

	INDUSTRY SECTOR																							
	TOTAL			UK			GERMANY			FRANCE			ITALY			SWEDEN			SWITZERLAND			NETHERLANDS		
	TOTAL	Tech Int.	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	Total	Tech Int.	Other	
TOTAL INTERVIEWS	704	264	100	50	50	104	47	57	100	34	65	100	33	64	100	39	61	100	29	69	100	32	68	
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
Planning	374	159	69	37	32	65	32	33	39	18	20	8	4	4	84	34	50	64	18	44	45	16	29	
	53.1	60.2	69.0	74.0	64.0	62.5	68.1	57.9	39.0	52.9	30.8	8.0	12.1	6.3	84.0	87.2	82.0	64.0	62.1	63.8	45.0	50.0	42.6	
Acquisition	350	130	47	26	21	63	30	33	29	7	22	4	1	2	89	35	54	59	15	42	59	16	43	
	49.7	49.2	47.0	52.0	42.0	60.6	63.8	57.9	29.0	20.6	33.8	4.0	3.0	3.1	89.0	89.7	88.5	59.0	51.7	60.9	59.0	50.0	63.2	
Corporate strategy	449	173	58	30	28	73	32	41	41	16	25	55	18	36	86	33	53	68	20	47	68	24	44	
	63.8	65.5	58.0	60.0	56.0	70.2	68.1	71.9	41.0	47.1	38.5	55.0	54.5	56.3	86.0	84.6	86.9	68.0	69.0	68.1	68.0	75.0	64.7	
Corporate development	388	140	45	20	25	66	26	40	46	17	29	24	8	16	94	39	55	52	17	35	61	13	48	
	55.1	53.0	45.0	40.0	50.0	63.5	55.3	70.2	46.0	50.0	44.6	24.0	24.2	25.0	94.0	100.0	90.2	52.0	58.6	50.7	61.0	40.6	70.6	
International operations	388	145	48	26	22	61	26	35	51	21	30	10	3	6	89	34	55	66	16	49	63	19	44	
	55.1	54.9	48.0	52.0	44.0	58.7	55.3	61.4	51.0	61.8	46.2	10.0	9.1	9.4	89.0	87.2	90.2	66.0	55.2	71.0	63.0	59.4	64.7	
North American operations	186	80	23	14	9	34	16	18	15	10	5	-	-	-	57	24	33	33	10	23	24	6	18	
	26.4	30.3	23.0	28.0	18.0	32.7	34.0	31.6	15.0	29.4	7.7	-	-	-	57.0	61.5	54.1	33.0	34.5	33.3	24.0	18.8	26.5	
D.N.S.	3	2	-	-	-	1	1	-	-	-	-	-	-	-	-	-	-	2	1	1	-	-	-	
	.4	.8	-	-	-	1.0	2.1	-	-	-	-	-	-	-	-	-	-	2.0	3.4	1.4	-	-	-	