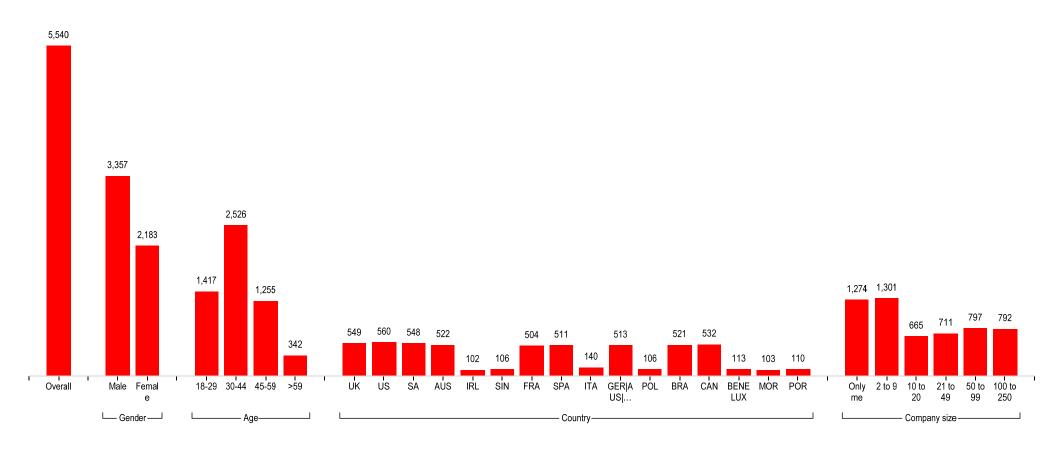


BTE1603 - Sage SME BDM - All Markets

November 2016



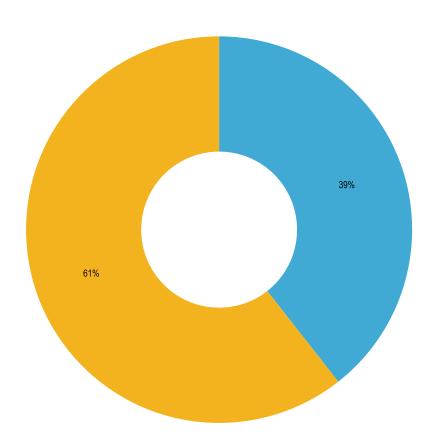
Sample details



(N=5,540)

Gender

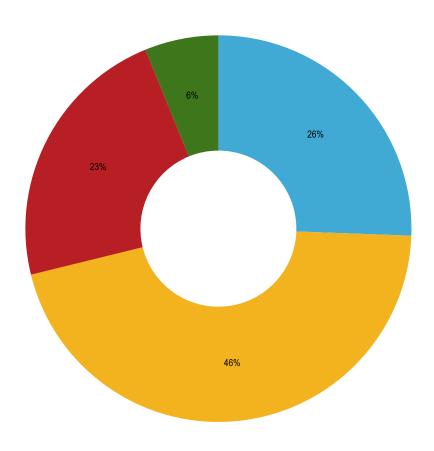
Are you male or female?



Female Male

Age

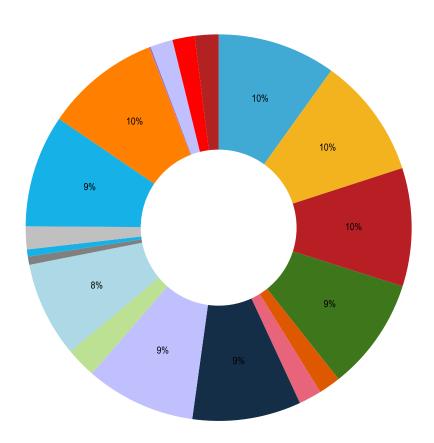
How old are you?



16-29 30-44 45-59 >59

Country

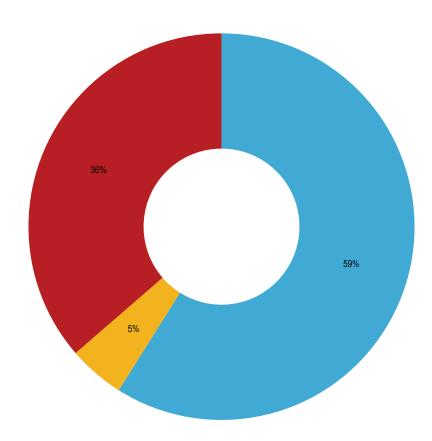
Which of the below countries do you currently reside in?





Occupation

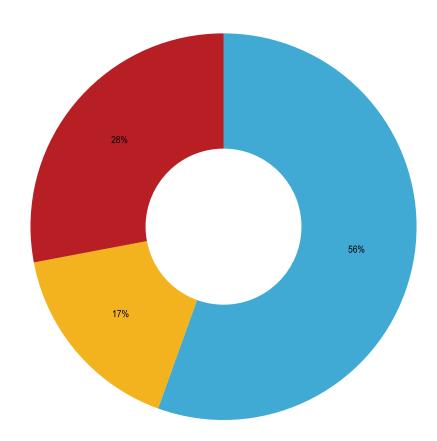
Please indicate which one of the following best describes your current occupation?





Q1a

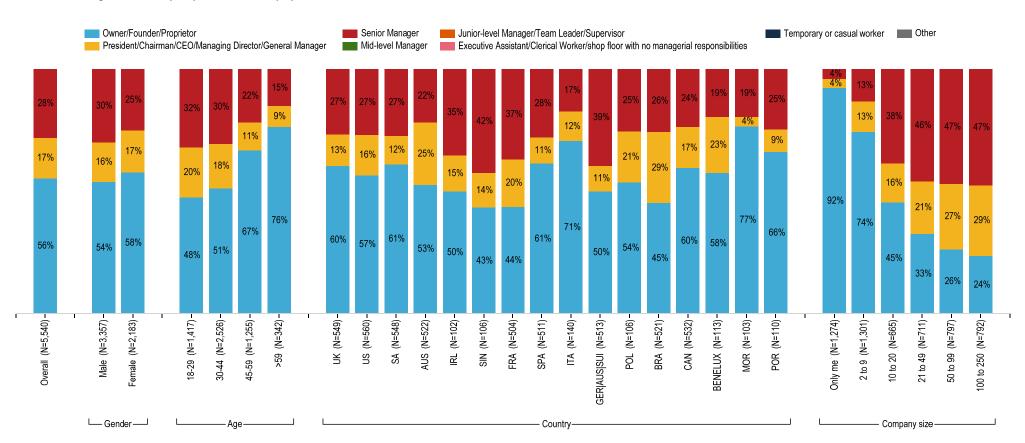
Which of the following best describes your position in the company?



Owner/Founder/Proprietor
President/Chairman/CEO/Managing Director/General Manager
Senior Manager

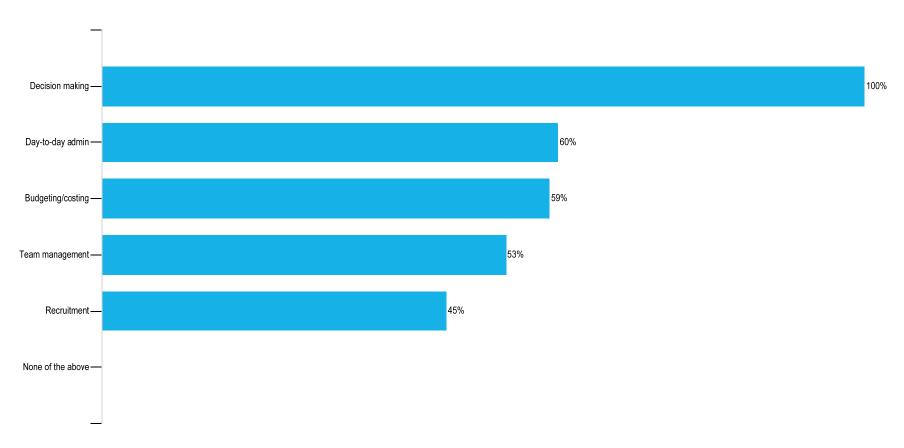
Q1a

Which of the following best describes your position in the company?

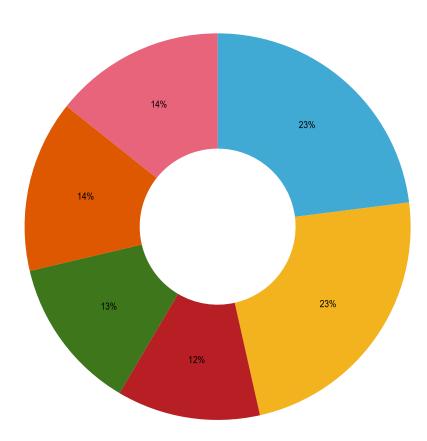


Q1b

Which of the following is included in your job role?

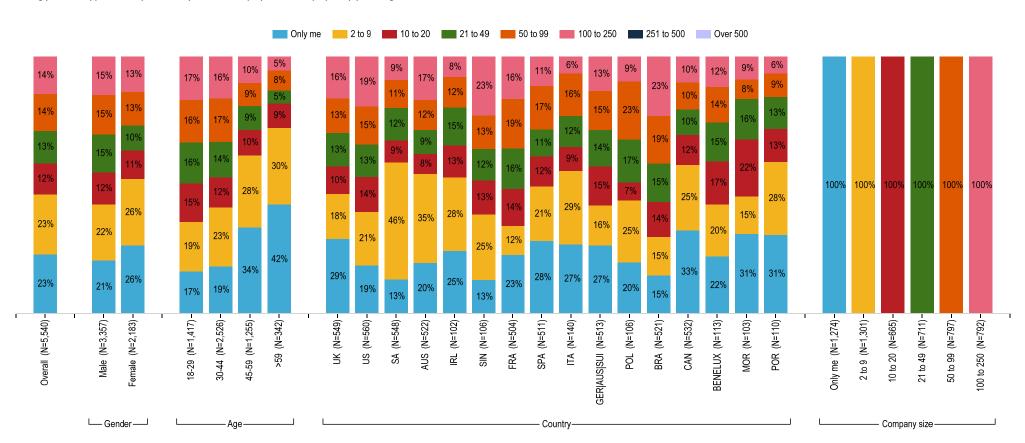


Including yourself, approximately how many full-time employees are employed by your organisation?

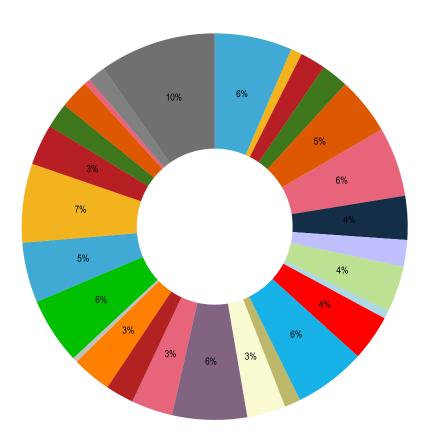




Including yourself, approximately how many full-time employees are employed by your organisation?

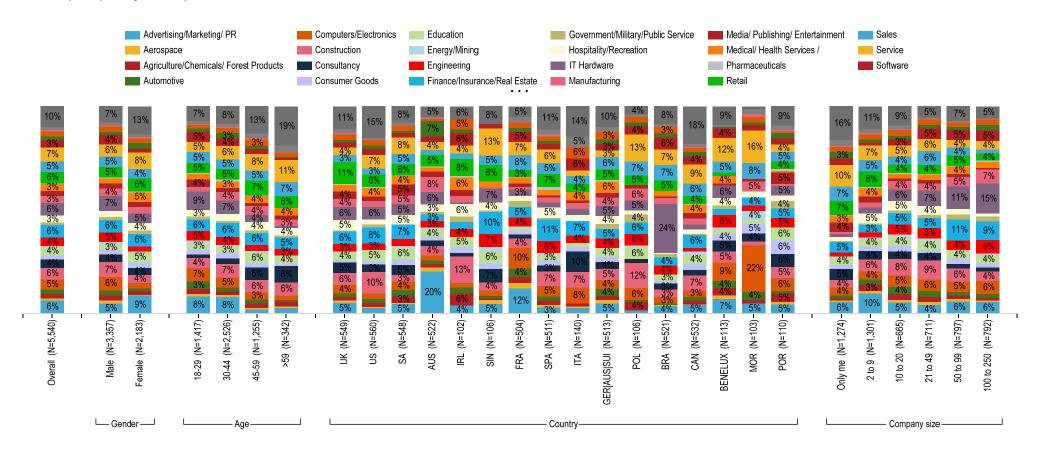


What industry does your organisation operate in?

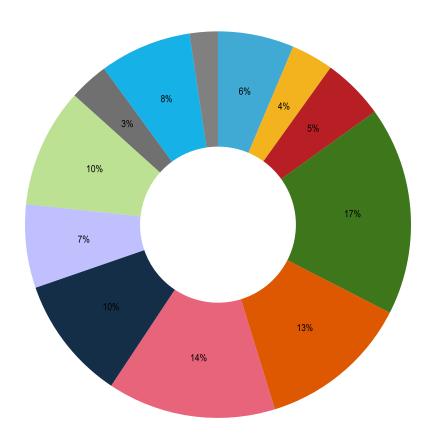




What industry does your organisation operate in?

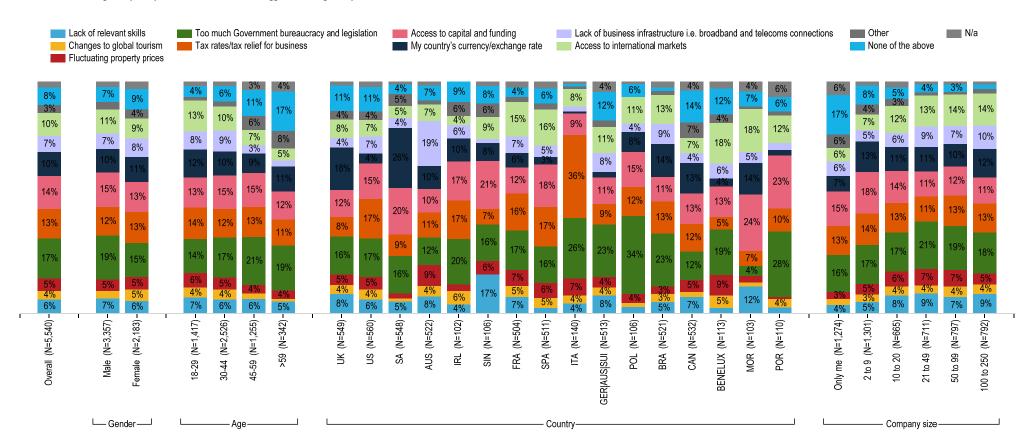


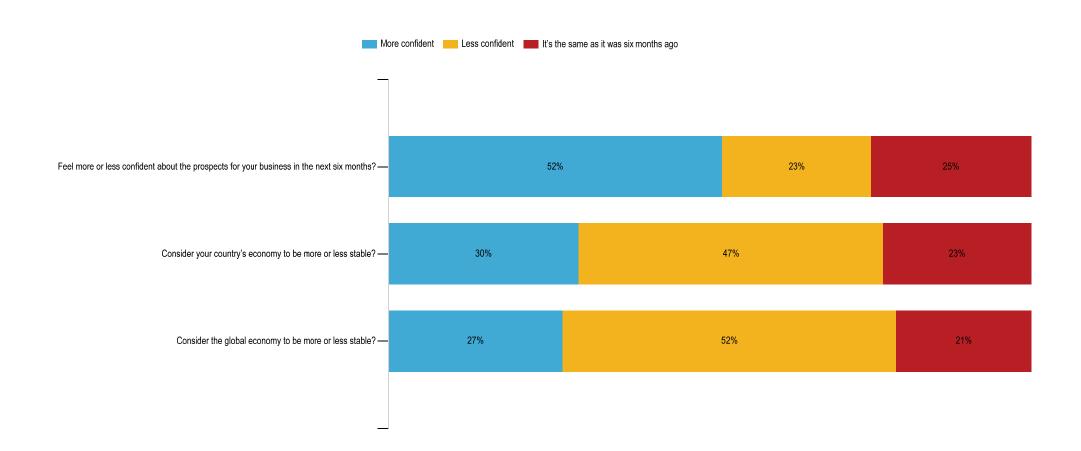
Which of the following, if any, do you think will create the biggest challenge for your business in 2017?



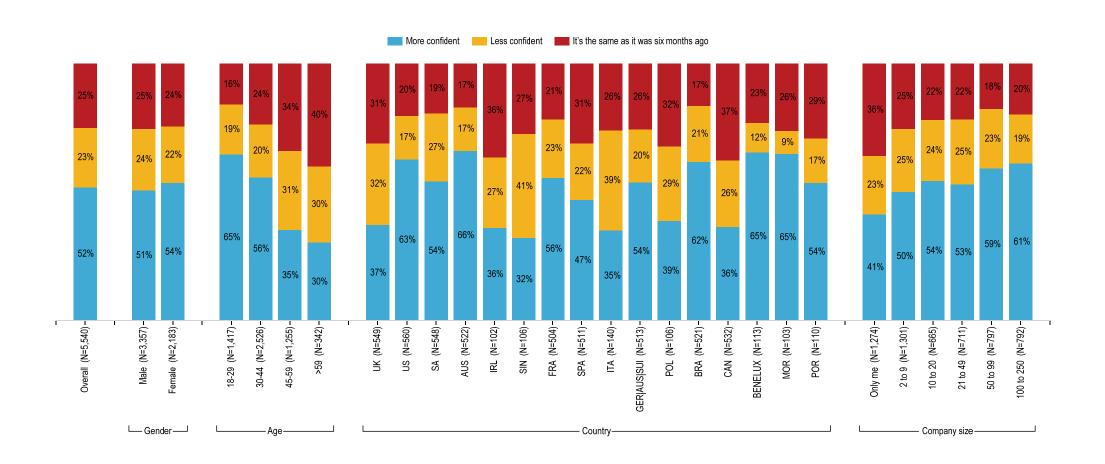


Which of the following, if any, do you think will create the biggest challenge for your business in 2017?

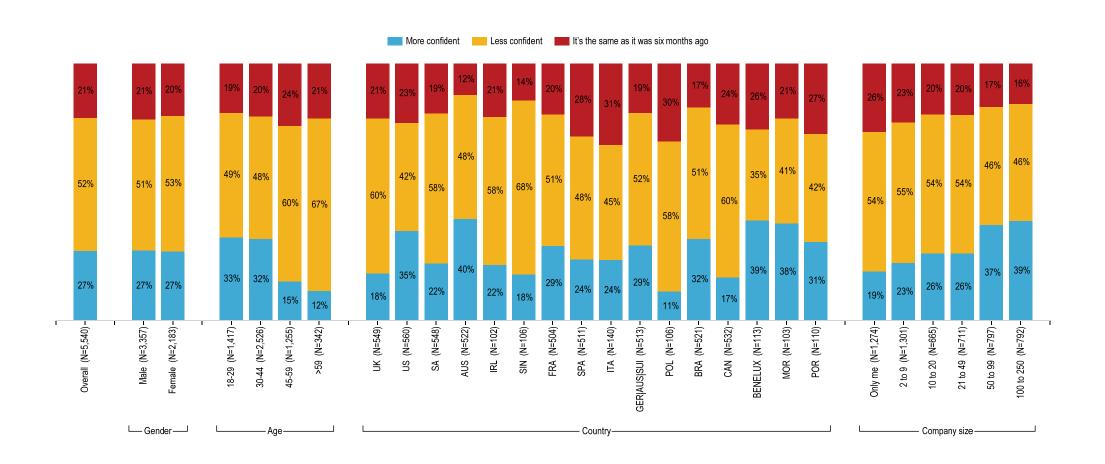




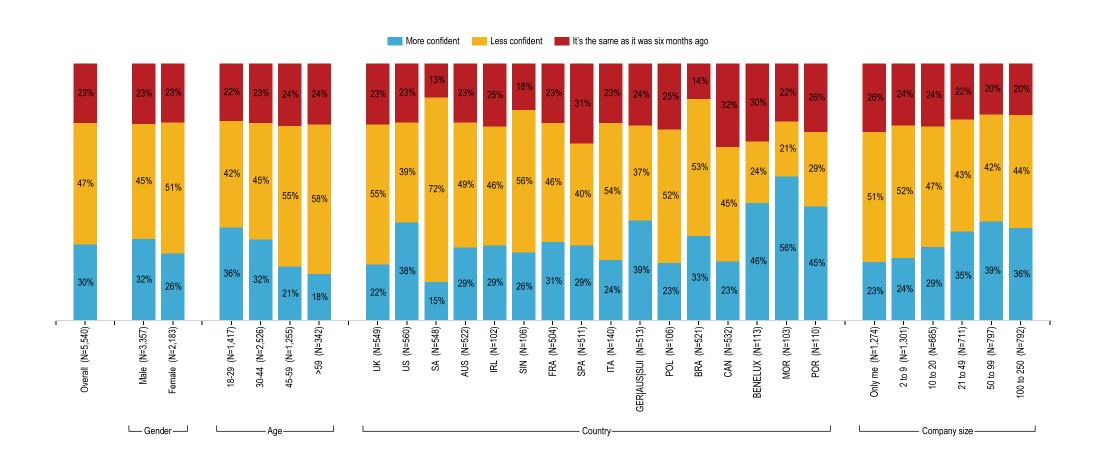
Q5: Feel more or less confident about the prospects for your business in the next six months?



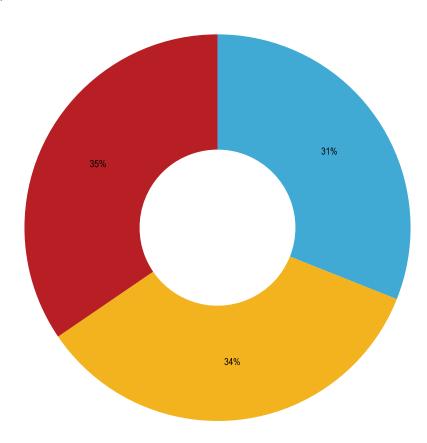
Q5: Consider the global economy to be more or less stable?



Q5: Consider your country's economy to be more or less stable?

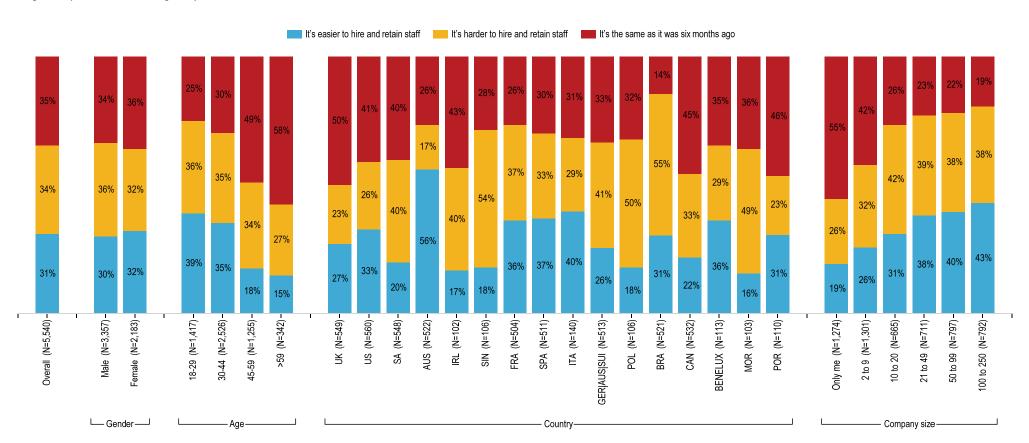


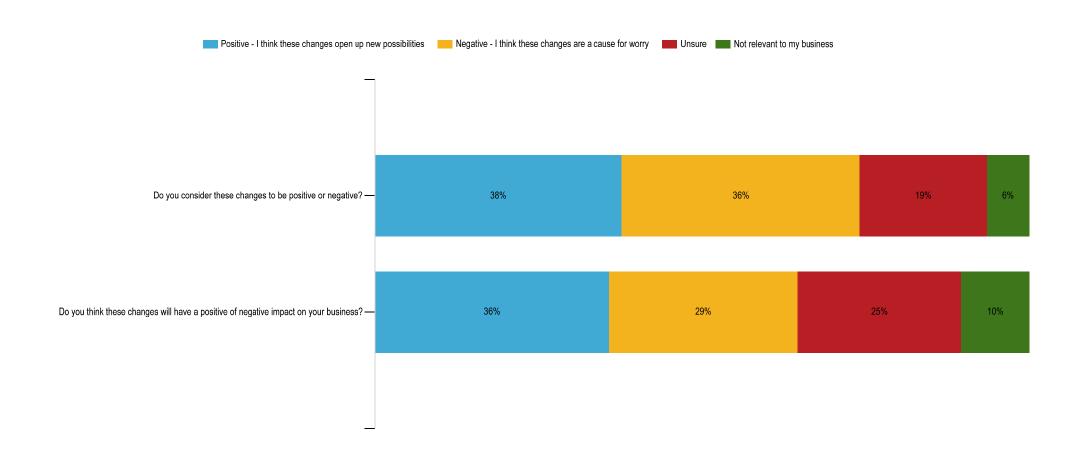
And again compared to six months ago, do you feel that it is easier or more difficult to hire and retain staff?



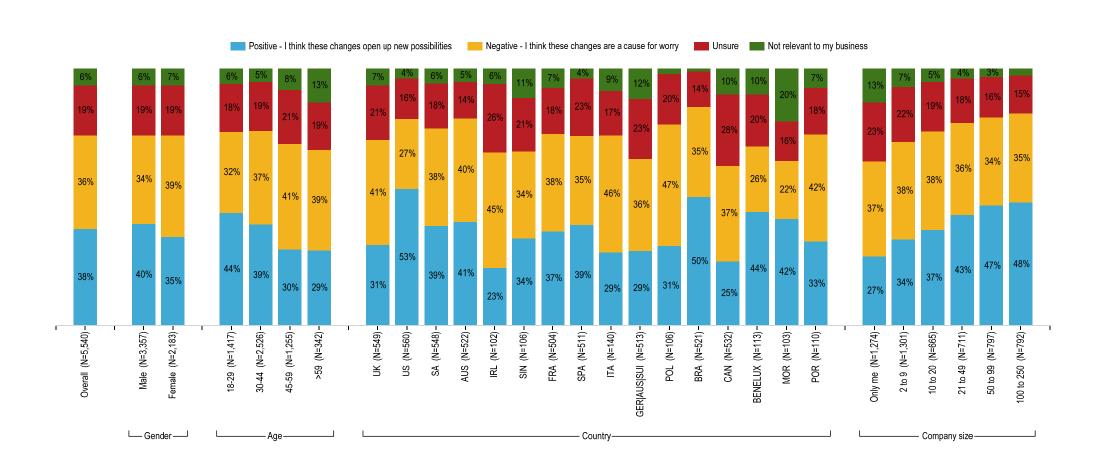
It's easier to hire and retain staff
It's harder to hire and retain staff
It's the same as it was six months ago

And again compared to six months ago, do you feel that it is easier or more difficult to hire and retain staff?

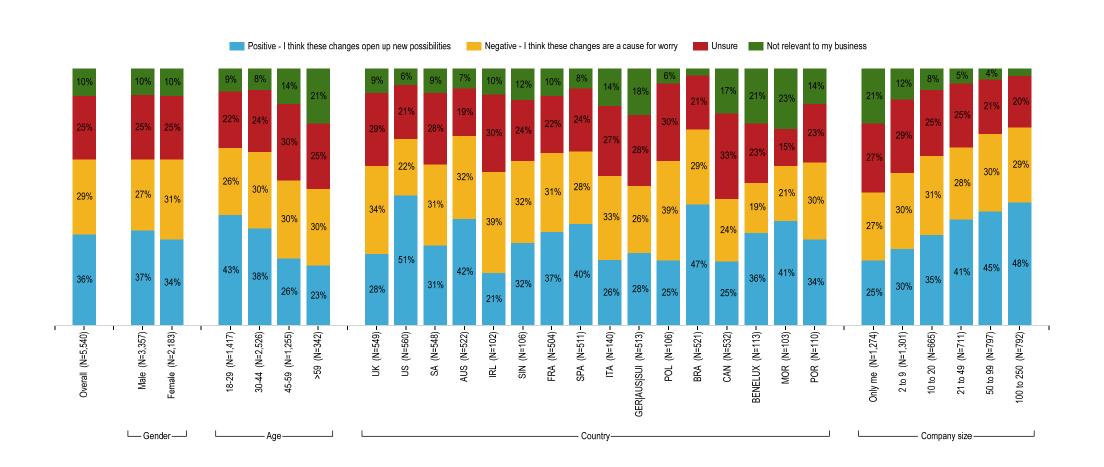




Q7: Do you consider these changes to be positive or negative?

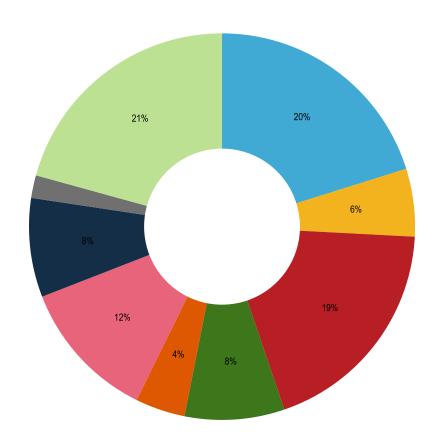


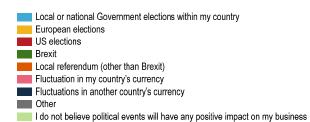
Q7: Do you think these changes will have a positive of negative impact on your business?



Q8a

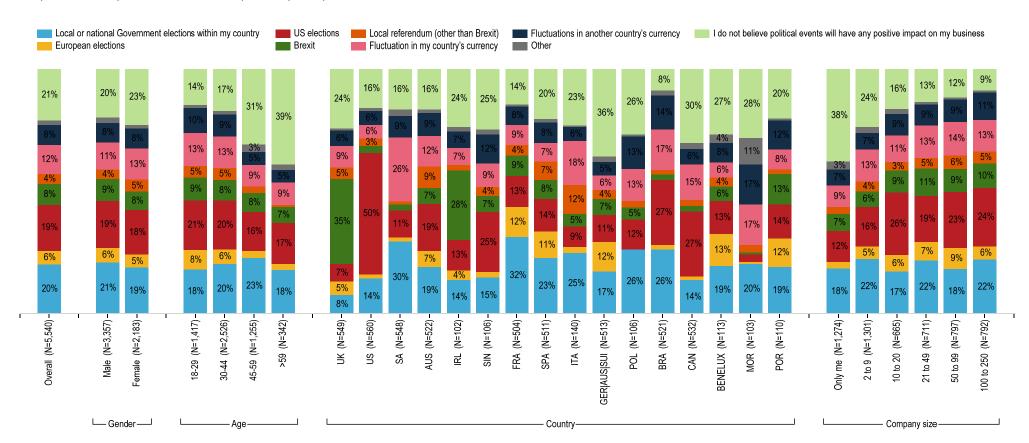
Which political event do you think will have the most positive impact on your business?





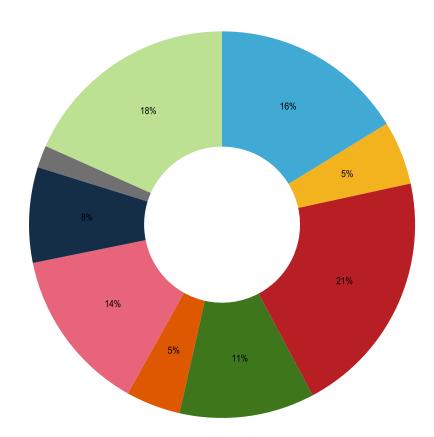
Q8a

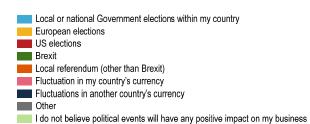
Which political event do you think will have the most positive impact on your business?



Q8b

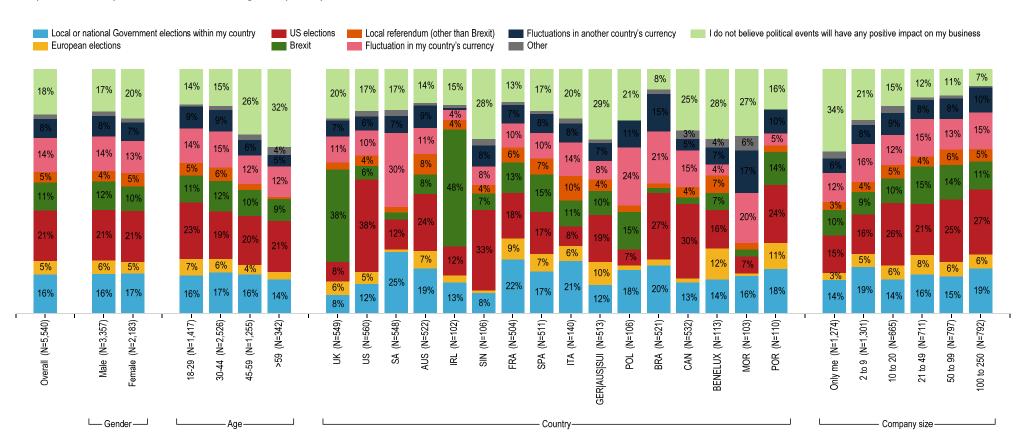
Which political event do you think will have the most negative impact on your business?



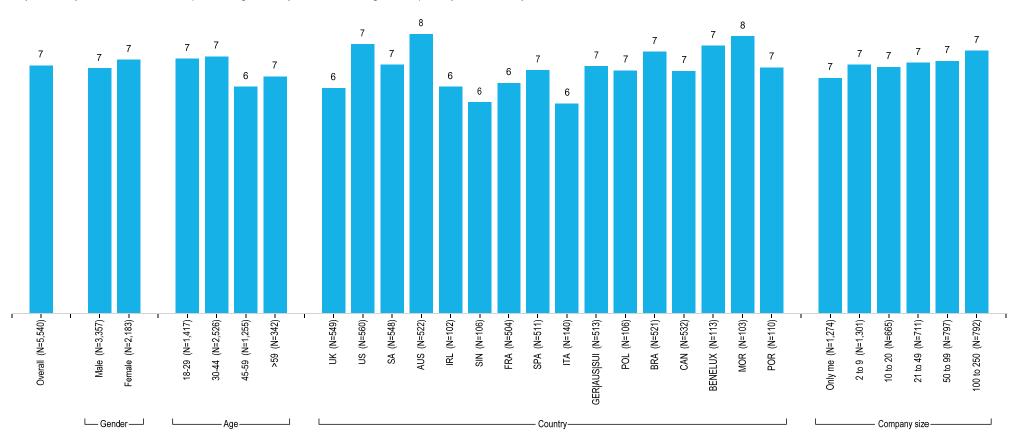


Q8b

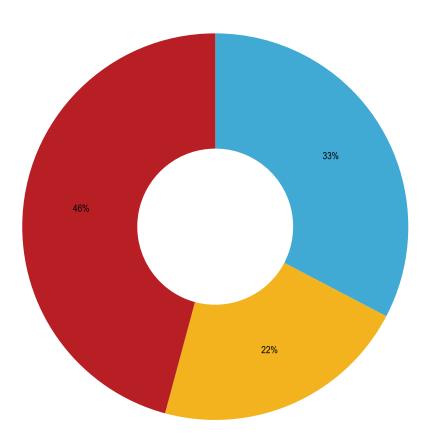
Which political event do you think will have the most negative impact on your business?



How positive do you feel on a scale of I-10 (with I being the least positive and I0 being the most) when you think about your business in 2017?

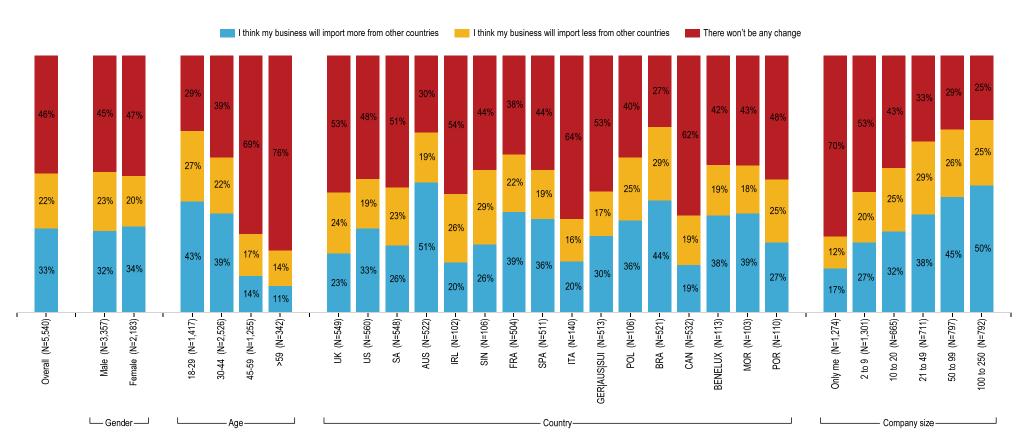


Do you think your business will import more or less from other countries during 2017?

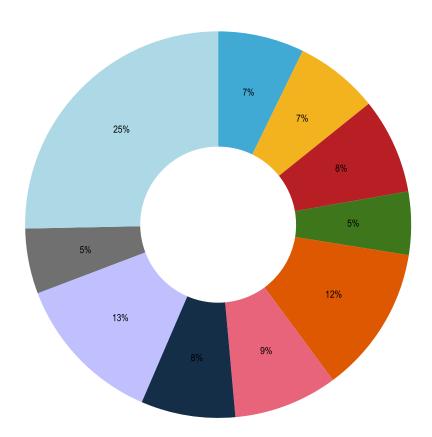


I think my business will import more from other countries
I think my business will import less from other countries
There won't be any change

Do you think your business will import more or less from other countries during 2017?

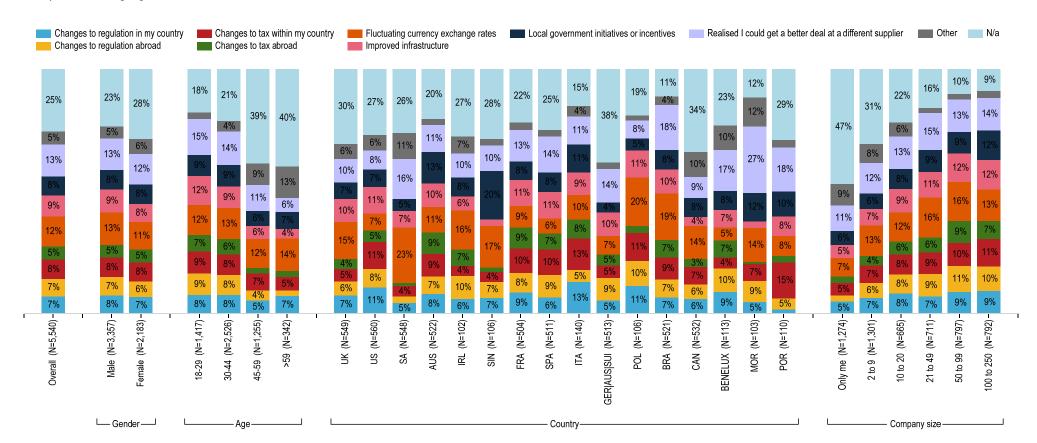


What is your reason for giving this answer?

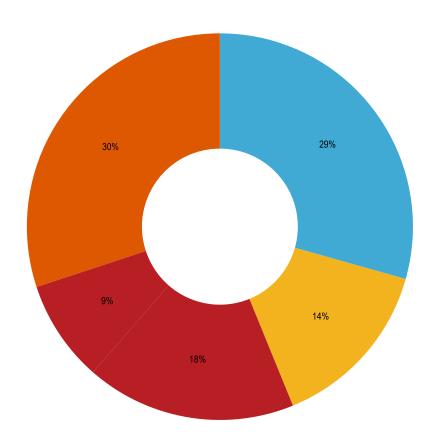


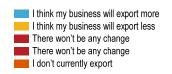
Changes to regulation in my country
Changes to regulation abroad
Changes to tax within my country
Changes to tax abroad
Fluctuating currency exchange rates
Improved infrastructure
Local government initiatives or incentives
Realised I could get a better deal at a different supplier
Other
N/a

What is your reason for giving this answer?

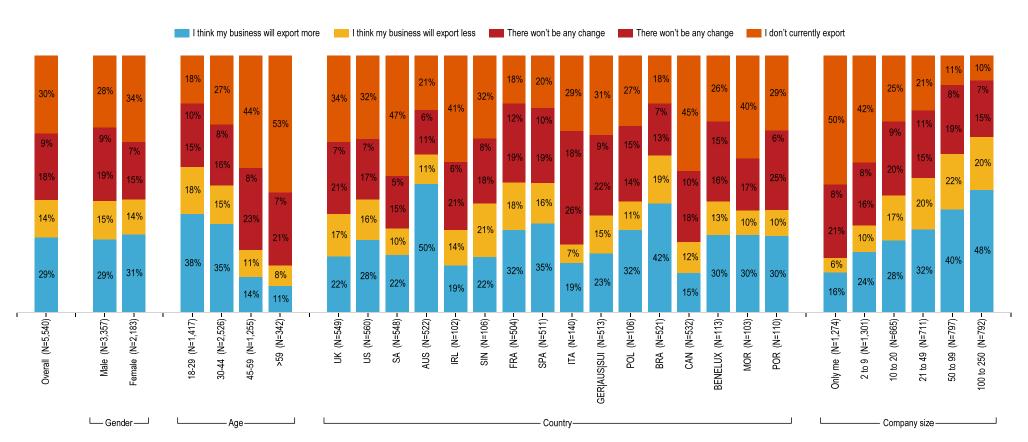


Do you think your business will export more or less to other countries during 2017?

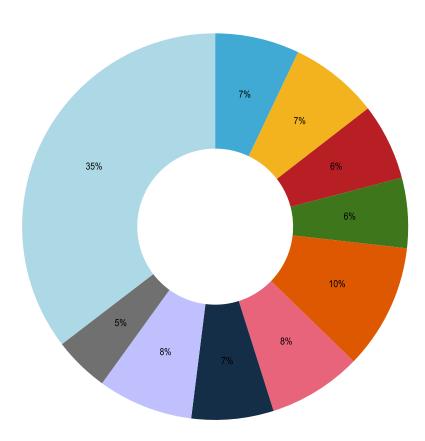




Do you think your business will export more or less to other countries during 2017?

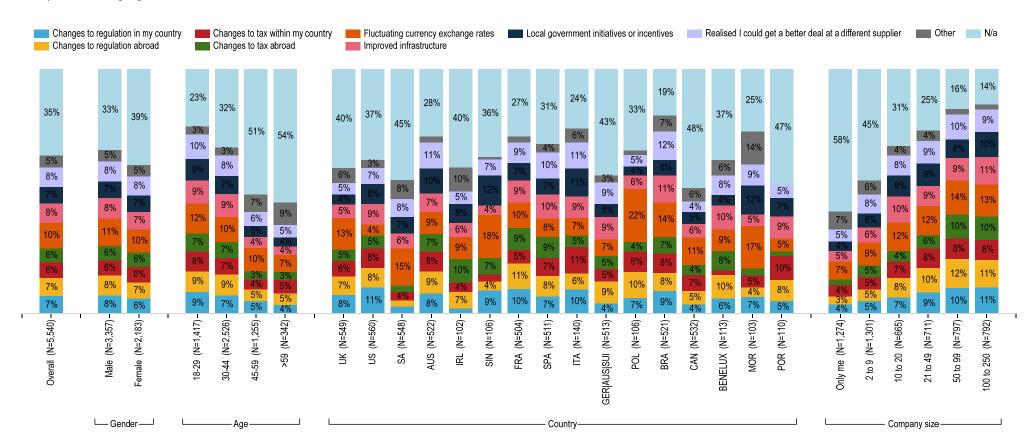


What is your reason for giving this answer?

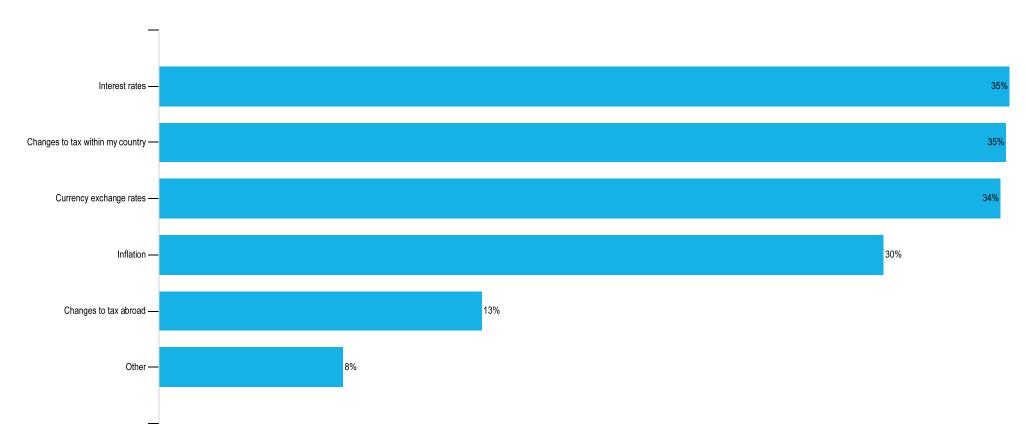


Changes to regulation in my country
Changes to regulation abroad
Changes to tax within my country
Changes to tax abroad
Fluctuating currency exchange rates
Improved infrastructure
Local government initiatives or incentives
Realised I could get a better deal at a different supplier
Other
N/a

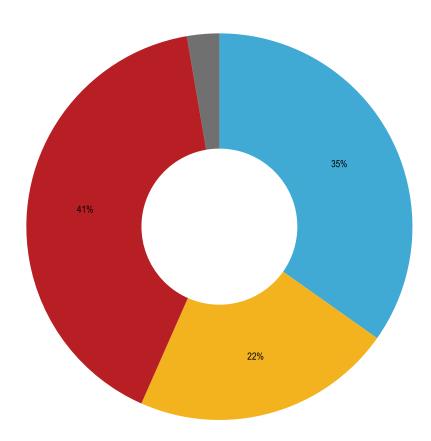
What is your reason for giving this answer?



Which economic factors have the most negative impact on your business?

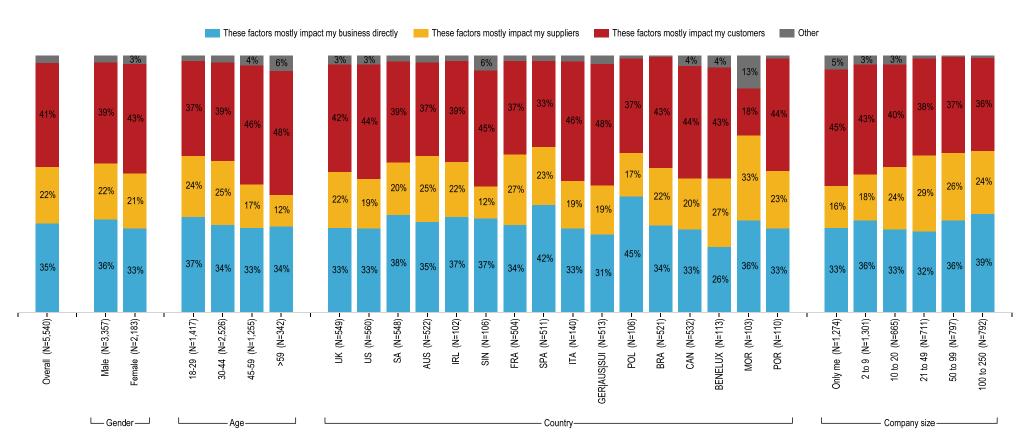


And do these economic factors mostly impact your business directly, or mostly indirectly as a result of their impact on your customers or suppliers?

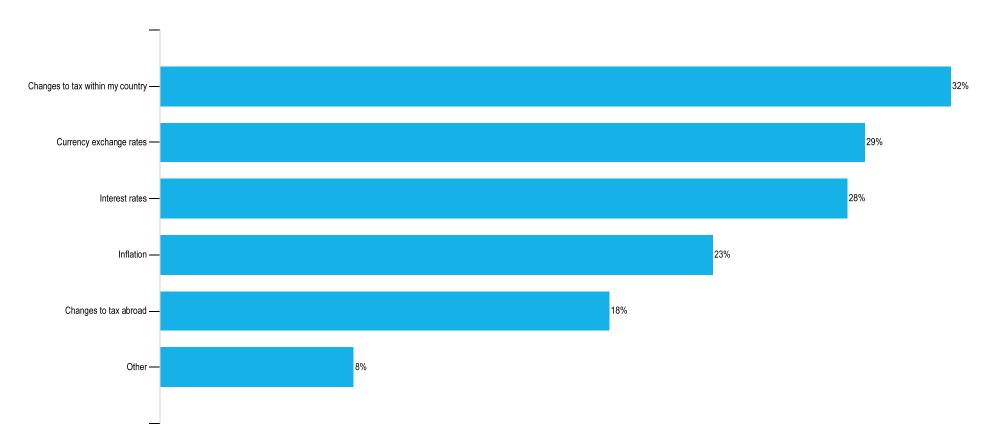


These factors mostly impact my business directly
These factors mostly impact my suppliers
These factors mostly impact my customers
Other

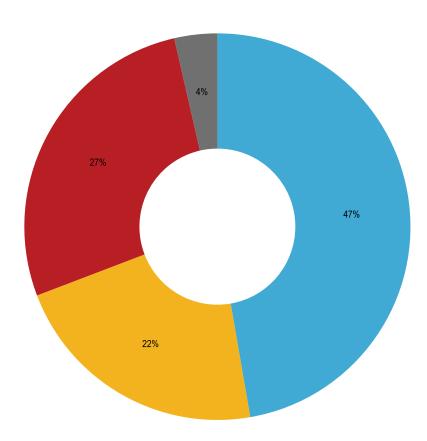
And do these economic factors mostly impact your business directly, or mostly indirectly as a result of their impact on your customers or suppliers?



Which economic factors have the most positive impact on your business?

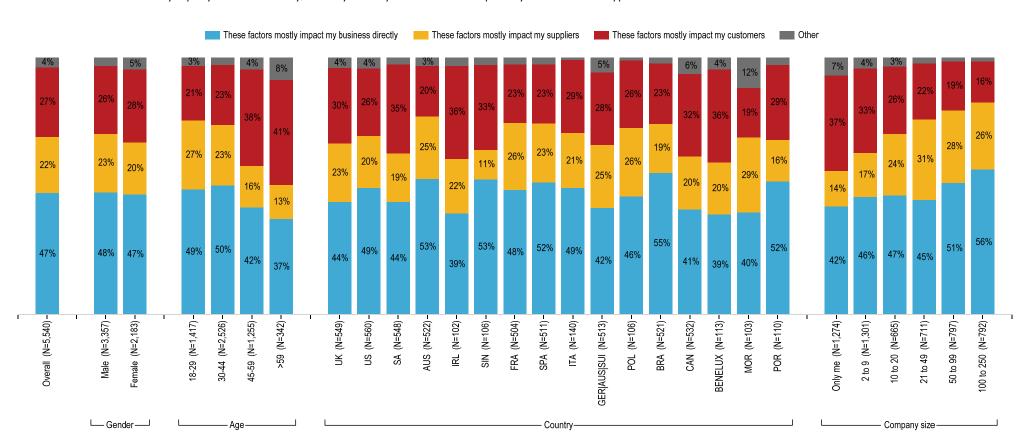


And do these economic factors mostly impact your business directly, or mostly indirectly as a result of their impact on your customers or suppliers?

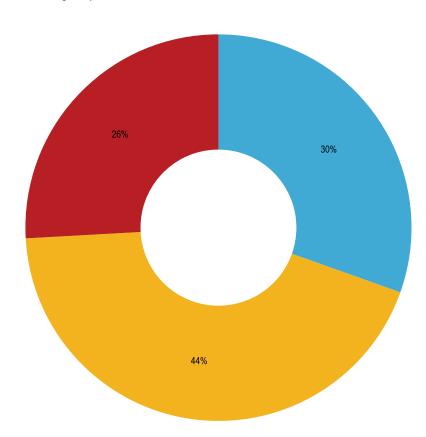


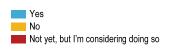
These factors mostly impact my business directly
These factors mostly impact my suppliers
These factors mostly impact my customers
Other

And do these economic factors mostly impact your business directly, or mostly indirectly as a result of their impact on your customers or suppliers?

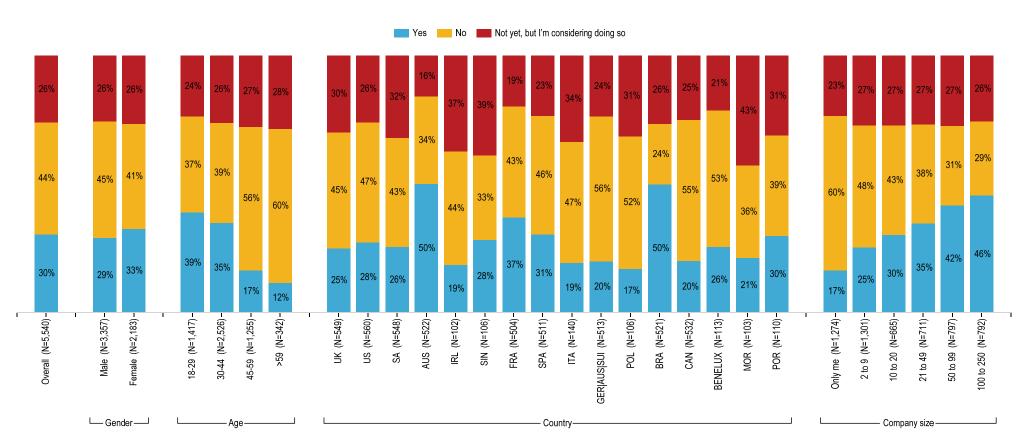


Have you changed your business plan as a result of recent global political events?

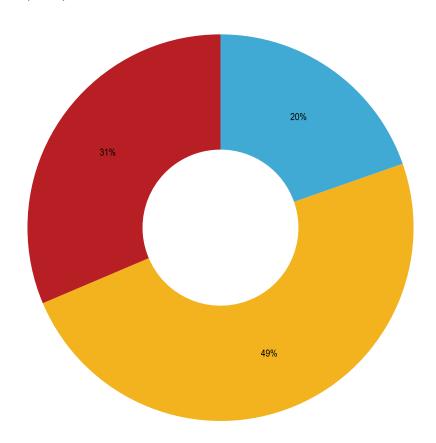




Have you changed your business plan as a result of recent global political events?

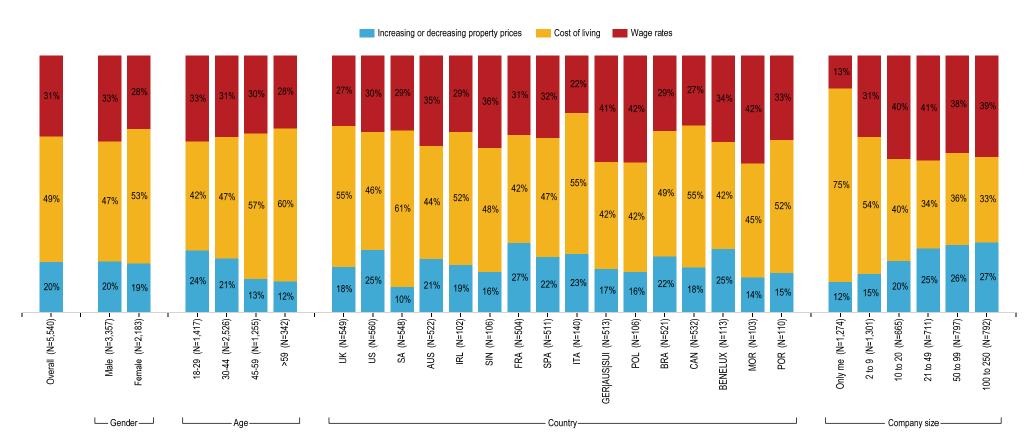


Which of the following costs has the greatest impact on your business?

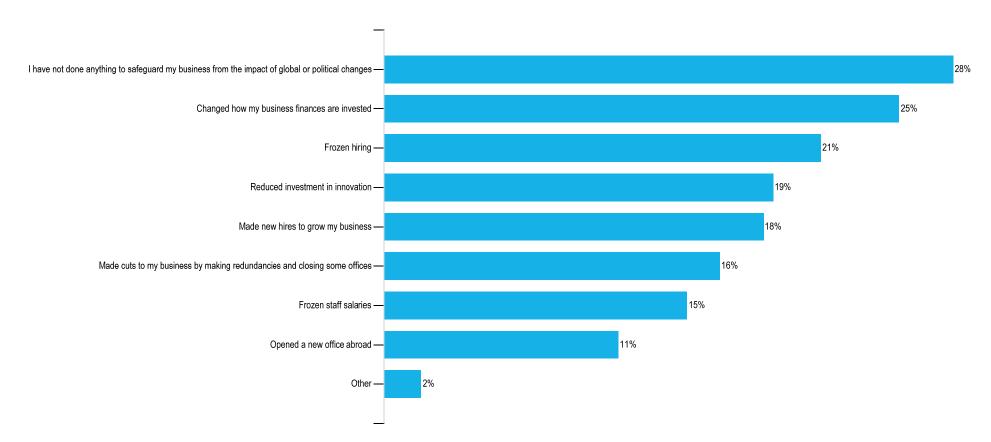


Increasing or decreasing property prices
Cost of living
Wage rates

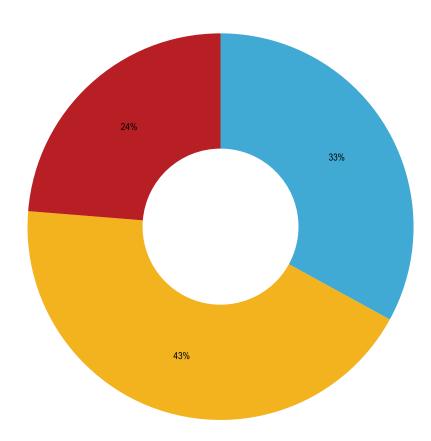
Which of the following costs has the greatest impact on your business?



Have you done any of the following in response to the impact of global or local political changes in 2017?

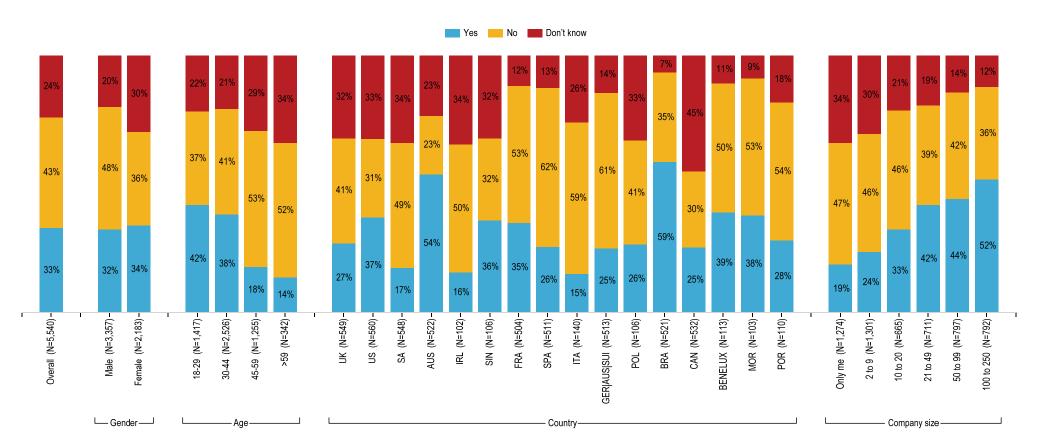


Do you feel SMBs are fairly represented in your country's political decision-making?

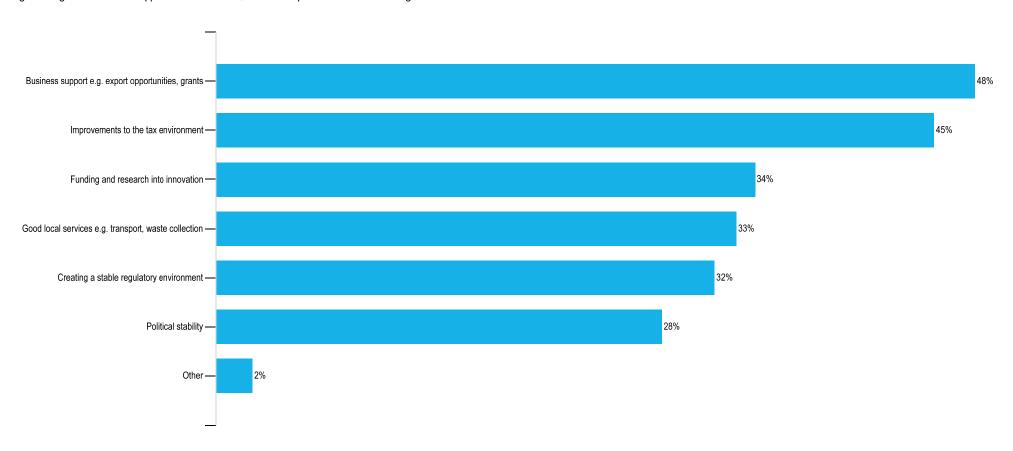




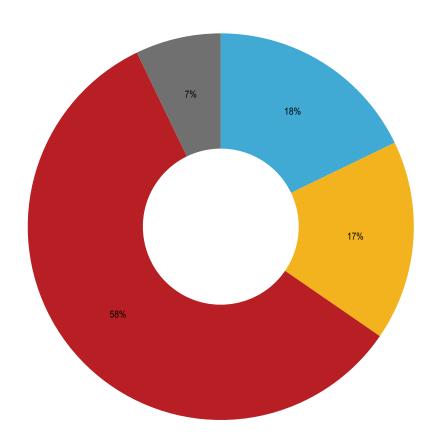
Do you feel SMBs are fairly represented in your country's political decision-making?



Looking at how governments can support small businesses, the most important factors are through:

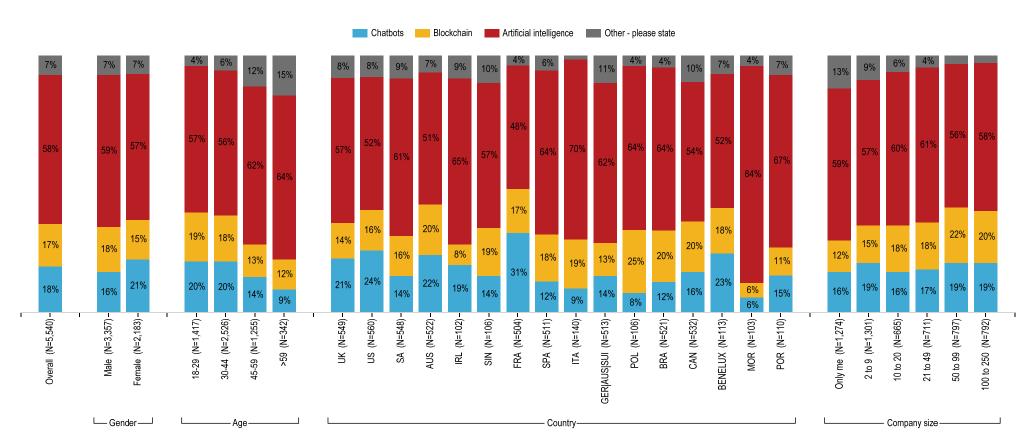


What do you see as the biggest technology trend in business for 2017?

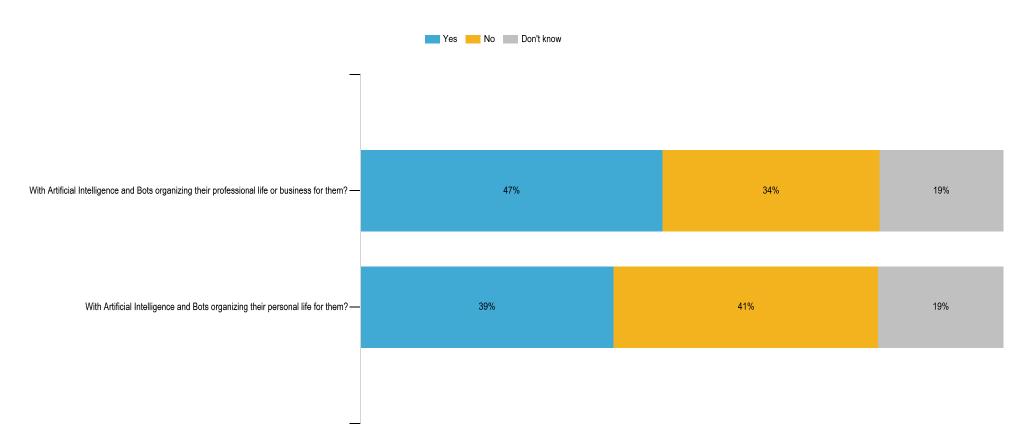




What do you see as the biggest technology trend in business for 2017?

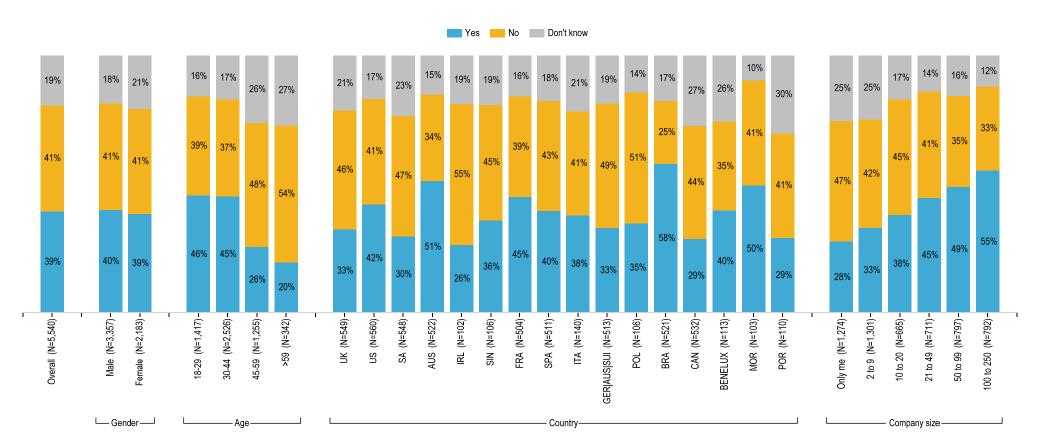


Do you think people will be comfortable with Artificial Intelligence and Bots organizing their personal life for them?



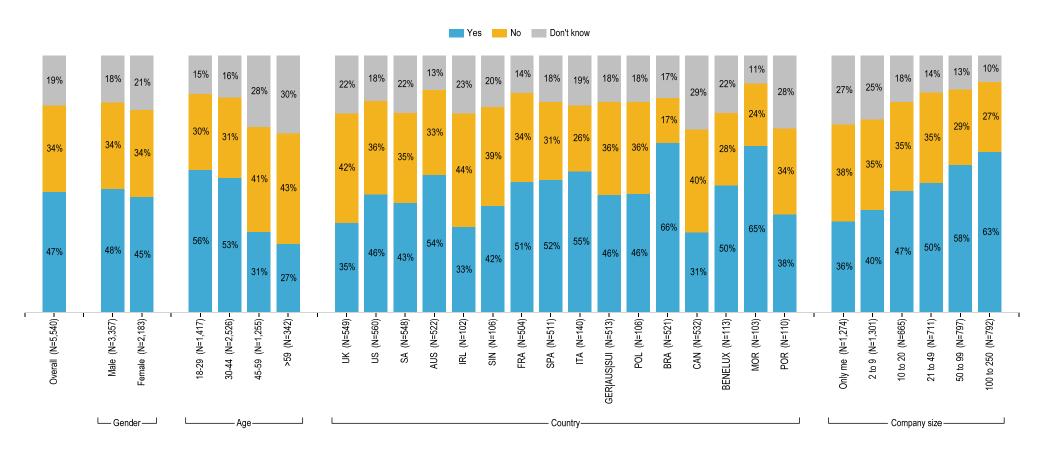
Q24: With Artificial Intelligence and Bots organizing their personal life for them?

Do you think people will be comfortable with Artificial Intelligence and Bots organizing their personal life for them?

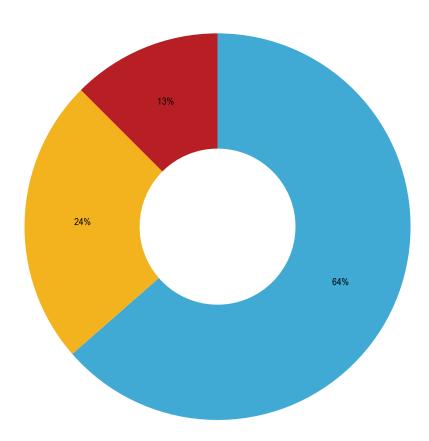


Q24: With Artificial Intelligence and Bots organizing their professional life or business for them?

Do you think people will be comfortable with Artificial Intelligence and Bots organizing their personal life for them?

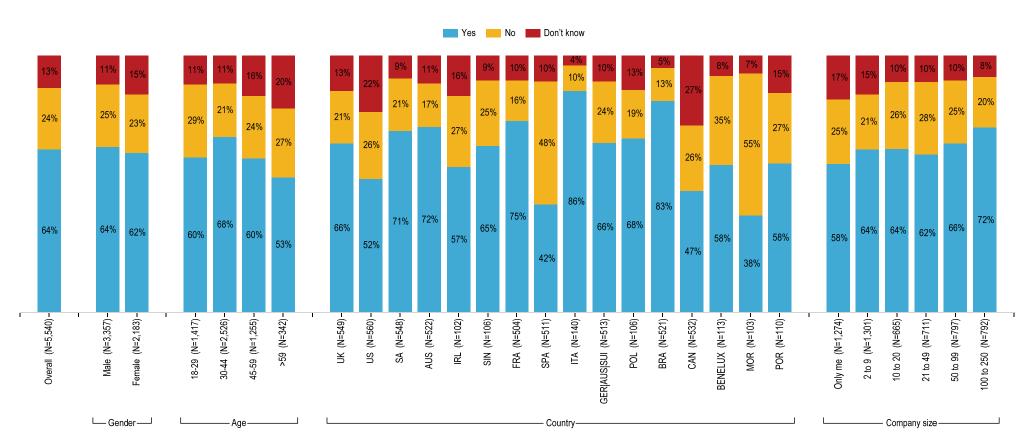


Expenses are time consuming, recording money in and out can be hard work - Would you welcome an 'admin free' world?





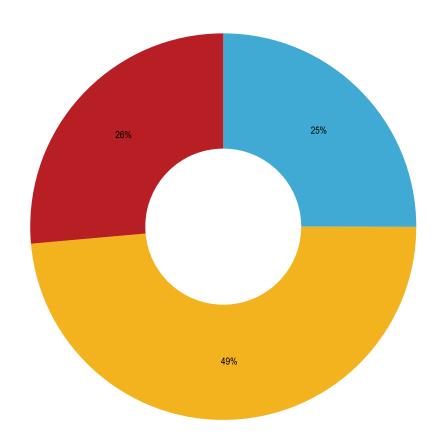
Expenses are time consuming, recording money in and out can be hard work - Would you welcome an 'admin free' world?



Thinking about how digital is impacting your business, which of the below do you think you have the right access to?

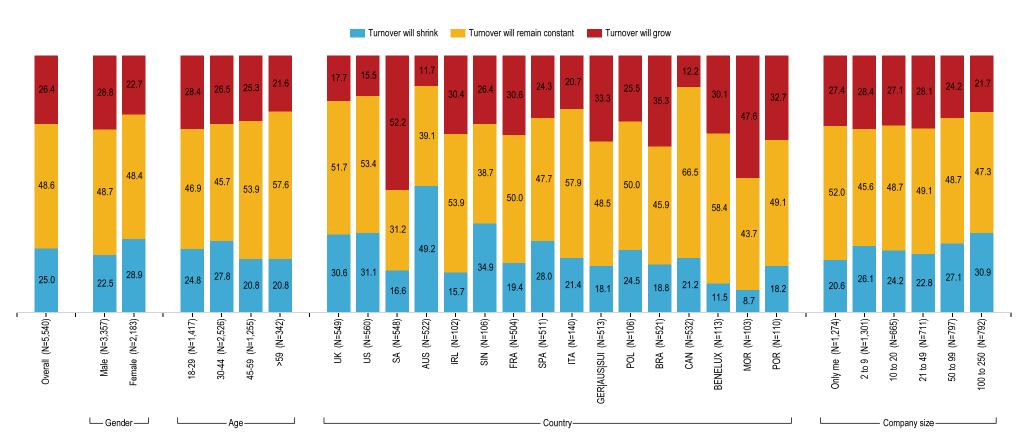


By how much do you anticipate your business's turnover to grow or shrink over the next twelve months?

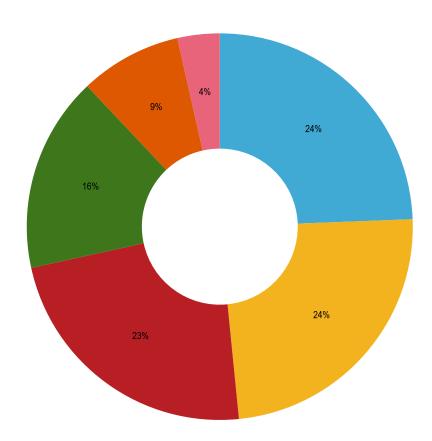


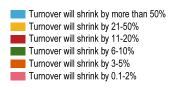
Turnover will shrink
Turnover will remain constant
Turnover will grow

By how much do you anticipate your business's turnover to grow or shrink over the next twelve months?

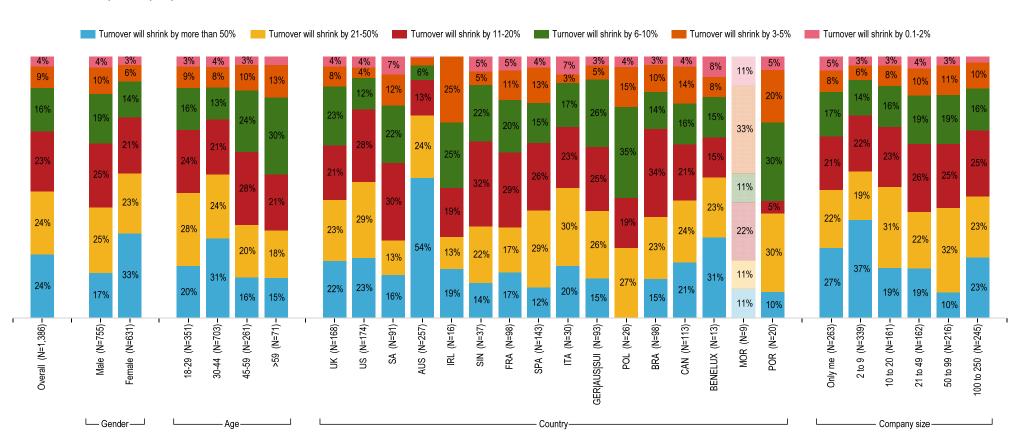


Please advise how much you anticipate your business's turnover to shrink over the next 12 months?

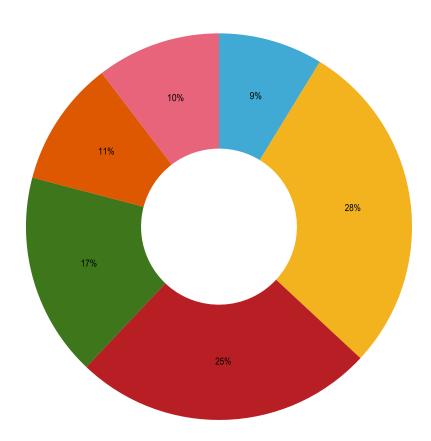


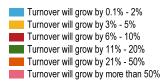


Please advise how much you anticipate your business's turnover to shrink over the next 12 months?

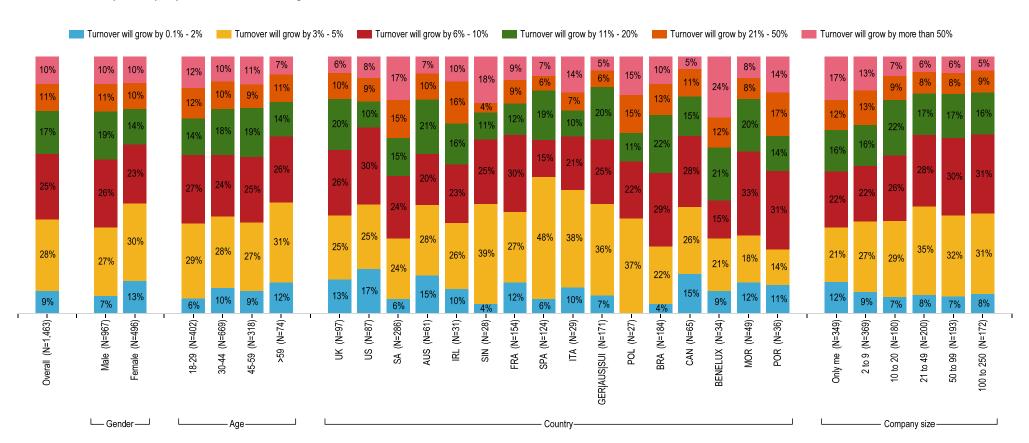


Please advise how much you anticipate your business's turnover to grow over the next 12 months?

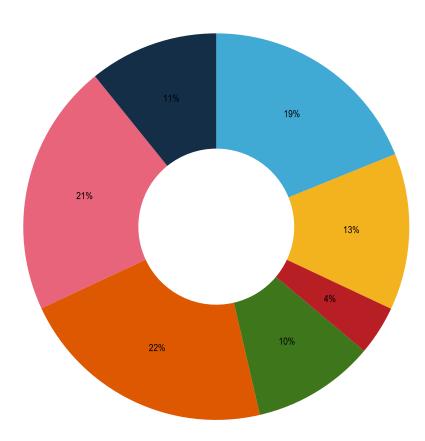




Please advise how much you anticipate your business's turnover to grow over the next 12 months?

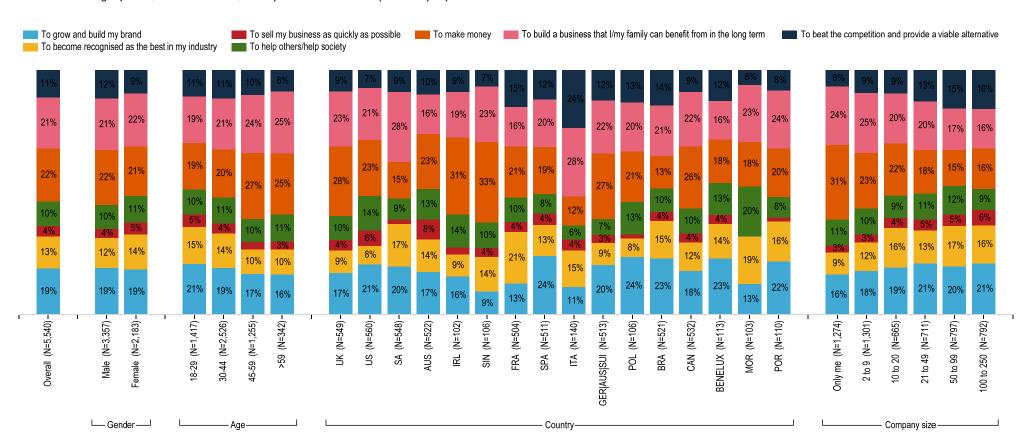


Which of the following objectives, from the below list, would you deem to be most important to you/your business?

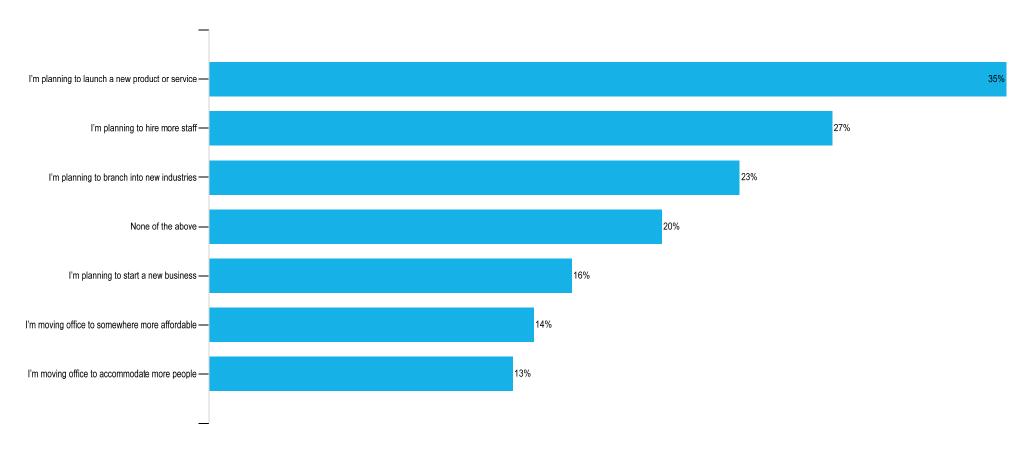


To grow and build my brand
To become recognised as the best in my industry
To sell my business as quickly as possible
To help others/help society
To make money
To build a business that I/my family can benefit from in the long term
To beat the competition and provide a viable alternative

Which of the following objectives, from the below list, would you deem to be most important to you/your business?



Which of the following are you planning to do in the next 12 months?





Thank You

