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|  | TAA Model Variables | Q# | Interpretation |
| Response Var. | Initiation | Q5 | Likert scale 1-6 |
| 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 |