
Data availability

The data used in this paper stem from the “Swiss Survey on Internationalisation” conducted by the KOF Swiss Economic Institute of the ETH Zurich in spring 2010. The survey was based on a random sample of 4533 companies (five or more employees) drawn from the official enterprise census of 2008. The sample covers the entire business sector stratified by twenty nine industries and three industry-specific firm size classes (with full coverage of large firms). 1921 companies provided valid information. The response rate (42.4%) that does not much vary among industries is satisfactory given the demanding questionnaire. The definition and measurement of the variables used in model estimations are listed in Table 2 (dependent variables) and Table 3 (explanatory variables). Based on these tables it is easy to identify the correspondence between the variables used in model estimation and the underlying questions of the questionnaire.

The firm-level data are highly confidential (as we promised the firms participating in the survey). However, they can be made available upon request, though only under the following conditions:

1. The user of the data must be a PhD student or a staff member of a research institution.
2. The user has to provide a short description of the planned research.
3. The analysis of the data has to take place at the author’s workplace, i.e. at the KOF Swiss Economic Institute, Zurich.

Applications for the use of data should be addressed to:

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