

6.b) Could you explain why you don't use this document?

**Ask for all documents not used (Q.6a).**

**Do not read. Select all that apply.**

- don't have the time, but the subject matter is of interest
- the subject matter is not directly relevant to your job or role
- the subject matter is of interest, but you haven't found any useful information in past editions
- the lists are inaccurate/not up-to-date
- other -----> specify \_\_\_\_\_

7. Do you usually circulate the document or copies of specific sections to other people within your organization?

- No -----> *Go to Q.9*
- Yes

8. To how many other people do you circulate it?

\_\_\_\_\_

**Go to Section H if don't use any documents**

**Randomly select maximum of 3 documents used (Q.6a)**

9. Do you retain a copy of the (document) for ongoing reference?

- Yes
- No

10. As a direct result of reading or using the document, did your *organization*...

**Select all that apply.**

- generate new sales in export markets
  - undertake new activities or make preparations to export
  - identify *contacts* for export market development
  - identify suppliers of goods or services that your organization purchases
  - other -----> **Specify** \_\_\_\_\_,
- or**
- not applicable (not-for-profit organization)*
  - nothing (Do not read)*