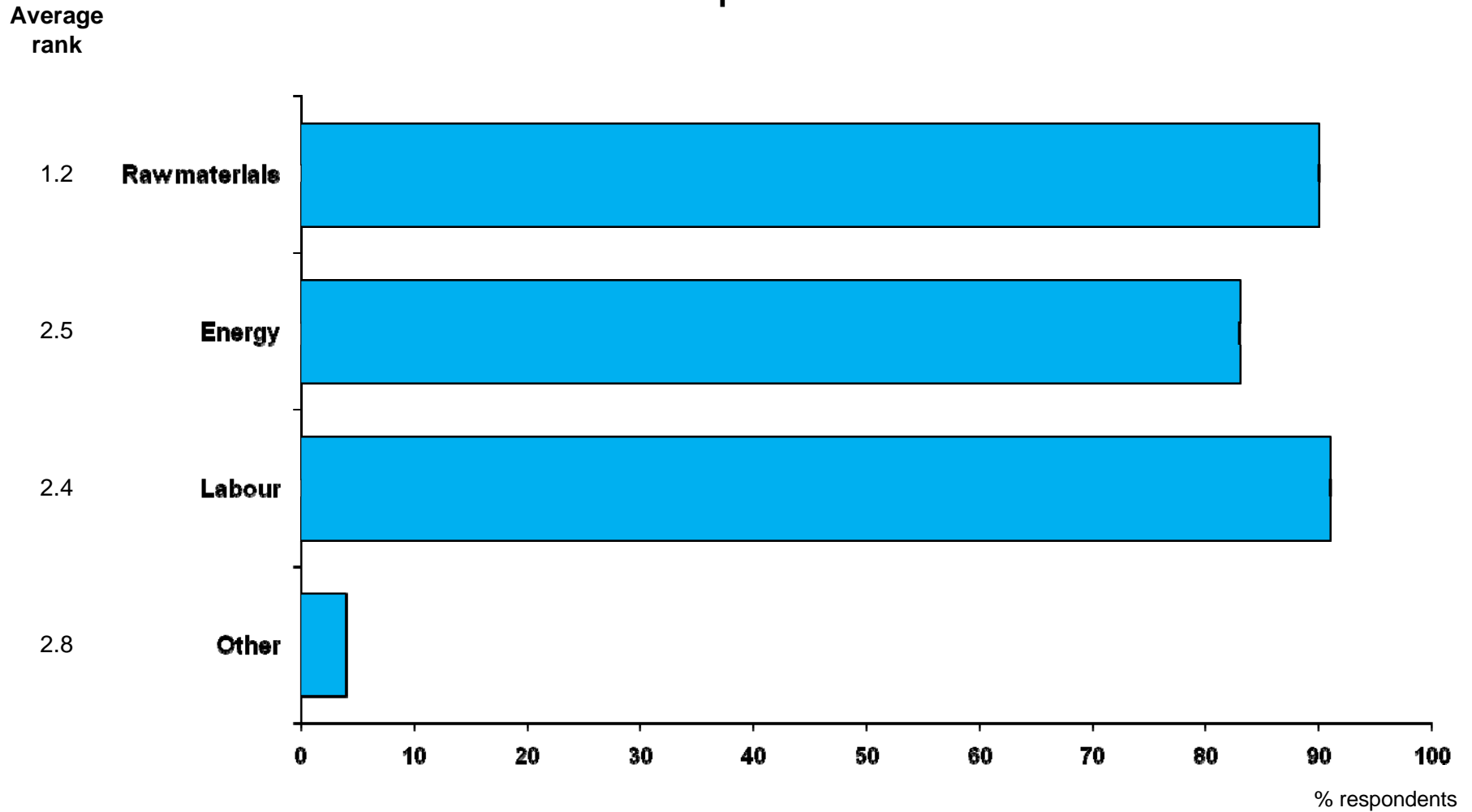
# Main influences 1

## Determinants of business and export optimism



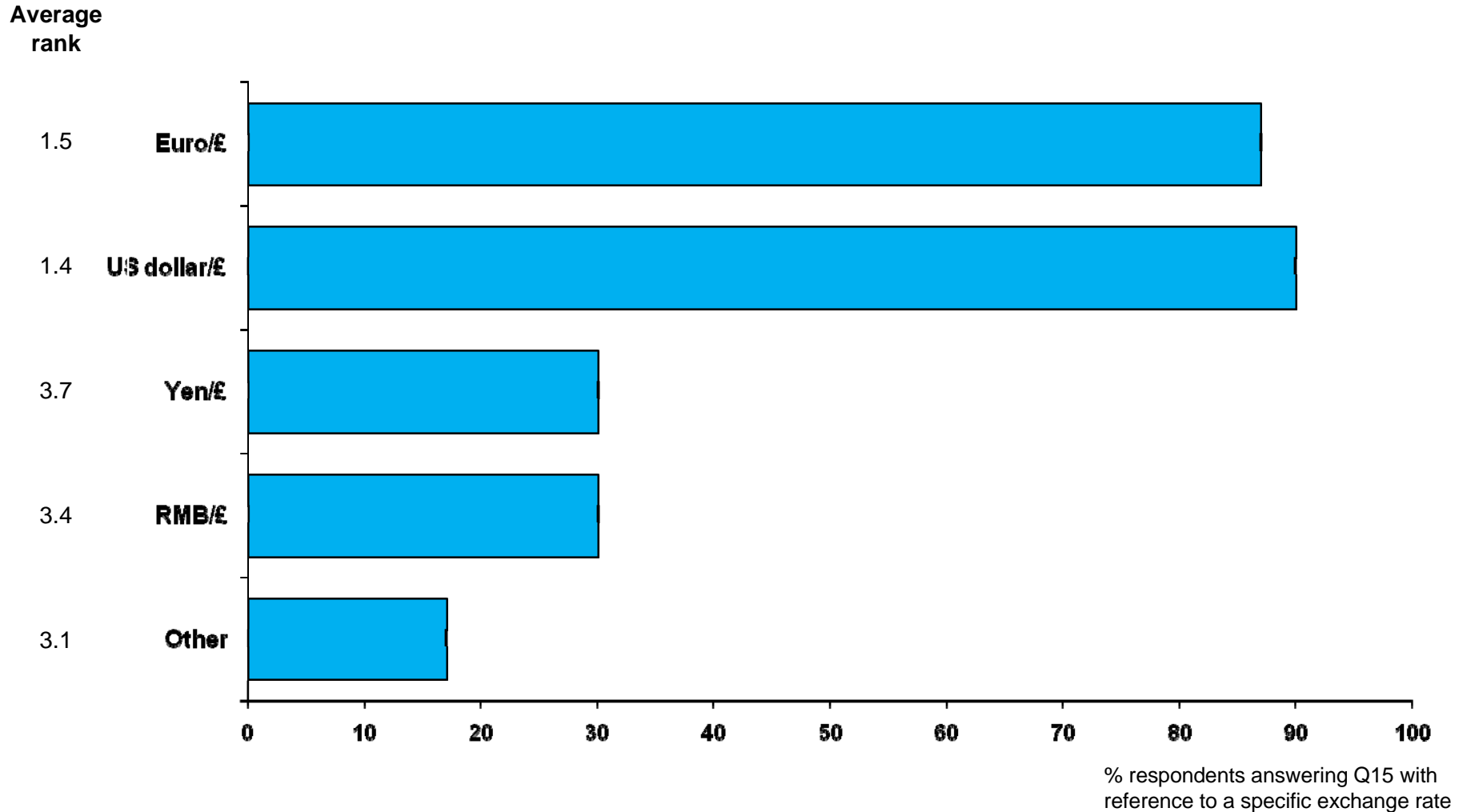
# Main influences 2

## Most important costs



# Main influences 3

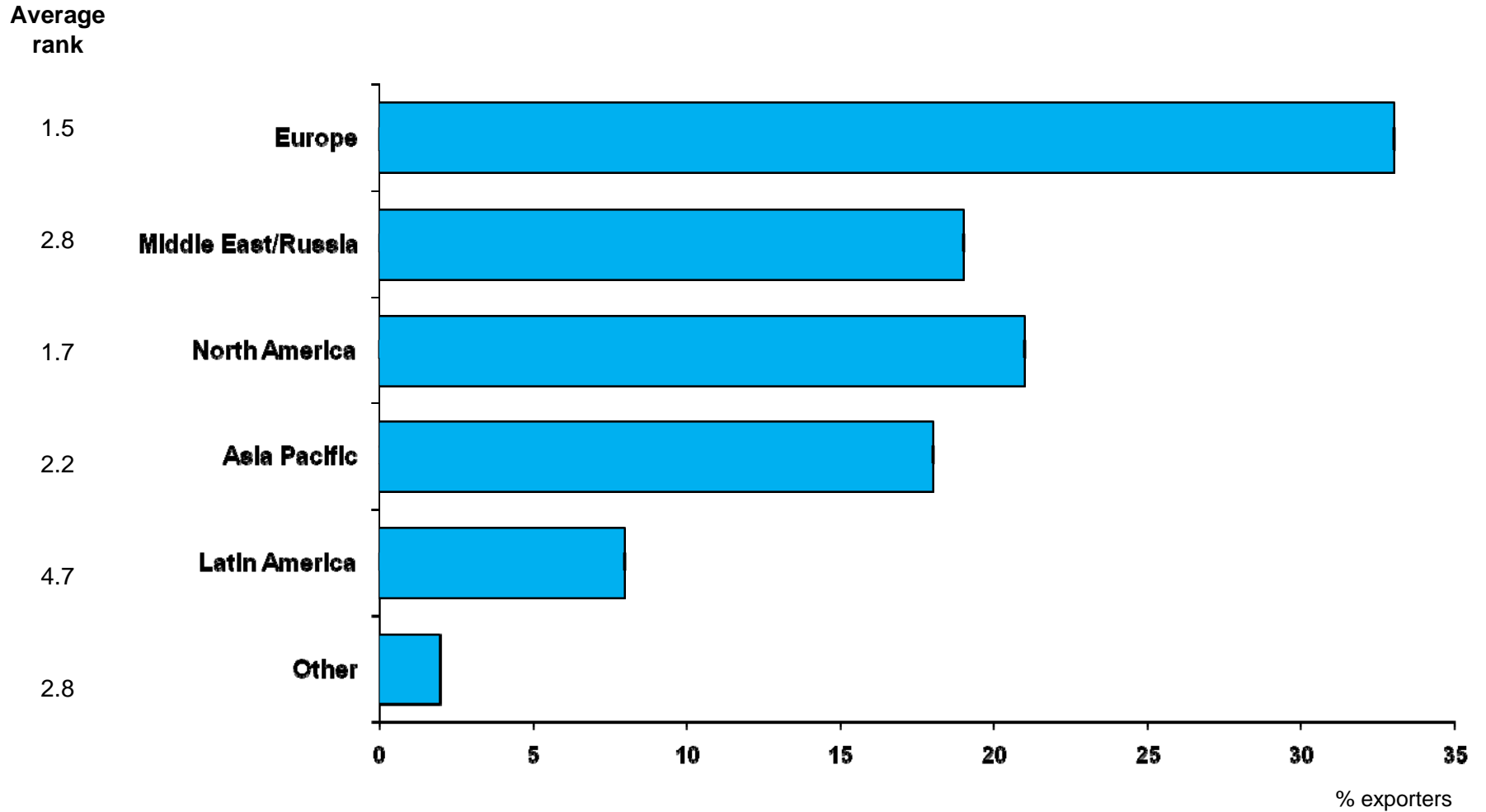
## Most important exchange rates





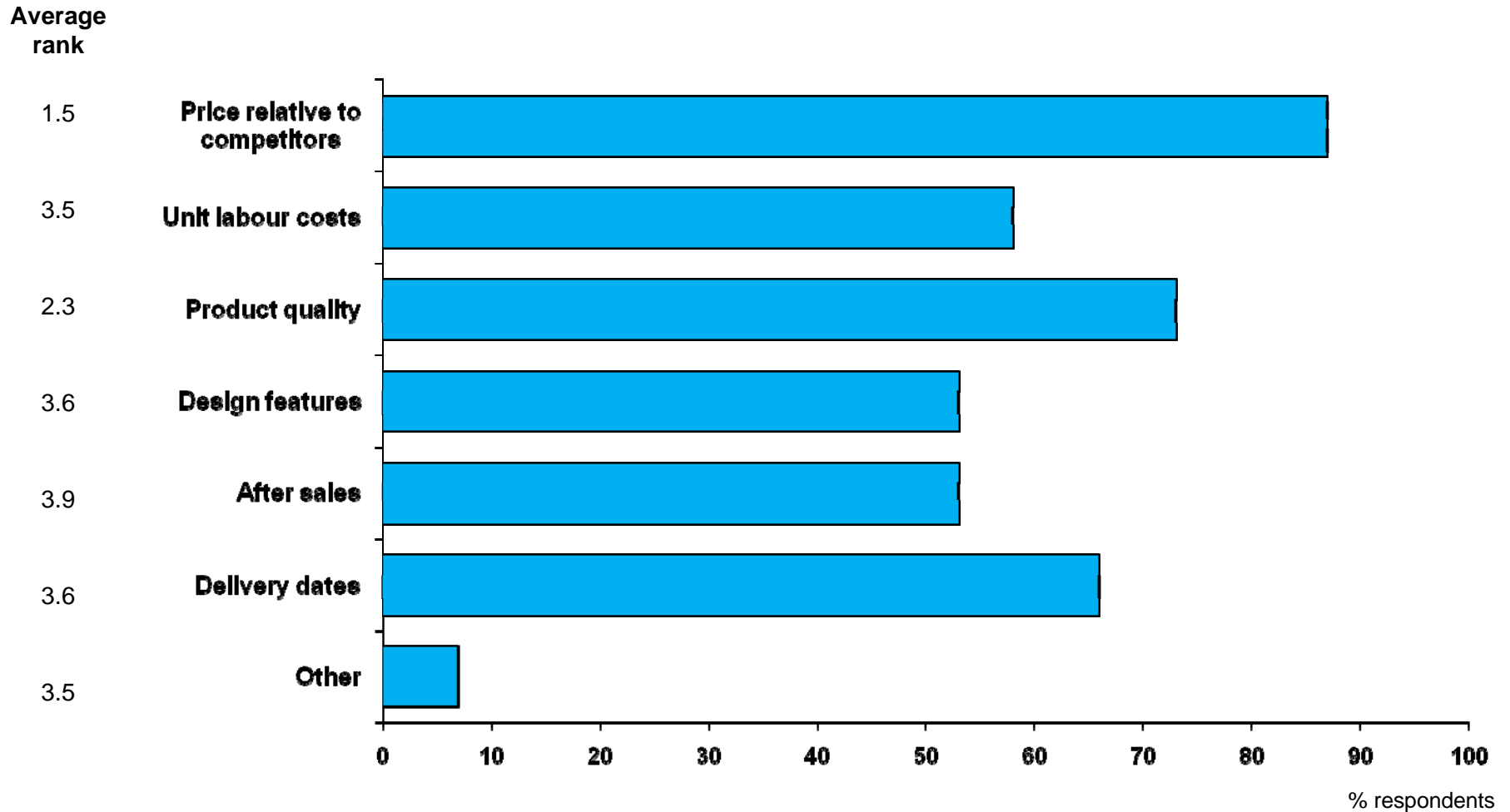
# Main influences 4

## Most important markets



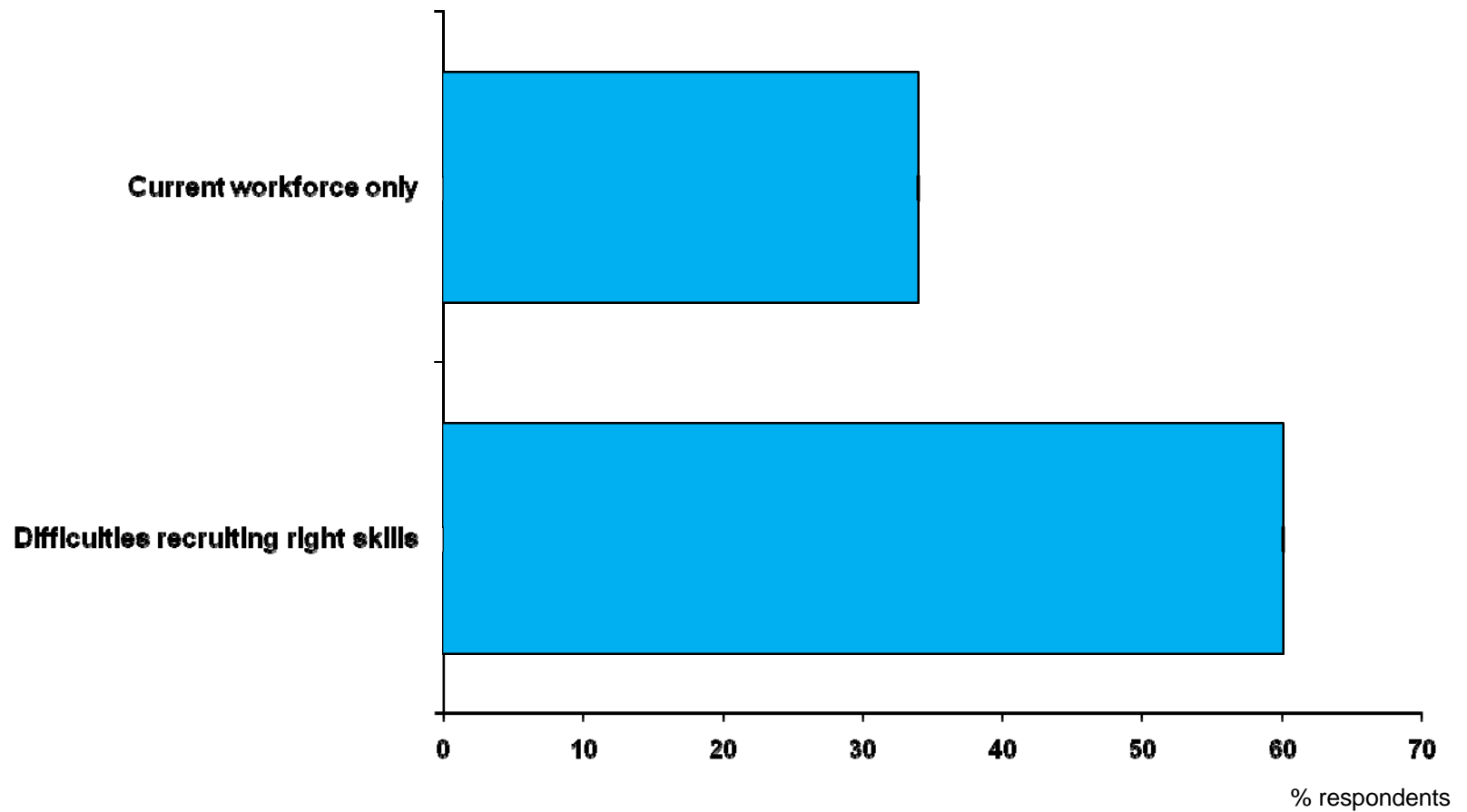
# Main influences 5

## Drivers of competitiveness (in UK market)



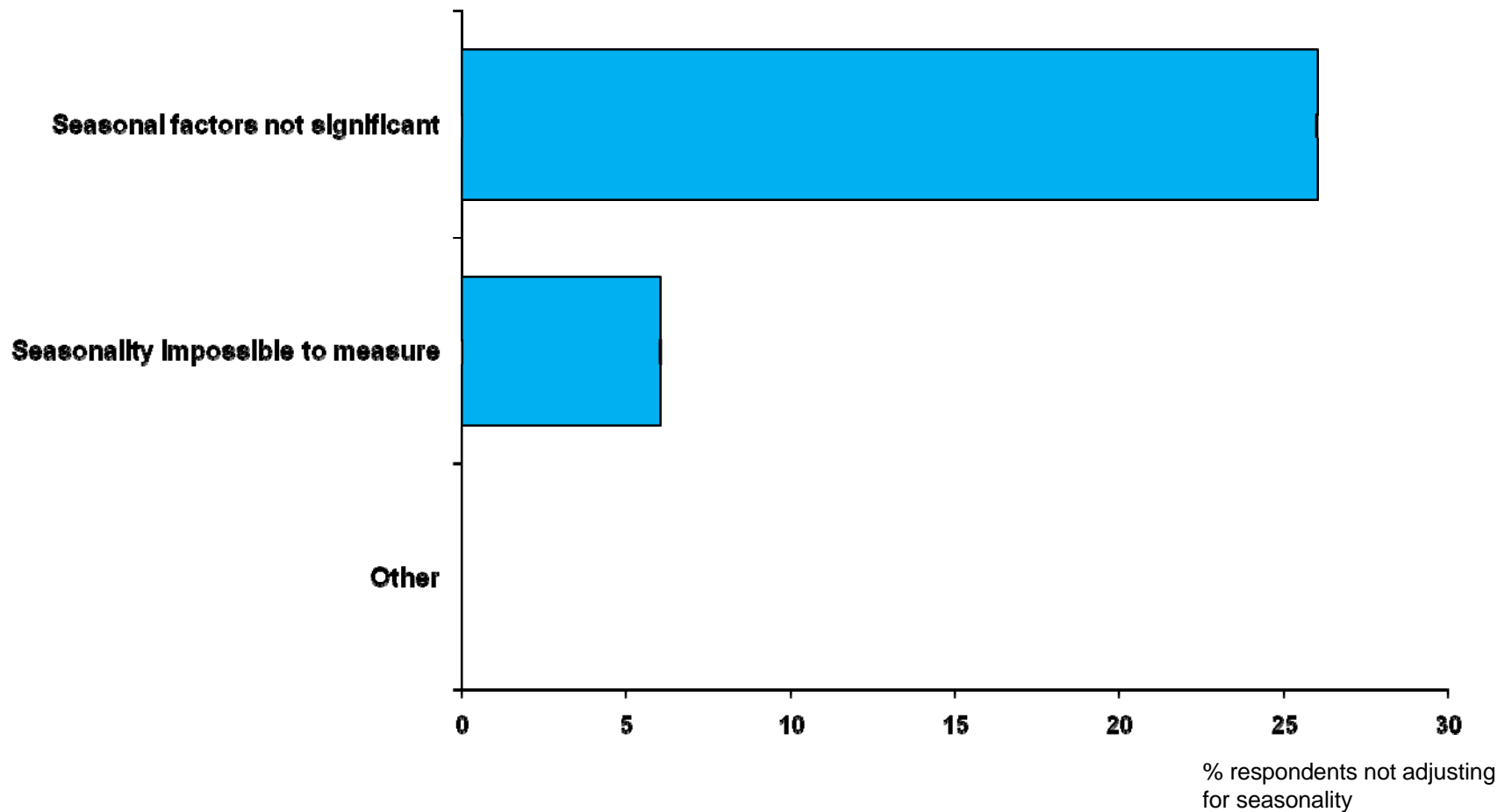
# Main influences 6

## Types of labour constraints



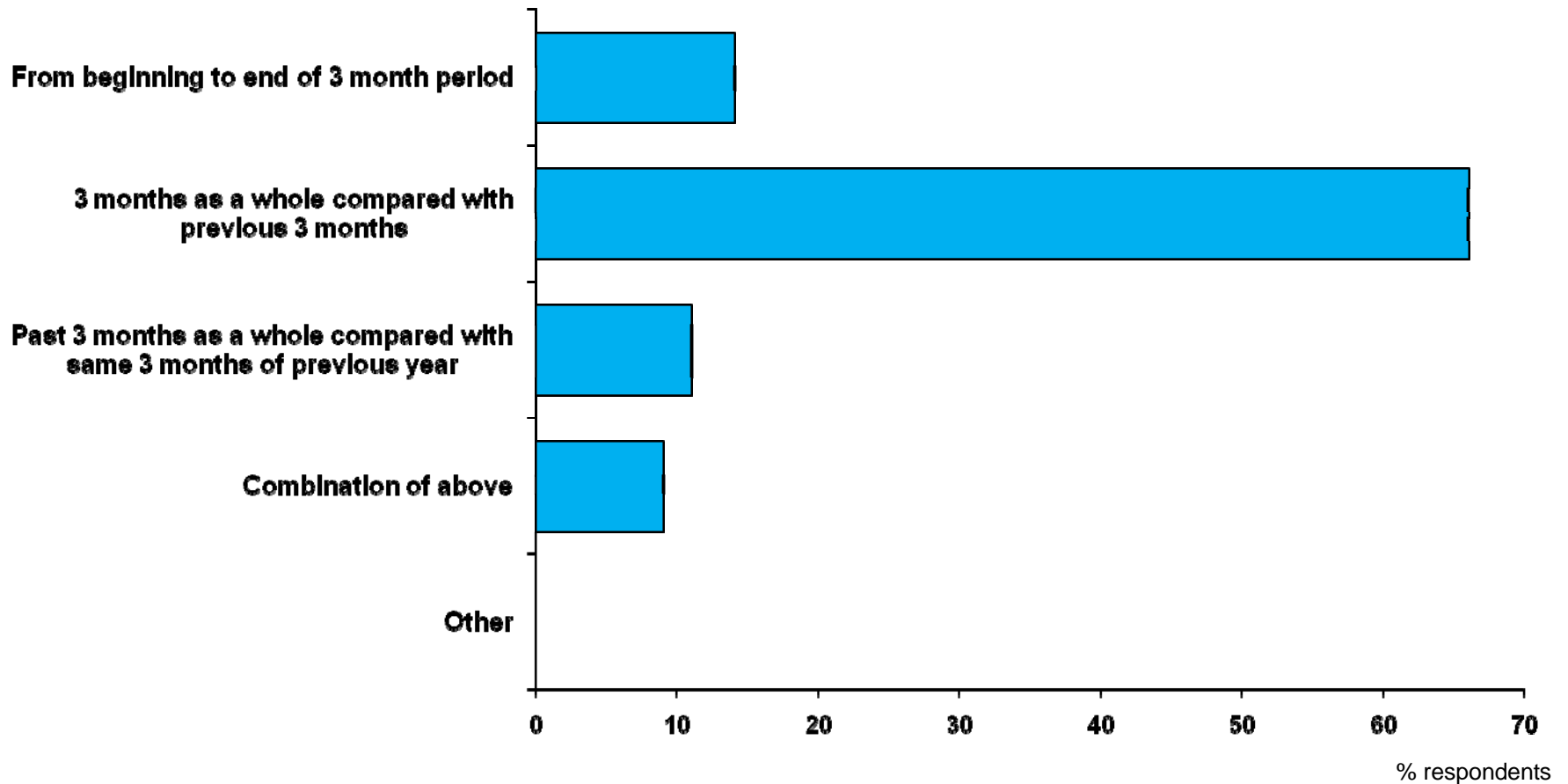
# Statistical issues 1

Reasons why answers are not adjusted for seasonality



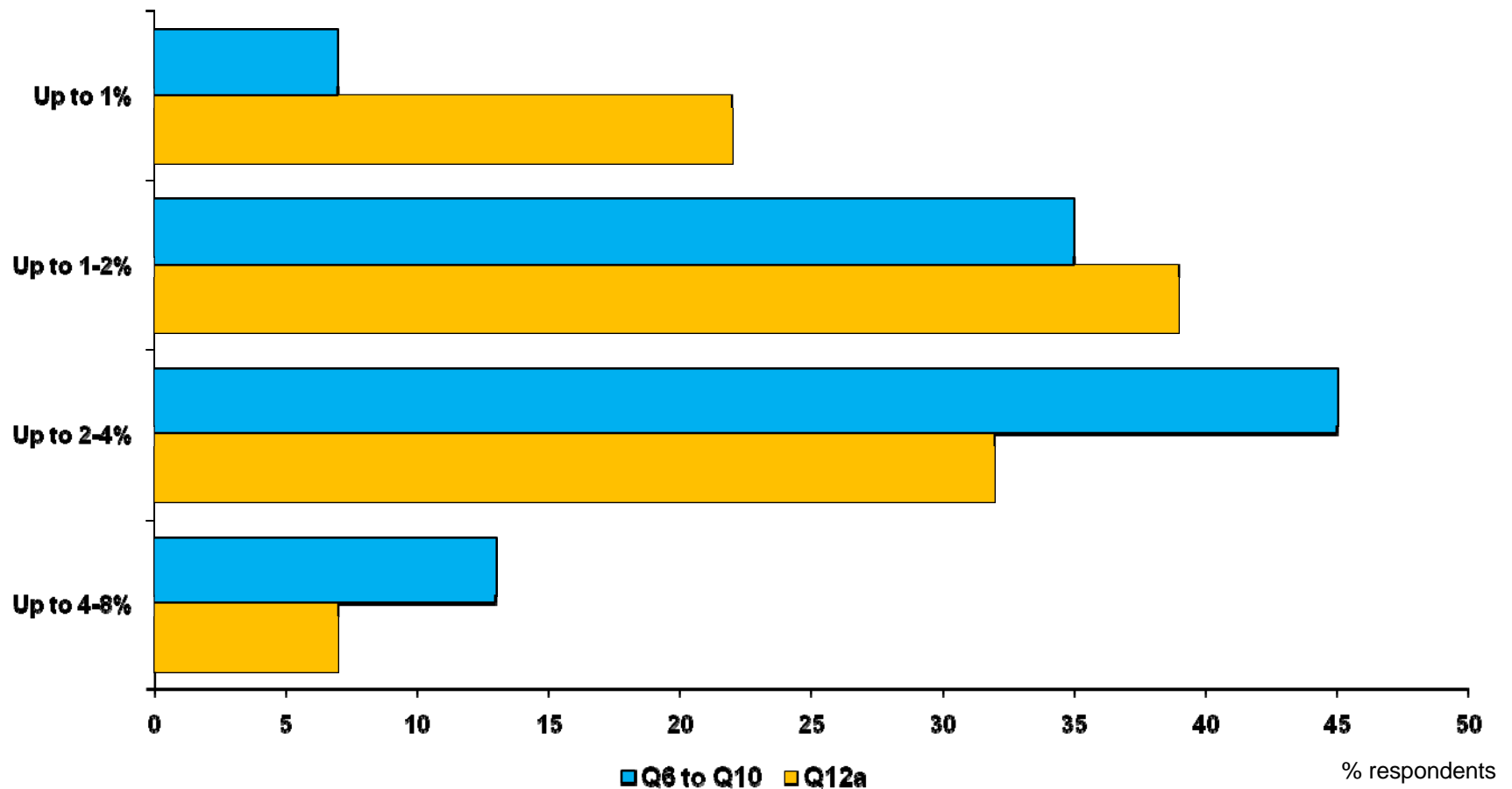
# Statistical issues 2

Interpretation of 'trend over past three months'



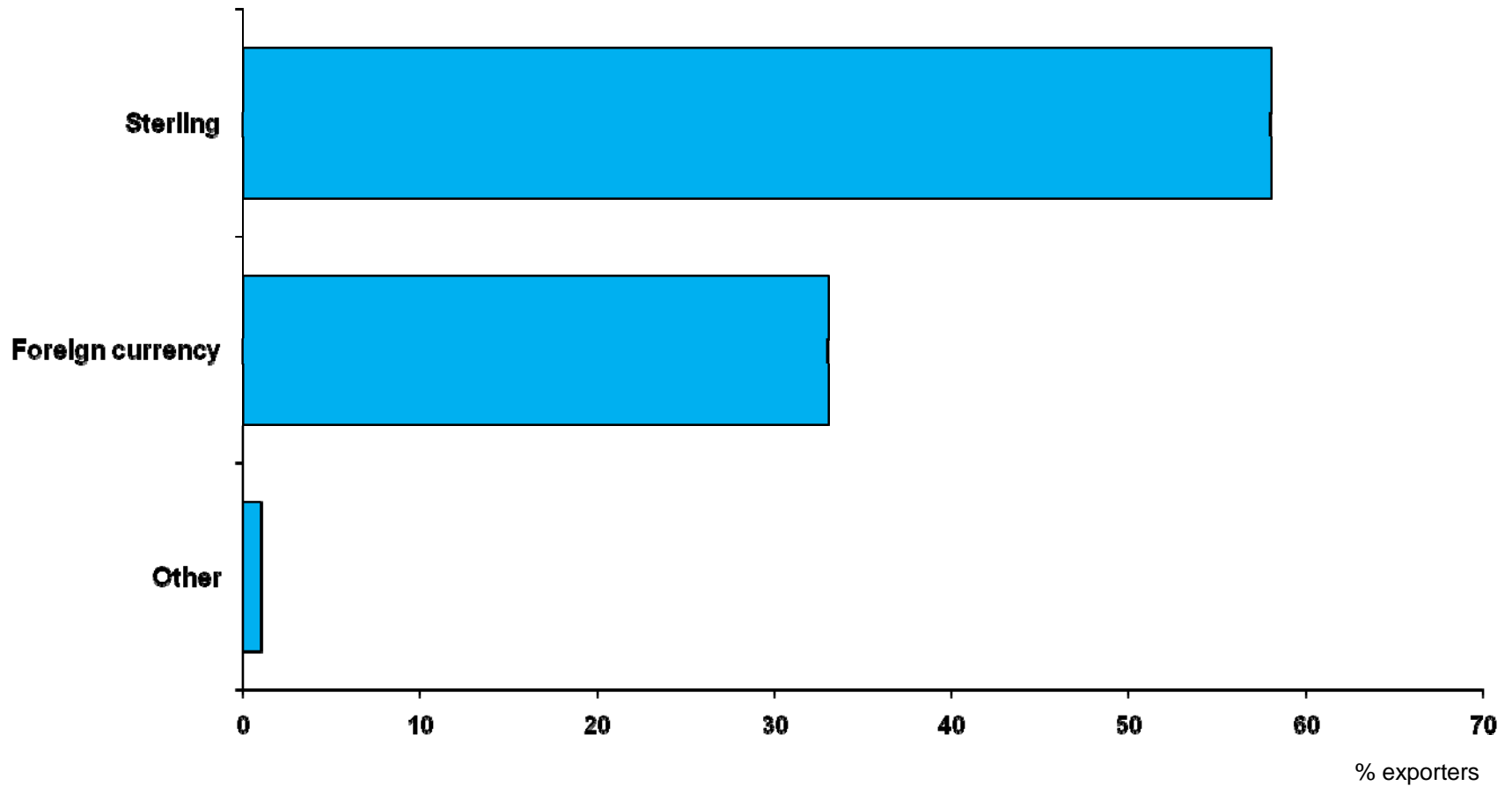
# Statistical issues 3

Range of movement regarded as the 'same'



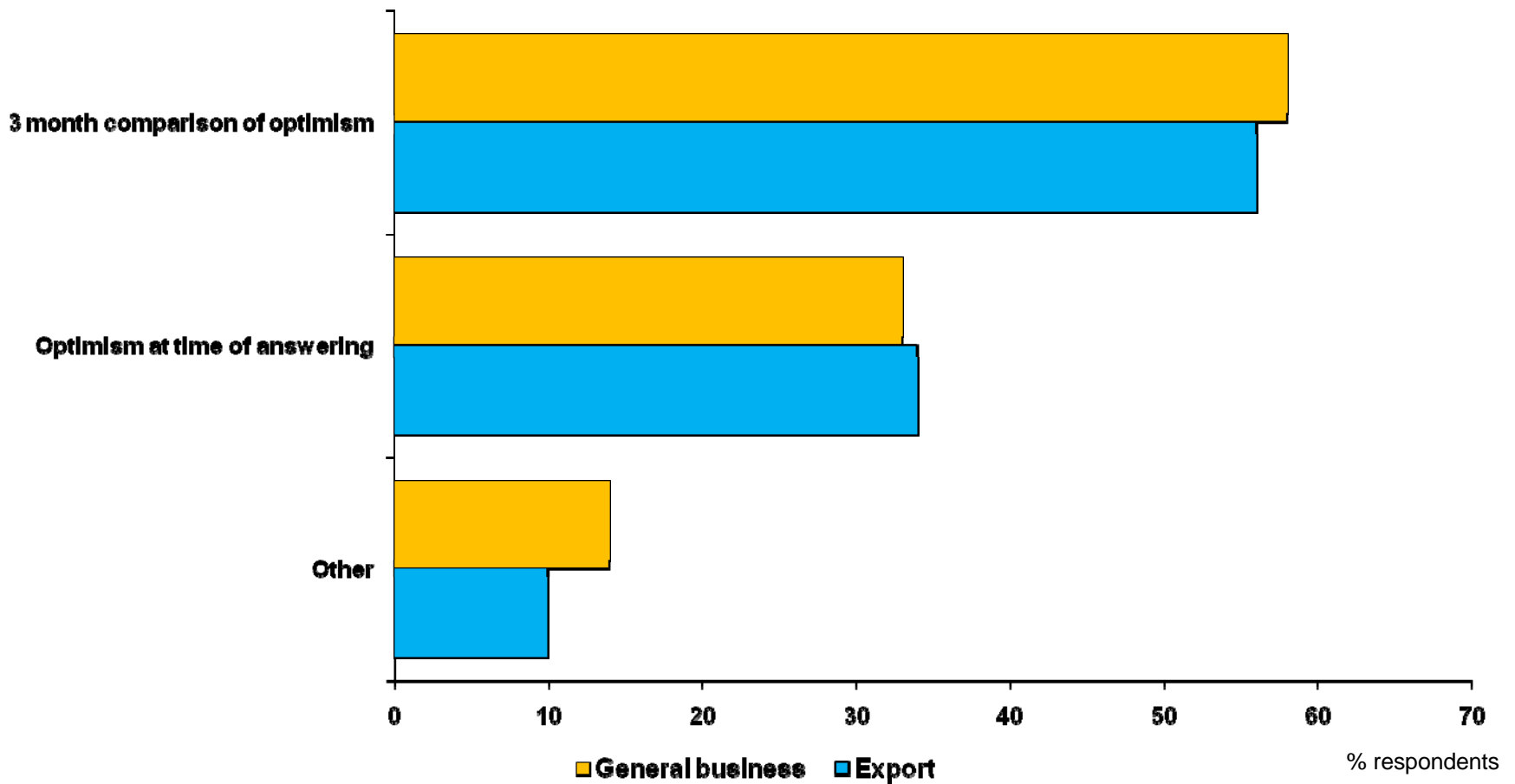
# Statistical issues 4

## Measurement of export prices



# Adherence to questions 1

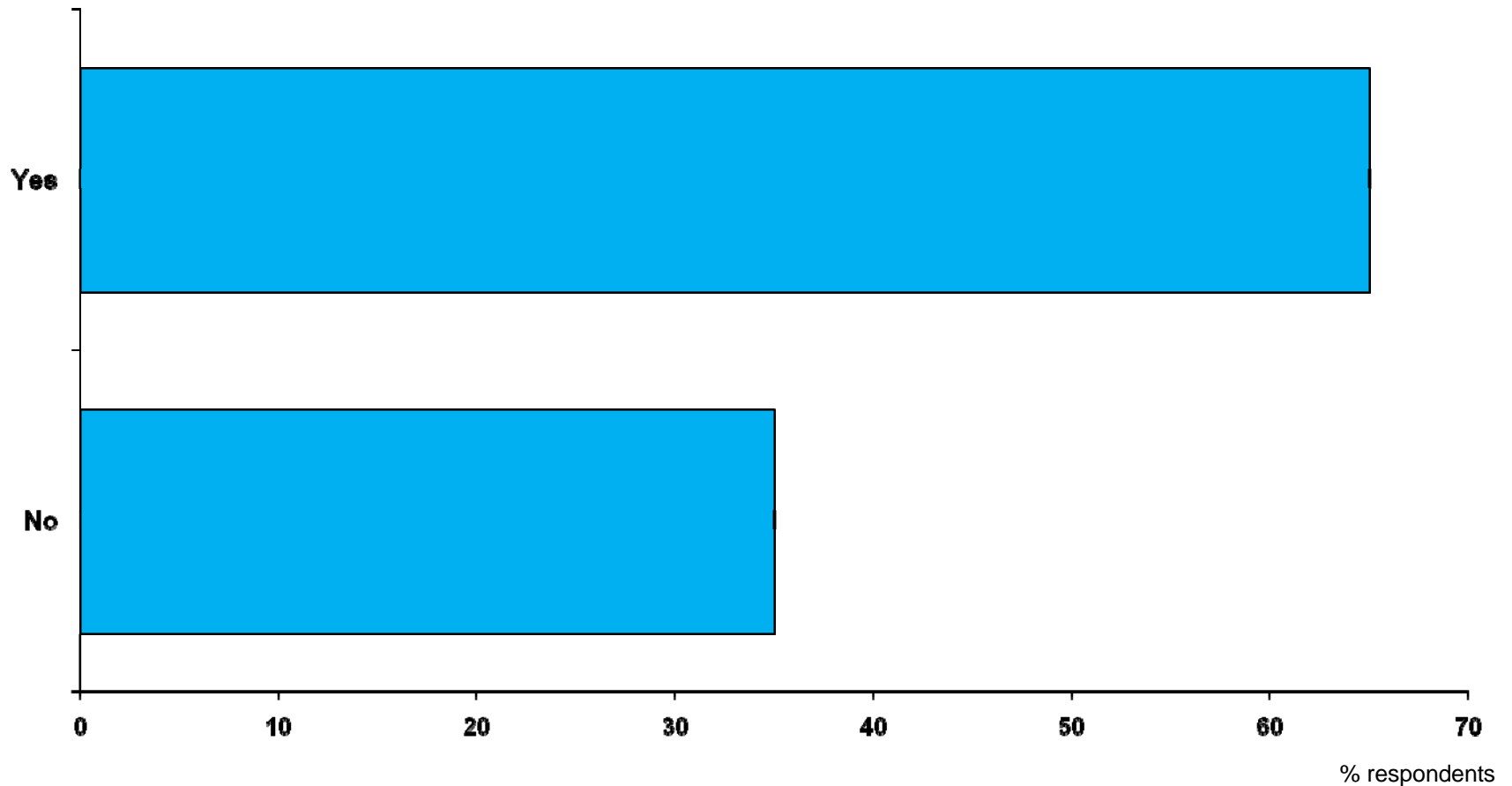
## Answering practices for 'optimism' question





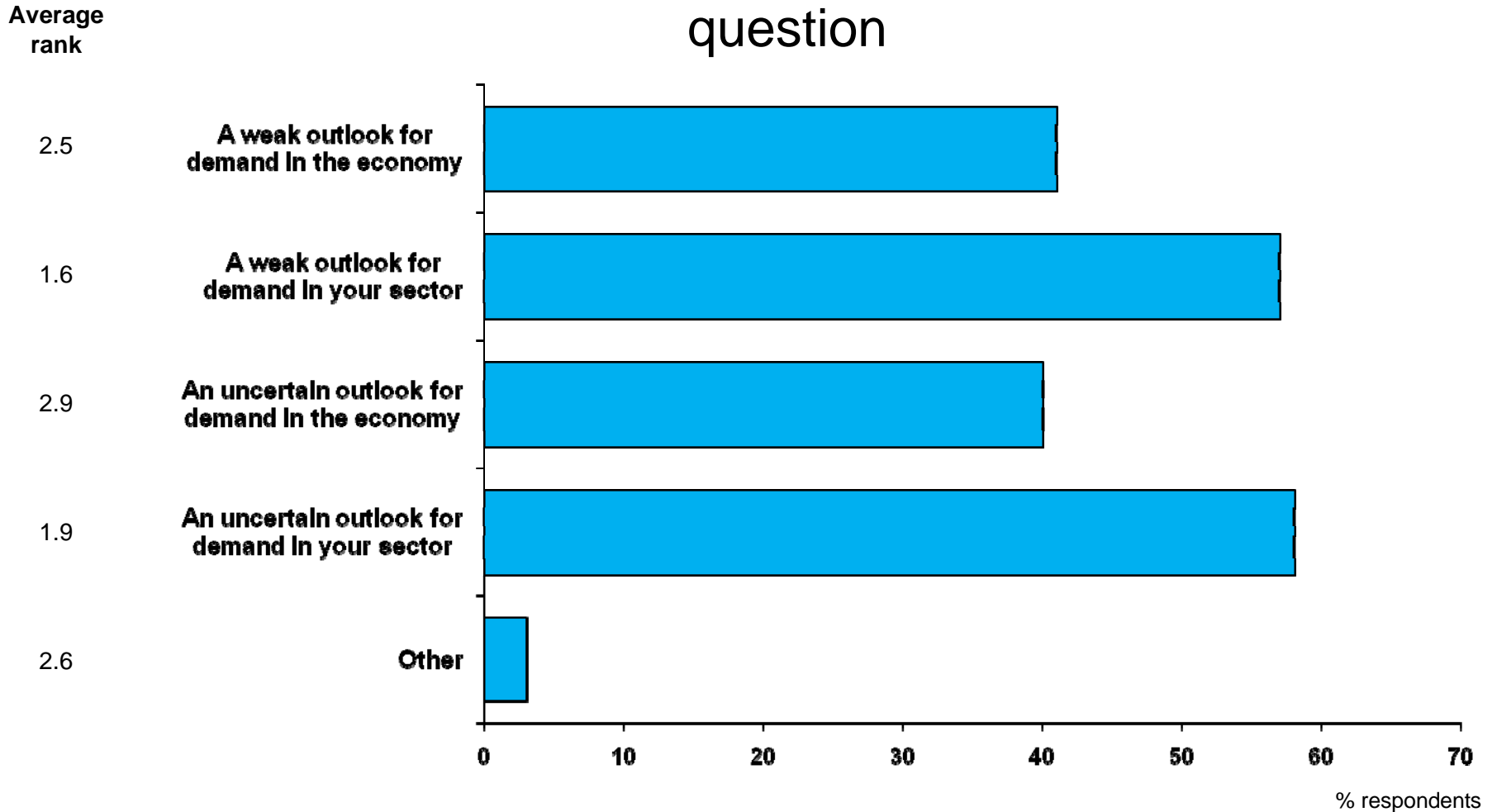
# Adherence to questions 2

Proportion taking productivity improvements into account when answering cost question



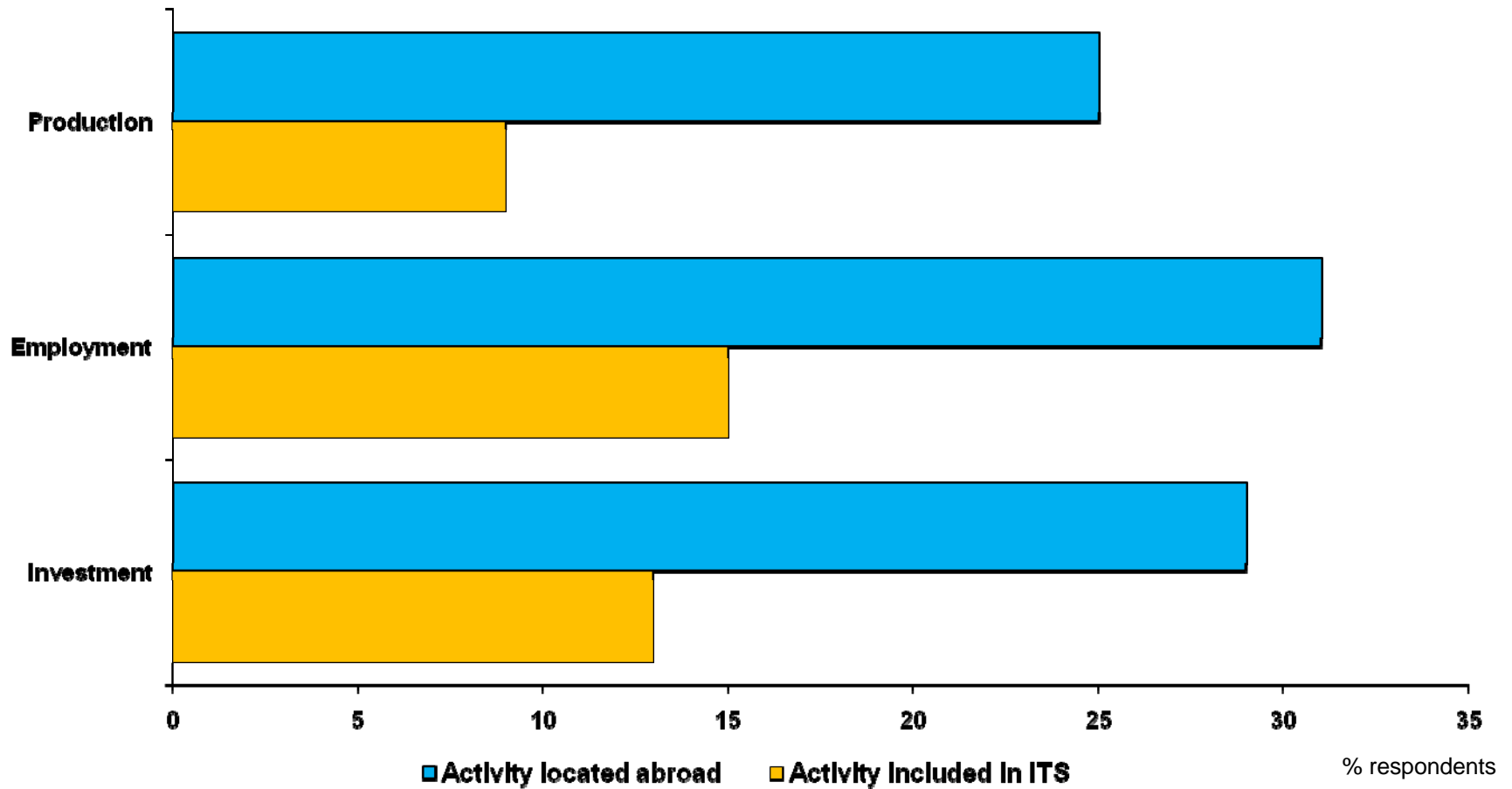
# Adherence to questions 3

## Answering practices for 'uncertainty about demand' question



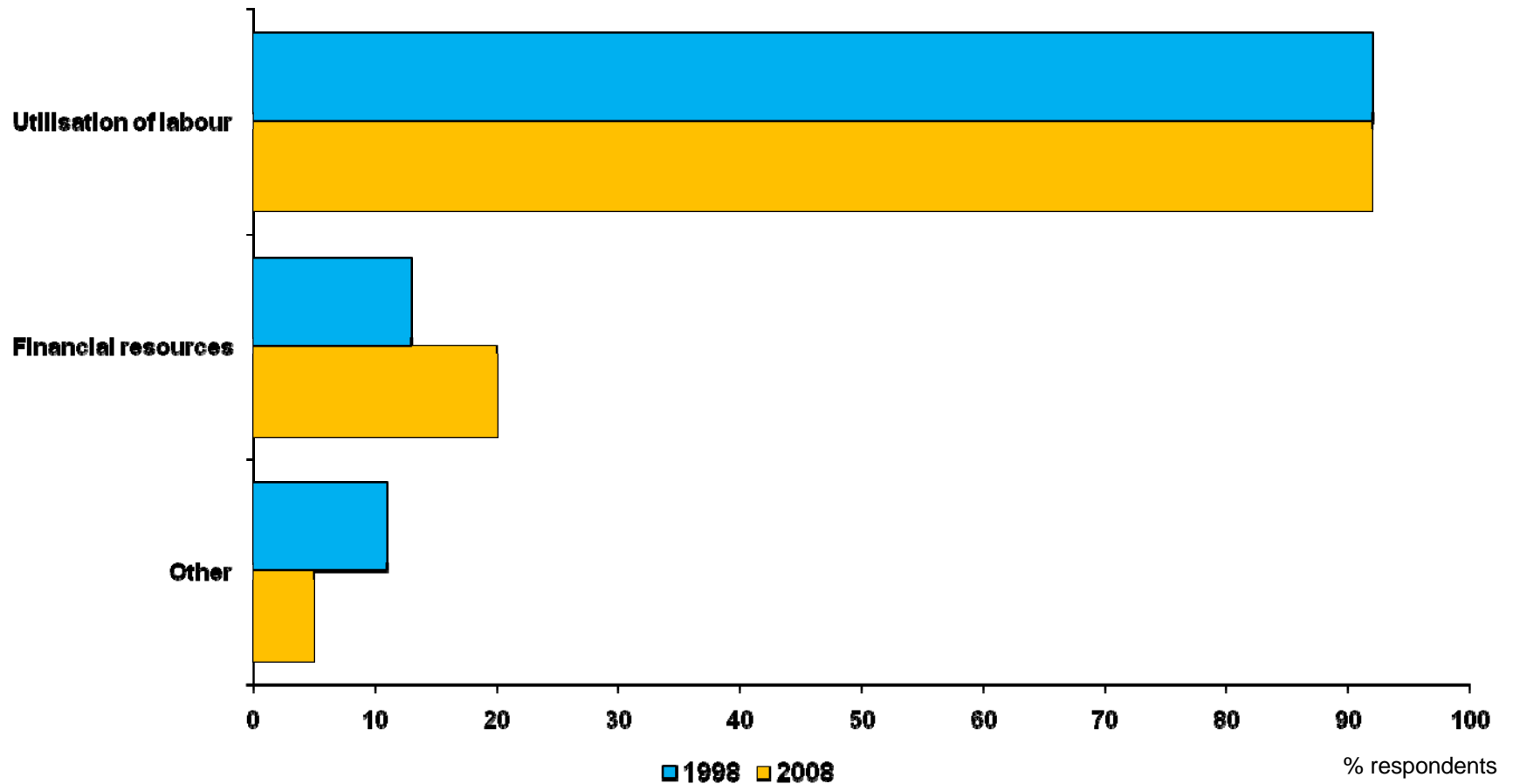
# Adherence to questions 4

## Location of activities



# Interpretation of complex concepts 1

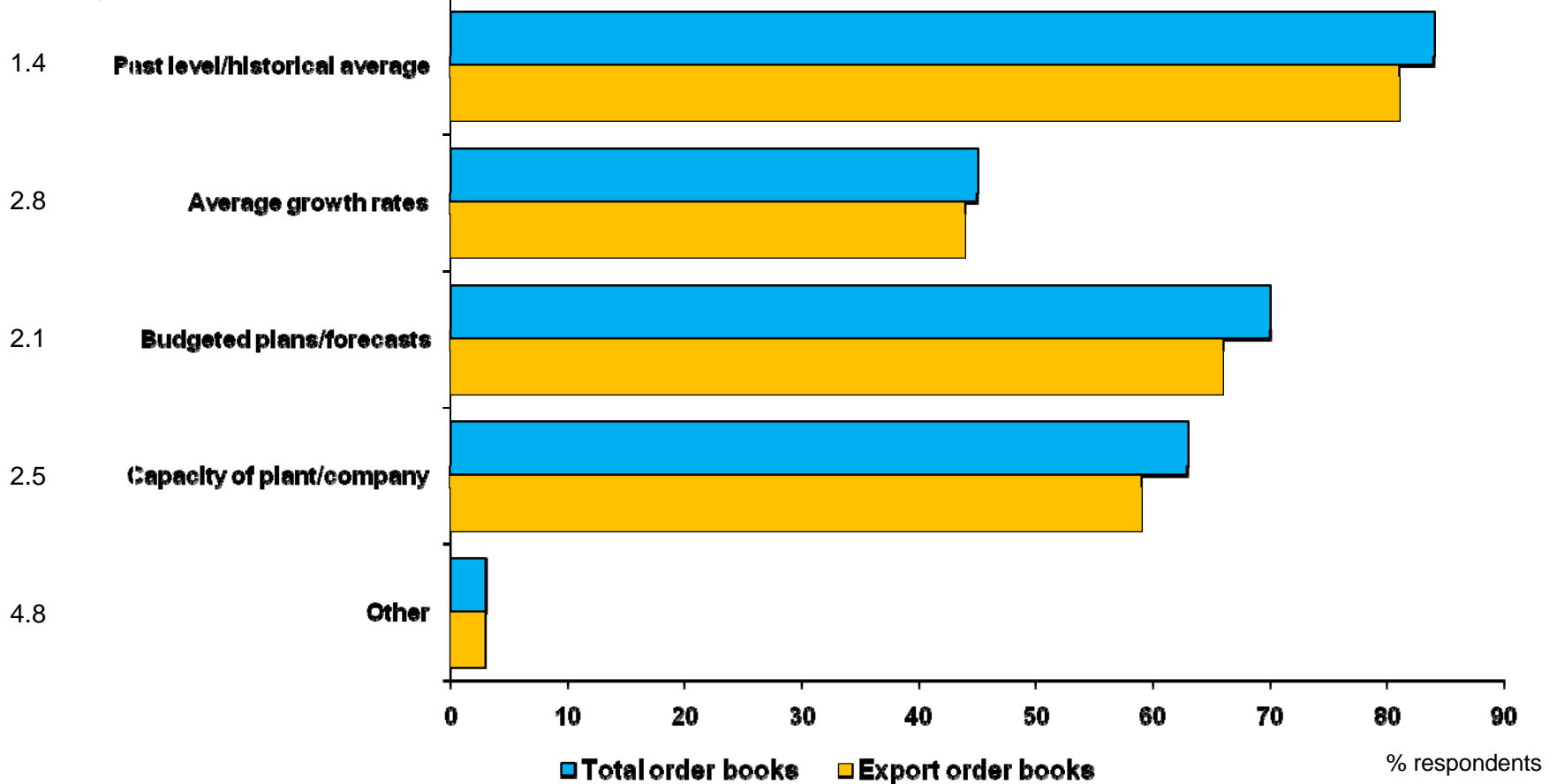
Other factors included in 'capacity utilisation'



# Interpretation of complex concepts 2

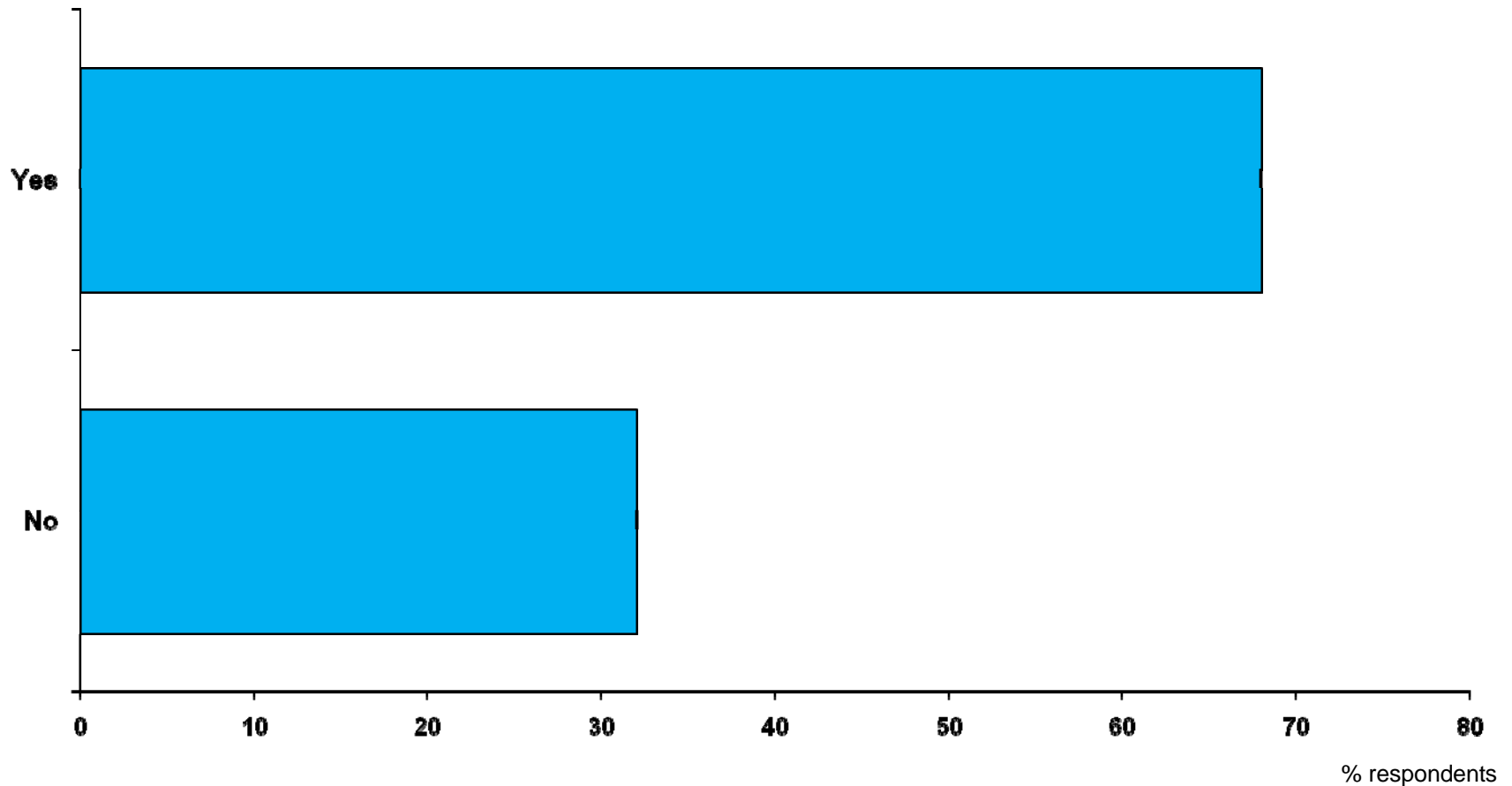
## Benchmark for 'normality'

Average rank (total order books)



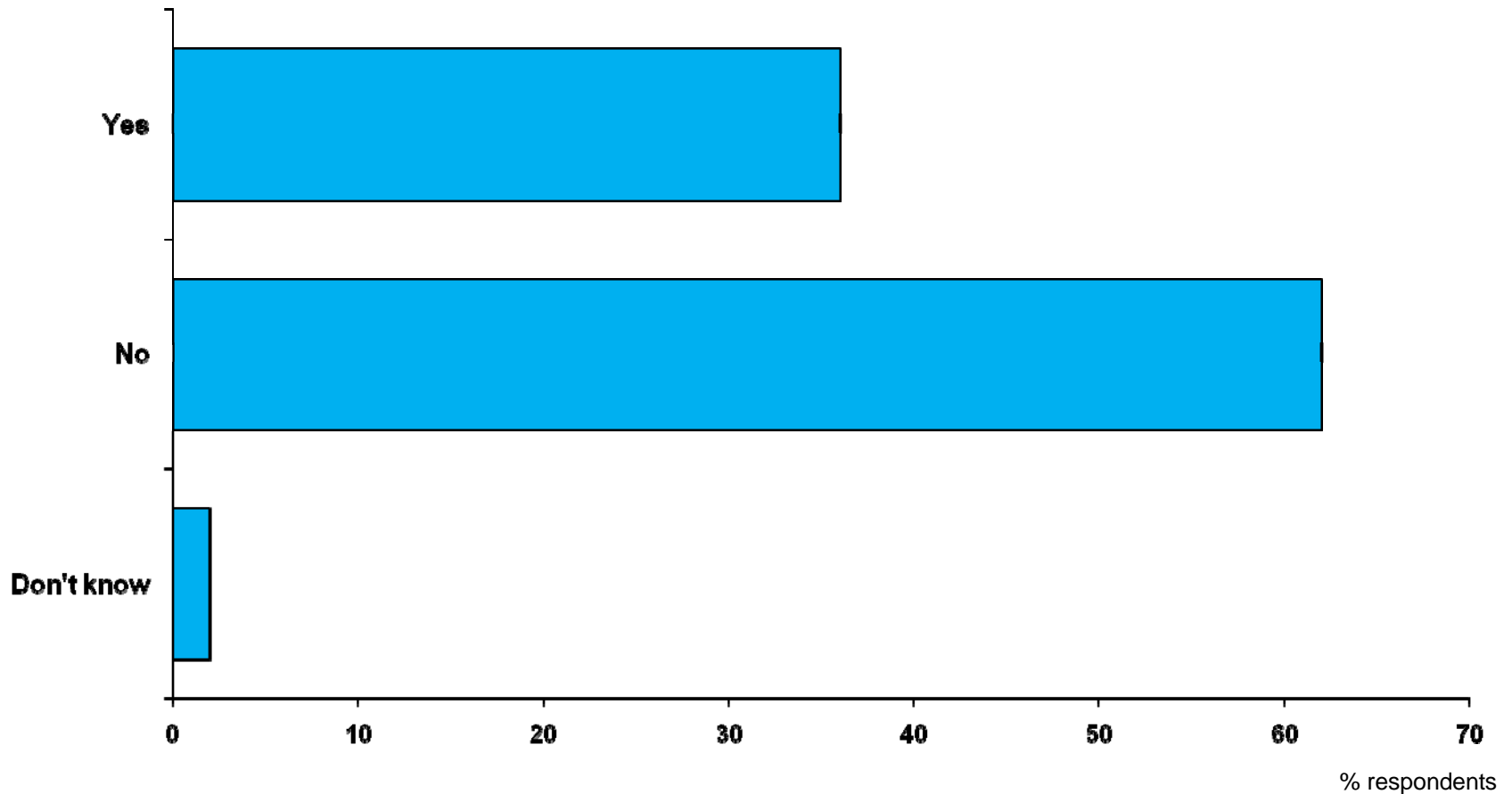
# Interpretation of complex concepts 3

Proportion using values/revenues as an approximation for volumes



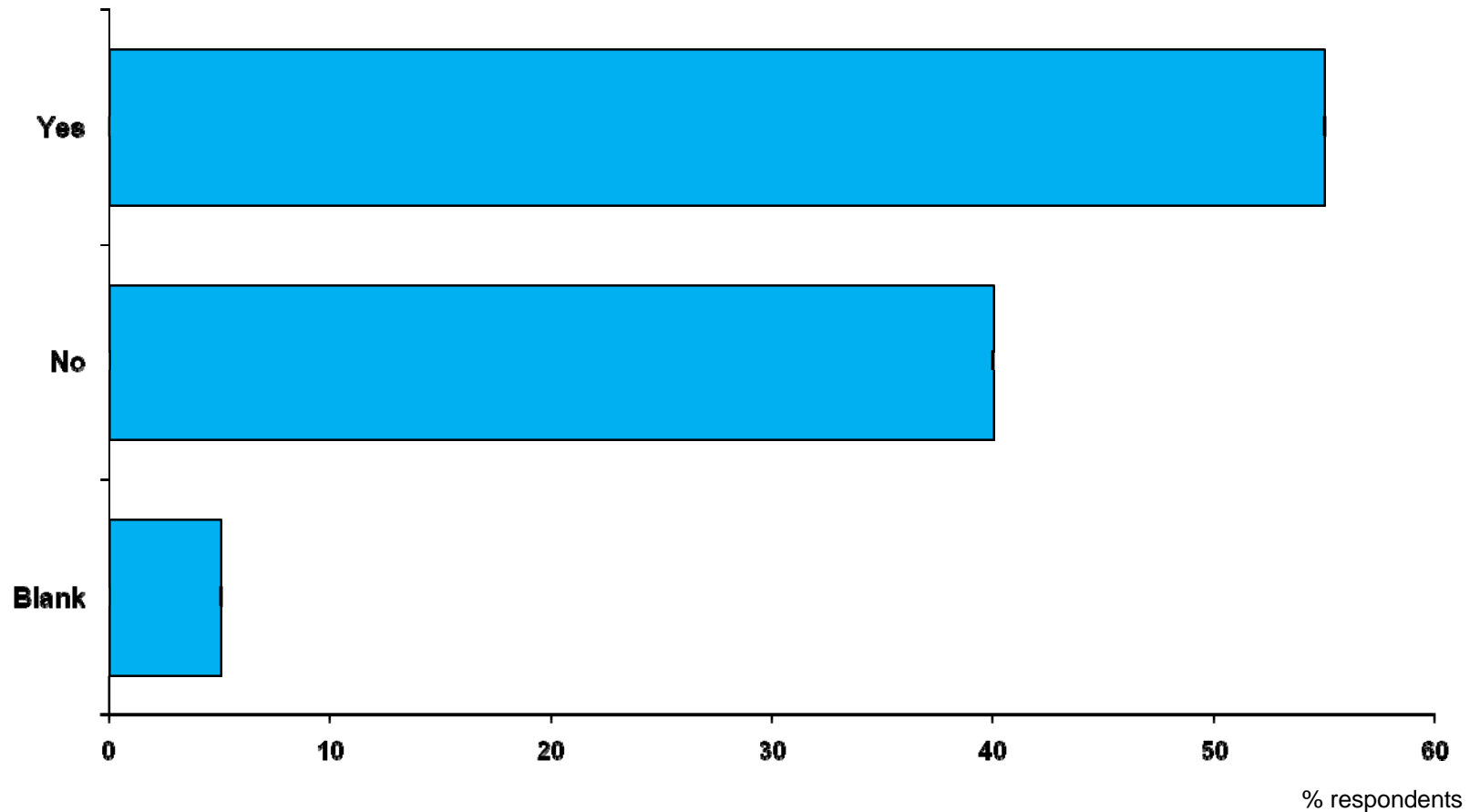
# Interpretation of complex concepts 4

Proportion taking account of improvements in quality of output/product specification



# Survey management issues

Proportion who would like to be offered choice of completing survey online/by email





# Conclusions

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- Some questions need to be interpreted carefully
- Reaffirmed messages from previous Answering Practices Surveys
- And highlighted new issues for research
- Some differences over time in main influences driving responses
- But remarkable consistency on more narrow statistical and interpretational issues