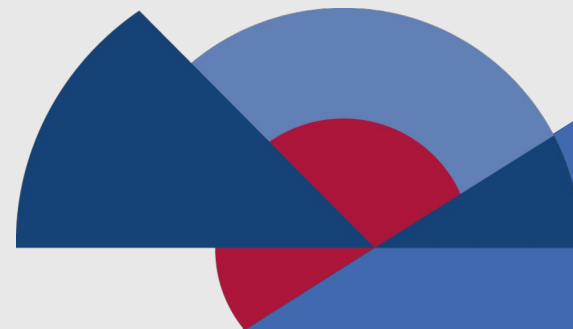


Introducing a questionnaire to update samples

Nicolas Studer
French Institute of Statistics
(INSEE)



VOORBURG GROUP MEETING 21/03/2024

In person or video interview with engineer-surveyors who :

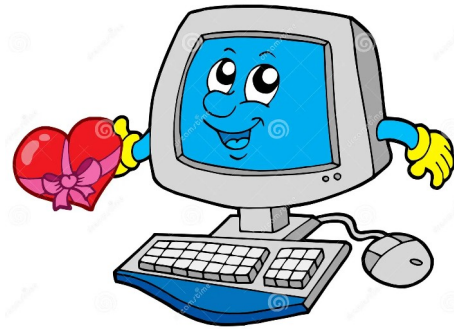
- find the right contact person within enterprises (businesses)
- check the turnovers within industries and domains
- define families of services within industries x domains and collect related turnovers
- select representative services for each family of products and make sure that they are precisely defined (in terms of price determining characteristics)
- collect prices for these representative services over the 4 last quarters



Use of a self-administered questionnaire to speed up updates and optimize resource use

Main issues :

- how to define families of transactions ?
 - **ex ante, based on previous updates, incorporated in the questionnaire**
- how to deal with industries where defining the price is complex (ex. : movies,...) ?
 - **keep actual process for those industries (face-to-face interviews)**
- how to design the questionnaire to ensure quantity and quality of responses ?
 - **see next slides : pre-pilot questionnaire, part of a 3 year project, step-by-step approach, working groups on different subject**



III - YOUR CONTACT DETAILS

Company name : ORGANISATION VOORBURG GROUP

Identification number (SIREN) : 20240321

Adress : 66 Kanfei Nesharim Street, P.O.B 34525 Jerusalem 9546456

Please fill in the following information about yourself :

→ 1. Family name*

→ 2. First name*

→ 3. E-mail adress*

→ 4. Phone number (landline ou mobile)

→ 5. Position in the company



VI - BREAK DOWN OF THE TURNOVER OF YOUR ACTIVITY « 6910 – LEGAL SERVICES »

Need help ? Contact M Nicolas STUDER at the adress : nicolas.studer@insee.fr or at the following number : 01 87 69 61 10

→ 1. Please break down your annual turnover according to the four following criteria :

	Invoiced Turnover (300000 k€ (bef. Tax))
with companies or administrations located in France (BtoB)	300 000 k€ _____
with households located in France (BtoC)	_____ k€
with clients located in the Eurozone, excluding France (ZE list)	_____ k€
with clients located outside the Eurozone	_____ k€

VII - DESCRIPTION OF YOUR ACTIVITY « 6910 – LEGAL SERVICES » AND OF THE FTE

Need help ? Contact M Nicolas STUDER at the adress : nicolas.studer@insee.fr or at the following number : 01 87 69 61 10

→ 1. How do you invoice ?

Only one possible answer

- Hourly rate based on practise mode and experience level
- Subscription

→ 4. Please break down your turnover of 300000 k€ (bef. Tax) according to the practice and level experience descibed before (if any difficulty, fill in the table below) :

	Invoiced turnover (300000 k€ (bef. Tax))
Partner	<u>100 000</u> k€
Senior associate	<u>100 000</u> k€
Middle associate	<u>100 000</u> k€
Junior associate	<u> </u> k€
Council	<u> </u> k€
Other	<u> </u> k€



Services invoiced to companies or administrations located in France




→ 1. For the activity realized with companies or administrations located in France, please describe your main services, while limiting yourself to the prefilled rows which correspond to legal specialities and experience level that you have previously declared :

These services should be chosen in order to be representative of the price changes of your company and easily available. They must be provided regularly and described precisely so that you will then be able to communicate the prices each quarter in the future.

As a reminder, the services which are currently on the questionnaire of the quarterly survey are :

Real average net hourly rate, all levels and specialities – PARIS, in € before tax

Real average net hourly rate, all levels and specialities – REGION, in € before tax

	Description of services	Unit (€/hour,...)	Details
Tax law - Partner	Hourly rate of a partner in tax law 	€/hour	
Tax law - Senior associate	Hourly rate of a senior associate in tax law 	€/hour	
Tax law - Middle associate	Hourly rate of a middle associate in tax law 	€/hour	

- Will the businesses understand the families of transactions ? How to deal with changing families ? Should we allow entreprises to create their own families of transactions ?
- Should the number of representative services be capped for entreprises which have a great number of families of transactions ? How to determine all relevant price determining characteristics ?
- What response rate could we expect ? How to maximise it ? How to answer to respondents who have questions ? How to check the quality of the answers ? Will a lot of data editing be needed ?



Many thanks in advance for your feedback !

**Happy to organize bilateral meeting with those
who are willing to share their experience !**

[insee.fr](https://www.insee.fr)



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VOORBURG GROUP MEETING 21/03/2024



Mesurer pour comprendre