

2. METHODOLOGY & COMPILATION OF DATA

2.1 Questionnaire

A simple Questionnaire was prepared (A copy enclosed at Annexure II) seeking desired information from select units engaged in technology exports and technology intensive exports. The questionnaire was designed in such a way that the exporters are able to respond easily, covering various procedural and policy aspects of the importing as well as competitor countries. The questions were mostly objective type but having options to provide quantitative information also. This Questionnaire was mailed to 200 companies which are included in “*Compendium on Technology Exports: A Compilation of Selected Exported/Exportable Technologies from India*”, 2002. In response, information was received from 54 companies, details of which appear at Annexure III.

2.2 Field Visits

To have an insight and actual feel of the exporters about the policies followed by competitor countries pertaining to exports of their technologies and technology intensive products, projects and services, and also the rules and statutory requirements of importing countries, about fifteen units, as samples, were visited personally in Delhi and NOIDA. These personal discussions were also helpful in knowing the views of the exporters about their requirements as to how they can enhance their technology intensive exports as far as Government’s policies and incentives are concerned.

2.3 Preparation of the Report

2.3.1 The information/data received or collected through replies to questionnaire and personal visits were compiled and analysed critically. An analysis of replies received from 54 companies is given as Annexure IV. Attempts have been made to draw the broad conclusions, in general as well as for select sectors for which information was available. It may be mentioned here that the information received

was generally qualitative only, and as such, no the quantitative estimates could be inferred on the basis of the replies received. Nevertheless, the Study has broadly brought out the major concerns of our exporters as far as technology intensive exports are concerned, and could be taken as bench marking parameters for future policy measures in India. Also, it may be kept in mind that the Report is based on a very limited data, and as such, should be used as indicative only.