

**ZA3684**

**Flash Eurobarometer 129**

**(Special Target: Innobarometer 2002 - Innovation in Business)**  
**Questionnaire**  
**Luxembourg**

CONFIDENTIEL

**FLASH EUROBAROMETRE N° 129 (« INNOBAROMETRE 2002 ») - septembre 2002**  
Version française 29.07.2002**INFORMATIONS A PREPARER AVANT L'INTERVIEW**

- (a) REGION NUTS : ..... (CODER SELON LOCALITE D&B)  
(b) CODE SIC ou NACE : ..... (SELON D&B)  
(c) NOMBRE DE TRAVAILLEURS : ..... (SELON D&B)

**D'Roll vun der europäescher Integratioun fir Innovatiounen**

Mir maachen eng Ëmfro iwwer déi aktuell Innovatiounen an Europa. Mir géifen lech gären e puer Froen stellen iwwer Är Experienzen a Prioritéiten an dësem Beräich.

Fir unzefänken, brauch ech e puer Informatiounen iwwer Ären Betrib.

**D1. Wéi vill Persounen schaffen fest an Ärem Betrib zu Lëtzebuerg?**

N = [ ] [ ] [ ] [ ] [ ] [ ]

[SI MOINS DE 20 PERSONNES EMPLOYEES > STOP INTERVIEW]  
[SI NSP/SR > STOP INTERVIEW]

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page 1/13**INFORMATION TO BE PREPARED BEFORE INTERVIEW**

- (a) NUTS REGION: ..... (CODE ACCORDING TO D&B LOCALITY)  
(b) SIC or NACE CODE: ..... (ACCORDING TO D&B)  
(c) COMPANY SIZE : ..... (ACCORDING D&B)

**THE ROLE OF EUROPEAN INTEGRATION FOR INNOVATION**

We are conducting a survey on innovation today in Europe. We would like to ask you about your experiences and priorities in this area.

First of all I need some information on your company.

**D1. How many people does your company regularly employ in [OUR COUNTRY]?**

N = [ ] [ ] [ ] [ ] [ ] [ ]

[IF LESS THAN 20 PEOPLE EMPLOYED > STOP INTERVIEW]  
[IF DK/NA > STOP INTERVIEW]

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**D2.** Ass äre Betrib haapsächlech e Betrib fir:.....?

**[VIRLIESEN- NEMMEN ENG ANTWERT MEIGLECH]**

- d'Extraktioun oder d'Produktioun vun de Matières Premières ..... 1
- d'Konstruktions oder d'öffentlichen Aarbechten..... 2
- d'Produktioun an d'Fabrikatioun vu Gidder ..... 3
- den Handel an d'Distributioun (Grouss- an Eenzelhandel) ..... 4
- den Transport (vu Gidder, Wueren oder Persounen)..... 5
- d'Finanz-Servicer (Banken, Assurancen, Courtage)..... 6
- d'Kommunikatioun ..... 7
- aner Servicer fir Betriben..... 8
- aner Servicer fir de Konsument..... 9
- (näischt dovunner) **[PRECISER]** ..... 10
  
- **[Landwirtschaft → STOP INTERVIEW]**
- **[Administratioun → STOP INTERVIEW]**
- **[NSP/SR → STOP INTERVIEW]**

**D3.** Zénter wéini gëtt ét Ären Betrib ?

- virun 1972 gegrënnt (zénter méi wéi 30 Joer)..... 1
- tëschent 1972 a 1981 gegrënnt (zénter méi wéi 20 Joer)..... 2
- tëschent 1982 a 1991 gegrënnt (zénter méi wéi 10 Joer)..... 3
- tëschent 1992 a 1996 gegrënnt (zénter méi wéi 5 Joer)..... 4
- gegrënnt zénter 1997 (am Laaf vun den läschten 5 Joer) ..... 5
- [Wees netkeng Antwort]..... 6

**D4.** Wéi héich ass ongefíeier de Prozentsaatz vun de Verkeef déen Äre Betrib am Export realiséiert?

**[WA « WEES NET GENAU », NOHACKEN FIR ENG SCHATZUNG ZE KREIEN]**

- [ ] [ ] [ ] %
- **[WA NSP/SR > CODE 999]**

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**D2.** Is your company mainly concerned with: ...?

**[READ OUT – ONLY ONE ANSWER]**

- extraction or production of raw materials ..... 1
- construction or civil engineering..... 2
- production and manufacturing of goods..... 3
- trade and distribution (wholesale or retail) ..... 4
- transport (of goods, merchandise or people) ..... 5
- financial services (banking, insurance, brokerage)..... 6
- communications ..... 7
- other business services..... 8
- other services to consumers ..... 9
- (none of these cases) **[SPECIFY]** ..... 10
  
- **[Agriculture → STOP INTERVIEW]**
- **[Administration → STOP INTERVIEW]**
- **[DK/NA → STOP INTERVIEW]**

**D3.** Since when does your company exist?

- founded before 1972 (more than 30 years) ..... 1
- founded between 1972 and 1981 (more than 20 years)..... 2
- founded between 1982 and 1991 (more than 10 years)..... 3
- founded between 1992 and 1996 (more than 5 years)..... 4
- founded since 1997 (within the last 5 years)..... 5
- [DK/NA]..... 6

**D4.** Approximately what percentage of your sales does your company make in exports?

**[IF DON'T KNOW EXACTLY, INSIST ON GETTING AN ESTIMATE]**

- [ ] [ ] [ ] %
- **[IF DK/NA > CODE 999]**

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D5. Wéi héisch ass den Êmsaatz a Prozenter den Ären Betrib realiséiert duerch Geschäfter mat aneren Sociétéiten ?

[WA « WEES NET GENAU », NOHACKEN FIR ENG SCHATZUNG ZE KREIEN]

- [ ] [ ] [ ] %
- [WA NSP/SR > CODE 999]

D6. Wéi héisch ass den Êmsaatz a Prozenter den Ären Betrib realiséiert duerch Geschäfter mat Konsumenten?

[WA « WEES NET GENAU », NOHACKEN FIR ENG SCHATZUNG ZE KREIEN]

- [ ] [ ] [ ] %
- [WA NSP/SR > CODE 999]

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D5. What percentage of your turnover does your company generate from trade with other firms?

[IF DON'T KNOW EXACTLY, INSIST ON GETTING AN ESTIMATE]

- [ ] [ ] [ ] %
- [IF DK/NA > CODE 999]

D6. What percentage of your turnover does your company generate from trade with consumers?

[IF DON'T KNOW EXACTLY, INSIST ON GETTING AN ESTIMATE]

- [ ] [ ] [ ] %
- [IF DK/NA > CODE 999]

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1. Fir unzefänken, schwätzen mir allgemeng vun den Innovatiounseffort'en vun Ärem Betrib, vun den Motivatiounen an den Realisatiounen am Laaf vun den läschten zwee Joer.
  
- 1.1 Wéi héisch ass den Ëmsaatz a Prozenter den Ären Betrib realiséiert huet duerch nei oder erneiert Produit'en oder Servicen, déi am Laaf vun den läschten zwee Joer um Marché agefuerjt goufen?

**[WA « WEES NET GENAU », NOHACKEN FIR ENG SCHATZUNG ZE KREIEN]**

- [ANTWERT ANDROEN] [ ] [ ] [ ] %
- [NSP/SR] > CODE 999

- TREND MODIFIEE FLASH-EB 100, Q1.1 -

- 1.2 An denen läschten zwee Joer, wéi héich war do ongeféier de Prozentsaatz deen Dir an Innovatiounen investéiert hutt, wat är Produit'en, är Prozeduren oder är Organisatioun ugeet ?

**[WA « WEES NET GENAU », NOHACKEN FIR ENG SCHATZUNG ZE KREIEN]**

- [ANTWERT ANDROEN] [ ] [ ] [ ] %
- [NSP/SR] > CODE 999

- TREND MODIFIEE FLASH-EB 100, Q1.2 -

- 1.3 Är Innovatiounseffort'en worn haapsächlech konzentréiert op ... ?
- [VIRLIESEN – MAXIMUM 2 ANTWERTEN]**
- |    |  |   |
|----|--|---|
| a) | D'Entwecklung vun neien Produit'en .....                 | 1 |
| b) | D'Entwecklung vun neien Produktiounsprozesser .....      | 1 |
| c) | D'Entwecklung vun neien Organisatiounschangementer ..... | 1 |
| d) | [Wees net/keng Äntwert] .....                            | 1 |

- NOUVELLE QUESTION -

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1. Let us now begin with the overall innovation efforts and achievements of your company during the last two years.
  
- 1.1 Approximately what percentage of your turnover comes from new or renewed products or services, introduced during the last two years?

**[IF "DON'T KNOW EXACTLY", INSIST ON GETTING AN ESTIMATE]**

- [CODE THE ANSWER] [ ] [ ] [ ] %
- [DK/NA] → CODE 999

- MODIFIED TREND FLASH-EB 100, Q1.1 -

- 1.2 In the last two years, approximately what percentage of your investment was dedicated to innovation, either in your products, processes or organisation?

**[IF "DON'T KNOW EXACTLY", INSIST ON GETTING AN ESTIMATE]**

- [CODE THE ANSWER] [ ] [ ] [ ] %
- [DK/NA] → CODE 999

- MODIFIED TREND FLASH-EB 100, Q1.2 -

- 1.3 Your innovation efforts concentrated mainly on...?

**[READ OUT –MAXIMUM TWO ANSWERS]**

- |    |  |   |
|----|--|---|
| a) | development of new products .....              | 1 |
| b) | development of new production processes.....   | 1 |
| c) | development of new organisational changes..... | 1 |
| d) | [DK/NA] .....                                  | 1 |

- NEW QUESTION -

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Déi folgend Fro behandelt verschidden Innovatiouns-Aspekte an Ärem Betrib.

- 1.4 Am Fall vun Ärem Betrib, waat sin déi zwee wichtegst Mëttelen fir Zougang zu de Spëtzentechnologien ze kréien: ...?**

**[VIRLIESEN – ROTATIOUN – ZWOU ANTWERTEN]**

- a) uschaafen vum allerbeschtem Equipement a vun den allerbeschten Maschinnen ..... 1
- b) Zesummenaarbecht mat den Fournisseuren oder den Klient'en .. 1
- c) intern Recherchen an Weiderentwécklungen réaliséieren ..... 1
- d) Zesummenaarbecht mat den Universitéiten oder den Spezialisten vun R&D ..... 1
- e) uschaafen vun intellektuellem Eegentum, vu externen Lizenzen. 1
- f) [NE PAS LIRE kéent, me eischter dëst Mëttel] [PRECISER] ..... 1
- g) [NE PAS LIRE kéent ass méi wichteg wéi dat anert]..... 1
- h) [NSP/SR] ..... 1

- TREND MODIFIEE FLASH-EB 100, Q2.1 -

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The next question is in relation to the various aspects of innovation in your company.

- 1.4 In the case of your company, what are the two most important ways to access advanced technologies, among the following: ...?**

**[READ OUT-ROTATE-TWO ANSWERS EXPECTED]**

- a) acquisition of advanced machinery and equipment ..... 1
- b) co-operation with suppliers or customers ..... 1
- c) conducting in-house R&D ..... 1
- d) co-operation with universities or R&D specialists ..... 1
- e) acquisition of external intellectual property (licensing-in) ..... 1
- f) [DON'T READ OUT none of the above, but this one is the most important]: [SPECIFY] ..... 1
- g) [DON'T READ OUT no way more important than the other] .... 1
- h) [DK/NA] ..... 1

- TREND MODIFIED FLASH-EB 100, Q2.1 -

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**2.1** Am Vergläch mat ären Haaptkonkurrenten, wéi schëtzzt Dir d'Leeschtungen an vun ärem Betrib wat d'Innovatioun ugeet ?  
 Sinn se .....?

**[VIRLIESEN – NEMMEN ENG ANTWERT]**

- |    |   |   |
|----|---|---|
| a) | staark iwwert dem Duerchschnëtt .....   | 1 |
| b) | iwwert dem Duerchschnëtt .....  | 2 |
| c) | [NE PAS LIRE] [am Duerchschnett, tëschent den zwee,<br>dat ass verschidden] ..... | 3 |
| d) | ënnert dem Duerchschnëtt .....  | 4 |
| e) | staark ënnert dem Duerchschnëtt .....   | 5 |
| f) | [NSP/SR] .....  | 6 |

– TREND MODIFIEE FLASH-EB 100, Q1.4 –

**2.2** Wat sin déi zwee allerwichtegst Facteur'en, déi am Beschten d'Stärken vun Ärem Betrib am Bezug op Innovatiounen erklären ... ?

**[VIRLIESEN – ROTATIOUN – MAXIMUM 2 ANTWERTEN]**

- |    |  |   |
|----|--|---|
| a) | den technologeschen Progrès an d'Kompetenzen am Beräich<br>vun der Recherche an der Entwicklung .....                  | 1 |
| b) | effikass Produktiounsmethoden, déi d'Benutzung vun den<br>Ressourcen optiméieren.....                                  | 1 |
| c) | d'Flexibilitéit an d'Adaptatioun vun der Produktioun un<br>Besoin'en vum Marché .....                                  | 1 |
| d) | eng Leaderpositioun am Bezug op d'Entdeckung an<br>d'Exploitatioun vun neien Tendenzen um Marché .....                 | 1 |
| e) | gudd Kooperatiounsgewunneschten mat Ären Fournisseur'en,<br>Aren Client'en oder den kommerziellen Associatiounen ..... | 1 |
| f) | d'Qualifikatiounen an den Professionnalismus vun Ärem Personal<br>1  | 1 |
| g) | [NSP/SR] .....   | 1 |

- NOUVELLE QUESTION -

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**2.1** How would you rate the innovation performance of your company compared to your main competitors? Is it: .....?

**[READ OUT –ONE ANSWER ONLY]**

- |    |   |   |
|----|---|---|
| a) | well above average .....                                  | 1 |
| b) | above average .....                                       | 2 |
| c) | [DON'T READ OUT] [average, in between, it depends.] ..... | 3 |
| d) | below average .....                                       | 4 |
| e) | well below average .....                                  | 5 |
| f) | [DK/NA] .....   | 6 |

– TREND MODIFIED FLASH-EB 100, Q1.4 –

**2.2** Which are the two most important factors that best explain the strengths of your company in innovation ...?

**[READ OUT – ROTATE-MAXIMUM TWO ANSWERS EXPECTED]**

- |    |   |   |
|----|---|---|
| a) | technological advance and Research and Development<br>competencies .....                  | 1 |
| b) | efficient production methods making best use of resources .....                           | 1 |
| c) | flexibility and adaptability of production to market needs .....                          | 1 |
| d) | leadership in finding out and exploiting new market trends .....                          | 1 |
| e) | good co-operation practices with your suppliers, customers or<br>trade associations ..... | 1 |
| f) | qualifications of your staff and their professionalism .....                              | 1 |
| g) | [DK/NA] .....   | 1 |

- NEW QUESTION -

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- 2.3** Mir welle gär wëssen wat déi zwee wichtigst Innovatiounsbesoin'en an ärem Betrib sin, déi net zefriddend geléist sin?  
 Nennt mir di zwee wichtigst vun der Lescht hei :

**[VIRLIESEN – ROTATIOUN – 2 ANTWERTEN MEIGLECH]**

- a) menschlech Ressourcen fannen oder mobiliséieren ..... 1
- b) Op innovativ Klient'en a/oder Märt zougoen ..... 1
- c) nei Technologien fannen oder benotzen ..... 1
- d) Finanziell Ressourcen fannen oder mobiliséieren ..... 1
- e) Wëssen deelen/verbreeden oder mat aner Organisatiounen zesummenschaffen ..... 1
- f) Ärt Wëssen schützen ..... 1
- g) [kéen vun dësen Besoin'en, me eischter]: [PRECISER] ..... 1
- h) [kéen Besoin ass méi wichteg wéi den aneren] ..... 1
- i) [NSP/SR] ..... 1

– TREND MODIFIEE FLASH-EB 100, Q7.0–

Kommen mer elo zu der Formatioun an der Edukatioun

- 3.1** A wéi engen Beräicher sinn bei den Qualifikatiounen a Kompetenzen vun Ärem Personal méi Effort'en néideg, fir dat Ären Betrib méi innovativ gëtt ... ?

**[VIRLIESEN – ROTATIOUN – MEI ANTWERTEN MEIGLECH]**

- a) D'Basiskompetenzen vun den Aarbechter aus der Primärschoul ..... 1
- b) D'Léier an d'Formatiounen vum technëschen Personal ..... 1
- c) D'Léier an d'Formatiounen vum kommerziellen Personal ..... 1
- d) Universitärsformatioun vum Personal ..... 1
- e) D'Motivatioun vum Personal op alle Nivo'en vun der Hierarchie vir nei Kompetenzen ze erhaalen a vir sech un Changementen ze adaptéieren ..... 1
- f) [NE PAS LIRE Aner] : [PRECISER] ..... 1
- g) [NE PAS LIRE allegueren] ..... 1
- h) [NSP/SR] ..... 1

- NOUVELLE QUESTION -

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- 2.3** We would like to know what are the two most important unsatisfied needs in terms of innovation in your company, amongst the following ...?

**[READ OUT – ROTATE-TWO ANSWERS EXPECTED]**

- a) Finding or mobilising human resources ..... 1
- b) Accessing innovative customers and/or markets ..... 1
- c) Finding or using new technologies ..... 1
- d) Finding or mobilising financial resources ..... 1
- e) Knowledge sharing or networking ..... 1
- f) Protecting your knowledge ..... 1
- g) [DON'T READ OUT none of these, but this one is]: [SPECIFY] ..... 1
- h) [DON'T READ OUT no need more important than the other] ..... 1
- i) [DK/NA] ..... 1

– MODIFIED TREND FLASH-EB 100, Q7.0–

Turning now to training and education...

- 3.1** At which level of your staff's qualifications and competencies, would you say that more efforts are needed, to make your company more innovative ...?

**[READ OUT – ROTATE-MULTIPLE ANSWERS POSSIBLE]**

- a) The basic skills of workforce leaving primary school ..... 1
- b) Apprenticeship and training of technical staff ..... 1
- c) Apprenticeship and training of commercial staff ..... 1
- d) University education of staff ..... 1
- e) To motivate staff at all levels to acquire new competencies and to adapt to change ..... 1
- f) [DON'T READ OUT none of these, but this one is]: [SPECIFY] ..... 1
- g) [DON'T READ OUT all of them] ..... 1
- h) [DK/NA] ..... 1

- NEW QUESTION -

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- 3.2** Wou denkt dir dat dir d'Formatiounen vir d'Verbesserung vun den Qualifikatiounen vum Personal an hierer Motivatioun am Beschten erhaalen kënnt...?

**[VIRLIESEN – ROTATIOUN –NEMMEN ENG ANTWERT]**

- Intern Formatiounen am Betrib ..... 1
- Di öffentlech Edukatiouns- a Formatiounsinstituter ..... 2
- Di privat Edukatiouns- a Formatiounsorganisatiounen ..... 3
- Di hallefstaatlech Institutiounen, wéi Chambres de Commerce, kommerziell Associatiounen, etc.. ..... 4
- [NSP/SR] ..... 5

- NOUVELLE QUESTION -

- 3.3** Wat wor di duerchschnëttlech Unzuel vun Schaffdeeg déi dat lässt Joer an Ärem Betrib pro Employé vir Edukatioun an Formatiou opbruecht gouf ...?

**[WA « WEES NET GENAU », NOHACKEN FIR ENG SCHATZUNG ZE KREIEN]**

- [CODER LA REPONSE] [ ] [ ] [ ]
- [NSP/SR] > CODE 999

- NOUVELLE QUESTION -

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- 3.2** Where do you think that training to improve the qualifications of your staff and their motivation can be best provided ...?

**[READ OUT – ROTATE–ONE ANSWER ONLY]**

- Training activities within the company..... 1
- public sector education and training institutions ..... 2
- private sector education and training organisations ..... 3
- semi-public institutions like chambers of commerce, trade associations, etc..... 4
- [DK/NA] ..... 5

- NEW QUESTION -

- 3.3** What was the average number of working days dedicated to education and training per employee in your company during the last year...?

**[IF "DON'T KNOW EXACTLY", INSIST ON GETTING AN ESTIMATE]**

- [CODE THE ANSWER] [ ] [ ] [ ]
- [DK/NA] → CODE 999

- NEW QUESTION -

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Schwätzen mer elo vun Innovationounen a Saachen nei Organisatiouns a Gestiouunsapprochen an Ärem Betrib.

- 4.1** Op wat fir eng vun den folgenden Aktivitéiten, wärten sech, am Laaf vun den næxten zwee Joer, Är nei Gestiouunsapprochen fir Innovationounen hauptsächlech konzentréieren ? Eischtens ? Zweetens ?

- a) Eischtens ..... 1
- b) Zweetens ..... 2

**[VIRLIESEN – ROTATIOUN – ENG ANTWERT FIR « EISCHTENS »]**

- Aféierung vun neien Prozesstechnologien ..... 1 2
- Den Rapport mat den Fournisseur'en\Benutzer ..... 1 2
- D'Logistik, d'Liwvermethod ..... 1 2
- Nei caracteristiken vun den Produit'en\Servicer ..... 1 2
- Daten- an Informatiounsverarbechtung ..... 1 2
- Restructuratioun vum Decisiounsprozess ..... 1 2
- [NSP/SR] ..... 1 2

- NOUVELLE QUESTION -

- 4.2** Wann dir gären nei Methoden oder nei Approchen an der Gestiouun vun Ärem Betrib geift aféieren, bei wem géif dir virzugsweis Root froen ... ?

**[VIRLIESEN – ROTATIOUN – NEMMEN ENG ANTWERT]**

- Fournisseurs oder Client'en ..... 1
- Fuerschungsinstituter (public oder privat) ..... 2
- Privat extern Consultant'en ..... 3
- Centres de conseil public oder semi-public ..... 4
- [NSP/SR] ..... 5

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Let us talk about innovation in terms of new organisational and managerial approaches in your company.

- 4.1** During the next two years, on which of the following business activities will your new approaches to management of innovation mainly focus on? Firstly? Secondly?

- a) Firstly..... 1
- b) Secondly ..... 2

**[READ OUT – ROTATE-ONE ANSWER FOR "FIRSTLY" AND ONE ANSWER FOR "SECONDLY" EXPECTED]**

- introduction of new process technologies ..... 1 2
- relationship with suppliers/users ..... 1 2
- logistics, delivery method ..... 1 2
- new product/service characteristics ..... 1 2
- data and information processing ..... 1 2
- restructuring of decision-making process ..... 1 2
- [DK/NA] ..... 1 2

- NEW QUESTION -

- 4.2** If you want to introduce new methods or new approaches to management for your company, would you seek advice preferably from... ?

**[READ OUT – ROTATE-ONE ANSWER ONLY]**

- Suppliers or customers ..... 1
- research institutions (public or private) ..... 2
- private external consultants ..... 3
- public or semi-public advisory centres ..... 4
- [DK/NA] ..... 5

- NEW QUESTION -



GALLUP EUROPE

CONFIDENTIEL

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5.1 Am Fall vun Kollaboratiounen mat aneren Sociétéiten am Beräich vun Innovatiounen, ass Ären Betrib haapsächlech....

**[VIRLIESEN – NEMMEN ENG ANTWERT]**

- den wou esou Kollaboratiounen mat aneren Sociétéiten erwënscht.....1
- oder aner Sociétéiten wënschen esou Kollaboratiounen mat Ärer Entreprise.....2
- [NE PAS LIRE dat ass verschidden,déi zwee].....3
- [NE PAS LIRE kollaboréieren net mat aneren Sociétéiten] .....4
- [NSP/SR] .....5

- NOUVELLE QUESTION -

5.2 Ärer Méenung no, gëtt d'Kollaboratioun mat aneren Sociétéiten fir den Lancement vun neien Produit'en oder Servicer oder fir d'Aféierung vun neien Prozesser fir lech am Laaf vun den nexten Joeren ... ?

**[VIRLIESEN – NEMMEN ENG ANTWERT]**

- Ganz nützlech.....1
- Eischter nützlech .....2
- Eischter net nützlech .....3
- Guer net nützlech .....4
- [NSP/SR] .....5

- NOUVELLE QUESTION -

5.3 An Ärem Betrib, schafft Dir mat aneren Sociétéiten zesummen fir den Lancement vun neien Produit'en oder Servicer oder fir d'Aféierung vun neien Prozesser?

**[VIRLIESEN – NEMMEN ENG ANTWERT]**

- Jo, zénter laangem .....1
- Jo, erreicht kierzlech.....2
- Nee, mée mir hunn demnext wëlles mat aneren Sociétéiten ze kollaboréieren .....3
- Nee .....4
- [NSP/SR] .....5

- NOUVELLE QUESTION -

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5.1 When co-operating with other firms in relation to innovation, your company is mainly...

**[READ OUT –ONE ANSWER ONLY]**

- the one to request such co-operation with other firms .....1
- or other firms request such co-operation with your company .....2
- [DON'T READ OUT it depends, both] .....3
- [DK/NA] .....4

- NEW QUESTION -

5.2 In your opinion, co-operation with other firms to launch new products or services or to introduce new processes will become for you in the next years...?

**[READ OUT –ONE ANSWER ONLY]**

- Very useful .....1
- Rather useful .....2
- Rather not useful .....3
- Not useful at all .....4
- [DK/NA] .....5

- NEW QUESTION -

5.3 And in your company, do you co-operate with other firms to launch new products or services or to introduce new processes?

**[READ OUT –ONE ANSWER ONLY]**

- Yes, since a long time .....1
- Yes, only recently .....2
- No, but you intend to co-operate with other firms soon .....3
- No .....4
- [DK/NA] .....5

- NEW QUESTION -

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**6.1** Wéi hëllt Ären Betrib déel um öffentlechen Débat iwwer d'Innovatiounen ? Maacht Dir dat iwwer .... ?

**[VIRLIESEN – ROTATIOUN – MEI ANTWERTEN MEIGLECH]**

- a) En Dialog um Nivo vun Ärem Betrib, ..... 1
- b) Är eegen Mediaaktiounen fir Är Client'en oder Aktiounnairen ... 1
- c) Informatiounsaktiounen zesummen mat Fuerschungsinstituter. 1
- d) Diskussiounen mat Industrieassociatiounen iwwer Normen a Standard'en ..... 1
- e) Ìnitiativen déi sech un den Edukatiounssystem addresséieren.. 1
- f) [NE PAS LIRE: Huelen net déel um Débat public iwwer d'Innovatiounen] ..... 1
- g) [NE PAS LIRE : Aner]: [PRECISER]..... 1
- h) [NSP/SR] ..... 1

- NOUVELLE QUESTION -

**6.2** Fir wat fir eng vun den folgenden Kommunikatiounaktivitéiten betreffend d'Innovatiounen, hut Dir wëlles am Laaf vun den nexten zwee Joer ze renforcéieren ... ?

**[VIRLIESEN- ROTATIOUN-MEI ANTWERTEN MEIGLECH]**

- a) En Dialog um Nivo vun Ärem Betrib, ..... 1
- b) Är eegen Mediaaktiounen fir Är Client'en oder Aktiounnairen ... 1
- c) Informatiounsaktiounen zesummen mat Fuerschungsinstituter. 1
- d) Diskussiounen mat Industrieassociatiounen iwwer Normen a Standard'en ..... 1
- e) Ìnitiativen déi sech un den Edukatiounssystem addresséieren.. 1
- f) [NE PAS LIRE: Hunn net wëlles d'Innovatiounsefforten duerch Kommunikatiounaktivitéiten ze verstärken] ..... 1
- g) [NE PAS LIRE : Aner]: [PRECISER]..... 1
- h) [NSP/SR] ..... 1

- NOUVELLE  
QUESTION -

**6.1** How does your company participate in the public debate on innovation,  
it does it mainly through ...?

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**[READ OUT – ROTATE–MULTIPLE ANSWERS POSSIBLE]**

- a) dialogue at the level of your company ..... 1
- b) your own media activities addressing customers or shareholders..... 1
- c) joint information activities with research institutions ..... 1
- d) joint discussions with industry associations on norms and standards..... 1
- e) initiatives addressing the education system..... 1
- f) [DON'T READ OUT: Do not participate in the public debate on innovation]..... 1
- g) [DON'T READ OUT none of the above, but this one]: [SPECIFY]..... 1
- h) [DK/NA] ..... 1

- NEW QUESTION -

**6.2** For which of the following communication activities concerning innovation do you intend to strengthen your efforts during the next two years through ...?

**[READ OUT – ROTATE–MULTIPLE ANSWERS POSSIBLE]**

- a) dialogue at the level of your company ..... 1
- b) your own media activities addressing customers or shareholders..... 1
- c) joint information activities with research institutions ..... 1
- d) joint discussions with industry associations on norms and standards..... 1
- e) initiatives addressing the education system..... 1
- f) [DON'T READ OUT: Do not intend to strengthen innovative efforts through communication activities] ..... 1
- g) [DON'T READ OUT none of the above, but this one]: [SPECIFY]..... 1
- h) [DK/NA] ..... 1

- NEW QUESTION -

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**7.1** Am Verglach mat der momentaner Situations, mengt Dir dat den Marché am Laaf vun den nexten Joer fir d'Afierung vun innovativen Produkt'en ...

**[VIRLIESEN – NEMMEN ENG ANTWERT]**

- méi « empfänglech » ass.....1
- d'selwescht ass .....2
- manner « empfänglech » ass .....3
- [NSP/SR] .....4

- NOUVELLE QUESTION -

**7.2** Wat fir eng vun den folgenden Tendenzen um Marché hunn Ärer Méeung no den stärksten Ureiz fir Innovatiounen an den kommenden Joer ..?

**[VIRLIESEN – ROTATIOUN – MEI ANTWERTEN MEIGLECH]**

- a) Zouhuelend Konkurrenz um Nivo vum Präis.....1
- b) Di méi néisch Uspräch a Saachen Qualitéit.....1
- c) Di méi grouss Nofro no benutzerfreundlechkeet an\oder manner nécessitéit vun Entretien .....1
- d) Secherheet a Zouverlässegekeet vun den Produkt'en .....1
- e) Antwort op d'Fräizäitbesoin'en vun den Konsumenten .....1
- f) Antwort op demografesch a kulturell Veränderungen .....1
- g) [NSP/SR] .....1

- NOUVELLE QUESTION -

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**7.1** Compared to the current situation, would you expect that the market for introducing innovative products in the coming years...

**[READ OUT – ONE ANSWER ONLY]**

- Will become more receptive .....1
- Will remain unchanged.....2
- Will become less receptive.....3
- [DK/NA] .....4

- NEW QUESTION -

**7.2** Which of the following trends on the markets will, in your opinion, provide the strongest incentive to innovate in the coming years...?

**[READ OUT – ROTATE–MULTIPLE ANSWERS POSSIBLE]**

- a) Increasing price competition .....1
- b) Higher requirements on quality .....1
- c) Greater user-friendliness requirements and/or less service requirements .....1
- d) Security and reliability of products .....1
- e) Response to consumers' leisure needs .....1
- f) Response to demographic and cultural change.....1
- g) [DK/NA] .....1

- NEW QUESTION -

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8. Op wéi engem Nivo denkt dir, dat sech an den kommenden Joer fir Ären Betrib, den positivsten Impakt vum gemeinsamen europäeschen Marché weist wat d'Innovatiounen ubelaangt ... ? (gitt den wichtigsten un)

**[VIRLIESEN – ROTATIOUN – NEMMEN ENG ANTWERT]**

- méi bëlleg oder méi disponibel Liwwerungen aus aneren europäeschen Regiounen ..... 1
- E besseren Zugang zu neien Marché'en an der Europäescher Unioun (fir den Verkaaf vun Produit'en an Servicer) ..... 2
- E besseren Zugang zu neien Technologien, neien Equipementer oder Resultater vun Recherchen ..... 3
- Verbessert Reglementatiounen, déi gläich Chancen fir national oder auslännesch Konkurrenten offréieren ..... 4
- Eng besser Koopératioun mat aneren europäeschen Betriber fir Innovatiounen ..... 5
- [Aner] [PRECISER] ..... 6
- [NSP/SR] ..... 7

- NOUVELLE QUESTION -

**[FIN DE L'INTERVIEW – REMERCIER LE REPONDANT]**

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8. In the coming years, where would you expect for your company, the most positive impact of the European single market when it comes to innovation ...? (please name most important)

**[READ OUT – ROTATE–ONE ANSWER ONLY]**

- cheaper or better available supplies from other regions in Europe ..... 1
- better access to new markets in the European Union (for sale of products and services) ..... 2
- better access to new technologies, equipment or research results ..... 3
- improved regulations, providing equal opportunities for competitors at home and abroad, ..... 4
- better co-operation with other European companies to innovate. 5
- [others] [SPECIFY] ..... 6
- [DK/NA] ..... 7

- NEW QUESTION -

**[END OF INTERVIEW – REMERCIER LE REPONDANT]**