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Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

1a. Are you more or less optimistic about your country's economy compared to last quarter?

N=18	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
1=More optimistic	6	0	2	0	0	0	2	0	0	0	1	0	1
	33.3%	0.0%	66.7%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	100.0%	0.0%	25.0%
0=No change	3	0	1	0	0	0	1	0	0	0	0	0	1
	16.7%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
-1=Less optimistic	9	0	0	0	0	1	1	1	2	1	0	1	2
	50.0%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	100.0%	100.0%	100.0%	0.0%	100.0%	50.0%
Mean	-0.17	---	0.67	---	---	-1.00	0.25	-1.00	-1.00	-1.00	1.00	-1.00	-0.25

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

1a. Are you more or less optimistic about your country's economy compared to last quarter?

N=18	Sales Revenue							Ownership			
	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
1=More optimistic	4	0	0	0	2	0	0	1	4	0	1
	44.4%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	50.0%	36.4%	0.0%	50.0%
0=No change	0	3	0	0	0	0	0	0	2	0	0
	0.0%	75.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	0.0%
	b	a									
-1=Less optimistic	5	1	1	2	0	0	0	1	5	1	1
	55.6%	25.0%	100.0%	100.0%	0.0%	0.0%	0.0%	50.0%	45.5%	100.0%	50.0%
Mean	-0.11	-0.25	-1.00	-1.00	1.00	---	---	0.00	-0.09	-1.00	0.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

1a. Are you more or less optimistic about your country's economy compared to last quarter?

N=18	Number of Employees							Foreign Sales			
	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
1=More optimistic	2	0	0	0	0	1	1	3	1	1	1
	28.6%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	33.3%	50.0%	100.0%	20.0%
0=No change	1	2	0	0	0	0	0	2	0	0	1
	14.3%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	0.0%	20.0%
-1=Less optimistic	4	1	1	0	1	0	0	4	1	0	3
	57.1%	33.3%	100.0%	0.0%	100.0%	0.0%	0.0%	44.4%	50.0%	0.0%	60.0%
Mean	-0.29	-0.33	-1.00	---	-1.00	1.00	1.00	-0.11	0.00	1.00	-0.40

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

1b. Rate your optimism about your country's economy on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

N=18	Total	Industry											
Mean Median		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Number	18	0	3	0	0	1	4	1	2	1	1	1	4
Percent	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Optimism rating	59.25	---	70.00	---	---	80.00	43.75	60.00	49.00	60.00	70.00	75.00	63.33
	60.00	---	1.00	---	---	80.00	50.00	50.00	1.00	55.00	60.00	62.50	70.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

1b. Rate your optimism about your country's economy on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

N=18	Sales Revenue							Ownership			
Mean Median	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Number	9	4	1	2	2	0	0	2	11	1	2
Percent	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Optimism rating	54.75	58.33	60.00	65.00	72.50	---	---	61.50	57.50	75.00	67.50
	60.00	62.50	60.00	1.00	1.00	---	---	1.00	60.00	62.50	1.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

1b. Rate your optimism about your country's economy on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

N=18	Number of Employees							Foreign Sales			
Mean Median	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Number	7	3	1	0	1	1	1	9	2	1	5
Percent	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Optimism rating	56.86	57.50	60.00	---	50.00	70.00	75.00	55.00	80.00	60.00	58.60
	60.00	1.00	62.50	---	57.50	67.50	70.00	62.50	1.00	70.00	60.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

2a. Are you more or less optimistic about the financial prospects for your own company compared to last quarter?

N=18	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
1=More optimistic	7	0	2	0	0	0	2	0	1	1	0	0	1
	38.9%	0.0%	66.7%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	100.0%	0.0%	0.0%	25.0%
0=No change	8	0	1	0	0	0	2	0	1	0	1	1	2
	44.4%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	0.0%	100.0%	100.0%	50.0%
-1=Less optimistic	3	0	0	0	0	1	0	1	0	0	0	0	1
	16.7%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	25.0%
Mean	0.22	---	0.67	---	---	-1.00	0.50	-1.00	0.50	1.00	0.00	0.00	0.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

2a. Are you more or less optimistic about the financial prospects for your own company compared to last quarter?

N=18	Sales Revenue							Ownership			
	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
1=More optimistic	6	0	0	0	1	0	0	2	4	0	0
	66.7% b	0.0% a	0.0%	0.0%	50.0%	0.0%	0.0%	100.0%	36.4%	0.0%	0.0%
0=No change	3	4	0	0	1	0	0	0	4	1	2
	33.3% b	100.0% a	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	36.4%	100.0%	100.0%
-1=Less optimistic	0	0	1	2	0	0	0	0	3	0	0
	0.0% cD	0.0%	100.0% a	100.0% A	0.0%	0.0%	0.0%	0.0%	27.3%	0.0%	0.0%
Mean	0.67	0.00	-1.00	-1.00	0.50	---	---	1.00	0.09	0.00	0.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

2a. Are you more or less optimistic about the financial prospects for your own company compared to last quarter?

N=18	Number of Employees							Foreign Sales			
	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
1=More optimistic	3	0	0	0	0	0	1	2	1	1	3
	42.9%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	22.2%	50.0%	100.0%	60.0%
0=No change	4	3	0	0	0	1	0	6	0	0	2
	57.1%	100.0%	0.0%	0.0%	0.0%	100.0%	0.0%	66.7%	0.0%	0.0%	40.0%
-1=Less optimistic	0	0	1	0	1	0	0	1	1	0	0
	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	11.1%	50.0%	0.0%	0.0%
	ce		a		a						
Mean	0.43	0.00	-1.00	---	-1.00	0.00	1.00	0.11	0.00	1.00	0.60

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

2b. Rate your optimism about the financial prospects for your own company on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

N=18	Total	Industry											
Mean Median		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Number	18	0	3	0	0	1	4	1	2	1	1	1	4
Percent	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Optimism rating	65.63	---	80.00	---	---	85.00	55.00	60.00	65.00	80.00	25.00	80.00	70.00
	70.00	---	1.00	---	---	87.50	70.00	60.00	1.00	77.50	50.00	77.50	75.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

2b. Rate your optimism about the financial prospects for your own company on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

N=18	Sales Revenue							Ownership			
Mean Median	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Number	9	4	1	2	2	0	0	2	11	1	2
Percent	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Optimism rating	66.25	70.00	60.00	72.50	52.50	---	---	67.50	67.00	80.00	47.50
	75.00	70.00	65.00	1.00	1.00	---	---	1.00	70.00	70.00	1.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

2b. Rate your optimism about the financial prospects for your own company on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.

N=18	Number of Employees							Foreign Sales			
Mean Median	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Number	7	3	1	0	1	1	1	9	2	1	5
Percent	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Optimism rating	67.14	70.00	60.00	---	60.00	25.00	80.00	56.43	87.50	60.00	72.00
	77.50	1.00	65.00	---	65.00	47.50	75.00	70.00	1.00	75.00	77.50

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months for: [Unweighted - Summary of Means]

N=18 Mean Median	Total	Industry											
		Retail/ Whole-sale	Bank/Fin Insur Real Estate	Mining Construc-tion	Trans-portation Pub. Util	Energy	Service Consult-ing	Commun-ications Media	Tech Soft-Hardware Bio	Manufac-turing	Health-care Pharm	Agr, Pub Admin	Other Industry
Number	18	0	3	0	0	1	4	1	2	1	1	1	4
Percent	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Revenue	6.45	---	11.20	---	---	2.00	5.33	---	11.30	10.00	1.50	2.00	3.00
	5.00	---	14.30	---	---	6.00	6.50	---	1.00	14.30	10.05	10.30	4.50
Technology spending	4.36	---	3.33	---	---	0.00	7.67	---	0.00	5.00	3.00	0.00	6.68
	3.00	---	5.00	---	---	0.00	10.50	---	3.00	5.50	4.50	3.00	10.02
Wages/Salaries	3.72	---	5.33	---	---	0.00	3.17	5.00	10.25	2.00	3.00	3.00	2.33
	3.00	---	7.00	---	---	2.00	3.75	3.75	6.38	2.25	2.75	2.75	2.50
Earnings	3.13	---	18.33	---	---	0.00	3.67	-10.00	6.00	10.00	0.00	0.00	-9.30
	3.00	---	25.00	---	---	10.00	4.50	-3.50	1.00	10.00	5.00	5.00	5.00
Marketing/ advertising spending	3.11	---	3.33	---	---	2.00	-0.67	13.65	10.00	10.00	0.00	0.00	1.00
	0.00	---	5.00	---	---	1.00	0.00	6.82	5.00	5.00	0.00	0.00	1.50
Health care costs	3.08	---	3.67	---	---	2.00	0.00	---	10.09	2.00	5.00	3.00	3.33
	3.00	---	5.50	---	---	2.50	0.00	---	5.05	1.00	2.50	1.50	4.00
Number of domestic full-time employees	2.46	---	6.11	---	---	0.00	2.00	5.00	3.66	-4.32	-2.00	0.00	3.00
	3.00	---	7.16	---	---	2.50	3.00	4.00	1.00	2.50	3.66	4.66	4.50
Research and development spending	2.32	---	3.40	---	---	0.00	0.00	---	0.00	10.00	0.00	0.00	3.33
	0.00	---	5.10	---	---	0.00	1.00	---	0.00	5.00	0.00	0.00	5.00
Capital spending	2.25	---	5.00	---	---	0.00	1.67	---	20.00	5.00	-23.50	20.00	-3.33
	2.00	---	7.50	---	---	0.00	2.50	---	11.00	3.50	-10.75	11.00	2.50
Prices of your products	1.14	---	0.00	---	---	5.00	2.33	---	0.00	-5.06	0.00	3.00	2.00
	1.00	---	0.00	---	---	2.50	3.00	---	1.00	-1.53	1.00	2.50	3.00

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months for: [Unweighted - Summary of Means]

N=18	Sales Revenue							Ownership			
Mean Median	Less than $25 million	$25-99 million	$100-499 million	$500-999 million	$1-4.9 billion	$5-9.9 billion	More than $10 billion	Public	Private	Govern-ment	Nonprofit
Number	9	4	1	2	2	0	0	2	11	1	2
Percent	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Revenue	8.24	4.00	---	2.00	4.25	---	---	12.80	7.82	2.00	1.75
	6.50	6.00	---	2.00	1.00	---	---	1.00	8.00	3.00	1.00
Technology spending	4.75	1.67	---	0.00	9.02	---	---	7.53	5.14	0.00	4.00
	5.00	2.50	---	0.00	1.00	---	---	1.00	5.50	0.00	1.00
Wages/Salaries	4.84	2.00	5.00	0.00	3.00	---	---	6.63	3.81	3.00	2.50
	4.00	2.00	3.50	1.00	1.00	---	---	1.00	4.00	2.50	1.00
Earnings	7.56	-5.97	-10.00	0.00	5.00	---	---	10.00	7.22	0.00	-18.95
	5.50	10.00	-5.00	0.00	1.00	---	---	1.00	5.50	0.00	1.00
Marketing/ advertising spending	3.50	0.00	13.65	2.00	1.50	---	---	6.50	4.21	0.00	0.00
	0.00	0.00	6.82	1.00	1.00	---	---	1.00	2.00	0.00	1.00
Health care costs	2.89	2.67	---	2.00	5.00	---	---	7.55	2.14	3.00	4.00
	2.00	3.00	---	2.50	1.00	---	---	1.00	2.00	1.50	1.00
Number of domestic full-time employees	2.48	3.00	5.00	0.00	1.50	---	---	7.16	2.56	0.00	1.00
	3.00	4.50	4.50	2.00	1.00	---	---	1.00	3.50	-1.00	1.00
Research and development spending	2.89	0.00	---	0.00	5.00	---	---	5.00	3.37	0.00	0.00
	0.00	0.00	---	0.00	1.00	---	---	1.00	0.00	0.00	1.00
Capital spending	8.13	-5.00	---	0.00	-9.25	---	---	12.50	3.29	20.00	-19.25
	5.00	0.00	---	0.00	1.00	---	---	1.00	1.50	10.00	1.00
Prices of your products	0.62	1.00	---	5.00	1.50	---	---	1.50	0.71	3.00	1.50
	1.00	1.50	---	2.50	1.00	---	---	1.00	0.50	1.50	1.00

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months for: [Unweighted - Summary of Means]

N=18	Number of Employees							Foreign Sales			
Mean Median	Fewer than 100	100-499	500-999	1000-2499	2500-4999	5000-9999	More than 10,000	0%	1-24%	25-50%	More than 50%
Number	7	3	1	0	1	1	1	9	2	1	5
Percent	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Revenue	9.74	1.00	---	---	---	1.50	7.00	2.64	10.30	8.00	9.92
	10.00	1.00	---	---	---	1.75	4.50	2.50	1.00	13.30	10.00
Technology spending	3.50	2.50	---	---	---	3.00	15.05	2.29	5.00	15.00	5.01
	5.00	1.00	---	---	---	4.00	10.02	2.50	1.00	12.50	5.00
Wages/Salaries	5.38	2.00	5.00	---	---	3.00	3.00	3.25	5.00	2.50	4.31
	5.00	1.00	3.50	---	---	2.50	2.50	3.00	1.00	6.25	3.00
Earnings	10.57	-18.95	-10.00	---	---	0.00	10.00	-4.74	15.00	6.00	10.40
	10.00	1.00	-5.00	---	---	0.00	5.00	0.00	1.00	18.00	10.00
Marketing/ advertising spending	4.67	0.00	13.65	---	---	0.00	3.00	1.46	6.00	0.00	5.75
	10.00	1.00	6.82	---	---	0.00	1.50	0.00	1.00	5.00	10.00
Health care costs	4.35	2.50	---	---	---	5.00	5.00	1.86	5.00	0.00	5.02
	3.00	1.00	---	---	---	4.00	4.00	2.50	1.00	4.00	5.00
Number of domestic full-time employees	2.90	2.00	5.00	---	---	-2.00	5.00	1.75	4.66	3.00	2.60
	4.00	1.00	4.50	---	---	1.00	4.50	3.00	1.00	6.16	5.00
Research and development spending	3.37	0.00	---	---	---	0.00	10.00	0.00	5.10	---	5.00
	0.00	1.00	---	---	---	0.00	5.00	0.00	1.00	---	10.00
Capital spending	10.50	-7.50	---	---	---	-23.50	5.00	-1.93	7.50	0.00	7.50
	15.00	1.00	---	---	---	-11.75	2.50	1.00	1.00	7.50	5.00
Prices of your products	0.32	1.50	---	---	---	0.00	3.00	1.71	2.50	1.00	-0.51
	0.00	1.00	---	---	---	1.50	3.00	2.50	1.00	3.00	0.00

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Revenue Weighted]

N=18	Total	Industry											
Mean Median		Retail/ Whole-sale	Bank/Fin Insur Real Estate	Mining Construc-tion	Trans-portation Pub. Util	Energy	Service Consult-ing	Commun-ications Media	Tech Soft-Hardware Bio	Manufac-turing	Health-care Pharm	Agr, Pub Admin	Other Industry
Technology spending	7.36	---	3.22	---	---	0.00	7.67	---	0.00	5.00	3.00	0.00	14.09
	4.71	---	4.49	---	---	0.00	10.50	---	3.00	5.50	4.50	3.00	8.15
Earnings	4.10	---	18.39	---	---	0.00	3.67	-10.00	6.00	10.00	0.00	0.00	7.79
	0.00	---	25.00	---	---	10.00	4.50	-3.50	0.22	10.00	5.00	5.00	5.41
Revenue	4.53	---	11.16	---	---	2.00	5.33	---	11.30	10.00	1.50	2.00	6.54
	2.65	---	14.30	---	---	6.00	6.50	---	0.22	14.30	10.05	10.30	4.71
Research and development spending	4.08	---	3.29	---	---	0.00	0.00	---	0.00	10.00	0.00	0.00	9.24
	0.00	---	4.58	---	---	0.00	0.22	---	0.00	5.00	0.00	0.00	5.41
Marketing/ advertising spending	1.92	---	3.22	---	---	2.00	-0.67	13.65	10.00	10.00	0.00	0.00	2.77
	2.20	---	4.49	---	---	1.00	0.00	6.82	5.00	5.00	0.00	0.00	1.62
Prices of your products	1.71	---	0.00	---	---	5.00	2.33	---	0.00	-5.06	0.00	3.00	2.89
	3.00	---	0.00	---	---	2.50	3.00	---	1.00	-1.53	1.00	2.50	1.62
Capital spending	-6.24	---	4.84	---	---	0.00	1.67	---	20.00	5.00	-23.50	20.00	4.05
	0.00	---	6.73	---	---	0.00	2.50	---	11.00	3.50	-10.75	11.00	2.71

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Revenue Weighted]

N=18	Sales Revenue							Ownership			
Mean Median	Less than $25 million	$25-99 million	$100-499 million	$500-999 million	$1-4.9 billion	$5-9.9 billion	More than $10 billion	Public	Private	Govern-ment	Nonprofit
Technology spending	4.75	1.67	---	0.00	9.02	---	---	14.51	2.82	0.00	3.08
	5.00	2.50	---	0.00	5.91	---	---	10.21	3.21	0.00	4.04
Earnings	7.56	-5.97	-10.00	0.00	5.00	---	---	10.00	4.22	0.00	-1.50
	5.50	10.00	-5.00	0.00	5.91	---	---	14.81	1.87	0.00	0.96
Revenue	8.24	4.00	---	2.00	4.25	---	---	7.42	5.44	2.00	1.52
	6.50	6.00	---	2.00	5.91	---	---	13.01	4.22	3.00	1.76
Research and development spending	2.89	0.00	---	0.00	5.00	---	---	9.64	1.72	0.00	0.00
	0.00	0.00	---	0.00	5.91	---	---	5.19	0.00	0.00	0.00
Marketing/ advertising spending	3.50	0.00	13.65	2.00	1.50	---	---	3.25	3.51	0.00	0.00
	0.00	0.00	6.82	1.00	5.91	---	---	6.63	5.54	0.00	0.00
Prices of your products	0.62	1.00	---	5.00	1.50	---	---	2.89	2.61	3.00	0.12
	1.00	1.50	---	2.50	5.91	---	---	3.00	4.96	1.50	1.56
Capital spending	8.13	-5.00	---	0.00	-9.25	---	---	5.54	1.80	20.00	-23.16
	5.00	0.00	---	0.00	5.91	---	---	12.78	0.00	10.00	-19.07

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Revenue Weighted]

N=18	Number of Employees							Foreign Sales			
Mean Median	Fewer than 100	100-499	500-999	1000-2499	2500-4999	5000-9999	More than 10,000	0%	1-24%	25-50%	More than 50%
Technology spending	3.44	2.50	---	---	---	3.00	15.05	2.84	1.30	15.00	13.65
	4.74	0.24	---	---	---	4.00	10.02	3.92	5.75	12.50	9.73
Earnings	10.71	-18.95	-10.00	---	---	0.00	10.00	-1.32	3.91	6.00	10.10
	10.00	0.24	-5.00	---	---	0.00	5.00	0.00	17.25	18.00	14.64
Revenue	9.74	1.00	---	---	---	1.50	7.00	1.74	4.16	8.00	7.48
	10.00	0.24	---	---	---	1.75	4.50	1.79	11.54	13.30	8.62
Research and development spending	3.31	0.00	---	---	---	0.00	10.00	0.00	1.33	---	9.29
	0.00	0.24	---	---	---	0.00	5.00	0.00	5.87	---	5.58
Marketing/ advertising spending	4.59	0.00	13.65	---	---	0.00	3.00	0.47	3.04	0.00	3.36
	9.54	0.24	6.82	---	---	0.00	1.50	0.00	6.60	5.00	6.62
Prices of your products	0.32	1.50	---	---	---	0.00	3.00	0.37	4.35	1.00	2.52
	0.00	0.24	---	---	---	1.50	3.00	0.00	2.88	3.00	3.00
Capital spending	10.32	-7.50	---	---	---	-23.50	5.00	-18.81	1.96	0.00	5.32
	14.49	0.24	---	---	---	-11.75	2.50	-18.26	8.63	7.50	5.00

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Employee Weighted]

N=14	Total	Industry											
Mean Median		Retail/ Whole-sale	Bank/Fin Insur Real Estate	Mining Construc-tion	Trans-portation Pub. Util	Energy	Service Consult-ing	Commun-ications Media	Tech Soft-Hardware Bio	Manufac-turing	Health-care Pharm	Agr, Pub Admin	Other Industry
Health care costs	4.73 5.00	---	5.50 0.33	---	---	---	0.00 4.00	---	10.09 9.05	2.00 5.00	5.00 6.50	3.00 5.50	4.70 4.14
Wages/ Salaries	3.40 3.25	---	6.00 0.33	---	---	---	5.00 7.50	5.00 7.50	10.25 10.13	2.00 6.00	3.00 6.50	3.00 6.50	2.88 2.57
Number of domestic full-time employees	2.38 5.00	---	7.16 0.33	---	---	---	3.00 6.16	5.00 7.16	3.66 0.33	-4.32 2.50	-2.00 3.66	0.00 4.66	4.64 2.84

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Employee Weighted]

N=14	Sales Revenue							Ownership			
Mean Median	Less than $25 million	$25-99 million	$100-499 million	$500-999 million	$1-4.9 billion	$5-9.9 billion	More than $10 billion	Public	Private	Govern-ment	Nonprofit
Health care costs	4.62 5.50	2.66 3.00	--- ---	--- ---	5.00 4.68	--- ---	--- ---	5.30 7.71	3.25 3.00	3.00 2.50	4.82 4.10
Wages/ Salaries	6.05 7.50	2.00 2.00	5.00 3.50	--- ---	3.00 2.84	--- ---	--- ---	3.43 6.86	4.80 5.00	3.00 2.50	2.91 3.90
Number of domestic full-time employees	2.55 3.00	2.95 4.47	5.00 4.50	--- ---	2.16 5.00	--- ---	--- ---	5.26 7.30	2.69 5.00	0.00 -1.00	-1.45 1.30

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [All Companies - Winsorized - Employee Weighted]

N=14	Number of Employees							Foreign Sales			
Mean Median	Fewer than 100	100-499	500-999	1000-2499	2500-4999	5000-9999	More than 10,000	0%	1-24%	25-50%	More than 50%
Health care costs	4.35 3.00	2.50 0.35	--- ---	--- ---	--- ---	5.00 4.00	5.00 4.00	4.17 6.56	8.00 5.00	--- ---	5.00 7.38
Wages/ Salaries	5.37 5.00	2.00 0.35	5.00 3.50	--- ---	--- ---	3.00 2.50	3.00 2.50	3.13 3.00	10.00 6.00	--- ---	3.28 6.39
Number of domestic full-time employees	2.90 4.00	2.00 0.35	5.00 4.50	--- ---	--- ---	-2.00 1.00	5.00 4.50	-0.55 -0.51	9.32 4.66	--- ---	4.39 5.00

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3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Public Companies - Winsorized - Revenue Weighted]

N=6	Total	Industry											
Mean Median		Retail/ Whole-sale	Bank/Fin Insur Real Estate	Mining Construc-tion	Trans-portation Pub. Util	Energy	Service Consult-ing	Commun-ications Media	Tech Soft-Hardware Bio	Manufac-turing	Health-care Pharm	Agr, Pub Admin	Other Industry
Earnings	10.00	---	---	---	---	---	---	---	10.00	---	---	---	10.00
	5.19	---	---	---	---	---	---	---	10.00	---	---	---	10.00
Revenue	7.42	---	---	---	---	---	---	---	18.59	---	---	---	7.00
	13.01	---	---	---	---	---	---	---	18.59	---	---	---	12.80

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Public Companies - Winsorized - Revenue Weighted]

N=6	Sales Revenue							Ownership			
Mean Median	Less than $25 million	$25-99 million	$100-499 million	$500-999 million	$1-4.9 billion	$5-9.9 billion	More than $10 billion	Public	Private	Govern-ment	Nonprofit
Earnings	10.00	---	---	---	10.00	---	---	10.00	---	---	---
	10.00	---	---	---	10.00	---	---	5.19	---	---	---
Revenue	18.59	---	---	---	7.00	---	---	7.42	---	---	---
	18.59	---	---	---	12.80	---	---	13.01	---	---	---

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

3. Relative to the previous 12 months, what will be your company's PERCENTAGE CHANGE during the next 12 months? [Public Companies - Winsorized - Revenue Weighted]

N=6	Number of Employees							Foreign Sales			
Mean Median	Fewer than 100	100-499	500-999	1000-2499	2500-4999	5000-9999	More than 10,000	0%	1-24%	25-50%	More than 50%
Earnings	10.00	---	---	---	---	---	10.00	---	---	---	10.00
	10.00	---	---	---	---	---	10.00	---	---	---	5.19
Revenue	18.59	---	---	---	---	---	7.00	---	---	---	7.42
	18.59	---	---	---	---	---	12.80	---	---	---	13.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Blockchain technology													
I have never heard of	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	4	0	0	0	0	1	1	0	1	1	0	0	0
	22.2%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	0.0%	50.0%	100.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	12	0	2	0	0	0	2	1	1	0	1	1	4
	66.7%	0.0%	66.7%	0.0%	0.0%	0.0%	50.0%	100.0%	50.0%	0.0%	100.0%	100.0%	100.0%
I understand this technology well	2	0	1	0	0	0	1	0	0	0	0	0	0
	11.1%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Blockchain technology											
I have never heard of	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	3	0	0	1	0	0	0	1	2	0	0
	33.3%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	50.0%	18.2%	0.0%	0.0%
I understand basically what it is but not the details	5	3	1	1	2	0	0	1	7	1	2
	55.6%	75.0%	100.0%	50.0%	100.0%	0.0%	0.0%	50.0%	63.6%	100.0%	100.0%
I understand this technology well	1	1	0	0	0	0	0	0	2	0	0
	11.1%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Blockchain technology											
I have never heard of	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	2	0	0	0	0	0	0	1	1	0	2
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	50.0%	0.0%	40.0%
I understand basically what it is but not the details	4	2	1	0	1	1	1	7	0	1	3
	57.1%	66.7%	100.0%	0.0%	100.0%	100.0%	100.0%	77.8%	0.0%	100.0%	60.0%
I understand this technology well	1	1	0	0	0	0	0	1	1	0	0
	14.3%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	50.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Bitcoin / Ethereum													
I have never heard of	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	1	0	0	0	0	0	0	0	1	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	14	0	2	0	0	1	2	1	1	1	1	1	4
	77.8%	0.0%	66.7%	0.0%	0.0%	100.0%	50.0%	100.0%	50.0%	100.0%	100.0%	100.0%	100.0%
I understand this technology well	3	0	1	0	0	0	2	0	0	0	0	0	0
	16.7%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Bitcoin / Ethereum											
I have never heard of	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I know the name but I cannot say	1 11.1%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0% b	0 0.0% a	0 0.0%	0 0.0%
I understand basically what it is but not the details	6 66.7%	3 75.0%	1 100.0%	2 100.0%	2 100.0%	0 0.0%	0 0.0%	1 50.0%	9 81.8%	1 100.0%	2 100.0%
I understand this technology well	2 22.2%	1 25.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	2 18.2%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Bitcoin / Ethereum											
I have never heard of	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	1	0	0	0	0	0	0	0	0	0	1
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%
I understand basically what it is but not the details	5	2	1	0	1	1	1	7	1	1	4
	71.4%	66.7%	100.0%	0.0%	100.0%	100.0%	100.0%	77.8%	50.0%	100.0%	80.0%
I understand this technology well	1	1	0	0	0	0	0	2	1	0	0
	14.3%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	50.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Smart Contracts													
I have never heard of	5	0	2	0	0	0	0	0	0	0	0	1	2
	29.4%	0.0%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	50.0%
I know the name but I cannot say	6	0	0	0	0	0	2	0	2	1	1	0	0
	35.3%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	100.0%	100.0%	100.0%	0.0%	0.0%
I understand basically what it is but not the details	5	0	1	0	0	0	1	1	0	0	0	0	2
	29.4%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	100.0%	0.0%	0.0%	0.0%	0.0%	50.0%
I understand this technology well	1	0	0	0	0	0	1	0	0	0	0	0	0
	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Smart Contracts											
I have never heard of	3	2	0	0	0	0	0	0	2	1	1
	33.3%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%	100.0%	50.0%
I know the name but I cannot say	5	0	0	0	1	0	0	1	3	0	1
	55.6%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	50.0%	30.0%	0.0%	50.0%
I understand basically what it is but not the details	1	1	1	1	1	0	0	1	4	0	0
	11.1%	25.0%	100.0%	100.0%	50.0%	0.0%	0.0%	50.0%	40.0%	0.0%	0.0%
I understand this technology well	0	1	0	0	0	0	0	0	1	0	0
	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Smart Contracts											
I have never heard of	2	2	0	0	0	0	0	4	1	0	0
	28.6%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	44.4%	100.0%	0.0%	0.0%
I know the name but I cannot say	4	0	0	0	0	1	0	3	0	0	3
	57.1%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	33.3%	0.0%	0.0%	60.0%
I understand basically what it is but not the details	1	0	1	0	1	0	1	1	0	1	2
	14.3%	0.0%	100.0%	0.0%	100.0%	0.0%	100.0%	11.1%	0.0%	100.0%	40.0%
I understand this technology well	0	1	0	0	0	0	0	1	0	0	0
	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Robo-advisor													
I have never heard of	7	0	1	0	0	1	2	1	0	0	0	1	1
	38.9%	0.0%	33.3%	0.0%	0.0%	100.0%	50.0%	100.0%	0.0%	0.0%	0.0%	100.0%	25.0%
I know the name but I cannot say	3	0	0	0	0	0	2	0	0	0	1	0	0
	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
I understand basically what it is but not the details	6	0	0	0	0	0	0	0	2	1	0	0	3
	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	75.0%
I understand this technology well	2	0	2	0	0	0	0	0	0	0	0	0	0
	11.1%	0.0%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Robo-advisor											
I have never heard of	4	1	1	1	0	0	0	0	4	1	0
	44.4%	25.0%	100.0%	50.0%	0.0%	0.0%	0.0%	0.0%	36.4%	100.0%	0.0%
I know the name but I cannot say	1	1	0	0	1	0	0	0	2	0	1
	11.1%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	18.2%	0.0%	50.0%
I understand basically what it is but not the details	3	1	0	1	1	0	0	2	3	0	1
	33.3%	25.0%	0.0%	50.0%	50.0%	0.0%	0.0%	100.0%	27.3%	0.0%	50.0%
I understand this technology well	1	1	0	0	0	0	0	0	2	0	0
	11.1%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7 50.0%	3 21.4%	1 7.1%	0 0.0%	1 7.1%	1 7.1%	1 7.1%	9 52.9%	2 11.8%	1 5.9%	5 29.4%
Robo-advisor											
I have never heard of	1 14.3%	1 33.3%	1 100.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	5 55.6%	1 50.0%	1 100.0%	0 0.0%
I know the name but I cannot say	1 14.3%	1 33.3%	0 0.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	3 33.3%	0 0.0%	0 0.0%	0 0.0%
I understand basically what it is but not the details	3 42.9%	1 33.3%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	1 100.0%	1 11.1% d	0 0.0%	0 0.0%	4 80.0% a
I understand this technology well	2 28.6%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	1 20.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Big data													
I have never heard of	1	0	0	0	0	1	0	0	0	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	2	0	0	0	0	0	1	0	0	0	0	0	1
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
I understand basically what it is but not the details	9	0	1	0	0	0	2	1	1	0	1	0	3
	50.0%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	100.0%	50.0%	0.0%	100.0%	0.0%	75.0%
I understand this technology well	6	0	2	0	0	0	1	0	1	1	0	1	0
	33.3%	0.0%	66.7%	0.0%	0.0%	0.0%	25.0%	0.0%	50.0%	100.0%	0.0%	100.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Big data											
I have never heard of	0	0	0	1	0	0	0	0	1	0	0
	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
I know the name but I cannot say	1	1	0	0	0	0	0	0	0	0	0
	11.1%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	3	2	1	1	2	0	0	2	5	0	2
	33.3%	50.0%	100.0%	50.0%	100.0%	0.0%	0.0%	100.0%	45.5%	0.0%	100.0%
I understand this technology well	5	1	0	0	0	0	0	0	5	1	0
	55.6%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	45.5%	100.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Big data											
I have never heard of	0	0	0	0	0	0	0	0	1	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%
I know the name but I cannot say	0	1	0	0	0	0	0	2	0	0	0
	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	3	1	1	0	1	1	1	4	0	1	3
	42.9%	33.3%	100.0%	0.0%	100.0%	100.0%	100.0%	44.4%	0.0%	100.0%	60.0%
I understand this technology well	4	1	0	0	0	0	0	3	1	0	2
	57.1%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%	50.0%	0.0%	40.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Peer-to-peer lending													
I have never heard of	4	0	1	0	0	1	1	0	1	0	0	0	0
	22.2%	0.0%	33.3%	0.0%	0.0%	100.0%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	4	0	1	0	0	0	0	1	0	0	1	0	1
	22.2%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	100.0%	0.0%	25.0%
I understand basically what it is but not the details	7	0	0	0	0	0	2	0	1	0	0	1	3
	38.9%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	0.0%	0.0%	100.0%	75.0%
I understand this technology well	3	0	1	0	0	0	1	0	0	1	0	0	0
	16.7%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Peer-to-peer lending											
I have never heard of	3	0	0	1	0	0	0	1	3	0	0
	33.3%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	50.0%	27.3%	0.0%	0.0%
I know the name but I cannot say	0	2	1	0	1	0	0	0	2	0	1
	0.0%	50.0%	100.0%	0.0%	50.0%	0.0%	0.0%	0.0%	18.2%	0.0%	50.0%
	bc	a	a								
I understand basically what it is but not the details	4	1	0	1	1	0	0	1	3	1	1
	44.4%	25.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	27.3%	100.0%	50.0%
I understand this technology well	2	1	0	0	0	0	0	0	3	0	0
	22.2%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	27.3%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Peer-to-peer lending											
I have never heard of	1	0	0	0	0	0	0	1	1	1	1
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	50.0%	100.0%	20.0%
I know the name but I cannot say	1	1	1	0	0	1	0	3	0	0	1
	14.3%	33.3%	100.0%	0.0%	0.0%	100.0%	0.0%	33.3%	0.0%	0.0%	20.0%
I understand basically what it is but not the details	3	1	0	0	1	0	1	4	0	0	2
	42.9%	33.3%	0.0%	0.0%	100.0%	0.0%	100.0%	44.4%	0.0%	0.0%	40.0%
I understand this technology well	2	1	0	0	0	0	0	1	1	0	1
	28.6%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	50.0%	0.0%	20.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Machine learning													
I have never heard of	3	0	1	0	0	1	0	0	0	0	0	0	1
	17.6%	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
I know the name but I cannot say	4	0	0	0	0	0	1	1	0	1	1	0	0
	23.5%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	100.0%	0.0%	100.0%	100.0%	0.0%	0.0%
I understand basically what it is but not the details	5	0	1	0	0	0	1	0	0	0	0	0	3
	29.4%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	75.0%
I understand this technology well	5	0	1	0	0	0	2	0	2	0	0	0	0
	29.4%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Machine learning											
I have never heard of	1	1	0	1	0	0	0	0	2	0	0
	12.5%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	0.0%
I know the name but I cannot say	2	0	1	0	1	0	0	0	2	0	1
	25.0%	0.0%	100.0%	0.0%	50.0%	0.0%	0.0%	0.0%	18.2%	0.0%	50.0%
I understand basically what it is but not the details	1	2	0	1	1	0	0	1	3	0	1
	12.5%	50.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	27.3%	0.0%	50.0%
I understand this technology well	4	1	0	0	0	0	0	1	4	0	0
	50.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	36.4%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Machine learning											
I have never heard of	0	1	0	0	0	0	0	2	1	0	0
	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	50.0%	0.0%	0.0%
I know the name but I cannot say	1	0	1	0	0	1	0	3	0	0	1
	16.7%	0.0%	100.0%	0.0%	0.0%	100.0%	0.0%	37.5%	0.0%	0.0%	20.0%
I understand basically what it is but not the details	1	1	0	0	1	0	1	1	0	1	2
	16.7%	33.3%	0.0%	0.0%	100.0%	0.0%	100.0%	12.5%	0.0%	100.0%	40.0%
I understand this technology well	4	1	0	0	0	0	0	2	1	0	2
	66.7%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	50.0%	0.0%	40.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Robotic Process Automation (RPA)													
I have never heard of	5	0	1	0	0	1	0	0	0	0	0	1	2
	27.8%	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	50.0%
I know the name but I cannot say	5	0	1	0	0	0	2	0	0	1	0	0	1
	27.8%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	100.0%	0.0%	0.0%	25.0%
I understand basically what it is but not the details	4	0	0	0	0	0	0	1	2	0	0	0	1
	22.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	25.0%
I understand this technology well	4	0	1	0	0	0	2	0	0	0	1	0	0
	22.2%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Robotic Process Automation (RPA)											
I have never heard of	2	2	0	1	0	0	0	0	2	1	1
	22.2%	50.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	18.2%	100.0%	50.0%
I know the name but I cannot say	3	1	0	1	0	0	0	0	4	0	0
	33.3%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	36.4%	0.0%	0.0%
I understand basically what it is but not the details	2	0	1	0	1	0	0	2	2	0	0
	22.2%	0.0%	100.0%	0.0%	50.0%	0.0%	0.0%	100.0% b	18.2% a	0.0%	0.0%
I understand this technology well	2	1	0	0	1	0	0	0	3	0	1
	22.2%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	27.3%	0.0%	50.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Robotic Process Automation (RPA)											
I have never heard of	1	2	0	0	0	0	0	4	1	0	0
	14.3%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	44.4%	50.0%	0.0%	0.0%
I know the name but I cannot say	2	0	0	0	1	0	0	1	0	1	2
	28.6%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	11.1%	0.0%	100.0%	40.0%
I understand basically what it is but not the details	2	0	1	0	0	0	1	1	0	0	3
	28.6%	0.0%	100.0%	0.0%	0.0%	0.0%	100.0%	11.1%	0.0%	0.0%	60.0%
I understand this technology well	2	1	0	0	0	1	0	3	1	0	0
	28.6%	33.3%	0.0%	0.0%	0.0%	100.0%	0.0%	33.3%	50.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Artificial Intelligence													
I have never heard of	1	0	0	0	0	1	0	0	0	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	10	0	2	0	0	0	2	1	0	0	1	0	4
	55.6%	0.0%	66.7%	0.0%	0.0%	0.0%	50.0%	100.0%	0.0%	0.0%	100.0%	0.0%	100.0%
I understand this technology well	7	0	1	0	0	0	2	0	2	1	0	1	0
	38.9%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	100.0%	100.0%	0.0%	100.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Artificial Intelligence											
I have never heard of	0	0	0	1	0	0	0	0	1	0	0
	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	3	3	1	1	2	0	0	1	6	0	2
	33.3%	75.0%	100.0%	50.0%	100.0%	0.0%	0.0%	50.0%	54.5%	0.0%	100.0%
I understand this technology well	6	1	0	0	0	0	0	1	4	1	0
	66.7%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	36.4%	100.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Artificial Intelligence											
I have never heard of	0	0	0	0	0	0	0	0	1	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	2	2	1	0	1	1	1	6	0	1	2
	28.6%	66.7%	100.0%	0.0%	100.0%	100.0%	100.0%	66.7%	0.0%	100.0%	40.0%
I understand this technology well	5	1	0	0	0	0	0	3	1	0	3
	71.4%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%	50.0%	0.0%	60.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Advanced Analytics													
I have never heard of	1	0	0	0	0	1	0	0	0	0	0	0	0
	5.9%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	1	0	0	0	0	0	0	0	0	0	0	0	1
	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
I understand basically what it is but not the details	12	0	2	0	0	0	3	1	1	0	1	1	3
	70.6%	0.0%	66.7%	0.0%	0.0%	0.0%	75.0%	100.0%	100.0%	0.0%	100.0%	100.0%	75.0%
I understand this technology well	3	0	1	0	0	0	1	0	0	1	0	0	0
	17.6%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Advanced Analytics											
I have never heard of	0	0	0	1	0	0	0	0	1	0	0
	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
I know the name but I cannot say	0	0	0	1	0	0	0	0	1	0	0
	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
I understand basically what it is but not the details	5	4	1	0	2	0	0	1	6	1	2
	62.5%	100.0%	100.0%	0.0%	100.0%	0.0%	0.0%	100.0%	54.5%	100.0%	100.0%
I understand this technology well	3	0	0	0	0	0	0	0	3	0	0
	37.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	27.3%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7 50.0%	3 21.4%	1 7.1%	0 0.0%	1 7.1%	1 7.1%	1 7.1%	9 52.9%	2 11.8%	1 5.9%	5 29.4%
Advanced Analytics											
I have never heard of	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%
I know the name but I cannot say	0 0.0% e	0 0.0%	0 0.0%	0 0.0%	1 100.0% a	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand basically what it is but not the details	3 50.0%	3 100.0%	1 100.0%	0 0.0%	0 0.0%	1 100.0%	1 100.0%	8 88.9% b	0 0.0% a	1 100.0%	3 75.0%
I understand this technology well	3 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 11.1%	1 50.0%	0 0.0%	1 25.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Shared Services Center (SSC)													
I have never heard of	5	0	2	0	0	1	0	0	0	0	0	0	2
	27.8%	0.0%	66.7%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
I know the name but I cannot say	2	0	0	0	0	0	1	0	0	0	0	1	0
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%
I understand basically what it is but not the details	5	0	0	0	0	0	2	0	1	1	1	0	0
	27.8%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	100.0%	100.0%	0.0%	0.0%
I understand this technology well	5	0	1	0	0	0	1	1	0	0	0	0	2
	27.8%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	100.0%	0.0%	0.0%	0.0%	0.0%	50.0%
I have a professional understanding of this technology	1	0	0	0	0	0	0	0	1	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Shared Services Center (SSC)											
I have never heard of	2 22.2%	2 50.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	3 27.3%	0 0.0%	1 50.0%
I know the name but I cannot say	2 22.2%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 9.1% c	1 100.0% b	0 0.0%
I understand basically what it is but not the details	4 44.4%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0%	2 18.2%	0 0.0%	1 50.0%
I understand this technology well	0 0.0% bc	2 50.0% a	1 100.0% a	1 50.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0%	4 36.4%	0 0.0%	0 0.0%
I have a professional understanding of this technology	1 11.1%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 9.1%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Shared Services Center (SSC)											
I have never heard of	1	2	0	0	0	0	0	3	2	0	0
	14.3%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%	100.0% d	0.0%	0.0% b
I know the name but I cannot say	2	0	0	0	0	0	0	2	0	0	0
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	2	0	0	0	0	1	0	2	0	1	2
	28.6%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	22.2%	0.0%	100.0%	40.0%
I understand this technology well	1	1	1	0	1	0	1	2	0	0	2
	14.3%	33.3%	100.0%	0.0%	100.0%	0.0%	100.0%	22.2%	0.0%	0.0%	40.0%
I have a professional understanding of this technology	1	0	0	0	0	0	0	0	0	0	1
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Center of Expertise (COE)													
I have never heard of	4	0	1	0	0	1	1	0	0	0	0	0	1
	22.2%	0.0%	33.3%	0.0%	0.0%	100.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
I know the name but I cannot say	3	0	1	0	0	0	2	0	0	0	0	0	0
	16.7%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	9	0	1	0	0	0	1	1	2	1	1	1	1
	50.0%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	100.0%	100.0%	100.0%	100.0%	100.0%	25.0%
I understand this technology well	1	0	0	0	0	0	0	0	0	0	0	0	1
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
I have a professional understanding of this technology	1	0	0	0	0	0	0	0	0	0	0	0	1
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Center of Expertise (COE)											
I have never heard of	1 11.1%	2 50.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	3 27.3%	0 0.0%	0 0.0%
I know the name but I cannot say	3 33.3%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	2 18.2%	0 0.0%	0 0.0%
I understand basically what it is but not the details	5 55.6%	2 50.0%	1 100.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0%	5 45.5%	1 100.0%	2 100.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0% b	0 0.0% a	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 9.1%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7 50.0%	3 21.4%	1 7.1%	0 0.0%	1 7.1%	1 7.1%	1 7.1%	9 52.9%	2 11.8%	1 5.9%	5 29.4%
Center of Expertise (COE)											
I have never heard of	1 14.3%	2 66.7%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	2 22.2%	2 100.0% d	0 0.0%	0 0.0% b
I know the name but I cannot say	1 14.3%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	3 33.3%	0 0.0%	0 0.0%	0 0.0%
I understand basically what it is but not the details	5 71.4%	1 33.3%	1 100.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	4 44.4%	0 0.0%	1 100.0%	4 80.0%
I understand this technology well	0 0.0% g	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 100.0% a	0 0.0%	0 0.0%	0 0.0%	1 20.0%
I have a professional understanding of this technology	0 0.0% e	0 0.0%	0 0.0%	0 0.0%	1 100.0% a	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Other													
I have never heard of	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand this technology well	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Other											
I have never heard of	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand this technology well	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4a. Do you have a good understanding of the following? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Other											
I have never heard of	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand basically what it is but not the details	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I understand this technology well	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
I have a professional understanding of this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Blockchain technology													
This will not affect my business	5	0	0	0	0	1	2	0	0	0	0	0	2
	27.8%	0.0%	0.0%	0.0%	0.0%	100.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
This might impact my business but I don't know exactly how	10	0	3	0	0	0	1	1	2	1	1	1	0
	55.6%	0.0%	100.0% I	0.0%	0.0%	0.0%	25.0%	100.0%	100.0%	100.0%	100.0%	100.0%	0.0% b
This technology will impact my business but we are not currently adopting	3	0	0	0	0	0	1	0	0	0	0	0	2
	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Blockchain technology											
This will not affect my business	2	2	0	1	0	0	0	0	2	0	1
	22.2%	50.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	50.0%
This might impact my business but I don't know exactly how	7	1	1	0	1	0	0	1	7	1	1
	77.8%	25.0%	100.0%	0.0%	50.0%	0.0%	0.0%	50.0%	63.6%	100.0%	50.0%
This technology will impact my business but we are not currently adopting	0	1	0	1	1	0	0	1	2	0	0
	0.0%	25.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	18.2%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Blockchain technology											
This will not affect my business	0	2	0	0	0	0	0	3	1	1	0
	0.0%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%	50.0%	100.0%	0.0%
	b	a									
This might impact my business but I don't know exactly how	7	0	1	0	0	1	0	5	1	0	4
	100.0%	0.0%	100.0%	0.0%	0.0%	100.0%	0.0%	55.6%	50.0%	0.0%	80.0%
	beg	a			a		a				
This technology will impact my business but we are not currently adopting	0	1	0	0	1	0	1	1	0	0	1
	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%	100.0%	11.1%	0.0%	0.0%	20.0%
	eg				a		a				
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Bitcoin / Ethereum													
This will not affect my business	10	0	2	0	0	1	3	0	0	0	1	1	2
	55.6%	0.0%	66.7%	0.0%	0.0%	100.0%	75.0%	0.0%	0.0%	0.0%	100.0%	100.0%	50.0%
This might impact my business but I don't know exactly how	7	0	1	0	0	0	1	1	2	1	0	0	1
	38.9%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	100.0%	100.0%	100.0%	0.0%	0.0%	25.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	0	0	0	0	0	0	1
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Bitcoin / Ethereum											
This will not affect my business	4 44.4%	4 100.0%	0 0.0%	1 50.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	5 45.5%	1 100.0%	2 100.0%
This might impact my business but I don't know exactly how	5 55.6%	0 0.0%	1 100.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	6 54.5%	0 0.0%	0 0.0%
This technology will impact my business but we are not currently adopting	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0% b	0 0.0% a	0 0.0%	0 0.0%
We are currently working to adopt this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We have already adopted this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Bitcoin / Ethereum											
This will not affect my business	2	3	0	0	0	1	0	7	1	1	1
	28.6%	100.0%	0.0%	0.0%	0.0%	100.0%	0.0%	77.8%	50.0%	100.0%	20.0%
This might impact my business but I don't know exactly how	5	0	1	0	1	0	0	2	1	0	3
	71.4%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	22.2%	50.0%	0.0%	60.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	1	0	0	0	1
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	20.0%
	g						a				
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Smart Contracts													
This will not affect my business	7	0	1	0	0	1	2	0	1	0	0	0	2
	41.2%	0.0%	50.0%	0.0%	0.0%	100.0%	50.0%	0.0%	50.0%	0.0%	0.0%	0.0%	50.0%
This might impact my business but I don't know exactly how	7	0	0	0	0	0	1	1	1	1	1	1	1
	41.2%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	100.0%	50.0%	100.0%	100.0%	100.0%	25.0%
This technology will impact my business but we are not currently adopting	2	0	1	0	0	0	0	0	0	0	0	0	1
	11.8%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
We are currently working to adopt this technology	1	0	0	0	0	0	1	0	0	0	0	0	0
	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Smart Contracts											
This will not affect my business	4	2	0	1	0	0	0	0	4	0	1
	50.0%	50.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	40.0%	0.0%	50.0%
This might impact my business but I don't know exactly how	4	0	1	1	1	0	0	1	4	1	1
	50.0%	0.0%	100.0%	50.0%	50.0%	0.0%	0.0%	50.0%	40.0%	100.0%	50.0%
This technology will impact my business but we are not currently adopting	0	1	0	0	1	0	0	1	1	0	0
	0.0%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	50.0%	10.0%	0.0%	0.0%
We are currently working to adopt this technology	0	1	0	0	0	0	0	0	1	0	0
	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Smart Contracts											
This will not affect my business	1	2	0	0	0	0	0	4	1	1	1
	16.7%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	44.4%	100.0%	100.0%	20.0%
This might impact my business but I don't know exactly how	4	0	1	0	1	1	0	4	0	0	2
	66.7%	0.0%	100.0%	0.0%	100.0%	100.0%	0.0%	44.4%	0.0%	0.0%	40.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	1	0	0	0	2
	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	40.0%
We are currently working to adopt this technology	0	1	0	0	0	0	0	1	0	0	0
	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Robo-advisor													
This will not affect my business	12	0	2	0	0	1	3	1	1	0	0	1	3
	66.7%	0.0%	66.7%	0.0%	0.0%	100.0%	75.0%	100.0%	50.0%	0.0%	0.0%	100.0%	75.0%
This might impact my business but I don't know exactly how	5	0	1	0	0	0	0	0	1	1	1	0	1
	27.8%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	100.0%	100.0%	0.0%	25.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	1	0	0	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Robo-advisor											
This will not affect my business	5	4	1	1	1	0	0	1	7	1	1
	55.6%	100.0%	100.0%	50.0%	50.0%	0.0%	0.0%	50.0%	63.6%	100.0%	50.0%
This might impact my business but I don't know exactly how	3	0	0	1	1	0	0	1	3	0	1
	33.3%	0.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	27.3%	0.0%	50.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	0	0	1	0	0
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Robo-advisor											
This will not affect my business	3	3	1	0	0	0	1	7	1	1	3
	42.9%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%	77.8%	50.0%	100.0%	60.0%
This might impact my business but I don't know exactly how	3	0	0	0	1	1	0	1	1	0	2
	42.9%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	11.1%	50.0%	0.0%	40.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	0	1	0	0	0
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number			Bank/Fin										
Col %		Retail/ Whole-sale	Insur Real Estate	Mining Construc-tion	Trans-portation Pub. Util	Energy	Service Consult-ing	Commun-ications Media	Tech Soft-Hardware Bio	Manufac-turing	Health-care Pharm	Agr, Pub Admin	Other Industry
		A	B	C	D	E	F	G	H	I	J	K	L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Big data													
This will not affect my business	4	0	0	0	0	1	1	0	1	0	0	0	1
	22.2%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	25.0%
This might impact my business but I don't know exactly how	5	0	1	0	0	0	1	0	0	0	0	1	2
	27.8%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	100.0%	50.0%
This technology will impact my business but we are not currently adopting	4	0	2	0	0	0	1	1	0	0	0	0	0
	22.2%	0.0%	66.7%	0.0%	0.0%	0.0%	25.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	4	0	0	0	0	0	1	0	0	1	1	0	1
	22.2%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	100.0%	100.0%	0.0%	25.0%
We have already adopted this technology	1	0	0	0	0	0	0	0	1	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Big data											
This will not affect my business	2 22.2%	1 25.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	3 27.3%	0 0.0%	0 0.0%
This might impact my business but I don't know exactly how	3 33.3%	1 25.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	2 18.2%	1 100.0%	1 50.0%
This technology will impact my business but we are not currently adopting	2 22.2%	1 25.0%	1 100.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	4 36.4%	0 0.0%	0 0.0%
We are currently working to adopt this technology	1 11.1% e	1 25.0%	0 0.0%	0 0.0%	2 100.0% a	0 0.0%	0 0.0%	1 50.0%	2 18.2%	0 0.0%	1 50.0%
We have already adopted this technology	1 11.1%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0% b	0 0.0% a	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Big data											
This will not affect my business	1	1	0	0	0	0	0	1	1	1	1
	14.3%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	50.0%	100.0%	20.0%
This might impact my business but I don't know exactly how	1	1	0	0	1	0	0	4	0	0	0
	14.3%	33.3%	0.0%	0.0%	100.0%	0.0%	0.0%	44.4%	0.0%	0.0%	0.0%
This technology will impact my business but we are not currently adopting	3	0	1	0	0	0	0	2	1	0	1
	42.9%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	22.2%	50.0%	0.0%	20.0%
We are currently working to adopt this technology	1	1	0	0	0	1	1	2	0	0	2
	14.3%	33.3%	0.0%	0.0%	0.0%	100.0%	100.0%	22.2%	0.0%	0.0%	40.0%
We have already adopted this technology	1	0	0	0	0	0	0	0	0	0	1
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Peer-to-peer lending													
This will not affect my business	15	0	3	0	0	1	3	1	1	1	1	1	3
	83.3%	0.0%	100.0%	0.0%	0.0%	100.0%	75.0%	100.0%	50.0%	100.0%	100.0%	100.0%	75.0%
This might impact my business but I don't know exactly how	3	0	0	0	0	0	1	0	1	0	0	0	1
	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	25.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Peer-to-peer lending											
This will not affect my business	7 77.8%	4 100.0%	1 100.0%	2 100.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0% b	10 90.9% a	1 100.0%	2 100.0%
This might impact my business but I don't know exactly how	2 22.2%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	2 100.0% b	1 9.1% a	0 0.0%	0 0.0%
This technology will impact my business but we are not currently adopting	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We are currently working to adopt this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We have already adopted this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Peer-to-peer lending											
This will not affect my business	5	3	1	0	1	1	0	8	2	1	3
	71.4%	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%	88.9%	100.0%	100.0%	60.0%
This might impact my business but I don't know exactly how	2	0	0	0	0	0	1	1	0	0	2
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	11.1%	0.0%	0.0%	40.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Machine learning													
This will not affect my business	6	0	1	0	0	1	1	1	1	0	0	1	0
	33.3%	0.0%	33.3%	0.0%	0.0%	100.0%	25.0%	100.0%	50.0%	0.0%	0.0%	100.0%	0.0%
This might impact my business but I don't know exactly how	5	0	0	0	0	0	1	0	0	1	1	0	2
	27.8%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	100.0%	100.0%	0.0%	50.0%
This technology will impact my business but we are not currently adopting	3	0	1	0	0	0	0	0	0	0	0	0	2
	16.7%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
We are currently working to adopt this technology	2	0	0	0	0	0	2	0	0	0	0	0	0
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	2	0	1	0	0	0	0	0	1	0	0	0	0
	11.1%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Machine learning											
This will not affect my business	4 44.4%	0 0.0%	1 100.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	5 45.5%	1 100.0%	0 0.0%
This might impact my business but I don't know exactly how	2 22.2%	2 50.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	1 9.1% d	0 0.0%	2 100.0% b
This technology will impact my business but we are not currently adopting	0 0.0%	1 25.0%	0 0.0%	1 50.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0%	2 18.2%	0 0.0%	0 0.0%
We are currently working to adopt this technology	1 11.1%	1 25.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	2 18.2%	0 0.0%	0 0.0%
We have already adopted this technology	2 22.2%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	1 9.1%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Machine learning											
This will not affect my business	2	0	1	0	0	0	0	3	1	1	1
	28.6%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	33.3%	50.0%	100.0%	20.0%
This might impact my business but I don't know exactly how	1	2	0	0	0	1	0	4	0	0	1
	14.3%	66.7%	0.0%	0.0%	0.0%	100.0%	0.0%	44.4%	0.0%	0.0%	20.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	1	0	1	0	0	0	2
	14.3%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	0.0%	40.0%
We are currently working to adopt this technology	1	1	0	0	0	0	0	2	0	0	0
	14.3%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	0.0%	0.0%
We have already adopted this technology	2	0	0	0	0	0	0	0	1	0	1
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	20.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Robotic Process Automation (RPA)													
This will not affect my business	8	0	1	0	0	1	1	1	1	0	0	1	2
	44.4%	0.0%	33.3%	0.0%	0.0%	100.0%	25.0%	100.0%	50.0%	0.0%	0.0%	100.0%	50.0%
This might impact my business but I don't know exactly how	4	0	1	0	0	0	1	0	1	1	0	0	0
	22.2%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	50.0%	100.0%	0.0%	0.0%	0.0%
This technology will impact my business but we are not currently adopting	2	0	0	0	0	0	0	0	0	0	0	0	2
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
We are currently working to adopt this technology	4	0	1	0	0	0	2	0	0	0	1	0	0
	22.2%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Robotic Process Automation (RPA)											
This will not affect my business	4	2	1	1	0	0	0	0	5	1	1
	44.4%	50.0%	100.0%	50.0%	0.0%	0.0%	0.0%	0.0%	45.5%	100.0%	50.0%
This might impact my business but I don't know exactly how	3	1	0	0	0	0	0	1	2	0	0
	33.3%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	18.2%	0.0%	0.0%
This technology will impact my business but we are not currently adopting	0	0	0	1	1	0	0	1	1	0	0
	0.0%	0.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	9.1%	0.0%	0.0%
We are currently working to adopt this technology	2	1	0	0	1	0	0	0	3	0	1
	22.2%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	27.3%	0.0%	50.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Robotic Process Automation (RPA)											
This will not affect my business	2	2	1	0	0	0	0	5	1	1	1
	28.6%	66.7%	100.0%	0.0%	0.0%	0.0%	0.0%	55.6%	50.0%	100.0%	20.0%
This might impact my business but I don't know exactly how	3	0	0	0	0	0	0	1	0	0	3
	42.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	60.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	1	0	1	0	0	0	1
	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	0.0%	20.0%
	eg				a		a				
We are currently working to adopt this technology	2	1	0	0	0	1	0	3	1	0	0
	28.6%	33.3%	0.0%	0.0%	0.0%	100.0%	0.0%	33.3%	50.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Artificial Intelligence													
This will not affect my business	4	0	0	0	0	1	0	1	0	0	0	0	2
	22.2%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	50.0%
This might impact my business but I don't know exactly how	5	0	0	0	0	0	2	0	1	1	0	1	0
	27.8%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	100.0%	0.0%	100.0%	0.0%
This technology will impact my business but we are not currently adopting	5	0	2	0	0	0	1	0	0	0	0	0	2
	27.8%	0.0%	66.7%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
We are currently working to adopt this technology	2	0	0	0	0	0	1	0	0	0	1	0	0
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
We have already adopted this technology1=I have never heard of	2	0	1	0	0	0	0	0	1	0	0	0	0
	11.1%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Artificial Intelligence											
This will not affect my business	0	2	1	1	0	0	0	0	2	0	1
	0.0%	50.0%	100.0%	50.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	50.0%
	bc	a	a								
This might impact my business but I don't know exactly how	5	0	0	0	0	0	0	0	3	1	0
	55.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	27.3%	100.0%	0.0%
This technology will impact my business but we are not currently adopting	2	1	0	1	1	0	0	1	4	0	0
	22.2%	25.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	36.4%	0.0%	0.0%
We are currently working to adopt this technology	0	1	0	0	1	0	0	0	1	0	1
	0.0%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	9.1%	0.0%	50.0%
We have already adopted this technology1=I have never heard of	2	0	0	0	0	0	0	1	1	0	0
	22.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	9.1%	0.0%	0.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Artificial Intelligence											
This will not affect my business	0	2	1	0	0	0	0	3	1	0	0
	0.0%	66.7%	100.0%	0.0%	0.0%	0.0%	0.0%	33.3%	50.0%	0.0%	0.0%
	bc	a	a								
This might impact my business but I don't know exactly how	3	0	0	0	0	0	0	2	0	1	2
	42.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	100.0%	40.0%
This technology will impact my business but we are not currently adopting	2	0	0	0	1	0	1	2	0	0	2
	28.6%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	22.2%	0.0%	0.0%	40.0%
We are currently working to adopt this technology	0	1	0	0	0	1	0	2	0	0	0
	0.0%	33.3%	0.0%	0.0%	0.0%	100.0%	0.0%	22.2%	0.0%	0.0%	0.0%
	f					a					
We have already adopted this technology1=I have never heard of	2	0	0	0	0	0	0	0	1	0	1
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	20.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry												
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Artificial Intelligence (Cont.)														
I understand basically what it is but not the details	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Artificial Intelligence (Cont.)											
I understand basically what it is but not the details	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Artificial Intelligence (Cont.)											
I understand basically what it is but not the details	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Advanced Analytics													
This will not affect my business	2	0	0	0	0	1	1	0	0	0	0	0	0
	11.1%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
This might impact my business but I don't know exactly how	6	0	1	0	0	0	1	1	1	0	0	1	1
	33.3%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	100.0%	50.0%	0.0%	0.0%	100.0%	25.0%
This technology will impact my business but we are not currently adopting	4	0	1	0	0	0	0	0	0	0	1	0	2
	22.2%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	50.0%
We are currently working to adopt this technology	4	0	0	0	0	0	2	0	0	1	0	0	1
	22.2%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	100.0%	0.0%	0.0%	25.0%
We have already adopted this technology	2	0	1	0	0	0	0	0	1	0	0	0	0
	11.1%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Advanced Analytics											
This will not affect my business	1	0	0	1	0	0	0	0	2	0	0
	11.1%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	0.0%
This might impact my business but I don't know exactly how	4	1	1	0	0	0	0	0	3	1	0
	44.4%	25.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	27.3%	100.0%	0.0%
This technology will impact my business but we are not currently adopting	0	2	0	0	2	0	0	1	1	0	2
	0.0%	50.0%	0.0%	0.0%	100.0%	0.0%	0.0%	50.0%	9.1%	0.0%	100.0%
	bE	a			A				d		b
We are currently working to adopt this technology	2	1	0	1	0	0	0	0	4	0	0
	22.2%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	36.4%	0.0%	0.0%
We have already adopted this technology	2	0	0	0	0	0	0	1	1	0	0
	22.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	9.1%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Advanced Analytics											
This will not affect my business	0	0	0	0	0	0	0	0	1	1	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0% c	50.0%	100.0% a	0.0%
This might impact my business but I don't know exactly how	2	1	1	0	0	0	0	5	0	0	1
	28.6%	33.3%	100.0%	0.0%	0.0%	0.0%	0.0%	55.6%	0.0%	0.0%	20.0%
This technology will impact my business but we are not currently adopting	1	1	0	0	0	1	1	2	0	0	2
	14.3%	33.3%	0.0%	0.0%	0.0%	100.0%	100.0%	22.2%	0.0%	0.0%	40.0%
We are currently working to adopt this technology	2	1	0	0	1	0	0	2	0	0	1
	28.6%	33.3%	0.0%	0.0%	100.0%	0.0%	0.0%	22.2%	0.0%	0.0%	20.0%
We have already adopted this technology	2	0	0	0	0	0	0	0	1	0	1
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	20.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number			Bank/Fin										
Col %		Retail/ Whole-sale	Insur Real Estate	Mining Construc-tion	Trans-portation Pub. Util	Energy	Service Consult-ing	Commun-ications Media	Tech Soft-Hardware Bio	Manufac-turing	Health-care Pharm	Agr, Pub Admin	Other Industry
		A	B	C	D	E	F	G	H	I	J	K	L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Shared Services Center (SSC)													
This will not affect my business	9	0	2	0	0	1	1	1	1	0	0	1	2
	50.0%	0.0%	66.7%	0.0%	0.0%	100.0%	25.0%	100.0%	50.0%	0.0%	0.0%	100.0%	50.0%
This might impact my business but I don't know exactly how	5	0	1	0	0	0	2	0	1	1	0	0	0
	27.8%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	100.0%	0.0%	0.0%	0.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	2	0	0	0	0	0	0	0	0	0	1	0	1
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	25.0%
We have already adopted this technology	2	0	0	0	0	0	1	0	0	0	0	0	1
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Shared Services Center (SSC)											
This will not affect my business	5	2	1	1	0	0	0	0	6	1	1
	55.6%	50.0%	100.0%	50.0%	0.0%	0.0%	0.0%	0.0%	54.5%	100.0%	50.0%
This might impact my business but I don't know exactly how	4	1	0	0	0	0	0	1	3	0	0
	44.4%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	27.3%	0.0%	0.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	1	1	0	0	0	1	0	1
	0.0%	0.0%	0.0%	50.0%	50.0%	0.0%	0.0%	0.0%	9.1%	0.0%	50.0%
We have already adopted this technology	0	1	0	0	1	0	0	1	1	0	0
	0.0%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	50.0%	9.1%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Shared Services Center (SSC)											
This will not affect my business	3	2	1	0	0	0	0	5	2	1	1
	42.9%	66.7%	100.0%	0.0%	0.0%	0.0%	0.0%	55.6%	100.0%	100.0%	20.0%
This might impact my business but I don't know exactly how	4	0	0	0	0	0	0	2	0	0	3
	57.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	0.0%	60.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	1	1	0	1	0	0	0
	0.0% ef	0.0%	0.0%	0.0%	100.0% a	100.0% a	0.0%	11.1%	0.0%	0.0%	0.0%
We have already adopted this technology	0	1	0	0	0	0	1	1	0	0	1
	0.0% g	33.3%	0.0%	0.0%	0.0%	0.0%	100.0% a	11.1%	0.0%	0.0%	20.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Center of Expertise (COE)													
This will not affect my business	11	0	3	0	0	1	3	1	1	0	0	0	2
	61.1%	0.0%	100.0%	0.0%	0.0%	100.0%	75.0%	100.0%	50.0%	0.0%	0.0%	0.0%	50.0%
This might impact my business but I don't know exactly how	3	0	0	0	0	0	1	0	0	1	0	1	0
	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	0	0	1	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	1	0	0	0	0	0	0	0	0	0	1	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
We have already adopted this technology1=I have never heard of	2	0	0	0	0	0	0	0	0	0	0	0	2
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Center of Expertise (COE)											
This will not affect my business	5 55.6%	4 100.0%	1 100.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0% b	9 81.8% a	0 0.0%	1 50.0%
This might impact my business but I don't know exactly how	3 33.3%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 9.1% c	1 100.0% b	0 0.0%
This technology will impact my business but we are not currently adopting	1 11.1%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0% b	0 0.0% a	0 0.0%	0 0.0%
We are currently working to adopt this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0% d	0 0.0%	1 50.0% b
We have already adopted this technology1=I have never heard of	0 0.0%	0 0.0%	0 0.0%	1 50.0%	1 50.0%	0 0.0%	0 0.0%	1 50.0%	1 9.1%	0 0.0%	0 0.0%
I know the name but I cannot say	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Center of Expertise (COE)											
This will not affect my business	4	3	1	0	0	0	0	6	2	1	2
	57.1%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%	66.7%	100.0%	100.0%	40.0%
This might impact my business but I don't know exactly how	2	0	0	0	0	0	0	2	0	0	1
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	0.0%	0.0%	20.0%
This technology will impact my business but we are not currently adopting	1	0	0	0	0	0	0	0	0	0	1
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%
We are currently working to adopt this technology	0	0	0	0	0	1	0	1	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	11.1%	0.0%	0.0%	0.0%
	f					a					
We have already adopted this technology1=I have never heard of	0	0	0	0	1	0	1	0	0	0	1
	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	0.0%	20.0%
	eg				a		a				
I know the name but I cannot say	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry												
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Center of Expertise (COE) (Cont.)														
I understand basically what it is but not the details	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Center of Expertise (COE) (Cont.)											
I understand basically what it is but not the details	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Center of Expertise (COE) (Cont.)											
I understand basically what it is but not the details	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I understand this technology well	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
I have a professional understanding of this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Other													
This will not affect my business	1	0	0	0	0	1	0	0	0	0	0	0	0
	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
This might impact my business but I don't know exactly how	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
This technology will impact my business but we are not currently adopting	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We are currently working to adopt this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We have already adopted this technology	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
Other											
This will not affect my business	0 0.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	0 0.0%
This might impact my business but I don't know exactly how	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
This technology will impact my business but we are not currently adopting	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We are currently working to adopt this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We have already adopted this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4b. Which of the following innovations will affect your company and its operations in the next 5 years? (one choice per row)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Other											
This will not affect my business	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	0 0.0%
This might impact my business but I don't know exactly how	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
This technology will impact my business but we are not currently adopting	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We are currently working to adopt this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%
We have already adopted this technology	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4c. Do you anticipate that your company will reduce the number of employees in the finance function because of innovations in financial technology (such as the items listed in b above)? (choose best answer)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
We do not expect to reduce finance function employment because of fintech innovations	11	0	1	0	0	1	2	1	2	1	0	1	2
	61.1%	0.0%	33.3%	0.0%	0.0%	100.0%	50.0%	100.0%	100.0%	100.0%	0.0%	100.0%	50.0%
We already have reduced finance function employment	1	0	1	0	0	0	0	0	0	0	0	0	0
	5.6%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We expect to reduce finance function employment within 1-2 years	1	0	0	0	0	0	1	0	0	0	0	0	0
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
We expect to reduce finance function employment within 3-5 years	5	0	1	0	0	0	1	0	0	0	1	0	2
	27.8%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	100.0%	0.0%	50.0%
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4c. Do you anticipate that your company will reduce the number of employees in the finance function because of innovations in financial technology (such as the items listed in b above)? (choose best answer)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
We do not expect to reduce finance function employment because of fintech innovations	7	2	1	1	0	0	0	1	6	1	1
	77.8%	50.0%	100.0%	50.0%	0.0%	0.0%	0.0%	50.0%	54.5%	100.0%	50.0%
We already have reduced finance function employment	1	0	0	0	0	0	0	0	1	0	0
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
We expect to reduce finance function employment within 1-2 years	1	0	0	0	0	0	0	0	1	0	0
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%
We expect to reduce finance function employment within 3-5 years	0	2	0	1	2	0	0	1	3	0	1
	0.0%	50.0%	0.0%	50.0%	100.0%	0.0%	0.0%	50.0%	27.3%	0.0%	50.0%
	bE	a			A						
Other	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4c. Do you anticipate that your company will reduce the number of employees in the finance function because of innovations in financial technology (such as the items listed in b above)? (choose best answer)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
We do not expect to reduce finance function employment because of fintech innovations	4	2	1	0	0	0	0	6	1	1	3
	57.1%	66.7%	100.0%	0.0%	0.0%	0.0%	0.0%	66.7%	50.0%	100.0%	60.0%
We already have reduced finance function employment	1	0	0	0	0	0	0	0	1	0	0
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%
We expect to reduce finance function employment within 1-2 years	1	0	0	0	0	0	0	1	0	0	0
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
We expect to reduce finance function employment within 3-5 years	1	1	0	0	1	1	1	2	0	0	2
	14.3%	33.3%	0.0%	0.0%	100.0%	100.0%	100.0%	22.2%	0.0%	0.0%	40.0%
Other	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4c. Do you anticipate that your company will reduce the number of employees in the finance function because of innovations in financial technology (such as the items listed in b above)? (choose best answer)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Don't know	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4c. Do you anticipate that your company will reduce the number of employees in the finance function because of innovations in financial technology (such as the items listed in b above)? (choose best answer)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Don't know	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q4c. Do you anticipate that your company will reduce the number of employees in the finance function because of innovations in financial technology (such as the items listed in b above)? (choose best answer)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Don't know	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q5. The U.S. reduced its corporate income tax rate from 35% to 21%. Does the reduced U.S. tax rate make it more or less attractive for your company to do business in the U.S.?

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Less attractive to do business in the U.S.	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
No change	8	0	1	0	0	0	4	0	1	0	0	1	1
	44.4%	0.0%	33.3%	0.0%	0.0%	0.0%	100.0%	0.0%	50.0%	0.0%	0.0%	100.0%	25.0%
More attractive to do business in the U.S.	7	0	2	0	0	1	0	0	1	1	0	0	2
	38.9%	0.0%	66.7%	0.0%	0.0%	100.0%	0.0%	0.0%	50.0%	100.0%	0.0%	0.0%	50.0%
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Don't know or not applicable	3	0	0	0	0	0	0	1	0	0	1	0	1
	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	100.0%	0.0%	25.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q5. The U.S. reduced its corporate income tax rate from 35% to 21%. Does the reduced U.S. tax rate make it more or less attractive for your company to do business in the U.S.?

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
Less attractive to do business in the U.S.	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
No change	6	2	0	0	0	0	0	0	5	1	0
	66.7%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	45.5%	100.0%	0.0%
More attractive to do business in the U.S.	3	1	0	2	1	0	0	2	5	0	0
	33.3%	25.0%	0.0%	100.0%	50.0%	0.0%	0.0%	100.0%	45.5%	0.0%	0.0%
Other	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Don't know or not applicable	0	1	1	0	1	0	0	0	1	0	2
	0.0%	25.0%	100.0%	0.0%	50.0%	0.0%	0.0%	0.0%	9.1%	0.0%	100.0%
	c		a						d		b

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q5. The U.S. reduced its corporate income tax rate from 35% to 21%. Does the reduced U.S. tax rate make it more or less attractive for your company to do business in the U.S.?

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
Less attractive to do business in the U.S.	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
No change	3	2	0	0	0	0	0	6	0	1	1
	42.9%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	66.7%	0.0%	100.0%	20.0%
More attractive to do business in the U.S.	4	0	0	0	1	0	1	0	2	0	4
	57.1%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	100.0%	0.0%	80.0%
								BD	A		A
Other	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Don't know or not applicable	0	1	1	0	0	1	0	3	0	0	0
	0.0%	33.3%	100.0%	0.0%	0.0%	100.0%	0.0%	33.3%	0.0%	0.0%	0.0%
	cf		a			a					

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q5. The U.S. reduced its corporate income tax rate from 35% to 21%. Does the reduced U.S. tax rate make it more or less attractive for your company to do business in the U.S.? DK Excluded

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
No change	8	0	1	0	0	0	4	0	1	0	0	1	1
	53.3%	0.0%	33.3%	0.0%	0.0%	0.0%	100.0%	0.0%	50.0%	0.0%	0.0%	100.0%	33.3%
More attractive to do business in the U.S.	7	0	2	0	0	1	0	0	1	1	0	0	2
	46.7%	0.0%	66.7%	0.0%	0.0%	100.0%	0.0%	0.0%	50.0%	100.0%	0.0%	0.0%	66.7%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q5. The U.S. reduced its corporate income tax rate from 35% to 21%. Does the reduced U.S. tax rate make it more or less attractive for your company to do business in the U.S.? DK Excluded

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
No change	6	2	0	0	0	0	0	0	5	1	0
	66.7%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	100.0%	0.0%
More attractive to do business in the U.S.	3	1	0	2	1	0	0	2	5	0	0
	33.3%	33.3%	0.0%	100.0%	100.0%	0.0%	0.0%	100.0%	50.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q5. The U.S. reduced its corporate income tax rate from 35% to 21%. Does the reduced U.S. tax rate make it more or less attractive for your company to do business in the U.S.? DK Excluded

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7 50.0%	3 21.4%	1 7.1%	0 0.0%	1 7.1%	1 7.1%	1 7.1%	9 52.9%	2 11.8%	1 5.9%	5 29.4%
No change	3 42.9%	2 100.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	6 100.0% bd	0 0.0% a	1 100.0%	1 20.0% a
More attractive to do business in the U.S.	4 57.1%	0 0.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	1 100.0%	0 0.0% bd	2 100.0% a	0 0.0%	4 80.0% a

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q7a. How big a risk factor is business corruption (fraud, bribery, other ethical violations) in the country where you are located?

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
1=Not a significant factor	8	0	2	0	0	1	1	0	2	1	0	0	1
	44.4%	0.0%	66.7%	0.0%	0.0%	100.0%	25.0%	0.0%	100.0%	100.0%	0.0%	0.0%	25.0%
2	7	0	1	0	0	0	2	1	0	0	1	1	1
	38.9%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	100.0%	0.0%	0.0%	100.0%	100.0%	25.0%
3	1	0	0	0	0	0	0	0	0	0	0	0	1
	5.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
4	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
5=Very significant factor	2	0	0	0	0	0	1	0	0	0	0	0	1
	11.1%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%
Mean	1.94	---	1.33	---	---	1.00	2.50	2.00	1.00	1.00	2.00	2.00	2.75

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q7a. How big a risk factor is business corruption (fraud, bribery, other ethical violations) in the country where you are located?

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
1=Not a significant factor	5	2	0	1	0	0	0	1	6	0	1
	55.6%	50.0%	0.0%	50.0%	0.0%	0.0%	0.0%	50.0%	54.5%	0.0%	50.0%
2	4	0	1	0	2	0	0	1	3	1	1
	44.4%	0.0%	100.0%	0.0%	100.0%	0.0%	0.0%	50.0%	27.3%	100.0%	50.0%
3	0	1	0	0	0	0	0	0	0	0	0
	0.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
4	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
5=Very significant factor	0	1	0	1	0	0	0	0	2	0	0
	0.0%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	18.2%	0.0%	0.0%
Mean	1.44	2.50	2.00	3.00	2.00	---	---	1.50	2.00	2.00	1.50

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q7a. How big a risk factor is business corruption (fraud, bribery, other ethical violations) in the country where you are located?

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
1=Not a significant factor	4	1	0	0	0	0	0	2	1	1	4
	57.1%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	22.2%	50.0%	100.0%	80.0%
2	3	0	1	0	0	1	1	5	1	0	1
	42.9%	0.0%	100.0%	0.0%	0.0%	100.0%	100.0%	55.6%	50.0%	0.0%	20.0%
3	0	1	0	0	0	0	0	1	0	0	0
	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
4	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
5=Very significant factor	0	1	0	0	1	0	0	1	0	0	0
	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
	e				a						
Mean	1.43	3.00	2.00	---	5.00	2.00	2.00	2.22	1.50	1.00	1.20

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q7b. To the extent that corruption exists, what would you say are its major effects? (check all that apply)

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
Reduces tax revenues collected by the government	8	0	2	0	0	0	2	0	1	0	1	0	2
	44.4%	0.0%	66.7%	0.0%	0.0%	0.0%	50.0%	0.0%	50.0%	0.0%	100.0%	0.0%	50.0%
Reduces the quality of goods/services	6	0	1	0	0	0	2	0	2	0	0	0	1
	33.3%	0.0%	33.3%	0.0%	0.0%	0.0%	50.0%	0.0%	100.0%	0.0%	0.0%	0.0%	25.0%
Increases the price of goods/services	6	0	0	0	0	0	1	1	1	0	1	1	1
	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	100.0%	50.0%	0.0%	100.0%	100.0%	25.0%
Hinders the expansion process	5	0	0	0	0	0	2	0	0	0	0	0	3
	27.8%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	75.0%
Limits competition	3	0	0	0	0	1	1	0	0	0	0	0	1
	16.7%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q7b. To the extent that corruption exists, what would you say are its major effects? (check all that apply)

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	11.1%	61.1%	5.6%	11.1%
Reduces tax revenues collected by the government	5	1	0	1	1	0	0	1	4	0	2
	55.6%	25.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	36.4%	0.0%	100.0%
Reduces the quality of goods/services	4	1	0	1	0	0	0	1	4	0	0
	44.4%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	50.0%	36.4%	0.0%	0.0%
Increases the price of goods/services	3	1	1	0	1	0	0	1	1	1	1
	33.3%	25.0%	100.0%	0.0%	50.0%	0.0%	0.0%	50.0%	9.1% c	100.0% b	50.0%
Hinders the expansion process	1	2	0	1	1	0	0	1	2	0	0
	11.1%	50.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	18.2%	0.0%	0.0%
Limits competition	1	0	0	1	1	0	0	1	1	0	0
	11.1%	0.0%	0.0%	50.0%	50.0%	0.0%	0.0%	50.0%	9.1%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Q7b. To the extent that corruption exists, what would you say are its major effects? (check all that apply)

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7 38.9%	3 16.7%	1 5.6%	0 0.0%	1 5.6%	1 5.6%	1 5.6%	9 50.0%	2 11.1%	1 5.6%	5 27.8%
Reduces tax revenues collected by the government	3 42.9%	1 33.3%	0 0.0%	0 0.0%	1 100.0%	1 100.0%	0 0.0%	5 55.6%	1 50.0%	0 0.0%	1 20.0%
Reduces the quality of goods/services	3 42.9%	1 33.3%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	0 0.0%	2 22.2%	1 50.0%	0 0.0%	2 40.0%
Increases the price of goods/services	2 28.6%	1 33.3%	1 100.0%	0 0.0%	0 0.0%	1 100.0%	0 0.0%	5 55.6%	0 0.0%	0 0.0%	1 20.0%
Hinders the expansion process	0 0.0% beg	2 66.7% a	0 0.0%	0 0.0%	1 100.0% a	0 0.0%	1 100.0% a	3 33.3%	0 0.0%	0 0.0%	1 20.0%
Limits competition	0 0.0% g	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 100.0% a	1 11.1%	1 50.0%	0 0.0%	1 20.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Return on assets (ROA=operating earnings/assets) (Winsorized)

N=18	Total	Industry											
Number Mean		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Number	18	0	3	0	0	1	4	1	2	1	1	1	4
Percent	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
% Approximate ROA	15	0	2	0	0	1	3	1	2	1	1	1	3
in 2017	14.56	---	29.50	---	---	12.00	28.70	20.00	-8.35	15.00	0.00	0.00	14.33
% Expected ROA in	15	0	2	0	0	1	3	1	2	1	1	1	3
2018	17.03	---	35.00	---	---	12.00	28.47	15.00	3.50	20.00	0.00	0.00	15.33

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Return on assets (ROA=operating earnings/assets) (Winsorized)

N=18	Sales Revenue							Ownership			
Number Mean	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Number	9	4	1	2	2	0	0	2	11	1	2
Percent	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
% Approximate ROA in 2017	8 16.17	3 14.00	1 20.00	1 12.00	2 7.50	0 ---	0 ---	2 -1.35	8 23.76	1 0.00	2 1.50
% Expected ROA in 2018	8 19.67	3 18.00	1 15.00	1 12.00	2 8.50	0 ---	0 ---	2 11.00	8 25.17	1 0.00	2 1.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Return on assets (ROA=operating earnings/assets) (Winsorized)

N=18	Number of Employees							Foreign Sales			
Number Mean	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Number	7	3	1	0	1	1	1	9	2	1	5
Percent	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
% Approximate ROA in 2017	7 13.19	2 14.00	1 20.00	0 ---	0 ---	1 0.00	1 15.00	7 12.29	2 28.50	1 48.10	5 5.46
% Expected ROA in 2018	7 18.86	2 14.50	1 15.00	0 ---	0 ---	1 0.00	1 17.00	7 11.71	2 28.50	1 47.40	5 13.80

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Manufacturing capacity utilized (Winsorized)

N=1	Total	Industry											
Number Mean		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Number	1	0	0	0	0	0	0	0	0	1	0	0	0
Percent	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%
% of capacity utilized in first half of 2017	1 50.00	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	1 50.00	0 ---	0 ---	0 ---
% of capacity utilization planned for the second half of 2017	1 60.00	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	1 60.00	0 ---	0 ---	0 ---

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Manufacturing capacity utilized (Winsorized)

N=1	Sales Revenue							Ownership			
Number Mean	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Number	1	0	0	0	0	0	0	0	1	0	0
Percent	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
% of capacity utilized in first half of 2017	1 50.00	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	1 50.00	0 ---	0 ---
% of capacity utilization planned for the second half of 2017	1 60.00	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	1 60.00	0 ---	0 ---

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Manufacturing capacity utilized (Winsorized)

N=1	Number of Employees							Foreign Sales			
Number Mean	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Number	1	0	0	0	0	0	0	0	0	0	1
Percent	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
% of capacity utilized in first half of 2017	1 50.00	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	1 50.00
% of capacity utilization planned for the second half of 2017	1 60.00	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	0 ---	1 60.00

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Your job title (e.g., CFO, Asst. Treasurer, etc):

N=18	Total	Industry											
Number Col %		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
CFO	7	0	0	0	0	1	1	0	1	1	1	0	2
	41.2%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	0.0%	50.0%	100.0%	100.0%	0.0%	66.7%
Other	5	0	1	0	0	0	3	0	0	0	0	0	1
	29.4%	0.0%	33.3%	0.0%	0.0%	0.0%	75.0%	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%
Controller	2	0	1	0	0	0	0	0	1	0	0	0	0
	11.8%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	0.0%
CEO	1	0	1	0	0	0	0	0	0	0	0	0	0
	5.9%	0.0%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
VP of Finance	1	0	0	0	0	0	0	1	0	0	0	0	0
	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Treasurer	1	0	0	0	0	0	0	0	0	0	0	1	0
	5.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Your job title (e.g., CFO, Asst. Treasurer, etc):

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9 50.0%	4 22.2%	1 5.6%	2 11.1%	2 11.1%	0 0.0%	0 0.0%	2 12.5%	11 68.8%	1 6.3%	2 12.5%
CFO	3 33.3%	1 25.0%	0 0.0%	1 100.0%	2 100.0%	0 0.0%	0 0.0%	2 100.0%	3 30.0%	0 0.0%	1 50.0%
Other	3 33.3%	2 50.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	3 30.0%	0 0.0%	1 50.0%
Controller	1 11.1%	1 25.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	2 20.0%	0 0.0%	0 0.0%
CEO	1 11.1%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 10.0%	0 0.0%	0 0.0%
VP of Finance	0 0.0% c	0 0.0%	1 100.0% a	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	1 10.0%	0 0.0%	0 0.0%
Treasurer	1 11.1%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0%	0 0.0% C	1 100.0% B	0 0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

Your job title (e.g., CFO, Asst. Treasurer, etc):

N=18 Number Col %	Number of Employees							Foreign Sales			
	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
CFO	2	1	0	0	0	1	1	2	1	1	3
	28.6%	33.3%	0.0%	0.0%	0.0%	100.0%	100.0%	22.2%	50.0%	100.0%	60.0%
Other	2	2	0	0	0	0	0	4	1	0	0
	28.6%	66.7%	0.0%	0.0%	0.0%	0.0%	0.0%	44.4%	50.0%	0.0%	0.0%
Controller	2	0	0	0	0	0	0	0	0	0	2
	28.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	40.0%
CEO	0	0	0	0	0	0	0	1	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
VP of Finance	0	0	1	0	0	0	0	1	0	0	0
	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%
	c		a								
Treasurer	1	0	0	0	0	0	0	1	0	0	0
	14.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

What is your age?

N=18 Number Col %	Total	Industry											
		Retail/ Whole-sale A	Bank/Fin Insur Real Estate B	Mining Construc-tion C	Trans-portation Pub. Util D	Energy E	Service Consult-ing F	Commun-ications Media G	Tech Soft-Hardware Bio H	Manufac-turing I	Health-care Pharm J	Agr, Pub Admin K	Other Industry L
Total	18	0	3	0	0	1	4	1	2	1	1	1	4
	100.0%	0.0%	16.7%	0.0%	0.0%	5.6%	22.2%	5.6%	11.1%	5.6%	5.6%	5.6%	22.2%
<40	2	0	0	0	0	0	1	0	0	1	0	0	0
	11.8%	0.0%	0.0%	0.0%	0.0%	0.0%	25.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%
40-49	5	0	2	0	0	0	1	0	1	0	1	0	0
	29.4%	0.0%	66.7%	0.0%	0.0%	0.0%	25.0%	0.0%	50.0%	0.0%	100.0%	0.0%	0.0%
50-59	6	0	0	0	0	1	1	1	0	0	0	1	2
	35.3%	0.0%	0.0%	0.0%	0.0%	100.0%	25.0%	100.0%	0.0%	0.0%	0.0%	100.0%	66.7%
>=60	4	0	1	0	0	0	1	0	1	0	0	0	1
	23.5%	0.0%	33.3%	0.0%	0.0%	0.0%	25.0%	0.0%	50.0%	0.0%	0.0%	0.0%	33.3%
Prefer not to answer	0	0	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

What is your age?

N=18	Sales Revenue							Ownership			
Number Col %	Less than $25 million A	$25-99 million B	$100-499 million C	$500-999 million D	$1-4.9 billion E	$5-9.9 billion F	More than $10 billion G	Public A	Private B	Govern-ment C	Nonprofit D
Total	9	4	1	2	2	0	0	2	11	1	2
	50.0%	22.2%	5.6%	11.1%	11.1%	0.0%	0.0%	12.5%	68.8%	6.3%	12.5%
<40	1	1	0	0	0	0	0	0	2	0	0
	11.1%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%	0.0%	0.0%
40-49	3	1	0	0	1	0	0	0	4	0	1
	33.3%	25.0%	0.0%	0.0%	50.0%	0.0%	0.0%	0.0%	40.0%	0.0%	50.0%
50-59	2	1	1	1	1	0	0	1	2	1	0
	22.2%	25.0%	100.0%	100.0%	50.0%	0.0%	0.0%	50.0%	20.0%	100.0%	0.0%
>=60	3	1	0	0	0	0	0	1	2	0	1
	33.3%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	50.0%	20.0%	0.0%	50.0%
Prefer not to answer	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01

Duke / CFO magazine Global Business Outlook survey - Canada - First Quarter, 2018

What is your age?

N=18	Number of Employees							Foreign Sales			
Number Col %	Fewer than 100 A	100-499 B	500-999 C	1000-2499 D	2500-4999 E	5000-9999 F	More than 10,000 G	0% A	1-24% B	25-50% C	More than 50% D
Total	7	3	1	0	1	1	1	9	2	1	5
	50.0%	21.4%	7.1%	0.0%	7.1%	7.1%	7.1%	52.9%	11.8%	5.9%	29.4%
<40	1	1	0	0	0	0	0	1	0	0	1
	14.3%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	0.0%	20.0%
40-49	3	0	0	0	0	1	0	3	0	0	2
	42.9%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	33.3%	0.0%	0.0%	40.0%
50-59	1	1	1	0	0	0	1	4	1	0	1
	14.3%	33.3%	100.0%	0.0%	0.0%	0.0%	100.0%	44.4%	50.0%	0.0%	20.0%
>=60	2	1	0	0	0	0	0	1	1	1	1
	28.6%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.1%	50.0%	100.0%	20.0%
Prefer not to answer	0	0	0	0	0	0	0	0	0	0	0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Significance Tests Between Columns: Lower case: p<.05 Upper case: p<.01