

BASE: Those answering Western Europe in Q.1a

INDUSTRY SECTOR

	TOTAL																							
	TOTAL			UK			GERMANY			FRANCE			ITALY			SWEDEN			SWITZERLAND			NETHERLANDS		
	Tech		Total	Tech		Other	Tech		Other	Tech		Other	Tech		Other	Tech		Other	Tech		Other	Tech		Other
	TOTAL	Int.		Int.	Int.		Int.	Int.		Int.	Int.		Int.	Int.		Int.	Int.		Int.	Int.		Int.	Int.	
TOTAL INTERVIEWS	191	75	100.0	20	10	100.0	20	13	7	26	9	17	19	10	9	31	12	19	33	8	25	42	13	29
	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
Location (general mention)	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1
	1.0	1.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4.8	7.7	3.4
NET: Local Economic Conditions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NET: Competition	10	3	1	-	1	-	-	-	-	-	-	-	-	-	-	2	2	-	6	1	5	1	-	1
	5.2	4.0	5.0	-	10.0	-	-	-	-	-	-	-	-	-	-	6.5	16.7	-	18.2	12.5	20.0	2.4	-	3.4
Timing/ waiting for the right opportunity	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	1
	.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2.4	-	3.4
Demand for our products/ services/ ability to sell products	9	3	1	-	1	-	-	-	-	-	-	-	-	-	-	2	2	-	6	1	5	-	-	-
	4.7	4.0	5.0	-	10.0	-	-	-	-	-	-	-	-	-	-	6.5	16.7	-	18.2	12.5	20.0	-	-	-
NET: Resources	4	-	-	-	-	-	-	-	-	1	-	1	1	-	1	-	-	-	2	-	2	-	-	-
	2.1	-	-	-	-	-	-	-	-	3.8	-	5.9	5.3	-	11.1	-	-	-	6.1	-	8.0	-	-	-
Labour force skills	1	-	-	-	-	-	-	-	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-	-
	.5	-	-	-	-	-	-	-	-	3.8	-	5.9	-	-	-	-	-	-	-	-	-	-	-	-
Availability of natural resources	3	-	-	-	-	-	-	-	-	-	-	-	1	-	1	-	-	-	2	-	2	-	-	-
	1.6	-	-	-	-	-	-	-	-	-	-	-	5.3	-	11.1	-	-	-	6.1	-	8.0	-	-	-
Other	22	8	6	3	3	-	-	-	-	1	1	-	1	-	1	2	1	1	5	1	4	7	2	5
	11.5	10.7	30.0	30.0	30.0	-	-	-	-	3.8	11.1	-	5.3	-	11.1	6.5	8.3	5.3	15.2	12.5	16.0	16.7	15.4	17.2
D.N.S.	1	-	-	-	-	-	-	-	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-	-
	.5	-	-	-	-	-	-	-	-	3.8	-	5.9	-	-	-	-	-	-	-	-	-	-	-	-