



Survey design for the Americas

Survey objectives

Atradius conducts annual reviews of international corporate payment practices through a survey called the “Atradius Payment Practices Barometer”. In this report focusing on the Americas, which is part of the 2017 edition of the Atradius Payment Practices Barometer, companies from 4 countries (Brazil, Canada, Mexico and the US) have been surveyed.

Using a questionnaire, Conclusr Research conducted a net of 871 interviews. All interviews were conducted exclusively for Atradius, without any combination of topics.

Survey scope

- Basic population: companies from 4 countries (Brazil, Canada, Mexico and the US) were monitored. The appropriate contacts for accounts receivable management were interviewed.
- Selection process – Internet survey: companies were selected and contacted by use of an international Internet panel. A screening for the appropriate contact and for quota control was conducted at the beginning of the interview.
- Sample: N=871 people were interviewed in total (approximately n=200 people per country). In each country a quota was maintained according to three classes of company size.
- Interview: Web-assisted personal interviews (WAPI) of approximately 15 minutes duration. Interview period: Q2 of 2017.

Sample overview – Total interviews = 871

Country	n	%
USA	222	25.5%
Canada	212	24.3%
Mexico	221	25.4%
Brazil	216	24.8%
Industry	n	%
Manufacturing	267	30.7%
Wholesale trade/ Retail trade / Distribution	245	28.1%
Services	359	41.2%
Business size	n	%
Micro enterprise	244	28.0%
SME (Small/Medium enterprise)	480	55.1%
Large enterprise	147	16.9%

It may occur that the results are a percent more or less than 100%. This is the consequence of rounding off the results. Rather than adjusting the outcome so that it totalled 100%, we have chosen to leave the individual results as they were to allow for the most accurate representation possible.