The Analysis on the Development Strategy of High Tech Industries in Shenzhen

BY

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【Abstract】 As the Reform and Opening-up deepening in a countrywide, the High-tech Industries of Shenzhen is encountering the competition not only comes from the former competitors, such as Beijing and Shanghai, but also comes from the new rising cities that grown up in the deepening of Reform and Opening-up. Under this situation, by using strategic evaluation models, such as G-PEST analysis, SWOT analysis, SPSS software tool and a quality evaluate model of the High-tech Industries, this paper works out a detailed strategic analysis of the High-tech Industries of Shenzhen, including the opportunities and threats of the macro-environment, the competitive edges and weaknesses of the whole high-tech Industries of Shenzhen City. And then, this study brings forward some strategies and measures on the development of high-tech industries of Shenzhen, in order to provide assistance for the strategic decision making of promoting the development of high-tech industries in Shenzhen City.

【Key words】 Shenzhen, High-tech Industries, Strategy Analysis, G-PEST, SWOT, SPSS, Development Strategy

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Mr.Gong Wugang

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The Analysis on the Development Strategy of High-Tech Industry in Shenzhen

CHAPTER 1: Introduction

In the early 1990s, the Shenzhen municipal government seized the opportunity to focus on the development of high-tech industries, introduced a series of policies to promote the development of high-tech industries.Driven by these policies, Shenzhen's high-tech industry has created an average annual growth rate of over 50% over the past more than 10 years.

However, with the deepening of China's reform and opening up, China has proposed " encourage the eastern region to develop first","carry out the Great West Development Strategy " and "Promote outmoded industrial base of Northeast China", "Promote the rise of middle part in china" development strategy, given many preferential policies in these areas.The function of the special zone of Shenzhen is becoming more and more unimportant, and "the special zone is not special any longer"has become a reality.

This article will aim at this topic, use G - PEST, SWOT analysis model ,SPSS Software analysis tool,to make a detailed analysis for the opportunities and threats in the macro environment of Shenzhen hi

tech industry.Use construction of the quality evaluation system of high-tech industry to analyze Shenzhen high tech industry's overall competitive advantages and disadvantages in detail, and put forward the development strategy for Shenzhen hi tech industry in the future reference.

1.1 Definition and Characteristics of High Tech Industries

1.1.1 definition of high technology industries

At present, due to the differences in the national conditions in the world, the definition of high technology in the world is not uniform.

It is generally believed that the concept of high technology industry includes two meanings: high technology and new technology.

1.1.2 characteristics of high tech industry

Compared with traditional industries, high-tech industry has at least four distinct characteristics:

①Knowledge and scientific research ability is highly concentrated;

②The investment in research and development of high-tech industry is always higher than that of other traditional industries;

③The investment risk is high, the life cycle of the high-tech products is short, and the resources, capital, information and other resources of the high-tech industry are large, and the effect is difficult to foresee;

④The high-tech products with high added value. The production process of high and new technology products consumes less raw material, energy saving and high efficiency.

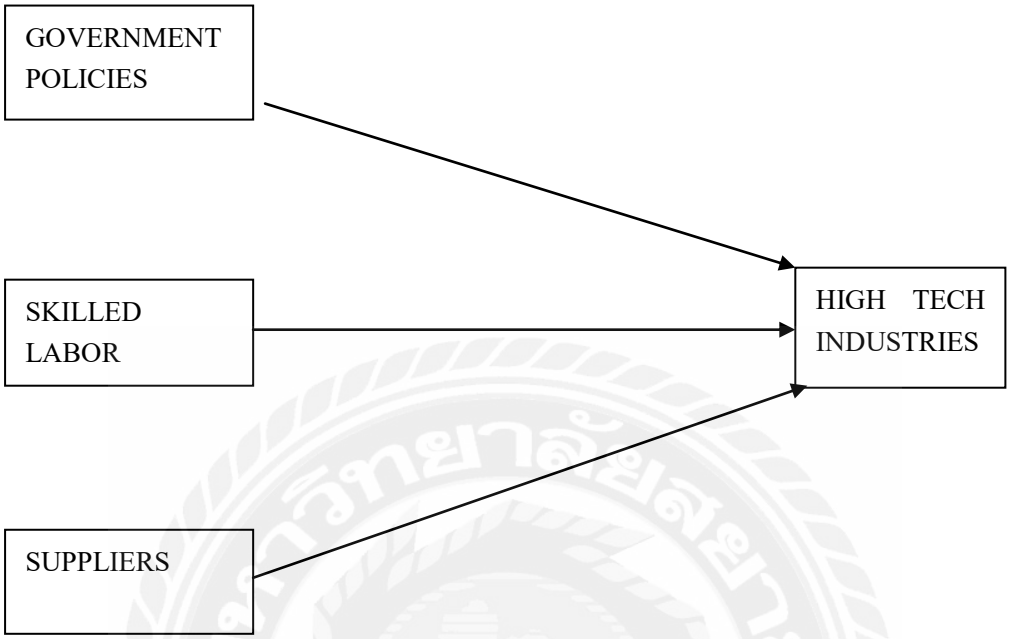
1.2 Purpose of study

The purpose of the study is to analyze the real situation of developing strategy for High Tech Industry in Shenzhen, in order to understand the real situation, suffer difficulty, solution and assessment learning effect of the enterprise. Finally, sum up the key factors of implementation in high-tech industry.

1.3 Importance of subject

This research paper is important in terms of economic growth and development ,not only for Shenzhen , but also for overall China ,as it try to provide various strategies. It will restructure economic situation, and will be helpful to develop different innovative ideas to enhance high tech industries. It will also increase and upgrade the industries environment and at the same time it will provide employment opportunities.

1.4 Conceptual framework



1.5 Research objectives

- To determine the factors responsible for high tech industries growth and development of high tech industries.
- To examine which particular factors contributed major interference in the growth and development of high tech industries.
- To analyze the relationship between government policies and high tech industries in Shenzhen.
- To analyze the relationship between skilled labor and high tech industries in Shenzhen.
- To analyze the relationship between suppliers and high tech industries in Shenzhen.

1.6 Hypothesis

First pair

H0: There is no strong and positive relationship between government policies and high tech industries in Shenzhen.

H1: There is a strong and positive relationship between government policies and high tech industries in Shenzhen.

Second pair

H0: There is no strong and positive relationship between skilled labor and high tech industries in Shenzhen.

H1: There is a strong and positive relationship between skilled labor and high tech industries in Shenzhen.

Third pair

H0: There is no strong and positive relationship between suppliers and high tech industries in Shenzhen.

H1: There is a strong and positive relationship between suppliers and high tech industries in Shenzhen.

CHAPTER 2: LITERATURE REVIEW

2.1. City Profile

Region: South China,neighbor to HongKong

Name: Shenzhen Special Economic Zone

Government place : Citizen Center of Shenzhen

Population: 11.9084 million 2016

GNI Per Capita: ¥167,400 CNY ($ 25,200 USD) 2016

GDP: CNY 1949.260 billion 2016

GDP Growth: 9.0% . 2016

Inflation: 10.8% 2015 (The World Bank, 2016)

(Pic.1) Shenzhen City

2.2 the status and prospects of high and new technology industry in Shenzhen

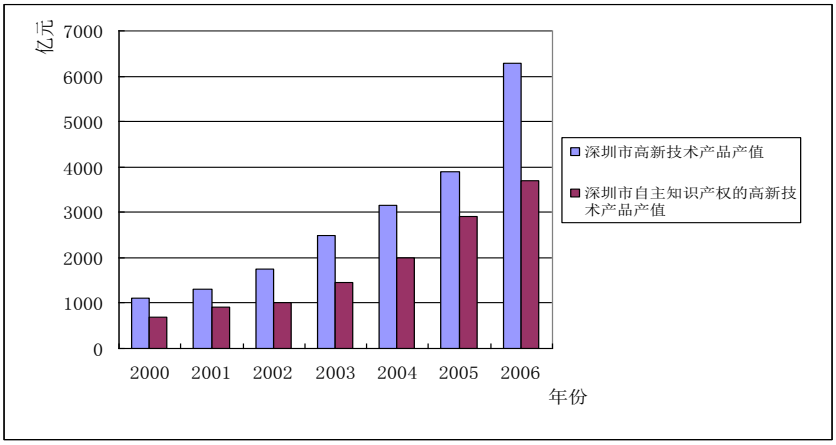
2.2.1 the present situation of high technology industry in Shenzhen

In 1990s, Shenzhen seized the historical opportunity of the

development of IT industry in the world and the transfer of manufacturing industry from developed countries to developing countries, made a strategic decision to develop high-tech industry, promoted industrial restructuring and upgrading, realized the leap from processing & trade to "made in Shenzhen" and even "creation of Shenzhen".After more than 10 years of development, the high-tech industry has become one of Shenzhen’s pillar industries,including modern logistics, finance, cultural industries，which accounts for more than 50% of the total proportion of Shenzhen City's GDP.

2.2.2 the prospect of high and new technology industry in Shenzhen

In 2015, the CPC Central Committee and the State Council put forward the construction of an innovative country, enhance the grand plan of the capability of independent innovation. At the same time, High-tech products have many features such as high added value ,less consumption of raw materials , energy saving high efficiency.This can bring huge economic and social benefits, in line with the requirements of Scientific Outlook on Development.



(Pic.2) the output value of high and new technology products in Shenzhen from 2000 to 2006

Data source: 《Shenzhen science and Technology Yearbook 2006》

According to the research and development of high-tech industry investment characteristics of high density, high risk, fast growth can determine whether the industry is currently in a period of growth stage of industry life cycle period, will continue the rapid development of the industry is very optimistic about the prospects for the future.

2.3 Strategy analysis for the development of Shenzhen's high tech industry

This Strategy Analysis consists of four parts of the strategy of high technology industries in Shenzhen:

(one) using G-PEST model, analysis the macro environment of Shenzhen city new and high technology industries;

(two) the establishment of high-tech industry overall quality evaluation index system of Shenzhen hi tech industry quality analysis, and with Beijing, Shanghai, two cities of high-tech industrial quality were

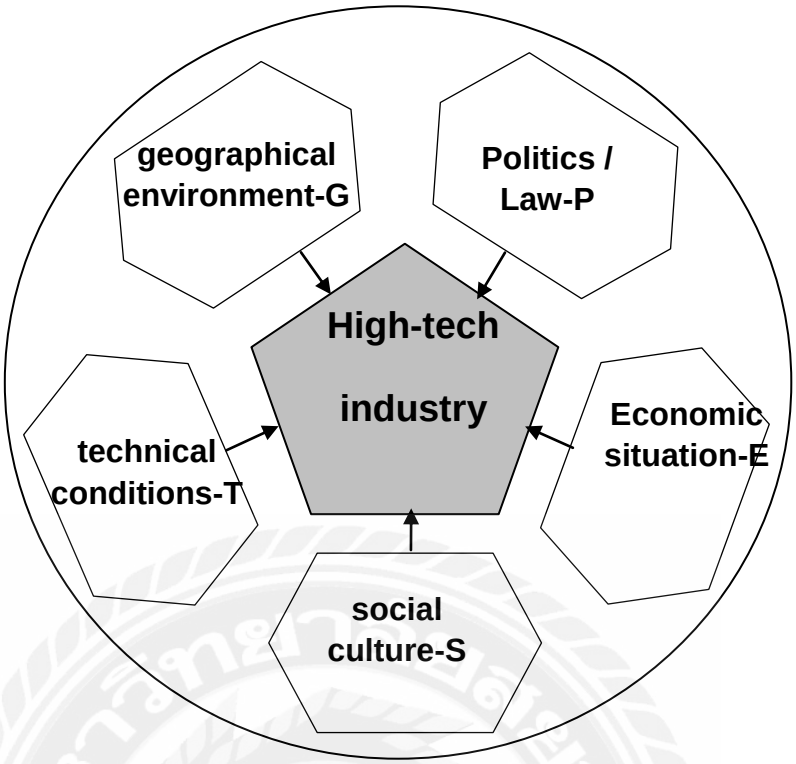
analyzed;

(three) by SWOT analysis, clear Shenzhen City high-tech industry opportunities, threats, advantages and disadvantages, list the strategies possible;

(four) the three part summarizes the previous analysis results, put forward suggestions of strategic reference for the development of high-tech industry in Shenzhen.

2.3.1 macro environment G-PEST model analysis

This paper uses G-PEST model to analyze the macro environment of high-tech industry in Shenzhen. G-PEST analysis is a basic tool for the analysis on strategic external environment, and it is the deformation of the PEST model, which is used to analyze the influence of the macro environment of the enterprise or industry on the strategy.



(Pic.3) G-PEST analysis model of Shenzhen high tech industry macro environment

2.3.2 geographical environment

Shenzhen is the center of the southern coastal area of Guangdong Province,the center of "bottom side" of the Pearl River Delta,and the center of the axis of the central cities “Guangzhou - Shenzhen - Hongkong”, which make Shenzhen become the hub channel for the Pearl River Delta, Guangdong province and Southern China region.

Hongkong is an international metropolis, is the world's most liberal and open economic system, is the world's shipping center, financial center and trade center. Shenzhen is the only mainland city which connects Hongkong with the mainland. Logistics flow, information flow and capital flow from all over the country across through Shenzhen to

Hongkong, so that Shenzhen City has become one of China's cities with highest degree of international exchange. Shenzhen makes radiation to the global scope just through a platform like Hongkong. So, Shenzhen's the international exchange depends largely on the exchange with Hongkong.

2.3.3 political / legal environment

Shenzhen is one of the first open economic zone, established a relatively perfect system of socialist market economy took the lead in the domestic market, plays a fundamental role in the allocation of resources, and according to the characteristics and needs of technological innovation, the development of multi-level capital market and forms of science and technology, established by the government guide the enterprises as the main body, science and technology investment and financing system of banks, securities, venture investment, property transactions and other support.

However, with the openness of our country continues to improve, the state has proposed "to encourage the eastern region to lead the development" and "implementation of the western development", "the revitalization of northeast old industrial base", "promote the rise of the central region" strategy. In such a situation, a variety of preferential policies of Shenzhen as special economic zones enjoy no longer as its

unique competitive advantage, economic function is continuously diluted. The rise of high-tech industries in various provinces and cities in Shenzhen poses a threat to the competitiveness of high-tech industries.

2.3.4 economic environment

Shenzhen's comprehensive economic strength in the country's major cities in the past few years has been ranked three. "Fifteen" planning period, the average annual growth rate of economic growth in Shenzhen reached 16.3%, is expected in 11th Five-Year, it is possible to maintain an average annual growth rate of 15%. From the point of view of the speed seems to be down, but because Shenzhen's total economy is close to 600 billion yuan, a larger base means that each percentage point will bring more economic growth.

2.3.5 social and cultural environment

Shenzhen is a city of new immigrants.Shenzhen has formed the new era of innovative cultural atmosphere that is encouraging innovation, tolerant of failure, down-to-earth, pursuit of excellence. The spirit of innovation has become an important feature of the spirit of Shenzhen. Shenzhen people with outstanding business ideas, hardworking and dedicated work attitude, strong sense of competition and enterprising spirit, accustomed to the fast-paced city life. Due to the large number of immigrants, the degree of internationalization and regionalization of the

economy is very high, the level of social communication and task internationalization in the country's major cities are also in the forefront.

2.3.6 technology environment

Shenzhen has maintained a leading position in the country's technological competitiveness. In recent years, the proportion of high-tech products with independent intellectual property rights in Shenzhen accounted for more than 50% of the total output value of high-tech products, and an upward trend (as shown in figure 1).

By the end of 2005, Shenzhen has established 30 Key Laboratories constructed by universities and research institutions together, among which,there are 1 constructed together by the Province and the Department, 1 provincial key laboratory, 50 all kinds of engineering technology centers,1 National Engineering Technology Center, 9 provincial engineering technology center . Lenovo, TCL, IBM, HUAWEI, ZTE, the Great Wall and a large number of domestic and foreign well-known electronics and information industry in Shenzhen has R & D center.

2.3.7 macro environmental opportunities and threats analysis

From the geographical environment, political / legal environment, economic environment, social and cultural environment and technical environment of the five aspects of the macro environment of high-tech

industry in Shenzhen are described and analyzed in detail. Through the above analysis, this paper lists the possible countermeasures the future trend of related and high-tech industry related the five macro environmental factors, and the factors of high-tech industry in Shenzhen this trend (as shown in Table 1).

2.4 the overall quality evaluation of high tech industry in Shenzhen

In order to better understand the quality of Shenzhen high tech industry as a whole, compared the quantitative research in this part of Beijing, Shanghai, Shenzhen high-tech industry, comprehensive evaluation on the competitiveness of high tech industry in three.

In this paper, considering the existing statistical data related to the development of high-tech industry data, and lack of caliber does not agree with the incomplete time series data dynamic problems, according to the "Shenzhen science and Technology Yearbook 2006" and the "Shanghai Statistical Yearbook 2006" and Beijing Science Committee website to collect some data, put forward an evaluation high tech industry quality relative index system to evaluate the quality of high-tech industry . The evaluation index system through the level of industrial investment, industrial output, industrial growth potential of three quantitative indicators to reflect the quality and competitiveness of the high-tech industry .

First, industry input level, there are three indicators: the industry R & D funding / the industrial sales, the industry R & D personnel / the total number of employees in the industry, industrial enterprises R & D funds / the industry R & D funding. The first two indicators are divided into the high-tech industry international standards, which reflect the intensive degree of high-tech industry funds, human resources, but also reflect the core on the basis of the development of the whole industry and the competition potential; third index is a measure of the enterprise investment structure index, anti intensive reflect the enterprise technology and capital.

Second , the level of industrial output also has three indicators: the value added of the industry / the output value of the industry, the output value of the industry / gross industrial output in the region, the total amount of exports of the industry. The first index is a measure of product of high-tech industry output value, is a comprehensive index to measure the operating efficiency of the entire industry; second index is a measure of the high-tech industry's contribution to total industrial production in the region size, to a certain extent reflects the advantages of high-tech industries in the area; the third index is the export rate the measure of products of high-tech industry, to a certain extent reflects the high-tech industry export competitiveness.

Third, the potential level of the industry is composed of four sub

indexes, which indicates the potential of the development of high-tech industry, the development potential and the advantage of backwardness. In the first three indicators: high-tech research and development funds, the annual growth rate of high-tech industrial added value growth rate of exports of high-tech products, the annual growth rate are representative of high-tech research and development funds, high-tech industrial added value, export volume of production of new technology products of the annual growth rate, these indicators from the industry scale and innovation the angle generally reflects the development of high-tech industry in the region.

2.5 SWOT analysis

Base on the previous analysis and discussion, this part will use the SWOT analysis method to collect the information about the high-tech industry in Shenzhen, and make a further analysis on the high-tech industry in Shenzhen.

2.5.1 advantage

First of all, the high-tech industry in Shenzhen has a comparative advantage compared with other cities in the mainland. Shenzhen high tech industry after 20 years of development, already has a large scale, the city's high-tech enterprises continue to increase. Shenzhen electronic information industry strong brands. In addition, the optical and electrical

integration of the two high-tech industries, bio medicine technology, these two industries are also showing a good development trend.

Secondly, Shenzhen high-tech industry has already formed a complete industrial chain, the establishment of a more perfect exchange platform, industry cluster effect previews. After more than and 10 years of development, Shenzhen has become an important base of China's high-tech product development, production and export, initially established electronic information, biotechnology, new materials, optical and electrical integration of the four major areas of high-tech industrial clusters, and the establishment of supporting system of international market.

Thirdly, Shenzhen's high-tech industry has formed a relatively complete innovation system and mechanism. After more than and 10 years of exploration and development, Shenzhen has formed a market oriented industrialization for the purpose of the enterprise as the main body, the regional innovation system integrating closely, cultivate national backbone enterprises in a number of HUAWEI, ZTE, MINDRAY, Han's laser as the representative of the high-tech industry. And the "four - 90%" - based research and development system and the formation of a high - tech industry in Shenzhen has its own advantages.

Fourthly, the high-tech enterprises in Shenzhen began to show a

positive trend of independent innovation, emphasis on the development of independent intellectual property rights. The proportion of R&D investment in high-tech industry in Shenzhen is high, and the development of high-tech products with independent intellectual property rights is emphasized.

Fifthly, the Shenzhen Hong Kong Innovation Circle "program under the guidance of Shenzhen hi tech industry synergies with Hongkong related industries and supporting industries. For example, in the "traction Kong Innovation Circle" plan, Shenzhen City, more than 20 IC design companies in Hongkong science and Technology Parks Corporation has established long-term cooperative relations, to carry out research and development work by using the IC test platform for Hong kong. Shenzhen high tech industry competitive advantage will further deepen cooperation between Shenzhen and Hong Kong can be predicted in the high-tech industries.

2.5.2 disadvantages

Generally speaking, compared with Beijing, Shanghai and other cities ,Shenzhen’s high tech industry has high comprehensive quality , better development prospect , and certain competitive advantage, but there are also some problems:

First, there is a serious imbalance in the development of high-tech

industries in Shenzhen. Although a large number of strong brands of electronic information industry, but the scale of electronic information outside the industry, both absolute and relative amount of view are small. Bio pharmaceutical, optical and electrical integration, new energy and new materials and other high-tech industries output value is relatively low, and the impact of the industry in general. Most of the high-tech enterprise's overall technological innovation ability is not strong, especially in the field of biomedicine, new energy and new materials, the market competitive advantage of the product is difficult to establish firmly.

Second, although the quality of Shenzhen high-tech industry in a leading position, with independent intellectual property rights of the high-tech industry output value of more than 50%, but must pay attention to, really have the core technology and cutting-edge technology of small enterprises in hi tech industry in Shenzhen.

Third, the high and new technology enterprise management level is uneven, product technology development imbalance problem. Although the overall benefit of the high-tech industry is good, but the individual performance difference is bigger. Thus, the development of high-tech enterprises and the benefit of a large gap, a few companies dominate, greater risk which makes the development of high-tech industry in Shenzhen is not stable, difficult to maintain long-term competitive

advantage of the entire industry.

Fourth, there is a danger of over reliance on foreign investment in the high-tech industry in Shenzhen. On the one hand, due to various reasons, foreign investment in the field of production, investment in technology research and product development. Most foreign companies regard Shenzhen as its production and processing base and assembly base. In this way, Shenzhen enterprises are at the end of the industrial value chain. On the other hand, because foreign investors tend to short-term investments, as long as there is not conducive to the development of domestic and foreign policy changes or the surrounding environment is volatile, may cause foreign divestment, which makes the poor stability of the hi-tech industry in Shenzhen.

2.5.3 SWOT matrix

Based on the above of the Shenzhen high tech industry macro environment analysis, industry analysis, industry quality advantages and disadvantages analysis of the results of Shenzhen hi-tech industry opportunities and threats, advantages and disadvantages of the SWOT matrix matching strategy, lists the possible strategic combinations , the Shenzhen hi tech development strategy the technology industry. Through the SWOT matrix analysis, all possible opportunities, threats, strengths and weaknesses of the possible combination of matching has been a

number of strategies. According to the weaknesses, seize opportunities and avoid threats, the macro environment, give full play to industrial advantages, effectively reverse the disadvantages of principle, and combined with the actual situation of Shenzhen, some sort of strategy combination in SWOT matrix, selected five optimal strategy:

Strategy one(T1S4S6; T2S3S5): Shenzhen and the high and new technology industry in the characteristics of positioning, positioning in the Pearl River Delta region, "technology research and development center";

Strategy two (O2S1S2S3S6): the combination of the advantages and disadvantages of Shenzhen's high-tech industry, the first mover advantage, as well as the improvement of the innovation mechanism and the mature and perfect market mechanism of Shenzhen, to further improve the venture capital mechanism;

Strategy three (O1S1S5): the combination of Shenzhen high-tech industry scale advantage and geographical advantage of Shenzhen, Shenzhen and Hong Kong through strengthening cooperation to enhance the competitiveness of high-tech industry in Shenzhen;

Strategy four (O3S6): seize the opportunity for Shenzhen to develop high-tech industries and promote independent innovation, accelerate the development of high-tech R & D platform;

Strategy five (O4O9O10S6): with the help of the government to increase investment in scientific research, strengthen the protection of intellectual property rights of the machine, make full use of the existing technology platform, the development of core technology, cultivating the core competitiveness of Shenzhen high-tech industry, change is not the core technology disadvantage;

External factors / Internal ability	（Opportunity） O_1； O_2； O_3； O_4； O_5； O_6； O_7； O_8； O_9； O_{10}	（Threat） T_1； T_2； T_3； T_4； T_5
（Strengths） S_1； S_2； S_3； S_4； S_5； S_6	OS Offensive strategy $O_1S_1S_5$ ； $O_2S_1S_2S_3S_6$ O_3S_6 ； $O_4O_9O_{10}S_6$ ； ……	TS Adjustment strategy $T_1S_4S_6$ ； $T_2S_3S_5$ ； ……
（Weaknesses） W_1； W_2； W_3； W_4	OW Defensive strategy O_1W_2 ； $O_2W_1W_3$； $O_8O_9W_4$ ； ……	WT Avoidance strategy T_3 ； T_4 ； ……

(Pic.4) Shenzhen high tech industry SWOT analysis matrix

CHAPTER 3: RESEARCH METHODOLOGY

3.1 RESEARCH METHOD

In this chapter, the researcher divided it into four main parts after the detail literature review examined and explained. Choose 3 detail factors about Shenzhen Hi -Tech Industry as examples, use SPSS software analysis tool to do the detail analysis work. The 3 factors are “government policies”, “skilled labors”, and “suppliers” .

First step was to explain about the selection of quantitative procedure in order to do calculation and analyzing the data.

Second step was to explain the collection and gathering of primary data from the companies’ employee through questionnaire from two different companies over the 3 months period of time in Shenzhen

Third step was to put all the date into SPSS and examined the result to find the correlation, reliability and validity proportions.

Fourth step was to do the pretesting of research instrument regarding validity and reliability was carried out from 30 respondents with the help of Cronbach ’s alpha testing method.

The questionnaires structure was based on the conceptual framework of this study, and most of the questions were revised from previous studies done by other scholars. The questionnaire for survey

carries 30 questions and was distributed to 200 respondents and collection of data regarding this survey was chosen at two companies such as Shenzhen High-Tech Industrial Park, Block 2 Shenzhen Industrial Park.

3.2 LOCATION FOR COLLECTION OF DATA

3.2.1 Shenzhen high tech industrial park - 100 COPIES

Address: city government, Gaoxin South 4th road

Shenzhen, China

3.2.2 Block 2, Shenzhen High-Tech industrial park- 100 COPIES

Address: Keji Middle 2nd road

Shenzhen, China

3.3 RESEARCH FRAMEWORK

This research paper conceptual framework is divided into three parts. First part explains about the government policies as an independent variable and high tech industries as a dependent variable.

Second part explains about the skilled labor as an independent variable and high tech industries as a dependent variable and lastly, the third part explains about suppliers as an independent variable while high tech industries as a dependent variable. The result of these parts will be explained in the later part of this research paper.

3.4 SAMPLE SIZE

According to Jackson in 2008 suggested that a researcher can use a simple random sampling technique for selecting a sample that has an equal chance to be selected. It was estimated that both places in Shenzhen had about 600-700 persons altogether of monthly footfalls. Therefore, this amount of 200 was considered as population of the research.

In determining the sample size for both hospitals, there are several methods, however, selecting sample size in this research was based on the guidance of Naumann & Giel (1995) that present an appropriate sample size requirements regarding to population size shown in table. The sample size for this study was 200. Sample size requirements (95%Confidence, Error= +5%):

Population size	Require No. of Respondents
100	80
200	132
300	169
400	197
500	218

1,000	278
1,500	306
2,000	323
2,500	334
3,000	341
5,000	357
10,000	370
20,000	377

Source: Naumann and Giel (1995)

3.5 RESEARCH INSTRUMENT

This study used questionnaire as a medium to obtain the data needed.

There are three sections in the questionnaire, consisting of

Section A: Demographic factor,

Section B: Measurement of government policies.

Section C: Measurement of skilled labor.

Section D: Measurement of suppliers.

Section E: Measurement of high tech industries.

Instrument used in this research is adapted from literature review using the Likert scale from 1 for not satisfied at all to 5 for very satisfied.

3.6 DATA ANALYSIS PROCEDURES

The data analysis in this chapter will be assessed with the help of SPSS (Statistical Package for Social Science) software and this study will analyze first the reliability test of questionnaire by using the Cronbach's alpha instrument of first 30 respondents by pre-testing to check the reliability and also for understanding whether the respondents have understood the list of questions and answered them free from prejudice or biasness followed by all 200 respondents by doing main testing regarding all the questions. In questionnaire, the surveys questions are basically in the form of Likert scale whereas 1 point is for strongly disagree and 5 points for strongly agree.

The questionnaire will be provided to all workers who will be there for their work.

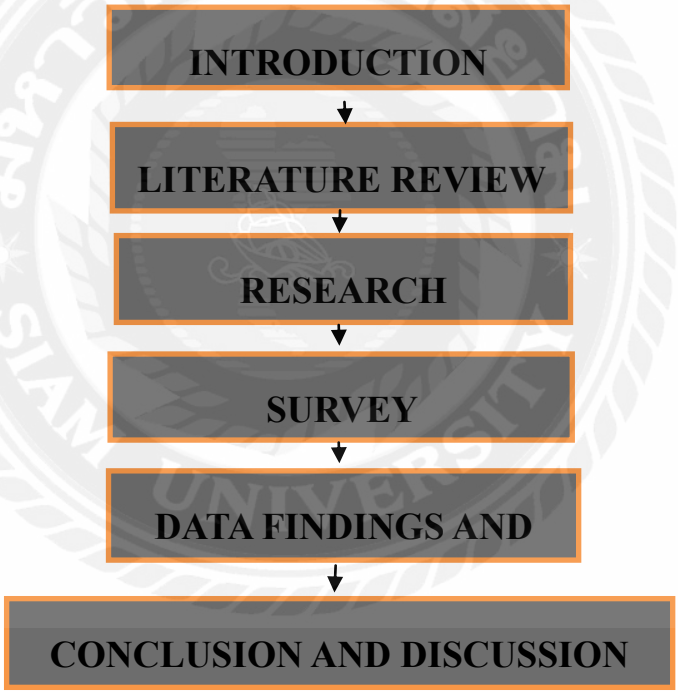
The Cronbach's alpha coefficient is used to measure the reliability of this research. The score of 0.70 or higher is accepted as reliable construct (Hair Ital., 2006). After the data test, all the Cronbach's alpha value was greater than 0.70, all the factor reliable enough to use in the data collection.

RELIABILITY TEST FACTOR	**CRONBACH'S ALPHA 30 COPIES**
Government policies	0.705

Skilled labor	0.817
Suppliers	0.797
High tech industries	0.803

After the reliability test, the next step is to find the correlation between independent variable and dependent variables by using Pearson testing

RESEARCH STRUCTURE



CHAPTER 4: DATA FINDINGS AND ANALYSIS

1. SEX

Sex

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Male	128	64.0	64.0	64.0
	Female	72	36.0	36.0	100.0
	Total	200	100.0	100.0	

The total number of sex percentage is 100.0 and in this 36.0 percent are female and 64.0 are male. In this chart male percentage are too high compare to female.

2. AGE

In years

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	18-25	53	26.5	26.5	26.5
	26-30	72	36.0	36.0	62.5
	31-50	71	35.5	35.5	98.0

50 or older	4	2.0	2.0	100.0
Total	200	100.0	100.0	

Total number of age percentage 100.0 and the percentage is valid 18-25 are 26.5 and 26-30 are 36.0 and 31-50 are 35.5 and 50 or alder are 2.0 as compare to all the percentage there is a minimum difference in between 26-30 or 31-50 and the highest percent in this chart are 26-30 which is 36.0

3. NATIONALITY

Nationality

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid				
Chinese	107	53.0	53.0	53.5
UK	11	5.5	5.5	59.0
European	24	12.0	12.0	71.0
German	3	1.5	1.5	72.5
Others	55	27.5	27.5	100.0
Total	200	100.0	100.0	

In this chart the total number of percentage in nationality is 100.0 and the highest percent Chinese i.e. 53.0 .and the lowest percent in this chart are

German's 1.5 .in this chart a very huge difference in between Chinese or German.

4. PURPOSE OF VISIT

Purpose of visit

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Investment	55	27.5	27.5	27.5
	Meeting family or friends	87	43.5	43.5	71.0
	Business	24	12.0	12.0	83.0
	Meetings	20	10.0	10.0	93.0
	Others	14	7.0	7.0	100.0
	Total	200	100.0	100.0	

In purpose of visit the total percentage is 100.0 and the highest percent 43.5 in meeting family or friends and the lowest percentage in other are 7.0 and the minimum difference in between business and meeting are 12.0 and 10.0

5. SALARY RANGE

Salary range

	Frequency	Percent	Valid Percent	Cumulative Percent

Valid	Below 20,000 USD	30	15.0	15.0	15.0
	20,000-50,000 USD	79	39.5	39.5	54.5
	50,000- 100,000	74	37.0	37.0	91.5
	More than 100,000 USD	17	8.5	8.5	100.0
	Total	200	100.0	100.0	

In this chart the highest salary range in 20,000-50,000 USD are 39.5 percent and the lowest salary range is more than 100,000 USD are 8.5 percent. And the total number of salary percent i.e. 100.0.

6. OCCUPATION

Occupation

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Government official	13	6.5	6.5	6.5
	Owner of business/company	54	27.0	27.0	33.5
	Employee	84	42.0	42.0	75.5
	Student	26	13.0	13.0	88.5
	Other	23	11.5	11.5	100.0

Total	200	100.0	100.0	

In occupation chart the total percentage is 100.0 and the highest percentage of employ are 42.0 and the lowest percent in government are 6.5 percent .In occupational chart a lot of percentage difference in government official ,student and others.

7. NUMBER OF TIMES VISIT

Number of times visit

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1 Time	46	23.0	23.0	23.0
	2 Times	107	53.5	53.5	76.5
	3 Times	21	10.5	10.5	87.0
	4 Times	15	7.5	7.5	94.5
	More than 4 times	11	5.5	5.5	100.0
	Total	200	100.0	100.0	

In this chart total number of percentage are 100.0 percent and 53.5 percent who visit 2 times .and the lowest percentage 5.5 who visit more than 4 times.

8. QUESTION 1

I feel that the Shenzhen has self-sufficiency in producing high tech computer chips

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	7	3.5	3.5	3.5
	Disagree	4	2.0	2.0	5.5
	Neutral	77	38.5	38.5	44.0
	Agree	63	31.5	31.5	75.5
	Strongly agree	49	24.5	24.5	100.0
	Total	200	100.0	100.0	

In this question number of responds who agree 31.5 percent and 3.5 are disagree about this and 24.5 percent who strongly agree with this question and 3.5 percent who strongly disagree in this question.

9. QUESTION 2

I feel that the Shenzhen has self-sufficiency in producing electric cars

	Frequency	Percent	Valid Percent	Cumulative Percent

Valid	Strongly disagree	2	1.0	1.0	1.0
	Disagree	9	4.5	4.5	5.5
	Neutral	15	7.5	7.5	13.0
	Agree	46	23.0	23.0	36.0
	Strongly agree	128	64.0	64.0	100.0
	Total	200	100.0	100.0	

In this question Shenzhen has self-sufficiency in producing electric cars and 64.0 are strongly agree with this and 1.0 are strongly disagree with this and 7.5 percent are neutral they don't agree with this and they don't disagree with this.

10. QUESTION

Do you agree that government has facilities of providing low cost loans to general public?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	4	2.0	2.0	2.0
	Disagree	12	6.0	6.0	8.0
	Neutral	18	9.0	9.0	17.0

	Agree	49	24.5	24.5	41.5
	Strongly agree	117	58.5	58.5	100.0
	Total	200	100.0	100.0	

Government has facilities of providing low coast loan to general public and 58.5 percent who strongly agree with this and 2.0 percent who strongly disagree with this question and 9.0 percent who neutral about this.

11. QUESTION 4

Do you think that government has enough investment available regarding research and development towards industry and IT?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	9	4.5	4.5	4.5
	Disagree	12	6.0	6.0	10.5
	Neutral	22	11.0	11.0	21.5
	Agree	65	32.5	32.5	54.0
	Strongly agree	92	46.0	46.0	100.0
	Total	200	100.0	100.0	

Government has enough investment available regarding research and development towards industries and its 46.0 percent who strongly agree with this question and 4.5 percent who strongly disagree with this and 11.0 are neutral they do not agreed or disagreed.

12. QUESTION 5

Do you think that Shenzhen has facilities for foreign company investment?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	1	.5	.5	.5
	Disagree	5	2.5	2.5	3.0
	Neutral	19	9.5	9.5	12.5
	Agree	63	31.5	31.5	44.0
	Strongly agree	112	56.0	56.0	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has facilities for foreign company investment and 56.0 people who strongly agree with this and .5 percent who strongly about this question and 9.5 percent who neutral in this chart and the total percentage of this chart is 100 percent.

13. QUESTION 6

Do you think Shenzhen has special programs to support the global trade, regarding industries and IT development?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	7	3.5	3.5	3.5
	Disagree	12	6.0	6.0	9.5
	Neutral	22	11.0	11.0	20.5
	Agree	52	2.0	26.0	46.5
	Strongly agree	107	53.5	53.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has special program to support the global trade, regarding industries and IT development and the 53.5 who strongly agree with this and 3.5 who strongly disagree with this and 11.0 percent who are neutral they don’t agree or disagree about this question .

14. QUESTION 7

Do you think that Shenzhen has innovative tendency in labor skills?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	14	7.0	7.0	7.0
	Disagree	7	3.5	3.5	10.5
	Neutral	10	5.0	5.0	15.5
	Agree	93	46.5	46.5	62.0
	Strongly agree	76	38.0	38.0	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has innovative tendency in labor skills the 38.0 who strongly agree with this and 7.0 who strongly disagree with this and 5.0 percent who are neutral they don't agree or disagree about this question .

15. QUESTION 8

Overall, how do you feel that Shenzhen has highly skilled technical skills labor force?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	8	4.0	4.0	4.0
	Disagree	10	5.0	5.0	9.0
	Neutral	26	13.0	13.0	22.0
	Agree	60	30.0	30.0	52.0
	Strongly agree	96	48.0	48.0	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has high technical skills and the 48.0 who strongly agree with this and 4.0 who strongly disagree with this and 13.0 percent who are neutral they don't agree or disagree about this question.

16. QUESTION 9

Do you think that Shenzhen has favorable working environment for labor force?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Disagree	3	1.5	1.5	1.5
	Neutral	19	9.5	9.5	11.0
	Agree	73	36.5	36.5	47.5

	Strongly agree	105	52.5	52.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has favorable working environment and the 52.5 who strongly agree with this and 1.5 who strongly disagree with this and 9.5 percent who are neutral they don't agree or disagree about this question .

17. QUESTION 10

Do you think that Shenzhen has supportive industries laws for workforce?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	8	4.0	4.0	4.0
	Disagree	13	6.5	6.5	10.5
	Neutral	21	10.5	10.5	21.0
	Agree	53	26.5	26.5	47.5
	Strongly agree	105	52.5	52.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has supportive industrial laws for workforce and the 52.5 who strongly agree with this and 4.0 who strongly disagree with this and

10.5 percent who are neutral they don’t agree or disagree about this question .

18. QUESTION 11

Do you think that Shenzhen population has highly qualified education and technical knowledge?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Disagree	4	2.0	2.0	2.0
	Neutral	18	9.0	9.0	11.0
	Agree	37	18.5	18.5	29.5
	Strongly agree	141	70.5	70.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen population has highly qualified education and technical knowledge and the 70.5 who strongly agree with this and 2.0 who strongly disagree with this and 9.0 percent who are neutral they don’t agree or disagree about this question .

19. QUESTION 12

Do you think that in Shenzhen suppliers are in large numbers or small numbers?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	11	5.5	5.5	5.5
	Disagree	7	3.5	3.5	9.0
	Neutral	13	6.5	6.5	15.5
	Agree	31	15.5	15.5	31.0
	Strongly agree	138	69.0	69.0	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has high suppliers and the 69.0 who strongly agree with this and 5.5 who strongly disagree with this and 6.5 percent who are neutral they don’t agree or disagree about this question.

20. QUESTION 13

Do you think that in Shenzhen suppliers have enough raw materials to meet requirements?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	9	4.5	4.5	4.5
	Disagree	10	5.0	5.0	9.5
	Neutral	11	5.5	5.5	15.0
	Agree	40	20.0	20.0	35.0
	Strongly agree	130	65.0	65.0	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has enough suppliers to meet raw materials requirements and the 65.0 who strongly agree with this and 4.5 who strongly disagree with this and 5.5 percent who are neutral they don't agree or disagree about this question.

21. QUESTION 14

Do you feel that in Shenzhen suppliers have tendency to provide credit facilities?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	8	4.0	4.0	4.0
	Disagree	13	6.5	6.5	10.5
	Neutral	21	10.5	10.5	21.0
	Agree	47	23.5	23.5	44.5
	Strongly agree	111	55.5	55.5	100.0
	Total	200	100.0	100.0	

Yes Shenzhen suppliers have tendency to provide credit facilities and the 55.5 who strongly agree with this and 4.0 who strongly disagree with this and 10.5 percent who are neutral they don’t agree or disagree about this question .

22. QUESTION 15

Do you think that in Shenzhen has a high quality manufacturing capability?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Disagree	3	1.5	1.5	1.5
	Neutral	26	13.0	13.0	14.5
	Agree	34	17.0	17.0	31.5
	Strongly agree	137	68.5	68.5	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has high quality manufacturing capabilities and the 68.5 who strongly agree with this and 1.5 who strongly disagree with this and 13.0 percent who are neutral they don't agree or disagree about this question .

23. QUESTION 16

Do you feel that in Shenzhen suppliers provide short lead time?

	Frequency	Percent	Valid Percent	Cumulative Percent

Valid	Strongly disagree	8	4.0	4.0	4.0
	Disagree	5	2.5	2.5	6.5
	Neutral	27	13.5	13.5	20.0
	Agree	27	13.5	13.5	33.5
	Strongly agree	133	66.5	66.5	100.0
	Total	200	100.0	100.0	

Yes Shenzhen suppliers have short lead time and the 66.5 who strongly agree with this and 4.0 who strongly disagree with this and 13.5 percent who are neutral they don't agree or disagree about this question.

24. QUESTION 17

Do you feel that in Shenzhen suppliers have value for money for raw materials

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	5	2.5	2.5	2.5
	Disagree	3	1.5	1.5	4.0
	Neutral	19	9.5	9.5	13.5

	Agree	52	26.0	26.0	39.5
	Strongly agree	121	60.5	60.5	100.0
	Total	200	100.0	100.0	

Yes Shenzhen suppliers have value for money and the 60.5 who strongly agree with this and 2.5 who strongly disagree with this and 9.5 percent who are neutral they don't agree or disagree about this question .

25. QUESTION 18

Do you feel that in Shenzhen there are enough lands available?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	9	4.5	4.5	4.5
	Disagree	5	2.5	2.5	7.0
	Neutral	17	8.5	8.5	15.5
	Agree	42	21.0	21.0	36.5
	Strongly agree	127	63.5	63.5	100.0
	Total	200	100.0	100.0	

Yes Shenzhen has enough land available and the 63.5 who strongly agree with this and 4.5 who strongly disagree with this and 8.5 percent who are neutral they don't agree or disagree about this question.

26. QUESTION 19

Do you feel that in Shenzhen there are enough raw materials available?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Disagree	16	8.0	8.0	8.0
	Neutral	18	9.0	9.0	17.0
	Agree	70	35.0	35.0	52.0
	Strongly agree	96	48.0	48.0	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has enough raw materials and the 48.0 who strongly agree with this and 8.0 who strongly disagree with this and 9.0 percent who are neutral they don't agree or disagree about this question

27. QUESTION 20

Do you feel that in Shenzhen there are labors available?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	5	2.5	2.5	2.5
	Disagree	5	2.5	2.5	5.0
	Neutral	20	10.0	10.0	15.0
	Agree	99	49.5	49.5	64.5
	Strongly agree	71	35.5	35.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has enough labors available and the 35.5 who strongly agree with this and 2.5 who strongly disagree with this and 10.0 percent who are neutral they don't agree or disagree about this question.

28. QUESTION 21

Do you feel that in Shenzhen there are enough fuel and power available?

	Frequency	Percent	Valid Percent	Cumulative Percent

Valid	Strongly disagree	6	3.0	3.0	3.0
	Disagree	8	4.0	4.0	7.0
	Neutral	22	11.0	11.0	18.0
	Agree	48	24.0	24.0	42.0
	Strongly agree	116	58.0	58.0	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has enough fuel and power and the 58.0 who strongly agree with this and 3.0 who strongly disagree with this and 11.1 percent who are neutral they don't agree or disagree about this question.

29. QUESTION 22

Do you feel that in Shenzhen, the transport network is outstanding?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	10	5.0	5.0	5.0
	Disagree	12	6.0	6.0	11.0
	Neutral	10	5.0	5.0	16.0
	Agree	53	26.5	26.5	42.5

	Strongly agree	115	57.5	57.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen has outstanding transport network and the 57.5 who strongly agree with this and 5.0 who strongly disagree with this and 6.0 percent who are neutral they don't agree or disagree about this question.

30. QUESTION 23

Do you feel that in Shenzhen, the market and political factors are favorable?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Strongly disagree	13	6.5	6.5	6.5
	Disagree	13	6.5	6.5	13.0
	Neutral	17	8.5	8.5	21.5
	Agree	88	44.0	44.0	65.5
	Strongly agree	69	34.5	34.5	100.0
	Total	200	100.0	100.0	

Yes, Shenzhen market and political factors are favorable and the 34.5 who strongly agree with this and 6.5 who strongly disagree with this and 8.5 percent who are neutral they don't agree or disagree about this question.

31. DESCRIPTIVE ANALYSIS

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
I feel that the Shenzhen has self-sufficiency in producing high tech computer chips	200	1	5	3.72	.974
I feel that the Shenzhen has self-sufficiency in producing electric cars	200	1	5	4.44	.889

Do you agree that government has facilities of providing low cost loans to general public?	200	1	5	4.31	1.000
Do you think that government has enough investment available regarding research and development towards industry and IT?	200	1	5	4.10	1.101
Do you think that Shenzhen has facilities for foreign company investment?	200	1	5	4.40	.802

Do you think Shenzhen has special programs to support the global trade, regarding industries and IT development?	200	1	5	4.20	1.080
Do you think that Shenzhen has innovative tendency in labor skills?	200	1	5	4.05	1.097
Overall, how do you feel that Shenzhen has highly skilled technical skills labor force?	200	1	5	4.13	1.077
Do you think that Shenzhen has favorable working environment for labor force?	200	2	5	4.40	.723

Do you think that Shenzhen has supportive industries laws for workforce?	200	1	5	4.17	1.108
Do you think that Shenzhen population has highly qualified education and technical knowledge?	200	2	5	4.57	.740
Do you think that in Shenzhen suppliers are in large numbers or small numbers?	200	1	5	4.39	1.115
Do you think that in Shenzhen suppliers have enough raw materials to meet requirements?	200	1	5	4.36	1.089

Do you feel that in Shenzhen suppliers have tendency to provide credit facilities?	200	1	5	4.20	1.116
Do you think that in Shenzhen has high quality manufacturing capabilities?	200	2	5	4.52	.776
Do you feel that in Shenzhen suppliers provide short lead time?	200	1	5	4.36	1.066
Do you feel that in Shenzhen suppliers have value for money for raw materials	200	1	5	4.41	.908

Do you feel that in Shenzhen there are enough lands available?	200	1	5	4.36	1.048
Do you feel that in Shenzhen there are enough raw materials available?	200	2	5	4.23	.917
Do you feel that in Shenzhen there are labors available?	200	1	5	4.13	.876
Do you feel that in Shenzhen there are enough fuel and power available?	200	1	5	4.30	1.017
Do you feel that in Shenzhen, the transport network is outstanding?	200	1	5	4.25	1.121

Do you feel that in Shenzhen, the market and political factors are favorable?	200	1	5	3.94	1.130
Valid N (list wise)	200				

Chapter 5

5.1 Conclusion

Correlation between government policies and high tech industries

Correlations

		Government policies	High tech
Government policies	Pearson Correlation	1	.636**
	Sig. (2-tailed)		.000
	N	200	200
High tech	Pearson Correlation	.636**	1
	Sig. (2-tailed)	.000	
	N	200	200

**. Correlation is significant at the 0.01 level (2-tailed).

According to this correlation, government policies serve as an independent factor while high tech industries represent as a dependent factor. Here we achieved that overall correlation between government policies and high tech calculated as .636** with the help of Pearson correlation method which is stronger than moderate. This shows there is significant relationship between two variables. Thus we reject null hypothesis and accept alternative hypothesis.

H1: There is a positive relationship between government policies and high tech industries.

Correlation between skilled labors and high tech industries

Correlations

		Skilled Labors	High tech
Skilled labors	Pearson Correlation	1	.805**
	Sig. (2-tailed)		.000
	N	200	200

High Tech	Pearson Correlation	.805**	1
	Sig. (2-tailed)	.000	
	N	200	200

**. Correlation is significant at the 0.01 level (2-tailed).

According to this correlation, skilled labors serve as an independent factor while high tech industries represent as a dependent factor. Here we achieved that overall correlation between skilled labor and high tech industries calculated as .805** with the help of Pearson correlation method which is strongly correlate. This shows there is significant relationship between two variables. Thus we reject null hypothesis and accept alternative hypothesis.

H1: There is a positive relationship between skilled labor and high tech industries

Correlation between suppliers and high tech industries

Correlations

		SUP	HT
SUP	Pearson Correlation	1	.715**
	Sig. (2-tailed)		.000
	N	200	200
HT	Pearson Correlation	.715**	1
	Sig. (2-tailed)	.000	
	N	200	200

**. Correlation is significant at the 0.01 level (2-tailed).

According to this correlation, suppliers serve as an independent factor while high tech industries represent as a dependent factor. Here we achieved that overall correlation between suppliers and high tech industries calculated as .805** with the help of Pearson correlation method which is strongly correlate. This shows there is significant relationship between two variables. Thus we reject null hypothesis and accept alternative hypothesis.

H1: There is a positive relationship between skilled labor and high tech industries

Reliability test

Reliability Statistics

Cronbach's Alpha	N of Items
.865	23

The Cronbach's alpha coefficient is used to measure the reliability of this research. The score of 0.70 or higher is accepted as reliable construct (Hair etal., 2006). As it shows from the Cronbach's alpha value was greater than 0.70 and that is .865, all the factor reliable enough to use in the data collection.

5.2 Limitations

While conducting this research, researcher had faced many restraints and issues regarding this research. The first limitation was to gather proper and valid information from the respondent both offices in Shenzhen and medium of conversation in not English so difficulty got compounded as all the old data and information was not in English, as it can create huge involvement of extra time, effort and money to derive and look for what actually required to achieve. The second constraints in this research paper was getting approval from managers from both companies and getting

information from staffs as staff authority at various occasions didn't seeking for information as it was invading the privacy of information and confidentiality of both companies.

The third limitation in this state was too examined and analyzes different researcher explanation government policies, skilled labor and suppliers of different organization which researcher was unsure that would be acceptable in this case.

Due to the information privacy issues from both companies in Shenzhen has restricted us to limit our sample size to 200 only.

5.3 CONTRIBUTION

This research paper would be really beneficial not only for both but also for other companies or related industries. This research paper conclude that skilled labor benefits most ,so high tech sector should give special attention towards finding of skilled labor and try to enhance it to supreme level as it creates first impression. This paper also elucidates about that least contributor was government policies so in this case government should try to implement such kind of policies regarding development of high tech industries

This paper shows that the relationship between government policies and high tech industry is least compare to other hypothesis as hospitals should try look into which particular factors of government policies.

5.4 Recommendation For Future Research

This research paper only provides information only about two companies in Shenzhen China. It explains about government policies, skilled labor and suppliers as variables. So for future research it would be beneficial for the betterment of society to discover more different variables apart from government policies, skilled labor and suppliers.

Future researcher should also look form some other remote areas to investigate about high tech industries in China which provide the high tech industries to take advantage and improve the standard of living of people in different remote areas.

It’s also be advisable if the sample size of research should be large in number and covers larger picture with bigger population and demographic structure.

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Appendix 2 :

Questionnaire :

1. What is your gender? a. Male b. Female

2. What is your age ? a. 18-25 b. 26-30 c. 31-50 d. 50 or older e. others

3. What is your NATIONALITY ? a. Chinese b. UK c. European d. German e. Others

4. what is PURPOSE OF VISIT ? a. Investment b. Meeting family or friends c. Business d. Meetings e. Others

5. How about your SALARY RANGE? a. Investment b. Meeting family or friends c. Business d. Meetings e. Others

6. What is your OCCUPATION ? a. Government official b. Owner of business/company c. Employee d. Student e. Others

7. How many times have you visited Shenzhen ? a. 1 time b. 2 times c. 3 times d. 4 times e. More than 4 times

8. Do you feel that the Shenzhen has self-sufficiency in producing high tech computer chips?a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

9. Do you feel that the Shenzhen has self-sufficiency in producing electric cars ? a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

10. Do you agree that government has facilities of providing low cost loans to general public?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

11. Do you think that government has enough investment available regarding research and development towards industry and IT?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

12. Do you think that Shenzhen has facilities for foreign company investment?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

13. Do you think Shenzhen has special programs to support the global trade, regarding industries and IT development?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

14. Do you think that Shenzhen has innovative tendency in labor skills?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

15. Overall, how do you feel that Shenzhen has highly skilled technical skills labor force?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

16. Do you think that Shenzhen has favorable working environment for labor force?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

17. Do you think that Shenzhen has supportive industries laws for workforce?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

18. Do you think that Shenzhen population has highly qualified education and technical knowledge?

a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree

19. Do you think that in Shenzhen suppliers are in large numbers or small numbers?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
20. Do you think that in Shenzhen suppliers have enough raw materials to meet requirements?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
21. Do you feel that in Shenzhen suppliers have tendency to provide credit facilities?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
22. Do you think that in Shenzhen has a high quality manufacturing capability?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
23. Do you feel that in Shenzhen suppliers provide short lead time?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
24. Do you feel that in Shenzhen suppliers have value for money for raw materials?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
25. Do you feel that in Shenzhen there are enough lands available?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
26. Do you feel that in Shenzhen there are enough raw materials available?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
27. Do you feel that in Shenzhen there are labors available?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
28. Do you feel that in Shenzhen there are enough fuel and power available?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
29. Do you feel that in Shenzhen, the transport network is outstanding?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree
30. Do you feel that in Shenzhen, the market and political factors are favorable?
a. Strongly disagree b. Disagree c. Neutral d. Agree e. Strongly agree