

B2B SUB-PANEL

December 2013

This sub-panel is based on Single-choice and Multi-choice question type with a total of 3,442 respondents from Vinaresearch Panel who are currently working. Statistical result includes tables in following content:

1. Business line of your company
2. Type of your company
3. Your company size
4. Your company's capital investment
5. Owners of this capital investment
6. The department you are working in
7. Regency
8. Your specific work
9. Annual turnover of the company
10. Total working time at the current company
11. Times of changing jobs
12. Intention of changing job in next 6 months

1. Business line of your company [MA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Sales - Retail	453	13.2%
Civil/Construction	430	12.5%
Services	387	11.2%
Information Technology (IT)	380	11.0%
Education/Training	358	10.4%
Electrical/Electronics - Telecommunications	245	7.1%
Engineering	204	5.9%
Export - Import	175	5.1%
Materials - Devices	173	5.0%
Banking - Finance	161	4.7%
Mechanical Engineering - Manufacturing	151	4.4%
Investment	119	3.5%
Health - Pharmaceutical	117	3.4%
Textiles/Garments/Footwear	114	3.3%
High Technology	113	3.3%
Architecture/Interior Design	113	3.3%
Food/Beverage	110	3.2%
Agriculture - Forestry - Fishery	108	3.1%
Transportation	106	3.1%
Real Estate	102	3.0%
Accounting - Auditing	96	2.8%
Tourism	84	2.4%
TV/Media/Newspaper	71	2.1%
Household commodities	69	2.0%
Automotive - Motobike	69	2.0%
Printing / Publishing	65	1.9%
Marketing - PR	63	1.8%
Legal/Contracts	63	1.8%

1. Business line of your company [MA] (n=3,442) (conti.)

	Frequency	Percent
Total	3,442	100.0%
Restaurant	60	1.7%
Planning/Projects	59	1.7%
Oil/Gas - Chemicals	55	1.6%
Insurance	53	1.5%
Human Resource	50	1.5%
Design - Art	46	1.3%
Interpreter/Translator	36	1.0%
Postal service	34	1.0%
Cosmetic - Jewellery	33	1.0%
Securities - Golds	32	0.9%
Chemical/Biochemical	32	0.9%
Market Research	32	0.9%
Maritime	25	0.7%
Fashion	25	0.7%
Game	23	0.7%
Security	22	0.6%
Aviation	22	0.6%
Others	236	6.9%

2. Type of your company [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Private Enterprise	1,766	51.3%
State Enterprise	890	25.9%
100% Foreign Direct Investment Enterprise	463	13.5%
Public administration	192	5.6%
Joint Venture company	109	3.2%
Others	22	0.6%

3. Your company size [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Under 10 persons	262	7.6%
10 - 24 persons	549	16.0%
25 - 99 persons	499	14.5%
50 - 99 persons	532	15.5%
100 - 499 persons	789	22.9%
500 - 999 persons	258	7.5%
1,000 - 4,999 persons	284	8.3%
5,000 - 9,999 persons	84	2.4%
10,000 - 19,999 persons	53	1.5%
20,000 - 49,999 persons	21	0.6%
50,000 persons and over	42	1.2%
I don't know	69	2.0%

4. Your company's capital investment [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Under 100 million	56	1.6%
100 - 300 million	152	4.4%
301 - 500 million	97	2.8%
501 - under 1 billion	229	6.7%
1 - under 3 billion	546	15.9%
3 - under 5 billion	252	7.3%
5 - under 10 billion	316	9.2%
Over 10 billion	914	26.6%
I don't know	880	25.6%

5. Owners of this capital investment [MA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Vietnam	2,528	73.4%
Japan	207	6.0%
Korea	149	4.3%
America	106	3.1%
Taiwan	82	2.4%
Singapore	64	1.9%
China	60	1.7%
France	51	1.5%
Germany	22	0.6%
Netherland	20	0.6%
Denmark	8	0.2%
Italy	7	0.2%
Others	103	3.0%
I don't know	299	8.7%

6. The department you are working in [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Finance / Accounting / Audit	625	18.2%
Business	344	10.0%
Technology	294	8.5%
Administration	219	6.4%
Department / Faculty	176	5.1%
Human Resource	124	3.6%
IT	120	3.5%
Management / Control	164	4.8%
Planning	84	2.4%
Sales / Purchasing	89	2.6%
Design	76	2.2%
Supervision / Inspection / Examination	91	2.6%
Marketing / Advertisement	70	2.0%
Production / Manufacture	80	2.3%
Import / Export	45	1.3%
Research & Development	44	1.3%
Project	52	1.5%
Service	46	1.3%
Customer care / service	51	1.5%
Medical	29	0.8%
General	25	0.7%
Logistics	34	1.0%
Specialist	17	0.5%
Education	34	1.0%
Transaction	10	0.3%
Economics	25	0.7%
Technology / Production support	25	0.7%
Journalism - Publishing / Editing	8	0.2%
Legal	8	0.2%
Statistics	7	0.2%
Arts	5	0.1%
Library	5	0.1%
Environment	5	0.1%
Others	411	11.9%

7. Regency [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Excutives / Board of Directors	36	1.0%
Director / Vice director	102	3.0%
Manager / Deputy manager	410	11.9%
Leader / Supervisor	346	10.1%
Staff	2,495	72.5%
Others	53	1.5%

8. Your specific work [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Accounting / Finance	627	18.2%
Public Administration	485	14.1%
IT technician	275	8.0%
Human Resource	203	5.9%
Customer support	202	5.9%
Business planning	126	3.7%
Professionals (Doctors, lawyers,...)	119	3.5%
Supervision / Quality Control	118	3.4%
Consulting	116	3.4%
Sales planning / Marketing	104	3.0%
Manufacturing control / production technology...	101	2.9%
Planning / Service / product development	97	2.8%
Research & Development	88	2.6%
Design / Innovation	84	2.4%
Construction supervision	74	2.1%
Sales	55	1.6%
Product design	55	1.6%
Construction management	53	1.5%
Computer system management and moderation	47	1.4%
Purchasing	45	1.3%
Operating (Machinery operators / drivers,...)	38	1.1%
Architecture	34	1.0%
Board of Director member / Senior Management	27	0.8%
Public Relation / Advertisement	23	0.7%
Others	246	7.2%

9. Annual turnover of the company [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
I don't know	1,067	31.0%
Under 500,000,000 VND	164	4.8%
500,000,000 - 1 billion VND	213	6.2%
1 - 2 billion VND	264	7.7%
2 - 5 billion VND	352	10.2%
5 - 10 billion VND	223	6.5%
10 - 20 billion VND	190	5.5%
20 - 50 billion VND	231	6.7%
50 - 100 billion VND	193	5.6%
100 - 500 billion VND	178	5.2%
500 - 1,000 billion VND	154	4.5%
Above 1,000 billion VND	213	6.2%

10. Total working time at the current company [SA] (n=3,442)

	Frequency	Percent
Total	3,442	100.0%
Probation	103	3.0%
Under 6 months	318	9.2%
6 months - 1 year	396	11.5%
1 - 2 years	684	19.9%
2 - 3 years	590	17.1%
3 - 4 years	369	10.7%
4 - 5 years	199	5.8%
Over 5 years	783	22.7%

11. Times of changing jobs [SA] (n=3,442)

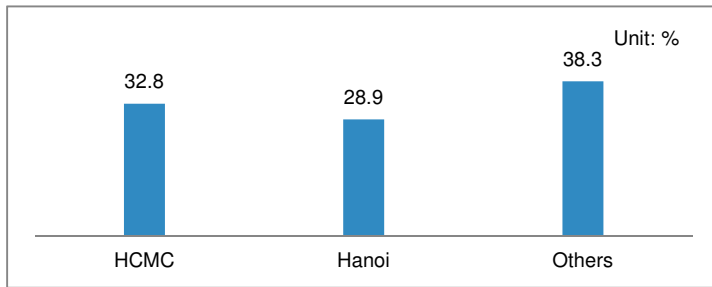
	Frequency	Percent
Total	3,442	100.0%
0 time	952	27.7%
1 times	773	22.5%
2 times	852	24.8%
3 times	585	17.0%
4 times	156	4.5%
5 times	56	1.6%
Over 5 times	68	2.0%

12. Intention of changing jobs in next 6 months [SA] (n=3,442)

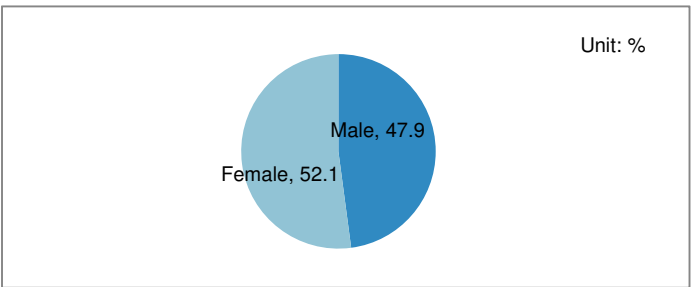
	Frequency	Percent
Total	3,442	100.0%
Yes	794	23.1%
I don't know / I'm not sure	1,514	44.0%
No	1,134	32.9%

Respondent's Profile (n=3,442)

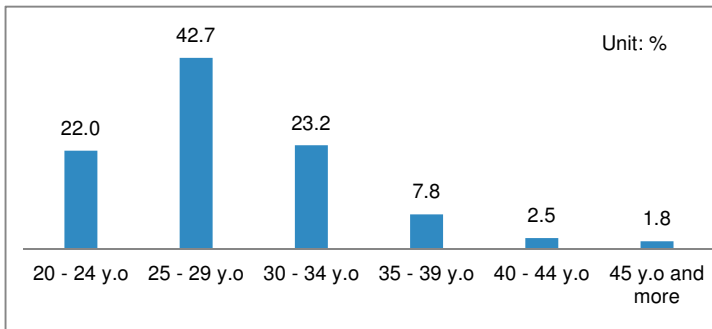
1. Provinces



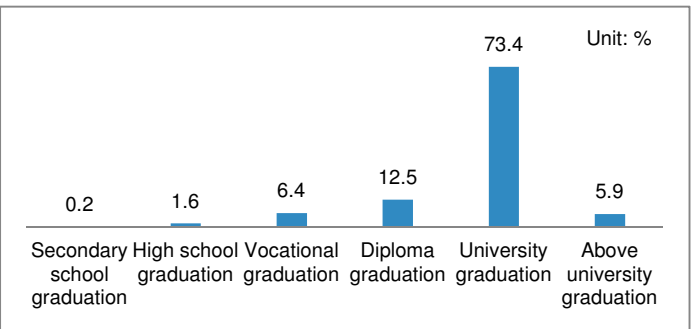
2. Gender



3. Age



4. Education



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