	TAA Model Variables	Q#	Interpretation
	Initiation	Q5	Likert scale 1-6
Response Var.	Adoption	Q6	Categorical 1=emerging, 2=intermediate, 3= advance
	Routinization	Q10	Likert scale 1-6
Dependent Var.	Technology Readiness	Q35	Char. Open-ended responses, ERP brands.
		Q40.2	Char. Open-ended responses, titles
		Q36.3	Numerical data, continuous, low numbrers
		Q37.4	Numerical data, continuous, low numbrers
		Q38.5	Numerical data, continuous, low numbrers
		Q39.6	Numerical data, continuous, low numbrers
		Q22	10 types of technologies + other (open-ended response)
	Technology Integration	Q23	Likert scale 1-6
	Firm size	Q26	Numerical data, continuous
	Global scope	Q24	Ordinal variable: Global scope, Likert scale 1-4 Binary variable: 1-3=Domestic vs. 4=International
		Q27	# of foreign subsidiaries Categorical 1=0, 2=1-20, 3=over 20
		Q29	Tradiing globalization % total sales from overseas % numerical data, continuous
		Q29	Tradiing globalization % total procurement spending from overseas % numerical data, continuous
	Managerial obstacles	Q30	Likert scale 1-6
	Competition intensity	Q31	Likert scale 1-6
	Regulatory environment	Q32	Likert scale 1-6
	Survey respondent's job title	Q42	Open-ended response
	Years in the current position	Q45.2	Numerical data, continuous
	Head of the tax department report to	Q43.3	Open-ended response
	Title of the head of the tax dept	Q44.4	Open-ended response