



MOPS in URUGUAY



National Institute of Statistics of Uruguay



National Development Agency



Catholic University of Uruguay



Christian Business Leaders Association
(UNIAPAC Uruguay)

Annual Survey of Economic Activity (ASEA - 2020)

- **Universe of firms in Uruguay:** 23.000 (5-19), 4.700 (20-99), 830 (100 +)
- **Sample size:** 5.000 (10 +)
- Mandatory for companies with more than 50 employees and a sample for firms with 10-49 employees.
- All industries surveyed **except:**
 - Agricultural activities
 - Construction
 - Public health
 - Public administration
- **Data collection:** online form
- **Management practices:** a special module that must be answered by a senior executive.

MOPS – Uruguay - Final Questions

	sections	Nº questions
ASEA	General information of the company	
	Economic - financial statements	
	Staff information	
	Revenue from sales / exports	
	Costs	
	Investments, fixed assets.	
Management Practices Module	Process management, innovation and technology adoption	7
	Management Practices (MOPS)	16
	People management and work environment	9
	Organization, data and decision making	1
	Evolution of business results in the last 3 years	11

Testing (cognitive interviews, online form usability, representative sample)

Type	Nº	Results
Cognitive interviews senior executives	12	<p>Language adjustment</p> <ul style="list-style-type: none">• Do respondents understand the terms?• Interpretation of what the questions are asking• Interpretation of instructions
Online form (only management module)	26	<ul style="list-style-type: none">• Usability of the online questionnaire• Understanding of the questions• Lasted approx. 40 minutes
Telephone survey to a representative sample of Uruguayan firms	389	<ul style="list-style-type: none">• 386 companies surveyed (89 with more than 10 employees, 297 less 10 employees)• Understanding of the questions• Management Score calculation• Business outcomes index construction• Differences in management score and practices application between companies with +/- 10 employees

Management score *

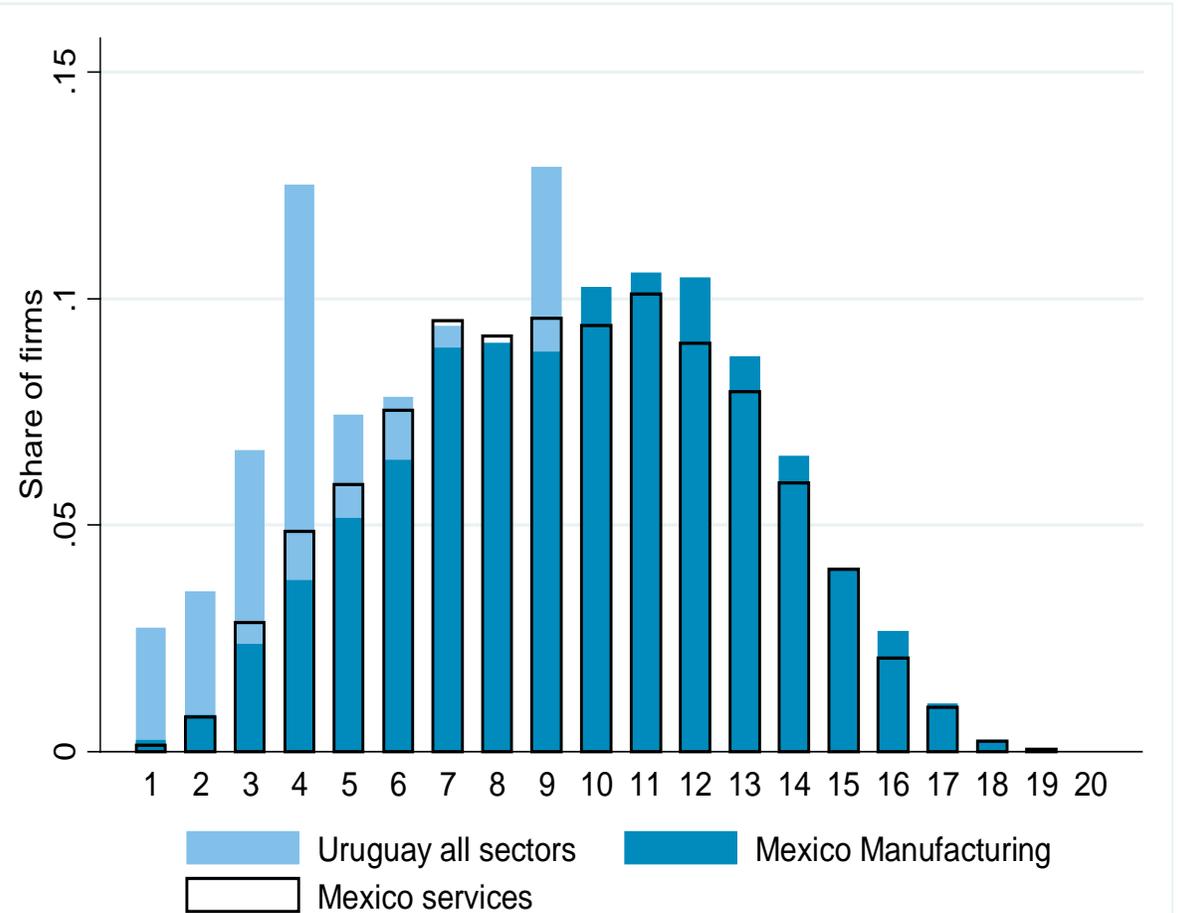
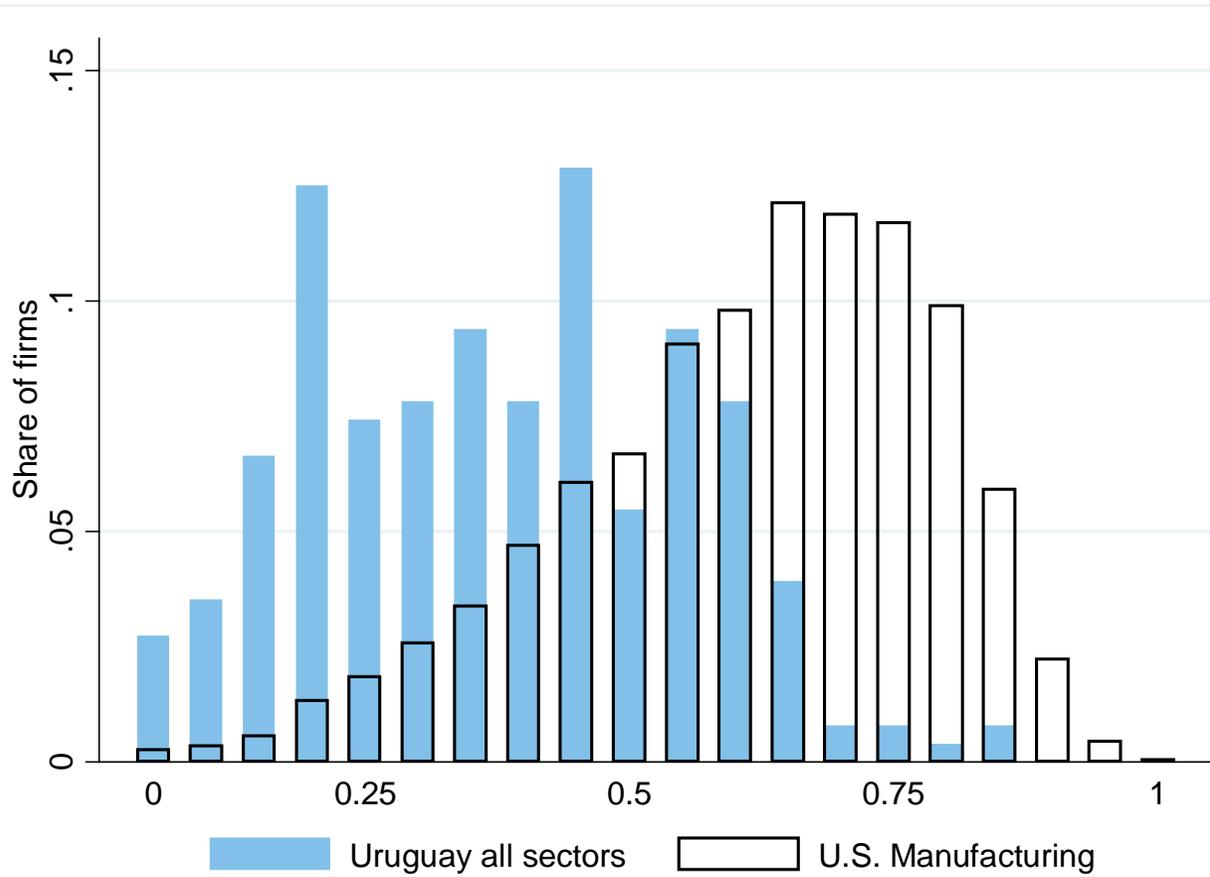
variable	mean	sd	p10	p50	p90	N
Manufacturing	0.427	0.150	0.194	0.427	0.607	36
Services	0.337	0.174	0.120	0.333	0.568	220

Mean U.S.
Manufacturing=0.62

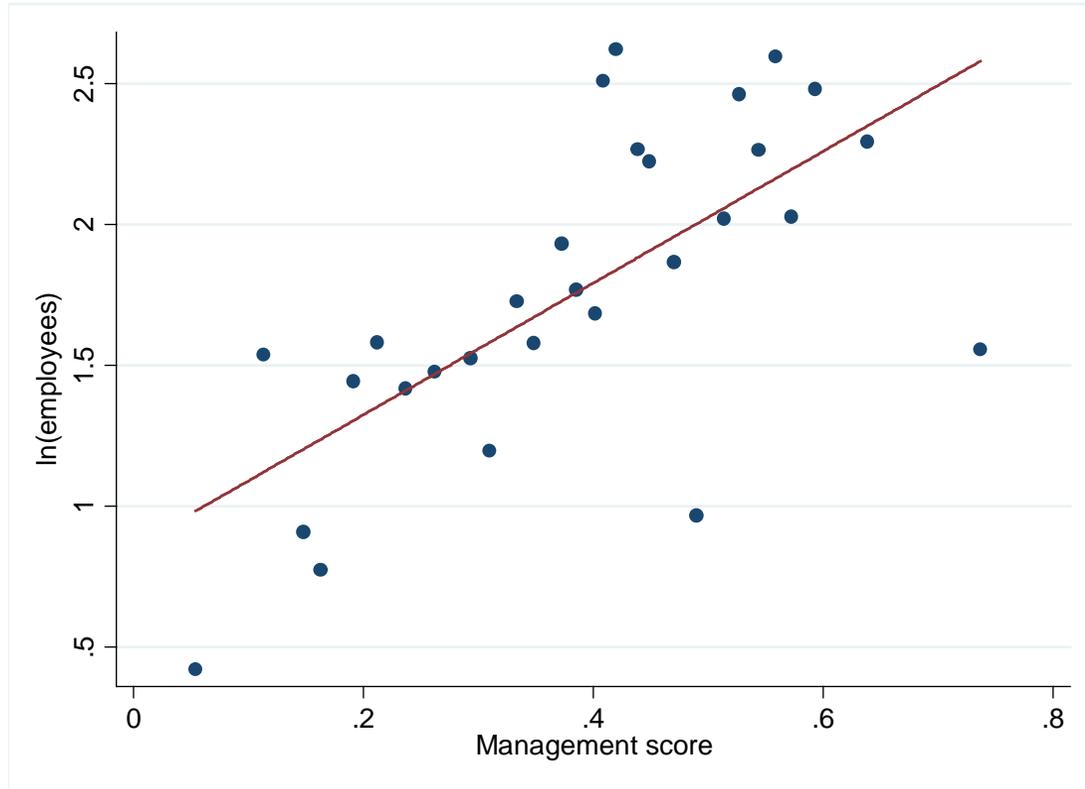
Mean Mexico
Manufacturing= 0.462
Services=0.443

* Representative sample of Uruguayan firms

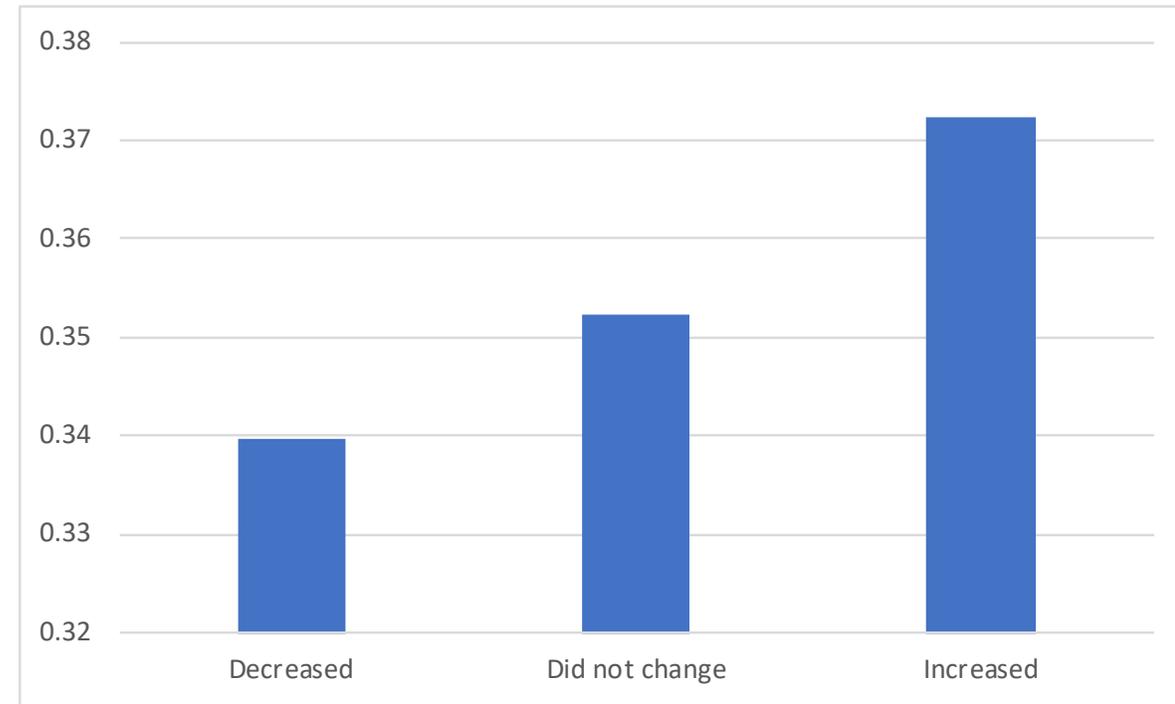
Management score



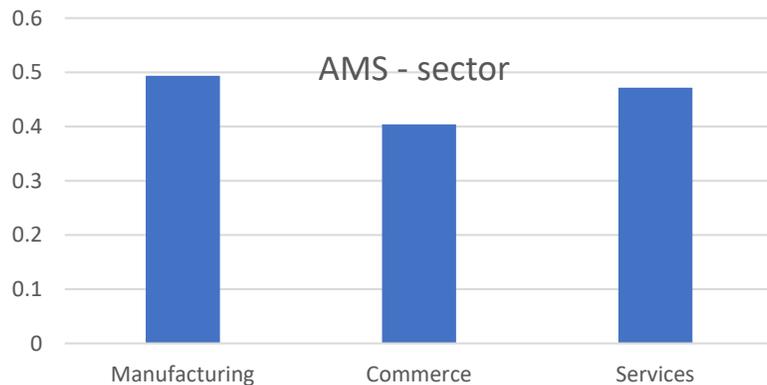
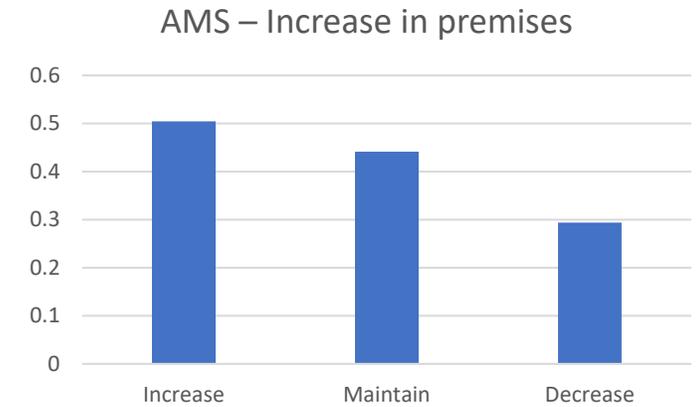
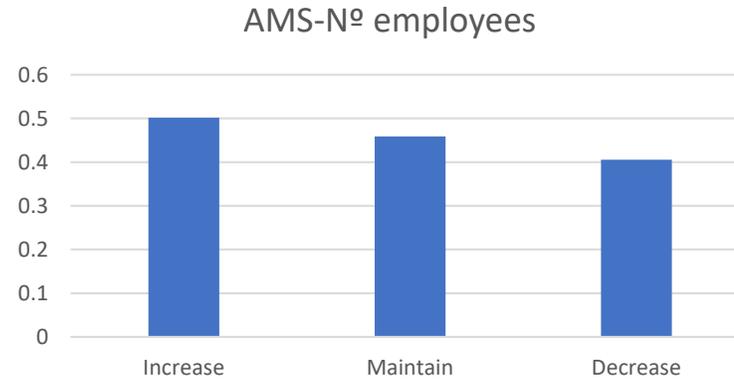
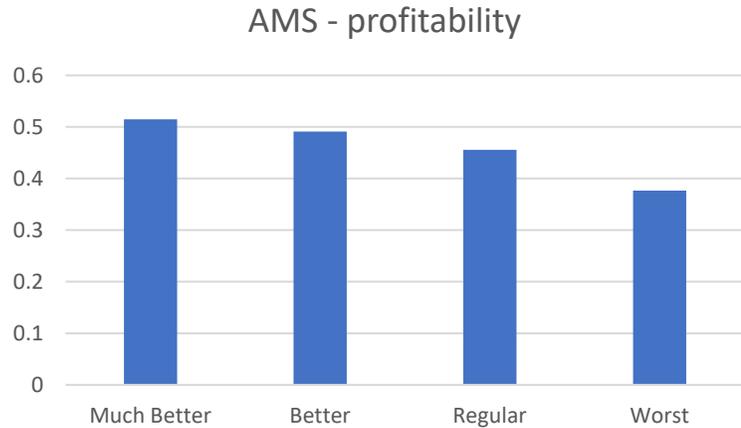
Management score and size



Management score and change in sales



Average Management Score – Performance (firms > 10 employees)



Management Score – Business Outcomes Index

correlation 0,139 (sig. 0,001)