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Questionnaire

Research survey on Sudanese export process .this study examine the Sudanese export performance ,sharing your experience ,information ,in this survey will develop our understanding and improve the Sudanese export performance .This survey is divided into four section ,A,B,C, D. please answer all question on this survey .

Section A

Company profile

1. What is your type of export _____

2. Your job is _____

3. Your gender is

Male	Female

4. Your age is

20 -- 29	30 – 39	40—49	Above 50

5. Your education is

Less than secondary	Bachelor	Diploma	Master	Doctor

6. Your experience is

Less than 5 years	5 – 10	11 – 15	More than 15

7. Your employees number are

Less than 10	11 –25	26 –50	More than 50

8. Export involvement

A. You are active exporter ()

B. You are sporadic exporter ()

C. You are pre- exporter ()

Section B

Promotion Programs

List of export promotion programs which have received from Sudan Trade Point. Please put (✓) in front of program use.

No	Name of program	program used
	Trade Agreement	
	Trade Foreign Show	
	Market Studies	
	Online services	
	Electronic show	
	Export Development	
	Electronic Market Opportunities	

Depend on the presented promotional services above , would you give us your opinion in the following please :

A. Perceived adequacy

No	Adequacy	Strongly disagree	disagree	Neutral	agree	Strongly agree
1	<i>these programs helping for activate export market</i>	1	2	3	4	5
2	<i>these programs meeting the firms needs in export market</i>	1	2	3	4	5
3	<i>these programs adequate to the export activities</i>	1	2	3	4	5
4	<i>these programs helping for entering export market</i>	1	2	3	4	5
5	<i>these programs helping the developing export market</i>	1	2	3	4	5

B. desirable of level achievement

No	Desirable	Strongly disagree	Disagree	Neutral	agree	Strongly agree
1	<i>these programs achieving the exporters desires in the export market</i>	1	2	3	4	5
2	<i>these programs contribute to expand the export market</i>	1	2	3	4	5
3	<i>these programs fulfilling the desires about the export planning</i>	1	2	3	4	5
4	<i>these programs contributing to the achieving the desirable interest</i>	1	2	3	4	5

Section C

Perceived usefulness

No	<i>Usefulness</i>	<i>Strongly disagree</i>	<i>Disagree</i>	<i>Neutral</i>	<i>agree</i>	<i>Strongly agree</i>
1	<i>using promotion programs would be more effective</i>	1	2	3	4	5
2	<i>using promotion programs would be more performance</i>	1	2	3	4	5
3	<i>using promotion programs would be more useful</i>	1	2	3	4	5
4	<i>using promotion programs would be more quickly</i>	1	2	3	4	5
5	<i>using promotion programs would be more productivity</i>	1	2	3	4	5

Section D

Export Performance

No	<u><i>Performance</i></u>	<i>Strongly disagree</i>	<i>disagree</i>	<i>Neutral</i>	<i>agree</i>	<i>Strongly agree</i>
1	<i>these programs contributing to increase the sales of export product</i>	1	2	3	4	5
2	<i>these programs contributed to improve the profitability of the export products</i>	1	2	3	4	5
3	<i>these programs contributed to improve the market share for the exports in the export market</i>	1	2	3	4	5
4	<i>these programs contributed to improve the overall financial performance in the export market</i>	1	2	3	4	5
5	<i>these programs contributed to achieving the objectives of the firms</i>	1	2	3	4	5

Thank you for your participation in this survey

