APPENDIX
Questionnaire

Section I

1. Sex:
   [ ] Female  [ ] Male

2. Your age (in years):

3. Educational Qualification:
   [ ] Under-graduate  [ ] Graduate  [ ] Post-Graduate  [ ] Ph.D

4. Area of your work:
   [ ] Finance  [ ] Servicing  [ ] Marketing  [ ] Production
   [ ] Public Relations  [ ] Staffing  [ ] Purchase  [ ] Other

5. Total work experience (in years):

6. What is your present Job Title? ____________________

7. How long have you held your present job title? ______

Section II

1. Has your association articulated a global vision for the association? (10 – if YES, 1 - if NO)
   1 2 3 4 5 6 7 8 9 10

2. When was it last updated? (10 – if in the last year, 9 -if in the last 2 years, etc.)
   1 2 3 4 5 6 7 8 9 10

3. Is the global vision statement relevant to the association’s activities and mandate? (10-for very relevant, 1- not relevant at all)
   1 2 3 4 5 6 7 8 9 10

4. Has your association developed a global mission statement? (10 – if YES, 1- if NO)
   1 2 3 4 5 6 7 8 9 10

5. When was it last updated? (10 – if in the last year, 9 -if in the last 2 years, etc.)
   1 2 3 4 5 6 7 8 9 10

6. Do you feel that your current global mission statement is compatible with the activities being carried on by the association (10 –very involved, 1 – not involved at all)
   1 2 3 4 5 6 7 8 9 10

7. How would you rate participation in developing the global mission statement by the:
   (10 –very involved, 1 –not involved at all)
   Membership  1 2 3 4 5 6 7 8 9 10
   Managers  1 2 3 4 5 6 7 8 9 10
   Executive Directors  1 2 3 4 5 6 7 8 9 10
   Board of Directors  1 2 3 4 5 6 7 8 9 10

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8. Has your association defined a set of global value statements? (10 –if YES, 1 –if NO)

9. When were they last updated or discussed formally?
   (10 –in the last year, 9 –in the last 2 years, etc.)

10. How would you rate the understanding of the association’s global value statement (or values if formal statements have not been developed) by the:
   - Membership
   - Managers
   - Executive Directors
   - Board of Directors

11. Has your association conducted a global SWOT analysis? (10 –if YES, 1 –if NO)

12. How would you rate the competencies of your association to conduct a global SWOT analysis?

13. How would you rate the priority that your association places on the global SWOT analysis process?

14. How would you rate the understanding of global issues that influence the association by the:
   - Membership
   - Managers
   - Executive Directors
   - Board of Directors

15. Relative to the decision making process, how would you rate your association’s attention to global issues that influence the association?

16. Has your association established long term global objectives? (10 –if YES, 1 –if NO)

17. How important is it to establish long term global objectives for your association?
   (10 –very important, 1 –not important at all)

18. Rate your association’s success/practice of generating strategies to deal with global issues.

19. How important is it to generate global strategies to deal with global issues for your association?
   (10 –very important, 1 –not important at all)

20. Does your association select global strategies to address global issues that confront the association?
   (10 –if YES, 1 –if NO)

21. Rate the importance of selecting global strategic solutions to address issues that confront your association.
   (10 –very important, 1 –not important at all)

22. Does your association maintain a global policy manual?
   (10 –if YES, 1 –if NO)
23. **Are association global policies updated on a regular basis?**
(10 - if in the last year, 9 - if in the last 2 years, etc.)

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24. **Rate the relevance of your association's global policies to current association activities?**
(10 - very relevant, 1 - not relevant at all)

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25. **Rate the understanding and support to formal global policy development and implementation by the:**
- Membership
- Managers
- Executive Directors
- Board of Directors

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26. **Rate your association's financial capacity to implement global strategies.**

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27. **Rate the commitment to providing financial resources to support the implementation of global strategic initiatives.**
(10 - very committed, 1 - not committed at all) by the:
- Managers
- Executive Directors
- Board of Directors

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28. **Rate the motivation to maintain and support the implementation of global strategic initiatives by the:**
- Membership
- Managers
- Executive Directors
- Board of Directors

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29. **Rate your board's commitment and support to the implementation of global strategic initiatives.**

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30. **Rate how appropriate the current structure of your association is to support the implementation of global strategic initiatives.**
(10 - very appropriate, 1 - not appropriate at all)

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31. **Rate your association's readiness for organizational global change.**
(10 - very prepared, 1 - not prepared at all)

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32. **Rate the willingness to accept and implement global change (10 - very open, 1 - not open at all) by the:**
- Membership
- Managers
- Executive Directors
- Board of Directors

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33. **Rate the human resource capability to manage and implement a change process or new global strategic direction by the:**
- Membership
- Managers
- Executive Directors
- Board of Directors

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34. Rate the competencies of your association staff to plan, manage and implement global strategic initiatives.

35. Rate your association’s current practices as they relate to the ongoing assessment of global strategic initiatives

36. Rate your association’s performance in communicating global assessment results to the:
   Membership
   Managers
   Executive Directors
   Board of Directors

37. Has your association developed a set of key performance indicators or some other form of accountability to track the success of global strategic initiatives? (10—for defined key performance indicators, 1—for no indicators defined)

38. Rate your association’s success at identifying corrective action when global strategic initiatives are failing or could be improved.

39. Rate your association’s response time, after they acknowledge that a global strategic initiatives is failing.

40. Rate your association’s effectiveness at evaluating the impact of changes subsequent to initial global strategy formulation

41. Rate the level of participation in global strategy evaluation (10—for very involved, 1—not involved at all) by the:
   Membership
   Managers
   Executive Directors
   Board of Directors

42. Rate the attention paid to abandoning, adjusting or developing new global strategies subsequent to evaluation of the initial strategies by the:
   Membership
   Managers
   Executive Directors
   Board of Directors

43. Rate the relevance and suitability of the global strategic management model to your association.
44. Rate the commitment to global strategic management as the model of choice for your association by the:
- Membership
- Managers
- Executive Directors
- Board of Directors

45. What is your Company Export Strategy?
- Low cost based on low wages or natural resource availability.
- Low cost based on favorable cost at skilled workers
- Loc cost based on product or process technology
- Differentiates your product from your competitor's based on product design or image
- Differentiates your product from your competitor's based on service.

46. What is the nature of foreign direct investment by your company?
- Non-existent
- In one or two neighboring countries
- Regional
- Global

47. Rate the attention paid to E-Commerce in Your Company Export strategy.

48. Rate the use of internet for advertisement in your company.

49. Rate the use of internet for servicing to customers in your company.

50. Rate the use of internet for relations with supplied in your company.

51. Rate the use of internet for relations with customers in your company.

52. Rate the use of internet for receiving information in your company.

53. Does your company have any web-site in internet? YES NO

54. Is your product introduced through internet for selling? YES NO

Thank You Very Much