

# Economic Observatory on Shipping agents: prospects, objectives, opportunities, criticalities

## Methodological note

### Structure and methodology of the investigation

Data collection was performed through CAWI (Computer Aided Web Interviewing) online interviews sampled from customer list (about 542 names on a national basis). The completion of the interviews was conducted through own interactive B2B panel.

The questionnaire was addressed to proprietors or people in charge (administrators, legal representatives, directors etc.) of maritime agencies.

The sample is representative of the scenario of maritime agencies in Italy sampled from a list of companies among maritime agents and people in charge of companies that operate in the maritime sector (36 complete interviews in total).

### Calculation of balances and index of trust

The interviewee was presented with 5 alternatives for each variable, with developments to be marked as: 'soaring', 'growing', 'stable', 'declining' and 'plummeting'.

The weighted average balance has been calculated by taking away the negative answers from the positive ones and by giving weight 2 to the extreme values ('soaring' and 'plummeting') and weight 1 to the intermediate ones:

**Weighted average balance =**

**$2 * (\% \text{ soaring}) + (\% \text{ growing}) - (\% \text{ declining})$**

**$- 2 (\% \text{ plummeting})$**

The index of trust has been calculated using a methodology that reflects the one adopted by ISAE (Institute of Economic Studies and Analysis): simple arithmetic mean of balances concerning judgments on orders, supplies (with inverted sign) and short term prospects on the developments of production. After that, a constant accounting to 200 is added and the consequent result is proportioned to 100.

**Index of trust =  $[200 + \text{average (balance of orders, supplies, short term prospects on production)}]/2$**

**The period of the investigation is: 26<sup>th</sup> January – 16<sup>th</sup> March 2015.**