

FIDIC-EFCA 2003 Annual Survey

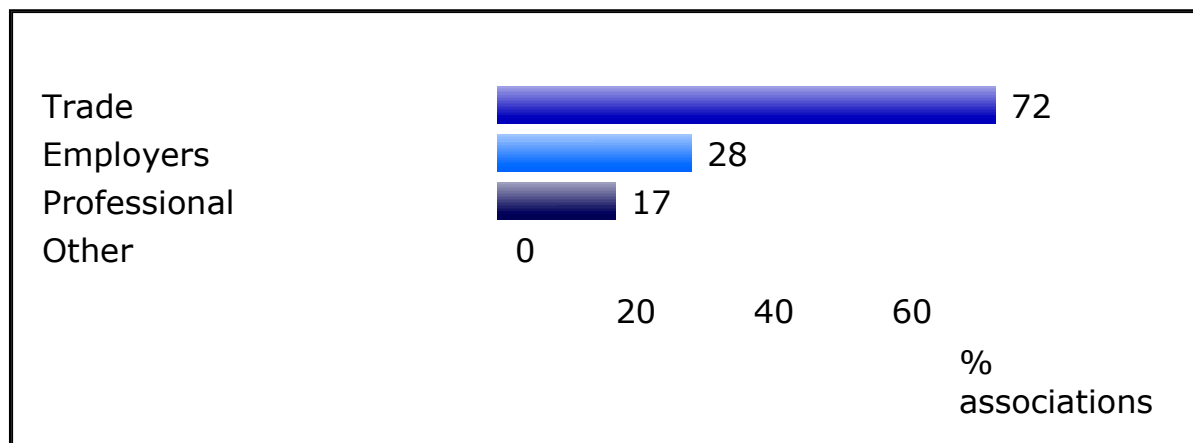
Association membership

1. Association: type

The figure shows the percentages of associations reporting that they act as a trade association, as an employers association, as a professional association, and as some other type of body. An association may cover more than one type, so the percentages add up to more than 100%.

A trade association is usually composed of firms, and possibly individual members. It typically lobbies government on business and commercial matters and provides a range of services to members in their business activities. An employers' organization is also composed of firms, and represents employers (as opposed to all employees in a firm) with government. It also negotiates conditions and salary levels with trade unions. A professional association promotes and assures the professional qualifications of individual members.

Average number of respondents: 18
(FIDIC associations: non-umbrella and umbrella).

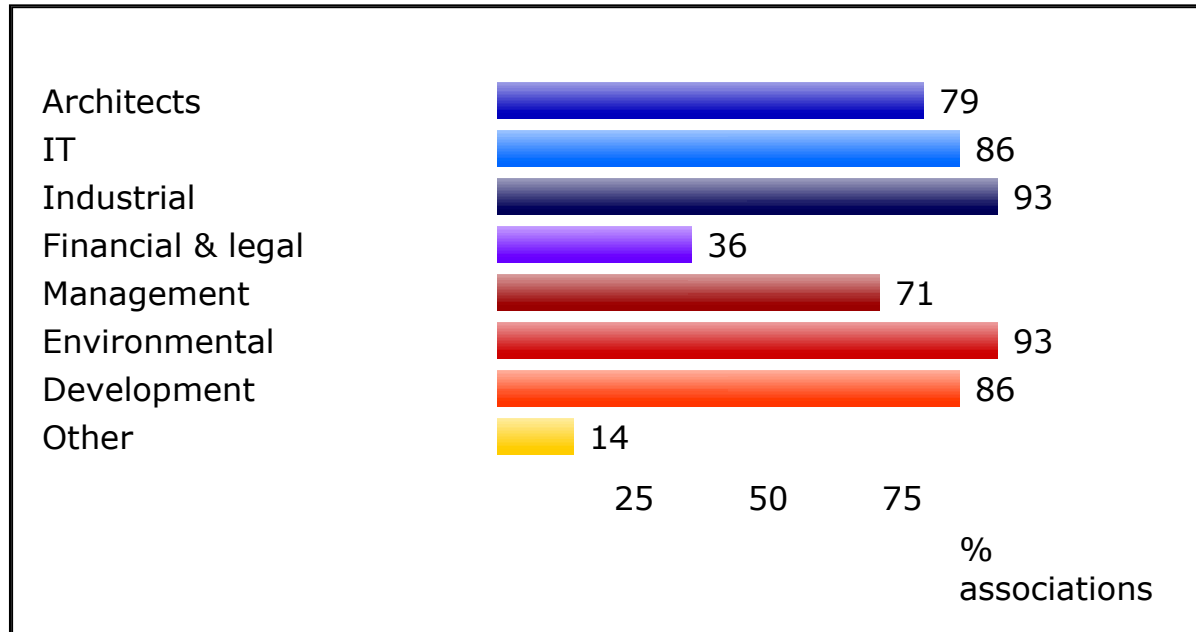


2. Association: industry sector membership

The figures show the percentages of associations that accept as members, firms that have various knowledge-based services as their principal activity (more than 50% of annual turnover) in the following industry sectors: architecture; IT consulting; industrial consulting (logistics, plant and process); financial and legal consulting (economics, law, tax consulting, etc.); management consulting; environment (sociology, anthropology, historical, biology, etc.); development consulting (e.g. sociology, geology, biology, political science, etc.).

Average number of respondents: 14

(FIDIC associations: non-umbrella and umbrella).

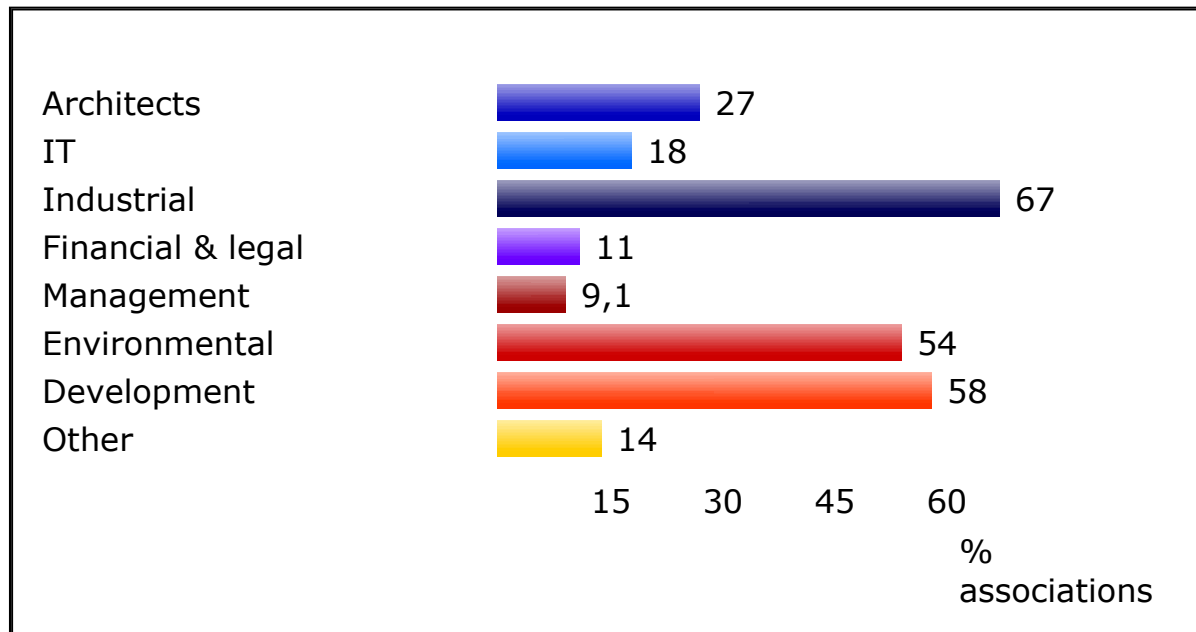


3. Association: industry sector representation

The figures show the percentages of associations that report that they represent the business interests of domestic firms in sectors which supply knowledge-based services as the principal activity (more than 50% of annual turnover) in the following sectors: architecture; IT consulting; industrial consulting (logistics, plant and process); financial and legal consulting (economics, law, tax consulting, etc.); management consulting; environment (sociology, anthropology, historical, biology, etc.); development consulting (e.g. sociology, geology, biology, political science, etc.).

An association is representative if it is the only association in the sector, or has a substantial number of firms and staff in the sector as members (at least 20% of the sector's firms or staff).

Average number of respondents: 10
(FIDIC associations: non-umbrella and umbrella).

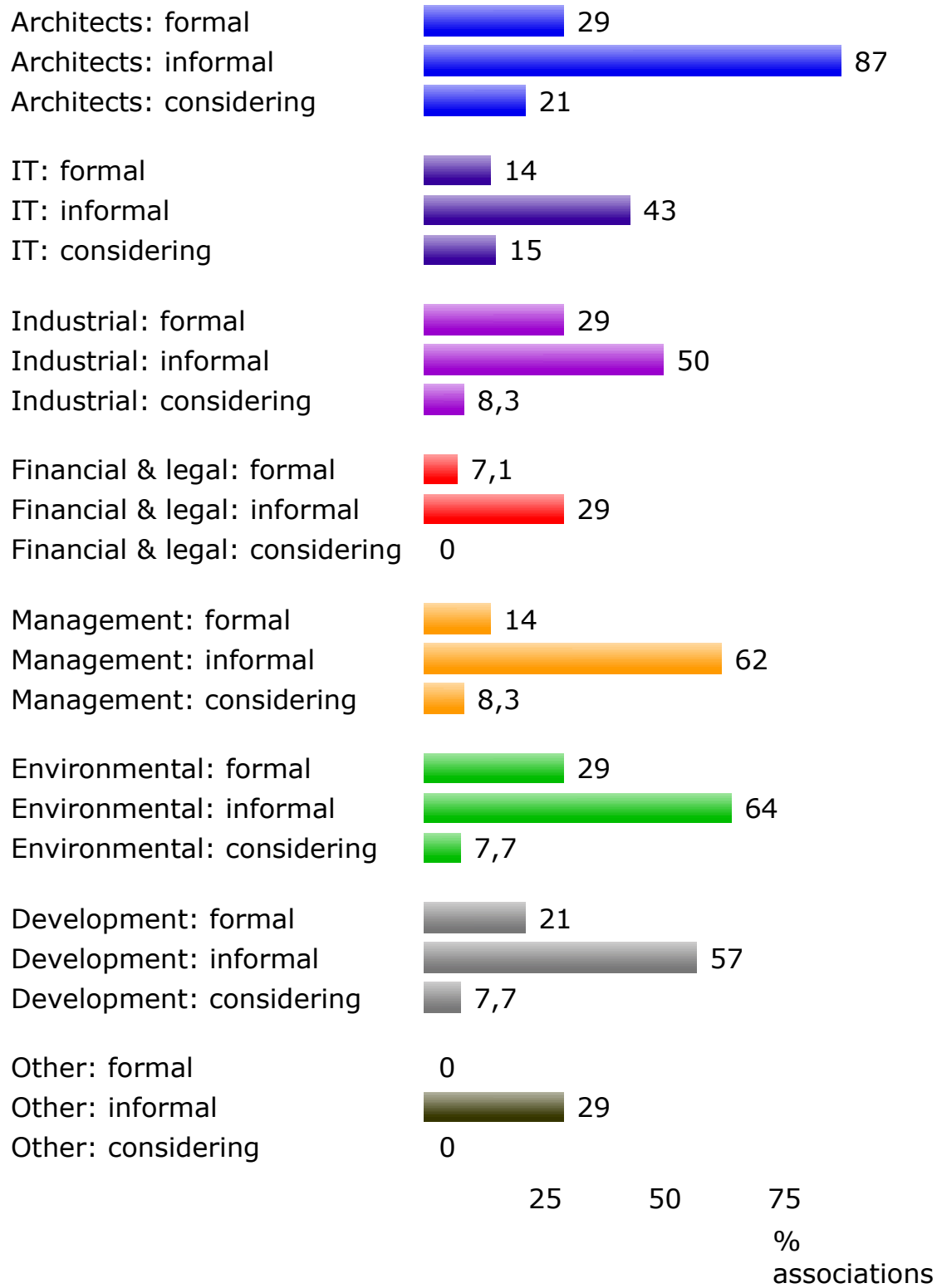


4. Association: sector relations

The figure shows the percentages of associations that have formal and informal collaborations, or are considering a formal collaboration, with other associations from one or more of the following sectors: architecture; IT consulting; industrial consulting; financial and legal consulting; management consulting; environment; development consulting. A formal collaboration is said to exist when there exists an independent, legally constituted body with associations from different sectors as members (e.g., an umbrella association). Informal collaboration arises when associations from different sectors communicate together in some form from time-to-time with government authorities, politicians, the media, etc.

Average number of respondents: 14.

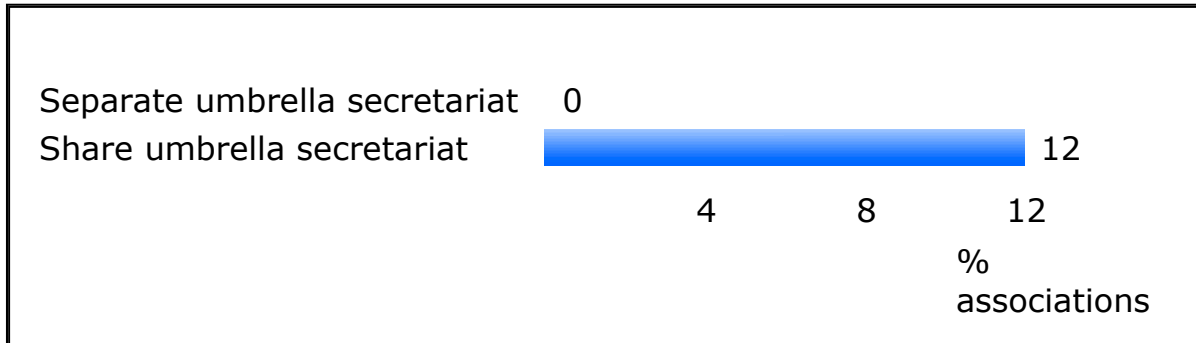
(FIDIC associations: non-umbrella and umbrella).



5. Association: sector umbrella

For associations that represent any of the sectors of Figures 3 and 4, the percentages that: a) have a separate secretariat for the umbrella association; b) share the umbrella association work between the member organization secretariats.

Average number of respondents: 11
(FIDIC associations: non-umbrella and umbrella).



6. Association: higher ranking membership

The figure shows the percentages of associations reporting that they are a member of one or more higher ranking general organizations or federations.

For those that are not members, the figure gives the percentage of these associations that are considering membership of a higher ranking organization.

For those that are members, the figure gives: a) the percentage of these associations that pay a subscription fee to the higher organization; b) the activities of the higher association (general federation of business and/or knowledge based services; a general federation of employees; a general federation of industries; a construction sector federation; other).

Average number of respondents: 11.
(FIDIC associations: non-umbrella and umbrella).

