

Map survey data/questions to TAA Model variables

TAA Model Variables		
Initiation	Q5	Likert scale 1-6
Adoption	Q6	Categorical 1=emerging, 2=intermediate, 3= advance
Routinization	Q10	Likert scale 1-6
Technology Readiness	Q35	Open-ended responses, ERP brands
	Q40.2	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	Global scope, Likert scale 1-4 / 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