



Corporate Occupiers Survey

METHODOLOGY NOTE

ComRes interviewed 150 real estate decision-makers at large companies (250+ employees), by telephone between 11th–25th July 2016. Data are unweighted. ComRes is a member of the British Polling Council and abides by its rules.

All press releases or other publications must be checked with ComRes before use. ComRes requires 48 hours to check a press release unless otherwise agreed.

To commission a voting intention poll or a public opinion survey please contact Tom Mludzinski: tom.mludzinski@comres.co.uk

To register for Pollwatch, a monthly newsletter update on the polls, please email: pollwatch@comres.co.uk

JN302905 RICS Corporate Occupiers Survey

S1. How many people does your organisation employ?	1
Base: All respondents	
S1. How many people does your organisation employ?	2
Base: All employees	
S2. What region of the UK is your organisation's UK head office located in?	3
Base: All respondents	
S3. Which of the following, if any, are you involved in making decisions on in your organisation?	5
Base: All respondents	
Q1. I'd now like to ask a few questions on your business. Which, if any, of the following are most important in enabling your organisation to recruit and/ or retain the staff it wants?Select up to three	6
Base: All respondents	
Q2_SUM. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? SUMMARY TABLE	7
Base: All respondents	
Q2_MORE_SUM. Over the next five years, in which of the following areas do you expect your business to own or rent more?	8
Base: All respondents	
Q2_LESS_SUM. Over the next five years, in which of the following areas do you expect your business to own or rent less?	9
Base: All respondents	
Q2_1. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? The UK overall	10
Base: All respondents	
Q2_2. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? London	11
Base: All respondents	
Q2_3. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? The South East	12
Base: All respondents	
Q2_4. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? The South West	13
Base: All respondents	
Q2_5. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? The Midlands	14
Base: All respondents	
Q2_6. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? The North	15
Base: All respondents	
Q2_7. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas? Devolved regions	16
Base: All respondents	
Q3. For what reasons do you expect the amount of property that your business occupies in different regions to change?	17
Base: All who expect the amount of property in different regions to change	
Q4. When making choices about new property for your business (to own or rent), which, if any, of the following are most important in your decision?	18
Base: All respondents	
Q5. As a result of the UK vote to leave the European Union, is your organisation now...?	19
Base: All respondents	
Q6. Thank you for your time so far, we're almost at the end of the survey...In three years' time, do you think your organisation will outsource real estate and facilities services more or less than it does now, or will the balance remain roughly the same?	20
Base: All respondents	
Q7. For which of the following reasons, if any, does your organisation intend to change its real estate and facilities outsourcing strategy?	21
Base: All who intend to change their outsourcing strategy	
Q8_SUM. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision? SUMMARY TABLE	22
Base: All respondents	
Q8_1. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision? Cost	23
Base: All respondents	
Q8_2. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision? Service capability and expertise	24

JN302905 RICS Corporate Occupiers Survey

Base: All respondents

Q8_3. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision? Cultural fit with your organisation 25

Base: All respondents

Q8_4. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision? The extent to which the outsourcing company conducts work itself, rather than subcontracting 26

Base: All respondents

Q8_5. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision? Corporate social responsibility 27

Base: All respondents

JN302905 RICS Corporate Occupiers Survey

S1. How many people does your organisation employ?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
250-999	(625) 66%	99 100%	- -	20 74%	24 67%	38 70%	7 41%	31 62%	10 63%	6 38%	86 68%	5 83%	15 83%	80 65%	2 67%	17 81%	36 59%	56 76%	4 33%
1,000-4,999	(3000) 15%	- -	22 43%	4 15%	4 11%	10 19%	- -	5 10%	4 25%	5 31%	16 13%	1 17%	1 6%	20 16%	- -	1 5%	11 18%	8 11%	3 25%
5,000-9,999	(7500) 8%	- -	12 24%	1 4%	3 8%	3 6%	3 18%	5 10%	2 13%	2 13%	10 8%	- -	1 6%	10 8%	- -	1 5%	7 11%	3 4%	2 17%
10,000 or more	(10000) 11%	- -	17 33%	2 7%	5 14%	3 6%	7 41%	9 18%	- -	3 19%	14 11%	- -	1 6%	13 11%	1 33%	2 10%	7 11%	7 9%	3 25%
Mean score	2585.83	625.00	6392.2	1925.9	2763.89	1967.6	5698.5	3237.50	2078.13	3984.38	2513.89	1020.83	1659.72	2560.98	3750.00	1958.33	2918.0	2047.3	4708.3
Standard deviation	3285.82	-	3127.8	2772.9	3542.07	2622.6	4468.2	3818.03	2356.67	3704.41	3278.80	969.59	2673.68	3222.67	5412.66	3093.17	3384.8	2989.6	3989.1
Standard error	268.29	-	437.98	533.65	590.34	356.89	1083.7	539.95	589.17	926.10	292.10	395.83	630.19	290.58	3125.00	674.99	433.38	347.54	1151.6

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

S1. How many people does your organisation employ?

Base: All employees

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Total	387875 100%	61875 100%	326000 100%	52000 100%	99500 100%	106250 100%	96875 100%	161875 100%	33250 100%	63750 100%	316750 100%	6125 100%	29875 100%	315000 100%	11250 100%	41125 100%	178000 100%	151500 100%	56500 100%
250-999	61875 16%	61875 100%	- -	12500 24%	15000 15%	23750 22%	4375 5%	19375 12%	6250 19%	3750 6%	53750 17%	3125 51%	9375 31%	50000 16%	1250 11%	10625 26%	22500 13%	35000 23%	2500 4%
		b		defgh	fg	dfgh		f	dfg		i	ij	mno	n	mn	r	pr		
1,000-4,999	66000 17%	- -	66000 20%	12000 23%	12000 12%	30000 28%	- -	15000 9%	12000 36%	15000 24%	48000 15%	3000 49%	3000 10%	60000 19%	- -	3000 7%	33000 19%	24000 16%	9000 16%
		a		dfg	fg	cdfg		f	cdefg	j		ij	no	lno		n	qr		
5,000-9,999	90000 23%	- -	90000 28%	7500 14%	22500 23%	22500 21%	22500 23%	37500 23%	15000 45%	15000 24%	75000 24%	- -	7500 25%	75000 24%	- -	7500 18%	52500 29%	22500 15%	15000 27%
		a		ce	c	cde	cde	cde	cdefg	k	k		mno	no		n	qr	q	
10,000 or more	170000 44%	- -	170000 52%	20000 38%	50000 50%	30000 28%	70000 72%	90000 56%	- -	30000 47%	140000 44%	- -	10000 33%	130000 41%	10000 89%	20000 49%	70000 39%	70000 46%	30000 53%
		a		eh	ceh	h	cdegh	cdeh		jk	k			l	lmo	lm		p	pq

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

S2. What region of the UK is your organisation's UK head office located in?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
London	17 11%	7 7%	10 20%	-	-	-	17 100%	17 34%	-	1 6%	15 12%	-	3 17%	13 11%	-	3 14%	7 11%	8 11%	1 8%
South East	33 22%	24 24%	9 18%	-	-	33 61%	-	33 66%	-	5 31%	26 21%	2 33%	7 39%	25 20%	-	7 33%	18 30%	9 12%	6 50%
South West	21 14%	14 14%	7 14%	-	-	21 39%	-	-	-	1 6%	17 13%	3 50%	1 6%	18 15%	-	1 5%	8 13%	13 18%	-
East Midlands	15 10%	10 10%	5 10%	-	15 42%	-	-	-	-	5 31%	10 8%	-	2 11%	10 8%	2 67%	4 19%	5 8%	6 8%	3 25%
West Midlands	16 11%	11 11%	5 10%	-	16 44%	-	-	-	-	1 6%	14 11%	1 17%	2 11%	13 11%	1 33%	3 14%	7 11%	8 11%	1 8%
East of England	5 3%	3 3%	2 4%	-	5 14%	-	-	-	-	-	5 4%	-	-	5 4%	-	-	1 2%	4 5%	-
North West	9 6%	9 9%	-	9 33%	-	-	-	-	-	-	8 6%	-	1 6%	8 7%	-	1 5%	2 3%	5 7%	1 8%
North East	8 5%	3 3%	5 10%	8 30%	-	-	-	-	-	2 13%	6 5%	-	-	8 7%	-	-	4 7%	4 5%	-
Yorkshire and Humberside	10 7%	8 8%	2 4%	10 37%	-	-	-	-	-	-	10 8%	-	1 6%	9 7%	-	1 5%	4 7%	6 8%	-
Wales	7 5%	5 5%	2 4%	-	-	-	-	-	7 44%	-	7 6%	-	-	6 5%	-	-	1 2%	6 8%	-
Northern Ireland	7 5%	3 3%	4 8%	-	-	-	-	-	7 44%	-	7 6%	-	1 6%	6 5%	-	1 5%	4 7%	3 4%	-
Scotland	2 1%	2 2%	-	-	-	-	-	-	2 13%	1 6%	1 1%	-	-	2 2%	-	-	-	2 3%	-

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

S2. What region of the UK is your organisation's UK head office located in?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Total	150	99	51	27	36	54	17	50	16	16	126	6	18	123	3	21	61	74	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Outside the UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS																			
Net: North	27	20	7	27	-	-	-	-	-	2	24	-	2	25	-	2	10	15	1
	18%	20%	14%	100%	-	-	-	-	-	13%	19%	-	11%	20%	-	10%	16%	20%	8%
Net: Midlands	36	24	12	-	36	-	-	-	-	6	29	1	4	28	3	7	13	18	4
	24%	24%	24%	-	100%	-	-	-	-	38%	23%	17%	22%	23%	100%	33%	21%	24%	33%
					eg														
Net: London and South East	50	31	19	-	-	33	17	50	-	6	41	2	10	38	-	10	25	17	7
	33%	31%	37%	-	-	61%	100%	100%	-	38%	33%	33%	56%	31%	-	48%	41%	23%	58%
						d		de									q		
Net: South	54	38	16	-	-	54	-	33	-	6	43	5	8	43	-	8	26	22	6
	36%	38%	31%	-	-	100%	-	66%	-	38%	34%	83%	44%	35%	-	38%	43%	30%	50%
						dg		d											
Net: London	17	7	10	-	-	-	17	17	-	1	15	-	3	13	-	3	7	8	1
	11%	7%	20%	-	-	-	100%	34%	-	6%	12%	-	17%	11%	-	14%	11%	11%	8%
			a					de											
Net: Devolved	16	10	6	-	-	-	-	-	16	1	15	-	1	14	-	1	5	11	-
	11%	10%	12%	-	-	-	-	-	100%	6%	12%	-	6%	11%	-	5%	8%	15%	-

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

S3. Which of the following, if any, are you involved in making decisions on in your organisation?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%	
Facilities management	134 89%	91 92%	43 84%	25 93%	29 81%	50 93%	15 88%	47 94%	15 94%	14 88%	112 89%	6 100%	18 100%	108 88%	2 67%	20 95%	54 89%	68 92%	9 75%
Budgeting or financial decisions	113 75%	72 73%	41 80%	20 74%	31 86%	35 65%	15 88%	39 78%	12 75%	11 69%	96 76%	5 83%	11 61%	94 76%	3 100%	14 67%	46 75%	54 73%	10 83%
Estates management	104 69%	68 69%	36 71%	20 74%	26 72%	36 67%	12 71%	35 70%	10 63%	11 69%	86 68%	6 100%	9 50%	88 72%	2 67%	11 52%	39 64%	54 73%	9 75%
Workplace strategy	98 65%	60 61%	38 75%	16 59%	22 61%	39 72%	12 71%	37 74%	9 56%	10 63%	82 65%	5 83%	10 56%	82 67%	2 67%	12 57%	43 70%	43 58%	11 92%
Operational decisions	98 65%	67 68%	31 61%	15 56%	25 69%	36 67%	10 59%	34 68%	12 75%	10 63%	86 68%	2 33%	10 56%	80 65%	3 100%	13 62%	39 64%	46 62%	11 92%
Recruitment	88 59%	54 55%	34 67%	18 67%	19 53%	30 56%	10 59%	32 64%	11 69%	10 63%	73 58%	4 67%	9 50%	75 61%	1 33%	10 48%	40 66%	39 53%	8 67%
Real estate decisions	68 45%	41 41%	27 53%	14 52%	16 44%	22 41%	9 53%	23 46%	7 44%	6 38%	56 44%	5 83%	10 56%	54 44%	1 33%	11 52%	28 46%	35 47%	5 42%
Location strategy	65 43%	39 39%	26 51%	9 33%	20 56%	23 43%	6 35%	22 44%	7 44%	6 38%	54 43%	5 83%	7 39%	54 44%	2 67%	9 43%	27 44%	32 43%	6 50%

Columns Tested: a, b - c, d, e, f, g, h - i, j, k - l, m, n, o - p, q, r

JN302905 RICS Corporate Occupiers Survey

Q1. I'd now like to ask a few questions on your business. Which, if any, of the following are most important in enabling your organisation to recruit and/ or retain the staff it wants?

Select up to three

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%	
Pay and benefits	96 64%	63 64%	33 65%	21 78%	23 64%	32 59%	9 53%	28 56%	11 69%	10 63%	79 63%	5 83%	12 67%	79 64%	3 100%	15 71%	40 66%	46 62%	8 67%
Company culture and reputation	93 62%	65 66%	28 55%	19 70%	22 61%	29 54%	13 76%	32 64%	10 63%	10 63%	76 60%	5 83%	9 50%	80 65%	2 67%	11 52%	38 62%	47 64%	6 50%
Proximity to transport links and amenities	74 49%	51 52%	23 45%	11 41%	18 50%	28 52%	9 53%	26 52%	8 50%	9 56%	65 52%	- -	7 39%	62 50%	2 67%	9 43%	24 39%	44 59%	6 50%
Flexibility of working arrangements	64 43%	43 43%	21 41%	11 41%	18 50%	23 43%	8 47%	22 44%	4 25%	8 50%	53 42%	2 33%	8 44%	54 44%	1 33%	9 43%	29 48%	27 36%	7 58%
Quality of the premises and facilities	51 34%	31 31%	20 39%	5 19%	16 44%	19 35%	5 29%	17 34%	6 38%	4 25%	42 33%	5 83%	9 50%	38 31%	1 33%	10 48%	23 38%	25 34%	3 25%
Technology and digital connectivity	46 31%	28 28%	18 35%	7 26%	7 19%	21 39%	5 29%	21 42%	6 38%	6 38%	39 31%	1 17%	6 33%	38 31%	- -	6 29%	19 31%	21 28%	6 50%
None of these	2 1%	1 1%	1 2%	- -	1 3%	1 2%	- -	- -	- -	- -	2 2%	- -	- -	1 1%	- -	- -	- -	1 1%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_SUM. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

SUMMARY TABLE

Base: All respondents

	Total	More	About the same	Less	Don't know
The UK overall	150	61	74	12	3
	100%	41%	49%	8%	2%
London	150	21	110	11	8
	100%	14%	73%	7%	5%
The South East	150	30	101	11	8
	100%	20%	67%	7%	5%
The South West	150	20	107	14	9
	100%	13%	71%	9%	6%
The Midlands	150	30	96	12	12
	100%	20%	64%	8%	8%
The North	150	24	106	11	9
	100%	16%	71%	7%	6%
Devolved regions	150	24	105	11	10
	100%	16%	70%	7%	7%

JN302905 RICS Corporate Occupiers Survey

Q2_MORE_SUM. Over the next five years, in which of the following areas do you expect your business to own or rent more?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150	99	51	27	36	54	17	50	16	16	126	6	18	123	3	21	61	74	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The UK overall	61	36	25	10	13	26	7	25	5	9	48	3	11	47	1	12	61	-	-
	41%	36%	49%	37%	36%	48%	41%	50%	31%	56%	38%	50%	61%	38%	33%	57%	100%	-	-
The South East	30	14	16	3	7	16	3	17	1	3	25	2	4	26	-	4	26	2	2
	20%	14%	31%	11%	19%	30%	18%	34%	6%	19%	20%	33%	22%	21%	-	19%	43%	3%	17%
			a													q			
The Midlands	30	15	15	8	10	7	3	8	2	6	21	3	4	25	1	5	27	3	-
	20%	15%	29%	30%	28%	13%	18%	16%	13%	38%	17%	50%	22%	20%	33%	24%	44%	4%	-
			a													q			
The North	24	12	12	8	4	4	4	6	4	3	20	1	5	18	-	5	21	3	-
	16%	12%	24%	30%	11%	7%	24%	12%	25%	19%	16%	17%	28%	15%	-	24%	34%	4%	-
																q			
Devolved regions	24	11	13	3	3	9	3	9	6	7	15	2	4	19	-	4	18	6	-
	16%	11%	25%	11%	8%	17%	18%	18%	38%	44%	12%	33%	22%	15%	-	19%	30%	8%	-
			a													q			
London	21	12	9	5	6	7	3	9	-	4	15	1	3	17	1	4	19	1	1
	14%	12%	18%	19%	17%	13%	18%	18%	-	25%	12%	17%	17%	14%	33%	19%	31%	1%	8%
																q			
The South West	20	10	10	3	5	10	2	7	-	2	15	3	2	17	-	2	18	2	-
	13%	10%	20%	11%	14%	19%	12%	14%	-	13%	12%	50%	11%	14%	-	10%	30%	3%	-
																q			
None of the above	77	56	21	15	21	26	8	22	7	5	70	1	7	65	2	9	-	64	10
	51%	57%	41%	56%	58%	48%	47%	44%	44%	31%	56%	17%	39%	53%	67%	43%	-	86%	83%
																p			
NETS																			
Net: More anywhere	73	43	30	12	15	28	9	28	9	11	56	5	11	58	1	12	61	10	2
	49%	43%	59%	44%	42%	52%	53%	56%	56%	69%	44%	83%	61%	47%	33%	57%	100%	14%	17%
																q			

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_LESS_SUM. Over the next five years, in which of the following areas do you expect your business to own or rent less?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																		
Total	150	99	51	27	36	54	17	50	16	126	6	18	123	3	21	61	74	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The South West	14	7	7	2	2	9	1	8	-	9	-	2	10	-	2	6	3	5
	9%	7%	14%	7%	6%	17%	6%	16%	-	7%	-	11%	8%	-	10%	10%	4%	42%
The UK overall	12	4	8	1	4	6	1	7	-	8	-	1	9	1	2	-	-	12
	8%	4%	16%	4%	11%	11%	6%	14%	-	6%	-	6%	7%	33%	10%	-	-	100%
			a															
The Midlands	12	6	6	1	3	6	2	7	-	7	-	2	7	1	3	3	3	6
	8%	6%	12%	4%	8%	11%	12%	14%	-	6%	-	11%	6%	33%	14%	5%	4%	50%
London	11	7	4	2	1	6	2	7	-	9	-	2	6	-	2	4	4	3
	7%	7%	8%	7%	3%	11%	12%	14%	-	7%	-	11%	5%	-	10%	7%	5%	25%
The South East	11	7	4	2	1	5	3	7	-	6	-	1	8	-	1	3	4	4
	7%	7%	8%	7%	3%	9%	18%	14%	-	5%	-	6%	7%	-	5%	5%	5%	33%
The North	11	5	6	1	2	6	2	7	-	8	-	2	8	-	2	3	1	7
	7%	5%	12%	4%	6%	11%	12%	14%	-	6%	-	11%	7%	-	10%	5%	1%	58%
Devolved regions	11	5	6	-	2	8	-	6	1	10	-	1	8	-	1	2	4	5
	7%	5%	12%	-	6%	15%	-	12%	6%	8%	-	6%	7%	-	5%	3%	5%	42%
None of the above	123	84	39	24	31	40	13	34	15	107	6	14	104	2	16	53	67	-
	82%	85%	76%	89%	86%	74%	76%	68%	94%	85%	100%	78%	85%	67%	76%	87%	91%	-
NETS																		
Net: Less anywhere	27	15	12	3	5	14	4	16	1	19	-	4	19	1	5	8	7	12
	18%	15%	24%	11%	14%	26%	24%	32%	6%	15%	-	22%	15%	33%	24%	13%	9%	100%

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_1. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

The UK overall

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More	61 41%	36 36%	25 49%	10 37%	13 36%	26 48%	7 41%	25 50%	5 31%	9 56%	48 38%	3 50%	11 61%	47 38%	1 33%	12 57%	61 100%	- -	- -
About the same	74 49%	56 57%	18 35%	15 56%	18 50%	22 41%	8 47%	17 34%	11 69%	3 19%	68 54%	3 50%	5 28%	66 54%	1 33%	6 29%	- -	74 100%	- -
Less	12 8%	4 4%	8 16%	1 4%	4 11%	6 11%	1 6%	7 14%	- -	4 25%	8 6%	- -	1 6%	9 7%	1 33%	2 10%	- -	- -	12 100%
Don't know	3 2%	3 3%	- -	1 4%	1 3%	- -	1 6%	1 2%	- -	- -	2 2%	- -	1 6%	1 1%	- -	1 5%	- -	- -	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_2. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

London

Base: All respondents

Significance Level: 95%

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More	21 14%	12 12%	9 18%	5 19%	6 17%	7 13%	3 18%	9 18%	- -	15 12%	1 17%	3 17%	17 14%	1 33%	4 19%	19 31%	1 1%	1 8%
About the same	110 73%	73 74%	37 73%	17 63%	27 75%	40 74%	11 65%	32 64%	15 94%	95 75%	5 83%	11 61%	95 77%	2 67%	13 62%	37 61%	65 88%	8 67%
Less	11 7%	7 7%	4 8%	2 7%	1 3%	6 11%	2 12%	7 14%	- -	9 7%	- -	2 11%	6 5%	- -	2 10%	4 7%	4 5%	3 25%
Don't know	8 5%	7 7%	1 2%	3 11%	2 6%	1 2%	1 6%	2 4%	1 6%	7 6%	- -	2 11%	5 4%	- -	2 10%	1 2%	4 5%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_3. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

The South East

Base: All respondents

Significance Level: 95%

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Total	150	99	51	27	36	54	17	50	16	16	126	6	18	123	3	21	61	74	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More	30	14	16	3	7	16	3	17	1	3	25	2	4	26	-	4	26	2	2
	20%	14%	31%	11%	19%	30%	18%	34%	6%	19%	20%	33%	22%	21%	-	19%	43%	3%	17%
		a														q			
About the same	101	71	30	20	26	32	8	22	15	9	88	4	10	85	3	13	30	65	6
	67%	72%	59%	74%	72%	59%	47%	44%	94%	56%	70%	67%	56%	69%	100%	62%	49%	88%	50%
				g													p		
Less	11	7	4	2	1	5	3	7	-	4	6	-	1	8	-	1	3	4	4
	7%	7%	8%	7%	3%	9%	18%	14%	-	25%	5%	-	6%	7%	-	5%	5%	5%	33%
Don't know	8	7	1	2	2	1	3	4	-	-	7	-	3	4	-	3	2	3	-
	5%	7%	2%	7%	6%	2%	18%	8%	-	-	6%	-	17%	3%	-	14%	3%	4%	-

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_4. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

The South West

Base: All respondents

Significance Level: 95%

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More	20 13%	10 10%	10 20%	3 11%	5 14%	10 19%	2 12%	7 14%	- -	15 12%	3 50%	2 11%	17 14%	- -	2 10%	18 30%	2 3%	- -
About the same	107 71%	74 75%	33 65%	21 78%	27 75%	33 61%	12 71%	31 62%	14 88%	94 75%	3 50%	12 67%	90 73%	3 100%	15 71%	35 57%	65 88%	7 58%
Less	14 9%	7 7%	7 14%	2 7%	2 6%	9 17%	1 6%	8 16%	- -	9 7%	- -	2 11%	10 8%	- -	2 10%	6 10%	3 4%	5 42%
Don't know	9 6%	8 8%	1 2%	1 4%	2 6%	2 4%	2 12%	4 8%	2 13%	8 6%	- -	2 11%	6 5%	- -	2 10%	2 3%	4 5%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_5. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

The Midlands

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More	30 20%	15 15%	15 29% a	8 30%	10 28%	7 13%	3 18%	8 16%	2 13%	6 38%	21 17%	3 50%	4 22%	25 20%	1 33%	5 24%	27 44% q	3 4%	- -
About the same	96 64%	69 70%	27 53%	15 56%	21 58%	37 69%	10 59%	30 60%	13 81%	5 31%	88 70%	3 50%	10 56%	83 67%	1 33%	11 52%	27 44%	63 85%	6 50% p
Less	12 8%	6 6%	6 12%	1 4%	3 8%	6 11%	2 12%	7 14%	- -	4 25%	7 6%	- -	2 11%	7 6%	1 33%	3 14%	3 5%	3 4%	6 50%
Don't know	12 8%	9 9%	3 6%	3 11%	2 6%	4 7%	2 12%	5 10%	1 6%	1 6%	10 8%	- -	2 11%	8 7%	- -	2 10%	4 7%	5 7%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_6. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

The North

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More	24 16%	12 12%	12 24%	8 30%	4 11%	4 7%	4 24%	6 12%	4 25%	3 19%	20 16%	1 17%	5 28%	18 15%	- -	5 24%	21 34%	3 4%	- -
About the same	106 71%	74 75%	32 63%	16 59%	28 78%	42 78%	9 53%	33 66%	11 69%	11 69%	90 71%	5 83%	9 50%	91 74%	3 100%	12 57%	35 57%	66 89%	5 42%
Less	11 7%	5 5%	6 12%	1 4%	2 6%	6 11%	2 12%	7 14%	- -	2 13%	8 6%	- -	2 11%	8 7%	- -	2 10%	3 5%	1 1%	7 58%
Don't know	9 6%	8 8%	1 2%	2 7%	2 6%	2 4%	2 12%	4 8%	1 6%	- -	8 6%	- -	2 11%	6 5%	- -	2 10%	2 3%	4 5%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q2_7. Over the next five years, do you expect your business to own or rent more, less or about the same amount of property in each of the following areas?

Devolved regions

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More	24 16%	11 11%	13 25% a	3 11%	3 8%	9 17%	3 18%	9 18%	6 38%	7 44%	15 12%	2 33%	4 22%	19 15%	- -	4 19%	18 30%	6 8%	- -
About the same	105 70%	75 76%	30 59%	22 81%	29 81%	35 65%	11 65%	30 60%	8 50%	8 50%	92 73%	4 67%	11 61%	90 73%	3 100%	14 67%	37 61%	61 82%	7 58%
Less	11 7%	5 5%	6 12%	- -	2 6%	8 15%	- -	6 12%	1 6%	1 6%	10 8%	- -	1 6%	8 7%	- -	1 5%	2 3%	4 5%	5 42%
Don't know	10 7%	8 8%	2 4%	2 7%	2 6%	2 4%	3 18%	5 10%	1 6%	- -	9 7%	- -	2 11%	6 5%	- -	2 10%	4 7%	3 4%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q3. For what reasons do you expect the amount of property that your business occupies in different regions to change?

Base: All who expect the amount of property in different regions to change

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	*d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	*q	*r	
Significance Level: 95%																			
Total	88	52	36	14	18	36	11	36	9	15	67	5	12	69	2	14	61	15	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Quality of the premises and facilities	50	29	21	7	9	19	8	21	7	11	36	2	9	36	2	11	33	8	9
	57%	56%	58%	50%	50%	53%	73%	58%	78%	73%	54%	40%	75%	52%	100%	79%	54%	53%	75%
Proximity to transport links and amenities	34	22	12	4	7	13	5	13	5	6	26	1	5	24	1	6	24	7	3
	39%	42%	33%	29%	39%	36%	45%	36%	56%	40%	39%	20%	42%	35%	50%	43%	39%	47%	25%
Technology and digital connectivity	31	16	15	5	5	12	5	15	4	9	20	1	6	22	1	7	20	7	4
	35%	31%	42%	36%	28%	33%	45%	42%	44%	60%	30%	20%	50%	32%	50%	50%	33%	47%	33%
Access to a skilled labour force	30	19	11	4	6	14	4	14	2	8	20	1	6	22	1	7	21	6	3
	34%	37%	31%	29%	33%	39%	36%	39%	22%	53%	30%	20%	50%	32%	50%	50%	34%	40%	25%
Flexibility of working arrangements	26	15	11	2	5	9	5	10	5	6	18	1	3	20	1	4	17	6	3
	30%	29%	31%	14%	28%	25%	45%	28%	56%	40%	27%	20%	25%	29%	50%	29%	28%	40%	25%
Wage costs	14	8	6	-	1	8	2	7	3	4	9	-	5	7	-	5	6	4	4
	16%	15%	17%	-	6%	22%	18%	19%	33%	27%	13%	-	42%	10%	-	36%	10%	27%	33%
Other	53	28	25	7	13	22	7	23	4	10	39	4	4	45	2	6	40	7	6
	60%	54%	69%	50%	72%	61%	64%	64%	44%	67%	58%	80%	33%	65%	100%	43%	66%	47%	50%
Don't know	2	1	1	1	-	-	1	1	-	-	2	-	-	2	-	-	1	1	-
	2%	2%	3%	7%	-	-	9%	3%	-	-	3%	-	-	3%	-	-	2%	7%	-

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q4. When making choices about new property for your business (to own or rent), which, if any, of the following are most important in your decision?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%	
Overall cost	78 52%	48 48%	30 59%	14 52%	19 53%	29 54%	6 35%	26 52%	10 63%	8 50%	66 52%	4 67%	6 33%	68 55%	2 67%	8 38%	32 52%	35 47%	10 83%
Size and quality of premises	75 50%	52 53%	23 45%	14 52%	15 42%	29 54%	8 47%	27 54%	9 56%	7 44%	62 49%	6 100%	12 67%	58 47%	2 67%	14 67%	36 59%	32 43%	6 50%
Local workforce quality and availability	66 44%	44 44%	22 43%	11 41%	16 44%	24 44%	5 29%	17 34%	10 63%	6 38%	59 47%	1 17%	8 44%	53 43%	- -	8 38%	21 34%	39 53%	4 33%
Proximity to transport links and amenities	62 41%	41 41%	21 41%	13 48%	15 42%	23 43%	8 47%	19 38%	3 19%	7 44%	54 43%	1 17%	8 44%	50 41%	1 33%	9 43%	24 39%	32 43%	5 42%
Proximity to clients and markets	54 36%	34 34%	20 39%	10 37%	15 42%	20 37%	4 24%	19 38%	5 31%	10 63%	42 33%	2 33%	3 17%	49 40%	1 33%	4 19%	29 48%	20 27%	5 42%
Sustainability, including environmental performance and energy efficiency	46 31%	32 32%	14 27%	9 33%	17 47%	15 28%	3 18%	12 24%	2 13%	4 25%	41 33%	1 17%	5 28%	38 31%	1 33%	6 29%	14 23%	28 38%	3 25%
Flexibility of premises, e.g. allows hotdesking	32 21%	20 20%	12 24%	3 11%	8 22%	12 22%	5 29%	13 26%	4 25%	4 25%	27 21%	1 17%	2 11%	28 23%	1 33%	3 14%	13 21%	18 24%	1 8%
Digital connectivity	16 11%	10 10%	6 12%	2 7%	1 3%	6 11%	2 12%	6 12%	5 31%	2 13%	13 10%	1 17%	4 22%	12 10%	- -	4 19%	4 7%	10 14%	2 17%
None of these	4 3%	3 3%	1 2%	1 4%	- -	- -	3 18%	3 6%	- -	- -	2 2%	- -	2 11%	2 2%	- -	2 10%	2 3%	1 1%	- -

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q5. As a result of the UK vote to leave the European Union, is your organisation now...?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r	
Significance Level: 95%																			
Total	150	99	51	27	36	54	17	50	16	16	126	6	18	123	3	21	61	74	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More likely to keep operations in the UK (1)	18	15	3	2	4	8	3	10	1	2	13	1	18	-	-	18	11	5	1
	12%	15%	6%	7%	11%	15%	18%	20%	6%	13%	10%	17%	100%	-	-	86%	18%	7%	8%
																	q		
The result of the EU referendum has made no difference to your organisation's plans (0)	123	80	43	25	28	43	13	38	14	11	107	5	-	123	-	-	47	66	9
	82%	81%	84%	93%	78%	80%	76%	76%	88%	69%	85%	83%	-	100%	-	-	77%	89%	75%
More likely to relocate operations outside the UK (-1)	3	2	1	-	3	-	-	-	-	2	1	-	-	-	3	3	1	1	1
	2%	2%	2%	-	8%	-	-	-	-	13%	1%	-	-	-	100%	14%	2%	1%	8%
					eg														
Don't know	6	2	4	-	1	3	1	2	1	1	5	-	-	-	-	-	2	2	1
	4%	2%	8%	-	3%	6%	6%	4%	6%	6%	4%	-	-	-	-	-	3%	3%	8%
Mean score	.10	.13	.04	.07	.03	.16	.19	.21	.07	-	.10	.17	1.00	-	-1.00	.71	.17	.06	-
Standard deviation	.37	.40	.29	.27	.45	.37	.40	.41	.26	.53	.33	.41	-	-	-	.72	.42	.29	.45
Standard error	.03	.04	.04	.05	.08	.05	.10	.06	.07	.14	.03	.17	-	-	-	.16	.05	.03	.13

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q6. Thank you for your time so far, we're almost at the end of the survey...

In three years' time, do you think your organisation will outsource real estate and facilities services more or less than it does now, or will the balance remain roughly the same?

Base: All respondents

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
		a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
More outsourcing (1)	16 11%	6 6%	10 20% a	2 7%	6 17%	6 11%	1 6%	6 12%	1 6%	16 100%	- -	- -	2 11%	11 9%	2 67%	4 19%	9 15%	3 4%	4 33% q
Broadly the same balance of outsourcing and in-house services (0)	126 84%	86 87%	40 78%	24 89%	29 81%	43 80%	15 88%	41 82%	15 94%	- -	126 100%	- -	13 72%	107 87%	1 33%	14 67%	48 79%	68 92%	8 67% p
Less outsourcing (-1)	6 4%	5 5%	1 2%	- -	1 3%	5 9%	- -	2 4%	- -	- -	- -	6 100%	1 6%	5 4%	- -	1 5%	3 5%	3 4%	- -
Don't know	2 1%	2 2%	- -	1 4%	- -	- -	1 6%	1 2%	- -	- -	- -	- -	2 11%	- -	- -	2 10%	1 2%	- -	- -
Mean score	.07	.01	.18 a	.08	.14	.02	.06	.08	.06	1.00	-	-1.00	.06	.05	.67	.16	.10	-	.33
Standard deviation	.38	.34	.43	.27	.42	.46	.25	.40	.25	-	-	-	.44	.36	.58	.50	.44	.29	.49
Standard error	.03	.03	.06	.05	.07	.06	.06	.06	.06	-	-	-	.11	.03	.33	.12	.06	.03	.14

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q7. For which of the following reasons, if any, does your organisation intend to change its real estate and facilities outsourcing strategy?

Base: All who intend to change their outsourcing strategy

	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
Significance Level: 95%																			
Total	22	11	11	2	7	11	1	8	1	16	-	6	3	16	2	5	12	6	4
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
To improve service quality	17	9	8	1	5	9	1	7	1	12	-	5	3	12	1	4	9	6	2
	77%	82%	73%	50%	71%	82%	100%	88%	100%	75%	-	83%	100%	75%	50%	80%	75%	100%	50%
To lower cost	16	7	9	2	4	9	1	7	-	12	-	4	3	10	2	5	11	2	3
	73%	64%	82%	100%	57%	82%	100%	88%	-	75%	-	67%	100%	63%	100%	100%	92%	33%	75%
To give your organisation greater control of services	16	8	8	1	3	11	1	8	-	11	-	5	3	11	1	4	10	4	2
	73%	73%	73%	50%	43%	100%	100%	100%	-	69%	-	83%	100%	69%	50%	80%	83%	67%	50%
To improve responsiveness	16	9	7	1	6	8	-	4	1	10	-	6	2	13	1	3	9	5	2
	73%	82%	64%	50%	86%	73%	-	50%	100%	63%	-	100%	67%	81%	50%	60%	75%	83%	50%
To align with your organisation's business model	14	7	7	1	4	8	1	6	-	9	-	5	2	10	1	3	8	3	3
	64%	64%	64%	50%	57%	73%	100%	75%	-	56%	-	83%	67%	63%	50%	60%	67%	50%	75%
To improve risk management	11	6	5	-	2	7	1	6	1	8	-	3	2	7	1	3	7	2	2
	50%	55%	45%	-	29%	64%	100%	75%	100%	50%	-	50%	67%	44%	50%	60%	58%	33%	50%
Tax efficiencies	10	6	4	1	2	5	1	5	1	9	-	1	2	5	2	4	7	2	1
	45%	55%	36%	50%	29%	45%	100%	63%	100%	56%	-	17%	67%	31%	100%	80%	58%	33%	25%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q8_SUM. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision?

SUMMARY TABLE

Base: All respondents

	Total	Very important	Fairly important	Not very important	Not at all important	Don't know	NETS		
							Important	Not important	Mean
Cost	150 100%	87 58%	55 37%	1 1%	4 3%	3 2%	142 95%	5 3%	3.53
Service capability and expertise	150 100%	99 66%	38 25%	5 3%	4 3%	4 3%	137 91%	9 6%	3.59
Corporate social responsibility	150 100%	57 38%	61 41%	20 13%	6 4%	6 4%	118 79%	26 17%	3.17
The extent to which the outsourcing company conducts work itself, rather than subcontracting	150 100%	65 43%	52 35%	25 17%	4 3%	4 3%	117 78%	29 19%	3.22
Cultural fit with your organisation	150 100%	54 36%	59 39%	24 16%	9 6%	4 3%	113 75%	33 22%	3.08

JN302905 RICS Corporate Occupiers Survey

Q8_1. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision?

Cost

Base: All respondents

	Total	NUMBER OF EMPLOYEES		REGION					OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS			
		250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
		a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
Very important	(4) 87 58%	60 61%	27 53%	17 63%	23 64%	26 48%	9 53%	29 58%	12 75%	13 81%	70 56%	2 33%	12 67%	70 57%	3 100%	15 71%	29 48%	48 65%	9 75%
Fairly important	(3) 55 37%	33 33%	22 43%	9 33%	10 28%	26 48%	6 35%	18 36%	4 25%	3 19%	49 39%	3 50%	6 33%	45 37%	- -	6 29%	27 44%	23 31%	3 25%
Not very important	(2) 1 1%	1 1%	- -	- -	- -	1 2%	- -	1 2%	- -	- -	1 1%	- -	- -	1 1%	- -	- -	1 2%	- -	- -
Not at all important	(1) 4 3%	3 3%	1 2%	1 4%	- -	1 2%	2 12%	2 4%	- -	- -	3 2%	1 17%	- -	4 3%	- -	- -	3 5%	1 1%	- -
Don't know	3 2%	2 2%	1 2%	- -	3 8%	- -	- -	- -	- -	- -	3 2%	- -	- -	3 2%	- -	- -	1 2%	2 3%	- -
NETS																			
Net: Important	142 95%	93 94%	49 96%	26 96%	33 92%	52 96%	15 88%	47 94%	16 100%	16 100%	119 94%	5 83%	18 100%	115 93%	3 100%	21 100%	56 92%	71 96%	12 100%
Net: Not important	5 3%	4 4%	1 2%	1 4%	- -	2 4%	2 12%	3 6%	- -	- -	4 3%	1 17%	- -	5 4%	- -	- -	4 7%	1 1%	- -
Mean score	3.53	3.55	3.50	3.56	3.70	3.43	3.29	3.48	3.75	3.81	3.51	3.00	3.67	3.51	4.00	3.71	3.37	3.64	3.75
Standard deviation	.65	.68	.61	.70	.47	.63	.99	.74	.45	.40	.64	1.10	.49	.69	-	.46	.76	.56	.45
Standard error	.05	.07	.09	.13	.08	.09	.24	.10	.11	.10	.06	.45	.11	.06	-	.10	.10	.07	.13

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q8_2. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision?

Service capability and expertise

Base: All respondents

	Total	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
		250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
		a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
Very important	(4) 66%	62 63%	37 73%	14 52%	24 67%	36 67%	12 71%	34 68%	13 81%	12 75%	79 63%	6 100%	14 78%	76 62%	3 100%	17 81%	42 69%	46 62%	9 75%
Fairly important	(3) 25%	27 27%	11 22%	9 33%	9 25%	15 28%	2 12%	12 24%	3 19%	3 19%	35 28%	- -	3 17%	35 28%	- -	3 14%	11 18%	24 32%	3 25%
Not very important	(2) 3%	4 4%	1 2%	2 7%	- -	3 6%	- -	1 2%	- -	1 6%	4 3%	- -	1 6%	4 3%	- -	1 5%	4 7%	1 1%	- -
Not at all important	(1) 3%	3 3%	1 2%	2 7%	- -	- -	2 12%	2 4%	- -	- -	4 3%	- -	- -	4 3%	- -	- -	3 5%	1 1%	- -
Don't know	4 3%	3 3%	1 2%	- -	3 8%	- -	1 6%	1 2%	- -	- -	4 3%	- -	- -	4 3%	- -	- -	1 2%	2 3%	- -
NETS																			
Net: Important	137 91%	89 90%	48 94%	23 85%	33 92%	51 94%	14 82%	46 92%	16 100%	15 94%	114 90%	6 100%	17 94%	111 90%	3 100%	20 95%	53 87%	70 95%	12 100%
Net: Not important	9 6%	7 7%	2 4%	4 15%	- -	3 6%	2 12%	3 6%	- -	1 6%	8 6%	- -	1 6%	8 7%	- -	1 5%	7 11%	2 3%	- -
Mean score	3.59	3.54	3.68	3.30	3.73	3.61	3.50	3.59	3.81	3.69	3.55	4.00	3.72	3.54	4.00	3.76	3.53	3.60	3.75
Standard deviation	.69	.72	.62	.91	.45	.60	1.03	.73	.40	.60	.72	-	.57	.72	-	.54	.83	.60	.45
Standard error	.06	.07	.09	.18	.08	.08	.26	.10	.10	.15	.06	-	.14	.07	-	.12	.11	.07	.13

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q8_3. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision?

Cultural fit with your organisation

Base: All respondents

	Total	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
		250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
		a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
Very important (4)	54 36%	34 34%	20 39%	7 26%	11 31%	23 43%	7 41%	23 46%	6 38%	5 31%	46 37%	1 17%	10 56%	42 34%	- -	10 48%	23 38%	25 34%	5 42%
Fairly important (3)	59 39%	41 41%	18 35%	14 52%	16 44%	18 33%	3 18%	13 26%	8 50%	8 50%	47 37%	4 67%	6 33%	48 39%	2 67%	8 38%	18 30%	34 46%	6 50%
Not very important (2)	24 16%	14 14%	10 20%	5 19%	3 8%	9 17%	5 29%	10 20%	2 13%	3 19%	20 16%	1 17%	1 6%	21 17%	1 33%	2 10%	12 20%	11 15%	1 8%
Not at all important (1)	9 6%	7 7%	2 4%	1 4%	3 8%	4 7%	1 6%	3 6%	- -	- -	9 7%	- -	1 6%	8 7%	- -	1 5%	7 11%	2 3%	- -
Don't know	4 3%	3 3%	1 2%	- -	3 8%	- -	1 6%	1 2%	- -	- -	4 3%	- -	- -	4 3%	- -	- -	1 2%	2 3%	- -
NETS																			
Net: Important	113 75%	75 76%	38 75%	21 78%	27 75%	41 76%	10 59%	36 72%	14 88%	13 81%	93 74%	5 83%	16 89%	90 73%	2 67%	18 86%	41 67%	59 80%	11 92%
Net: Not important	33 22%	21 21%	12 24%	6 22%	6 17%	13 24%	6 35%	13 26%	2 13%	3 19%	29 23%	1 17%	2 11%	29 24%	1 33%	3 14%	19 31%	13 18%	1 8%
Mean score	3.08	3.06	3.12	3.00	3.06	3.11	3.00	3.14	3.25	3.13	3.07	3.00	3.39	3.04	2.67	3.29	2.95	3.14	3.33
Standard deviation	.88	.89	.87	.78	.90	.95	1.03	.96	.68	.72	.92	.63	.85	.90	.58	.85	1.03	.77	.65
Standard error	.07	.09	.12	.15	.16	.13	.26	.14	.17	.18	.08	.26	.20	.08	.33	.18	.13	.09	.19

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q8_4. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision?

The extent to which the outsourcing company conducts work itself, rather than subcontracting

Base: All respondents

	Total	NUMBER OF EMPLOYEES		REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
		250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
		a	b	*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
Very important	(4) 43%	37 37%	28 55% a	9 33%	13 36%	28 52%	7 41%	23 46%	8 50%	9 56%	51 40%	3 50%	9 50%	49 40%	2 67%	11 52%	25 41%	30 41%	8 67%
Fairly important	(3) 35%	38 38%	14 27%	11 41%	17 47%	16 30%	5 29%	16 32%	3 19%	5 31%	47 37%	- -	8 44%	42 34%	1 33%	9 43%	22 36%	26 35%	3 25%
Not very important	(2) 17%	18 18%	7 14%	6 22%	2 6%	9 17%	3 18%	8 16%	5 31%	2 13%	21 17%	2 33%	1 6%	24 20%	- -	1 5%	9 15%	15 20%	1 8%
Not at all important	(1) 3%	3 3%	1 2%	1 4%	1 3%	- -	2 12%	2 4%	- -	- -	4 3%	- -	- -	4 3%	- -	- -	3 5%	1 1%	- -
Don't know	4 3%	3 3%	1 2%	- -	3 8%	1 2%	- -	1 2%	- -	- -	3 2%	1 17%	- -	4 3%	- -	- -	2 3%	2 3%	- -
NETS																			
Net: Important	117 78%	75 76%	42 82%	20 74%	30 83%	44 81%	12 71%	39 78%	11 69%	14 88%	98 78%	3 50%	17 94%	91 74%	3 100%	20 95%	47 77%	56 76%	11 92%
Net: Not important	29 19%	21 21%	8 16%	7 26%	3 8%	9 17%	5 29%	10 20%	5 31%	2 13%	25 20%	2 33%	1 6%	28 23%	- -	1 5%	12 20%	16 22%	1 8%
Mean score	3.22	3.14	3.38	3.04	3.27	3.36	3.00	3.22	3.19	3.44	3.18	3.20	3.44	3.14	3.67	3.48	3.17	3.18	3.58
Standard deviation	.83	.83	.81	.85	.72	.76	1.06	.87	.91	.73	.83	1.10	.62	.86	.58	.60	.87	.81	.67
Standard error	.07	.08	.11	.16	.13	.10	.26	.12	.23	.18	.07	.49	.15	.08	.33	.13	.11	.10	.19

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r

JN302905 RICS Corporate Occupiers Survey

Q8_5. When deciding which companies to outsource real estate and facilities services to, how important, if at all, are each of the following in influencing your decision?

Corporate social responsibility

Base: All respondents

	NUMBER OF EMPLOYEES			REGION						OUTSOURCING STRATEGY			ORGANISATION STRATEGY				EXPECTED UK OVERALL OWNERSHIP/ RENTAL IN THE NEXT 5 YEARS		
	Total	250-999	1,000+	North	Midlands	South	London	London & South East	Devolved	More outsourcing	Broaly the same	Less outsourcing	More likely to keep operations in the UK	No difference to your organisation's plans	More likely to relocate operations outside the UK	Net: Any change	More	Same	Less
	a	b		*c	d	e	*f	g	*h	*i	j	*k	*l	m	*n	*o	p	q	*r
Significance Level: 95%																			
Total	150 100%	99 100%	51 100%	27 100%	36 100%	54 100%	17 100%	50 100%	16 100%	16 100%	126 100%	6 100%	18 100%	123 100%	3 100%	21 100%	61 100%	74 100%	12 100%
Very important (4)	57 38%	37 37%	20 39%	10 37%	14 39%	23 43%	6 35%	21 42%	4 25%	4 25%	48 38%	3 50%	10 56%	44 36%	- -	10 48%	20 33%	30 41%	5 42%
Fairly important (3)	61 41%	41 41%	20 39%	10 37%	11 31%	23 43%	7 41%	22 44%	10 63%	6 38%	52 41%	3 50%	6 33%	53 43%	- -	6 29%	24 39%	31 42%	6 50%
Not very important (2)	20 13%	12 12%	8 16%	5 19%	5 14%	6 11%	2 12%	4 8%	2 13%	5 31%	15 12%	- -	1 6%	16 13%	2 67%	3 14%	10 16%	9 12%	1 8%
Not at all important (1)	6 4%	5 5%	1 2%	2 7%	2 6%	1 2%	1 6%	1 2%	- -	1 6%	5 4%	- -	1 6%	5 4%	- -	1 5%	5 8%	1 1%	- -
Don't know	6 4%	4 4%	2 4%	- -	4 11%	1 2%	1 6%	2 4%	- -	- -	6 5%	- -	- -	5 4%	1 33%	1 5%	2 3%	3 4%	- -
NETS																			
Net: Important	118 79%	78 79%	40 78%	20 74%	25 69%	46 85%	13 76%	43 86%	14 88%	10 63%	100 79%	6 100%	16 89%	97 79%	- -	16 76%	44 72%	61 82%	11 92%
Net: Not important	26 17%	17 17%	9 18%	7 26%	7 19%	7 13%	3 18%	5 10%	2 13%	6 38%	20 16%	- -	2 11%	21 17%	2 67%	4 19%	15 25%	10 14%	1 8%
Mean score	3.17	3.16	3.20	3.04	3.16	3.28	3.13	3.31	3.13	2.81	3.19	3.50	3.39	3.15	2.00	3.25	3.00	3.27	3.33
Standard deviation	.82	.84	.79	.94	.92	.74	.89	.72	.62	.91	.81	.55	.85	.81	-	.91	.93	.74	.65
Standard error	.07	.09	.11	.18	.16	.10	.22	.10	.15	.23	.07	.22	.20	.07	-	.20	.12	.09	.19

Columns Tested: a,b - c,d,e,f,g,h - i,j,k - l,m,n,o - p,q,r