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Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

1a. Are you more or less optimistic about your country's economy compared to last quarter?

	Number	Percent	95% CI
1=More optimistic	1	5.0 %	± 10.5 %
0=No change	8	40.0 %	± 23.5 %
-1=Less optimistic	11	55.0 %	± 23.9 %
Total	20	100.0 %	

Mean = -0.50

SD = 0.61

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

1b. Rate your optimism about your country's economy on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

Minimum = 2

Maximum = 80

Mean = 56.18

Median = 65

Standard Deviation (Unbiased Estimate) = 22.96

95 Percent Confidence Interval Around The Mean = 45.26 - 67.09

4 Groups

1 = 45.75

2 = 65

3 = 75

Valid Cases = 17

Missing Cases = 3

Response Percent = 85.0%

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

2a. Are you more or less optimistic about the financial prospects for your own company compared to last quarter?

	Number	Percent	95% CI
1=More optimistic	4	21.1 %	± 19.3 %
0=No change	8	42.1 %	± 23.6 %
-1=Less optimistic	7	36.8 %	± 23.0 %
Total	19	100.0 %	

Mean = -0.16

SD = 0.76

Missing Cases = 1

Response Percent = 95.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

2b. Rate your optimism about the financial prospects for your own company on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

Minimum = 10

Maximum = 85

Mean = 57.50

Median = 60

Standard Deviation (Unbiased Estimate) = 21.76

95 Percent Confidence Interval Around The Mean = 46.84 - 68.16

4 Groups

1 = 50

2 = 60

3 = 75

Valid Cases = 16

Missing Cases = 4

Response Percent = 80.0%

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Unweighted - Winsorized]

	Mean	SD	95% CI	Median	Minimum	Maximum	Total
Technology spending	9.32	22.10	-2.26 - 20.90	2	-25	61.51	14
Revenue	7.13	8.38	3.14 - 11.11	5.50	-8.28	21.22	17
Health care costs	6.66	11.69	0.31 - 13.01	4	0	44.55	13
Research and development spending	4.89	14.06	-3.06 - 12.84	0	-20	34.67	12
Earnings	4.06	9.56	-0.36 - 8.48	4	-14	22.06	18
Capital spending	3.72	16.71	-5.04 - 12.47	1	-20	36.04	14
Prices of your products	1.80	2.75	0.31 - 3.29	2	-3.35	6.74	13
Marketing/advertising spending	1.60	4.86	-0.86 - 4.06	0	-8.57	12.57	15
Wages/Salaries	1.55	4.90	-0.71 - 3.81	2	-13.10	10	18
Number of domestic full-time employees	0.50	5.29	-2.09 - 3.09	0	-9.96	11.96	16

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months for: [Unweighted - Sorted]

(N=20)

	Mean & SD	Positive 1	Zero 0	Negative -1	Total
Health care costs	0.85 0.38	11 84.62%	2 15.38%	0 0.00%	13 100.00%
Revenue	0.76 0.66	15 88.24%	0 0.00%	2 11.76%	17 100.00%
Wages/Salaries	0.67 0.69	14 77.78%	2 11.11%	2 11.11%	18 100.00%
Prices of your products	0.46 0.66	7 53.85%	5 38.46%	1 7.69%	13 100.00%
Technology spending	0.43 0.76	8 57.14%	4 28.57%	2 14.29%	14 100.00%
Research and development spending	0.33 0.65	5 41.67%	6 50.00%	1 8.33%	12 100.00%
Earnings	0.28 0.89	10 55.56%	3 16.67%	5 27.78%	18 100.00%
Marketing/advertising spending	0.27 0.59	5 33.33%	9 60.00%	1 6.67%	15 100.00%
Capital spending	0.21 0.89	7 50.00%	3 21.43%	4 28.57%	14 100.00%
Number of domestic full-time employees	0.00 0.82	5 31.25%	6 37.50%	5 31.25%	16 100.00%

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Revenue Weighted - Sorted]

	Mean	SD	95% CI	Median	Minimum	Maximum	Total
Capital spending	8.68	12.61	2.82 - 14.55	5.57	-20	36.04	18
Technology spending	7.94	15.15	0.91 - 14.97	6.10	-25	61.51	18
Revenue	3.90	5.44	1.44 - 6.37	3	-8.28	21.22	19
Prices of your products	2.81	2.01	1.63 - 3.98	3.85	-3.35	6.74	11
Research and development spending	1.86	7.89	-1.91 - 5.63	0	-20	34.67	17
Earnings	0.89	7.19	-2.35 - 4.12	0	-14	22.06	19
Marketing/advertising spending	0.37	2.42	-0.75 - 1.48	0	-8.57	12.57	18

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Employee Weighted - Sorted]

	Mean	SD	95% CI	Median	Minimum	Maximum	Total
Health care costs	6.30	9.71	1.22 - 11.37	5	0	44.55	14
Wages/Salaries	1.37	3.99	-0.55 - 3.28	1.92	-13.10	10	17
Number of domestic full-time employees	-0.20	4.15	-2.23 - 1.84	-0.23	-9.96	11.96	16

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Public Companies - Winsorized - Revenue Weighted]

	Mean	SD	95% CI	Median	Minimum	Maximum
Earnings	16.24	13.84	-6.80 - 39.28	18.38	5	22.06
Revenue	9.40	8.44	-4.65 - 23.45	10.83	3	13

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

4. For your country: In which quarter do you expect a downturn (recession) will occur?

	Number	Percent	Cumulative
Already	1	5.6 %	5.6 %
2020Q1	2	11.1 %	16.7 %
2020Q2	2	11.1 %	27.8 %
2020Q3	6	33.3 %	61.1 %
2020Q4	1	5.6 %	66.7 %
2021Q1	3	16.7 %	83.3 %
2021Q2	1	5.6 %	88.9 %
2021Q3	1	5.6 %	94.4 %
2021Q4	0	0.0 %	94.4 %
2022Q1	1	5.6 %	100.0 %
2022Q2	0	0.0 %	100.0 %
2022Q3	0	0.0 %	100.0 %
2022Q4	0	0.0 %	100.0 %
2023	0	0.0 %	100.0 %
Never	0	0.0 %	100.0 %
Total	18	100.0 %	100.0 %

Missing Cases = 2

Response Percent = 90.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

5a. Is your firm making preparations for a possible recession?___

	Number	Percent	95% CI
No, we are not taking specific actions in preparation for a possible recession	5	27.8 %	± 21.0 %
Yes, we are taking the following step(s) in preparation for a possible recession	13	72.2 %	+ 23.1 %
Total	18	100.0 %	

Missing Cases = 2

Response Percent = 90.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

5b. Which of the following step(s) are being taken in preparation for a possible recession: (check all that apply) (Among firms that are preparing for a recession)

	Number	Percent	95% CI
Strengthening our balance sheet	7	53.8 %	± 31.4 %
Focusing on our main line of business	7	53.8 %	± 31.4 %
Streamlining/reducing costs	5	38.5 %	± 30.6 %
Scaling back or delaying hiring	5	38.5 %	± 30.6 %
Improving our liquidity position	4	30.8 %	± 29.1 %
Scaling back or delaying investment	3	23.1 %	± 26.5 %
Preparing detailed contingency plans for steps to take when/if a recession starts	3	23.1 %	± 26.5 %
Reducing overtime	2	15.4 %	± 22.7 %
Diversifying our lines of business	2	15.4 %	± 22.7 %
Hedging with financial instruments	1	7.7 %	± 16.8 %
Other	0	0.0 %	± 0.0 %
Total	39		

Number of Cases = 13

Number of Responses = 39

Average Number Of Responses Per Case = 3.0

Number Of Cases With At Least One Response = 13

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

5b. Which of the following step(s) are being taken in preparation for a possible recession: _____
OTHERS

IN	Which of the following step(s) are being taken in preparation for a possible recession: OTHERS
Tech [Soft/Hard/Bio]	Cut spending & ALL Debts.... Bitcoin to circumvent Govee tax takers

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6a. How much cash and marketable securities does your firm hold (as a percentage of total assets):

	Mean	SD	95% CI	Median	Minimum	Maximum	Total
How much cash and marketable securities does your firm hold (as a percentage of total assets): % TODAY	10.64	8.86	6.65 - 14.62	10	0	30	19
How much cash and marketable securities did your firm hold (as a percentage of total assets): % One Year Ago	10.34	9.82	5.80 - 14.88	10	0	35	18

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6b. Is it likely that your firm will begin to deploy its cash reserves during the next 12 months?

	Number	Percent	95% CI
No	8	40.0 %	± 23.5 %
Yes	5	25.0 %	± 20.8 %
Not sure	7	35.0 %	± 22.9 %
Total	20	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6b. Is it likely that your firm will begin to deploy its cash reserves during the next 12 months?
Excludes Not Sure

	Number	Percent	95% CI
No	8	61.5 %	± 24.5 %
Yes	5	38.5 %	± 21.7 %
Total	13	100.0 %	

Missing Cases = 7

Response Percent = 65.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6b. On what would accumulated cash reserves be deployed: (check all that apply)

	Number	Percent	95% CI
Acquisitions	2	50.0 %	± 92.0 %
Capital spending or investment	2	50.0 %	± 92.0 %
Increase hiring	1	25.0 %	± 79.7 %
Pay down debt/line of credit	1	25.0 %	± 79.7 %
Allow more lenient payment terms by customers	0	0.0 %	± 0.1 %
Dividends or share repurchases	0	0.0 %	± 0.1 %
Increase employee benefits/pay	0	0.0 %	± 0.1 %
Lending	0	0.0 %	± 0.1 %
Marketing and advertising	0	0.0 %	± 0.1 %
Pension plan funding	0	0.0 %	± 0.1 %
Purchase inventory	0	0.0 %	± 0.1 %
Research and development	0	0.0 %	± 0.1 %
Other	0	0.0 %	± 0.1 %
Total	6		

Number of Cases = 4

Number of Responses = 6

Average Number Of Responses Per Case = 1.5

Number Of Cases With At Least One Response = 4

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6b. On what would accumulated cash reserves be deployed: OTHER

--- No Response ---

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6b. Why is it not likely that your firm will begin to deploy its cash reserves during the next 12 months? (check all that apply)

	Number	Percent	95% CI
Need cash as liquidity buffer (e.g. in case credit markets tighten)	3	42.9 %	± 49.5 %
Lack excess cash to deploy	3	42.9 %	± 49.5 %
Holding cash until economic uncertainty declines	2	28.6 %	± 45.2 %
Other	2	28.6 %	± 45.2 %
Have few attractive investment opportunities	1	14.3 %	± 35.0 %
Building up cash to withstand current or near-term economic downturn	0	0.0 %	+ 0.1 %
Total	11		

Number of Cases = 7

Number of Responses = 11

Average Number Of Responses Per Case = 1.6

Number Of Cases With At Least One Response = 7

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

6b. Why is it not likely that your firm will begin to deploy its cash reserves during the next 12 months? OTHER

IN	Why is it not likely that your firm will begin to deploy its cash reserves during the next 12 months? OTHER
Bank/Fin/Insur/Real Est	General safety cushion
Tech [Soft/Hard/Bio]	Negative interest rates

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

7. How does your company create the company-wide sales revenue forecast that you use in your planning? (check all that apply)

	Number	Percent	95% CI
Our sales revenue forecast is primarily a continuation of recent trends	8	40.0 %	± 23.5 %
We use an internal model to forecast sales	7	35.0 %	± 22.9 %
Our sales revenue forecast is tied closely to forecasts of economy-wide variables (e.g., GDP growth, interest rates, price of oil, etc.)	6	30.0 %	± 22.0 %
We create our sales revenue forecast from the bottom up (e.g., sum divisional forecasts)	5	25.0 %	± 20.8 %
We create our sales revenue forecast top down (e.g., forecast starts from upper mgmt.)	5	25.0 %	± 20.8 %
N/A	2	10.0 %	± 14.4 %
Our sales revenue forecast is substantially provided by an outside advisor (e.g., I-bank, consultant)	1	5.0 %	± 10.5 %
Other	1	5.0 %	+ 10.5 %
Total	35		

Number of Cases = 20

Number of Responses = 35

Average Number Of Responses Per Case = 1.8

Number Of Cases With At Least One Response = 20

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

7. How does your company create the company-wide sales revenue forecast that you use in your planning? OTHER

IN	How does your company create the company-wide sales revenue forecast that you use in your planning? OTHER
Manufacturing	using external industry sources, JD Power estimate of vehicle build

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

7. Our sales revenue forecast is substantially provided by an outside advisor (e.g., I-bank, consultant): EXPLAIN

IN	Our sales forecast is substantially provided by an outside advisor (e.g., I-bank, consultant): EXPLAIN
Bank/Fin/Insur/Real Est	Magic

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

7. We use an internal model to forecast sales revenue: EXPLAIN

IN	We use an internal model to forecast sales: EXPLAIN
Other	Product line sales
Other	we do forecasting with combination of our accounting software and excel
Tech [Soft/Hard/Bio]	organic growth factor

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

8. In recent years, what has led your company to revise/update the official sales revenue forecast that you rely on in your planning? (check all that apply)

	Number	Percent	95% CI
Regularly scheduled revisions/updates	15	75.0 %	± 20.8 %
Economy-wide changes or events	8	40.0 %	± 23.5 %
Major company changes or events	6	30.0 %	± 22.0 %
Major industry changes or events	4	20.0 %	± 19.2 %
Other	1	5.0 %	+ 10.5 %
Total	34		

Number of Cases = 20

Number of Responses = 34

Average Number Of Responses Per Case = 1.7

Number Of Cases With At Least One Response = 20

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

8. In recent years, what has led your company to revise/update the official sales revenue forecast that you rely on in your planning? (check all that apply) OTHER

--- No Response ---

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

8. Regularly scheduled revisions/updates: HOW OFTEN

Regularly scheduled revisions/updates: HOW OFTEN	Number	Percent	95% CI
Annually	2	13.3 %	± 19.5 %
Quarterly	7	46.7 %	± 28.6 %
Monthly	5	33.3 %	± 27.1 %
Weekly	1	6.7 %	± 14.3 %
Daily	0	0.0 %	± 0.0 %
Other	0	0.0 %	+ 0.0 %
Total	15	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**8. Regularly scheduled revisions/updates: HOW OFTEN - OTHER**

--- No Response ---

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

9. When actual sales revenue differ from your sales revenue forecast, what (if any) other changes does your company typically implement? (check all that apply)

	Number	Percent	95% CI
Change other expenditures like advertisement, inventory purchases	8	42.1 %	± 24.5 %
Change hiring plans	7	36.8 %	± 23.9 %
Change wages or overtime	7	36.8 %	± 23.9 %
Change financing plans or cash holdings	6	31.6 %	± 23.0 %
Change product prices	5	26.3 %	± 21.8 %
Change investment plans or production schedules	5	26.3 %	± 21.8 %
Do not do much unless the revision is substantial	3	15.8 %	± 18.1 %
Change payout	3	15.8 %	± 18.1 %
Change managers' compensation	2	10.5 %	± 15.2 %
Other	0	0.0 %	+ 0.0 %
Total	46		

Number of Cases = 19

Number of Responses = 46

Average Number Of Responses Per Case = 2.4

Number Of Cases With At Least One Response = 19

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

9. When actual sales revenue differ from your sales revenue forecast, what (if any) other changes does your company typically implement? OTHER

--- No Response ---

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**9. Would you like to explain any of your answers in more detail?**

IN	Would you like to explain any of your answers in more detail?
Bank/Fin/Insur/Real Est	If Trump does not Win the US election we are in Trouble.
Tech [Soft/Hard/Bio]	Cash is king, if inflows falling, then spending must be reduced faster and smarter.

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Return on assets (ROA=operating earnings/assets) (Winsorized)

	Mean	SD	95% CI	Median	Minimum	Maximum	Total
% Approximate ROA in 2019	22.98	18.41	13.95 - 32.00	20	0.80	56.30	16
% Expected ROA in 2020	17.45	14.17	10.28 - 24.62	17.50	0.80	42.90	15

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Industry

	Number	Percent	95% CI
Banking/Finance/Insurance/Real Estate	4	20.0 %	± 19.2 %
Services, Consulting	4	20.0 %	± 19.2 %
Technology [Software/Hardware/Biotech]	3	15.0 %	± 17.2 %
Retail/Wholesale	1	5.0 %	± 10.5 %
Manufacturing	1	5.0 %	± 10.5 %
Mining/Construction	1	5.0 %	± 10.5 %
Healthcare/Pharmaceutical	1	5.0 %	± 10.5 %
Agriculture, Forestry, & Fishing	0	0.0 %	± 0.0 %
Public Administration	0	0.0 %	± 0.0 %
Transportation & Public Utilities	0	0.0 %	± 0.0 %
Energy	0	0.0 %	± 0.0 %
Communication/Media	0	0.0 %	± 0.0 %
Other Industry	5	25.0 %	± 20.8 %
Total	20	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Industry (Other specified)

--- No Response ---

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Sales Revenue

	Number	Percent	95% CI
Less than \$25 million	10	50.0 %	± 24.0 %
\$25-99 million	5	25.0 %	± 20.8 %
\$100-499 million	2	10.0 %	± 14.4 %
\$500-999 million	1	5.0 %	± 10.5 %
\$1-4.9 billion	2	10.0 %	± 14.4 %
\$5-9.9 billion	0	0.0 %	± 0.0 %
More than \$10 billion	0	0.0 %	± 0.0 %
Total	20	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**Sales Revenue (Millions)**

Minimum = 25

Maximum = 3000

Mean = 395.50

Median = 62

Variance (Unbiased Estimate) = 823135.00

Standard Deviation (Unbiased Estimate) = 907.27

Standard Error Of The Mean = 202.87

95 Percent Confidence Interval Around The Mean = -2.13 - 793.13

99 Percent Confidence Interval Around The Mean = -126.89 - 917.89

Skewness = 2.51

Kolmogorov-Smirnov Statistic For Normality = 1.85

Quartiles

1 = 25

2 = 62

3 = 300

Valid Cases = 20

Missing Cases = 0

Response Percent = 100.0%

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Number of Employees

	Number	Percent	95% CI
Fewer than 100	10	55.6 %	± 24.2 %
100-499	5	27.8 %	± 21.0 %
500-999	1	5.6 %	± 10.6 %
1,000-2,499	1	5.6 %	± 10.6 %
2,500-4,999	0	0.0 %	± 0.0 %
5,000-9,999	0	0.0 %	± 0.0 %
Over 10,000	1	5.6 %	± 10.6 %
Total	18	100.0 %	

Missing Cases = 2

Response Percent = 90.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**Number of Employees**

Minimum = 100

Maximum = 12000

Mean = 944.44

Median = 100

Variance (Unbiased Estimate) = 7771732.03

Standard Deviation (Unbiased Estimate) = 2787.78

Standard Error Of The Mean = 657.09

95 Percent Confidence Interval Around The Mean = -343.45 - 2232.33

99 Percent Confidence Interval Around The Mean = -747.55 - 2636.44

Skewness = 3.76

Kolmogorov-Smirnov Statistic For Normality = 1.89

Quartiles

1 = 100

2 = 100

3 = 300

Valid Cases = 18

Missing Cases = 2

Response Percent = 90.0%

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Where are you personally located?

	Number	Percent	95% CI
Canada	20	100.0 %	± 0.0 %
Mountain U.S.	0	0.0 %	± 0.0 %
Midwest U.S.	0	0.0 %	± 0.0 %
South Central U.S.	0	0.0 %	± 0.0 %
South Atlantic U.S.	0	0.0 %	± 0.0 %
Pacific US	0	0.0 %	± 0.0 %
Northeast U.S.	0	0.0 %	± 0.0 %
Latin America	0	0.0 %	± 0.0 %
Europe	0	0.0 %	± 0.0 %
Asia	0	0.0 %	± 0.0 %
Africa	0	0.0 %	± 0.0 %
Other	0	0.0 %	+ 0.0 %
Total	20	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

Headquarters Canada (Other Specified)

--- No Response ---

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**Ownership**

	Number	Percent	95% CI
Private	15	83.3 %	± 21.0 %
Public	3	16.7 %	± 17.3 %
Total	18	100.0 %	

Missing Cases = 2

Response Percent = 90.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**Foreign Sales**

	Number	Percent	95% CI
0%	8	40.0 %	± 23.5 %
1-24%	5	25.0 %	± 20.8 %
25-50%	3	15.0 %	± 17.2 %
More than 50%	4	20.0 %	± 19.2 %
Total	20	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019

In what region of the world are most of your foreign sales?

	Number	Percent	95% CI
US/Canada	9	90.0 %	± 29.6 %
Europe	1	10.0 %	± 18.9 %
Asia/Pacific Basin	0	0.0 %	± 0.0 %
Latin America	0	0.0 %	± 0.0 %
Africa	0	0.0 %	± 0.0 %
Total	10	100.0 %	

Missing Cases = 2

Response Percent = 83.3 %

Duke, Global Business Outlook survey - Canada - Fourth Quarter, 2019**Your job title (e.g., CFO, Asst. Treasurer, etc):**

	Number	Percent
CFO	9	45.0 %
VP of Finance	4	20.0 %
Other	3	15.0 %
CEO	3	15.0 %
Controller	1	5.0 %
Treasurer	0	0.0 %
Total	20	100.0 %

Missing Cases = 0

Response Percent = 100.0 %

