



Enterprise and establishment surveys

**AMF-WTO Regional Workshop on the compilation of Trade in Services Statistics, in
cooperation with UNSD and UN ESCWA
*Abu Dhabi, UAE, 25-28 January 2015.***



United Nations Statistics Division
Statistics of International Trade in Services Section



Outline

- **Good practices in enterprise/establishment surveys**
- **Purpose of enterprise/establishment surveys**
- **Principles of survey design**
- **Enterprise/establishment surveys for international trade in services statistics**

Enterprise and establishment surveys can be used to provide data for the full range of resident/non-resident services transactions, as well as for FATS and for additional indicators on the international supply of services

Such surveys should always be based on clearly defined objectives, sound sampling framework and collection methodology, and a well-established legal basis

Meanwhile the general enterprise/ establishment survey usually covers most of the service categories it is a good practice to conduct focused surveys for specific service categories, such as manufacturing services, transportation, R&D and finance and insurance

Such focused surveys allow the compiler to capture a great level of information detail for a specific service category and related transactions without imposing response burden on those enterprises or establishments that are not involved in a particular service

For FATS compilers it is suggested to collect data via SBS (inward FATS only), FDI or designated FATS surveys include in their survey forms at least the main FATS variables (including revenues or turnover, employment, value added and output)

For certain services sectors, it may be logical to use a single survey to respond to various information needs (e.g., trade in services and FDI/FATS) – particularly for construction services.

Business surveys can be conducted at the establishment level or the enterprise level and can provide coverage across the full range of services.

First decision: census or survey?

Consideration: data quality/reporting burden

Practice: usually a combination of survey techniques are used

The principles of survey design include:

- i. Specify the objectives and coverage;
- ii. Establish the sampling unit and the information to be collected;
- iii. Determining the appropriate sample size, if a sample will be used;
- iv. Developing a sampling frame, i.e. an exhaustive list from which sampled units are selected;
- v. Developing the sample design, i.e. how the sample is selected from the frame;
- vi. Determining the method of collection (paper form, electronic, interview, etc.)

Surveys of enterprises/establishments may take via an extensive survey covering many or all service categories (often excluding most of the data needed to compile transport, travel and government goods services n.i.e.), or a specialised survey on selected service category(ies) (f.e. manufacturing services, insurance).

Existing enterprise surveys (like structural business surveys or R&D surveys) may also be used to collect some trade in services data.

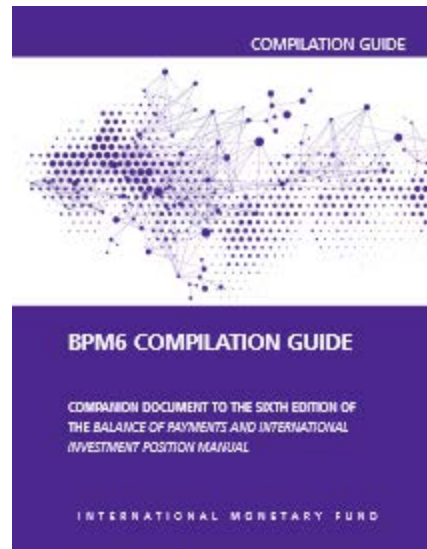
Surveys that collect data on trade in services covers the value of exports (credits) and imports (debits) of services, broken down by type of service with an identification of the country of the counterpart in the transaction. Other recommended elements for data collection of the value of exports and imports of services cover the identification of trade between related parties (intra-firm trade) and an identification of the way these services were traded (mode of supply).

Given the complexities, surveys should always be accompanied by explanatory notes to help respondents understand the type of information required.

The frequency depends on the needs.

BPM6 Compilation Guide

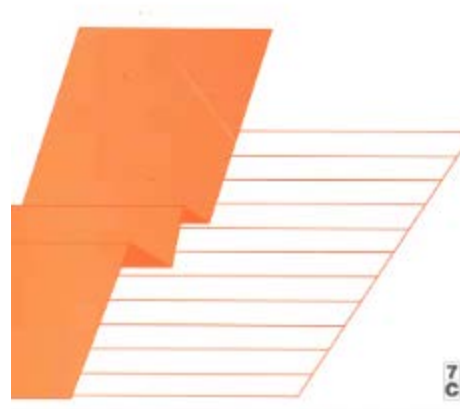
IMF BPM6 Compilation Guide Chapter 3: Specific survey for balance of payment and international investment position (<http://www.imf.org/external/pubs/ft/bop/2014/pdf/guide.pdf>)



Eurostat published a handbook (<http://ec.europa.eu/eurostat/documents/3859598/5825949/CA-09-97-818-EN.PDF/f5ee3198-6fc0-4672-96a1-8fdb4a81ca93?version=1.0>)



HANDBOOK ON THE DESIGN
AND IMPLEMENTATION
OF BUSINESS SURVEYS



Quarterly report on foreign exchange in Chile

Quarterly report on foreign exchange operations performed for maritime and air registered companies and residents in Chile

INFORME TRIMESTRAL DE OPERACIONES DE CAMBIOS INTERNACIONALES EFECTUADAS POR LAS EMPRESAS MARITIMAS Y AEREAS DOMICILIADAS Y RESIDENTES EN CHILE QUE REALIZAN TRANSPORTE INTERNACIONAL DE CARGA Y PASAJEROS

A. ANTECEDENTES GENERALES

1. Nombre Empresa	_____	5. RUT	_____
2. Domicilio	_____	6. E-Mail	_____
3. Teléfono	_____	7. Período a Informar	mm/aaaa
4. Responsable de la información	_____	8. Fecha presentación	dd/mm/aaaa

B. INFORMACION SOLICITADA

	US\$	% c/r del total
9. TOTAL INGRESOS	_____	_____
9.1 Fletes de exportación	_____	_____
9.2 Fletes de importación	_____	_____
9.3 Fletes entre terceros países	_____	_____
9.4 Arriendo de naves y aeronaves al exterior con tripulación	_____	_____
9.5 Arriendo de naves y aeronaves al exterior sin tripulación	_____	_____
9.6 Pasajes internacionales vendidos en el exterior	_____	_____
9.7 Ingresos desde el exterior, sin contrapartida	_____	_____
9.8 Otros ingresos de explotación en el exterior	_____	_____
9.9 Otros ingresos de explotación	_____	_____
	US\$	
10. TOTAL EGRESOS	_____	
10.1 Bienes adquiridos para el abastecimiento de naves o aeronaves en el exterior	_____	
10.2 Servicios adquiridos por naves o aeronaves en el exterior	_____	
10.3 Arriendo de naves y aeronaves en el exterior con tripulación	_____	
10.4 Arriendo de naves y aeronaves en el exterior sin tripulación	_____	
10.5 Reparaciones mayores en el exterior	_____	
10.6 Pagos al exterior, sin contrapartida	_____	
10.7 Otros costos de explotación en el exterior	_____	
10.8 Otros costos de explotación	_____	
	Nombre y Firma Autorizada	

Declaramos bajo juramento que los datos indicados corresponden en forma fidedigna y exacta a las operaciones que se informan. Dicha información se otorga para dar cumplimiento a las normas establecidas por el Banco Central de Chile conforme a lo dispuesto en el párrafo VIII, del Título III de la Ley Orgánica Constitucional que lo rige, las que conocemos y aceptamos, asumiendo el declarante la responsabilidad que se establece en la normativa legal antedicha.

Sample survey questions for legal services

Sample questions for collecting trade in legal services data broken down by partner, affiliated/non-affiliated trade and mode of supply

	Revenue for year __			
	Country A	Country B	Country C	Other countries
Legal services				
- Of which to related parties				
- How were your legal services delivered (% of total)?				
From your territory to a non-resident overseas	%	%	%	%
To a non-resident customer temporarily in your territory	%	%	%	%
Delivered to non-resident customer by a resident employee, temporarily working abroad	%	%	%	%