

## Glossary of terms

Arm's length relationship	A pure market relationship where the only exchange is money for a good or service.
Australian private	The firm is an Australian-owned private company.
Australian public	The firm is an Australian-owned publicly listed company.
Australian subsidiary	The firm is the subsidiary of an Australian-owned company.
Benefit Index	The total number of firms which receive major/critical benefits for the leading seven benefit categories (in a particular arrangement or type of firm), divided by seven to give an average benefit score.
Business cooperation	A special relationship between at least two firms that is beyond normal market transactions and has some permanence. The term is used to cover various forms of business linkages and networks.
Business linkage	See 'cooperative arrangement'.
Capital goods	Products sold to other firms as capital equipment.
Consumer goods	See 'final goods'.
Cooperative arrangement	A special relationship between at least two firms that is beyond normal market transactions and has some permanence. The term is used to cover various forms of business linkages and networks.
Cooperative business arrangement	See 'cooperative arrangement'.
Core cooperation	Substantial forms of cooperative arrangements, such as joint ventures, formal networks, and preferred customer and supplier agreements.
Customer arrangement	A cooperative arrangement where the partner buys the product of the surveyed firm.

---

Domestic arrangement	All the firms in a cooperative arrangement are located in Australia.
Established firm	A firm between 6 and 24 years old.
Exporters	Firms which export at least some of their product.
Final goods	Products sold to distributors or final consumers.
Foreign owned	The firm is majority foreign owned.
Foreign subsidiary	The firm is the subsidiary of a majority foreign-owned company.
Formal arrangement	An arrangement which involves some form of contract or written agreement as to the role of each firm involved.
Further processing	See 'intermediate goods'.
High growth firms	The top 20 per cent of firms in the survey in terms of the highest turnover growth rates over the last three years.
High performers	See 'high growth firms'.
High tech firm	Firms with a high technology content in their product (in the opinion of the surveyed firms).
Informal arrangement	An arrangement without any written agreement - tacit arrangement based on trust and reputation.
Intermediate goods	Products sold to other firms for processing.
Key arrangement	The cooperative arrangement which the firm itself considers to be its most important arrangement.
Large firm	A firm with 100 or more employees, or a turnover of more than \$100m.
Linkage	See 'cooperative arrangement'.
Low growth firms	Firms in the survey experiencing negative growth in turnover over the past three years.
Low performers	See 'low growth firms'.
Low tech firm	Firms with a low technology content in their product (in the opinion of the surveyed firms).
Marginal cooperation	Less substantial forms of cooperative arrangements, such as forecasting and feedback.
Mature firm	A firm 25 years or more old.
Medium firm	A firm with 20 to 99 employees, or a turnover of between \$5m and \$99m.
Medium tech firm	Firms with a medium technology content in their product (in the opinion

	of the surveyed firms).
Micro firm	A firm with less than 10 employees, or a turnover of less than \$1m.
Multi-partner arrangement	A cooperative arrangement involving the surveyed firm and at least two other firms.
Network	See 'multi-partner arrangement'.
Non-exporters	Firms which do not export any of their product.
One-to-one arrangement	A cooperative arrangement involving the surveyed firm and only one other firm.
Other firm arrangement	A cooperative arrangement involving a firm which is neither a customer nor supplier of the surveyed firm.
Overseas arrangement	At least one firm in the cooperative arrangement is located overseas.
Partner firm	Other firm or firms in a cooperative arrangement with the surveyed firm.
Problem Index	The total number of firms which encounter some problems across the seven problem categories (in a particular arrangement or type of firm), divided by seven to give an average problem score.
Single partner arrangement	See 'one-to-one arrangement'.
Small firm	A firm with 11 to 19 employees, or a turnover of between \$1m and \$4.9m.
Supplier arrangement	A cooperative arrangement where the partner provides inputs to the product of the surveyed firm.
Unincorporated	The company is an unincorporated firm.
Young firm	A firm 5 or less years old.

# Acronyms

ABS	Australian Bureau of Statistics
AMC	Australian Manufacturing Council
AusIndustry	Coordinates and delivers business assistance programs within DIST
BI	The Benefit Index (see definition above).
BIE	Bureau of Industry Economics
DIST	Department of Industry, Science and Technology
GATT	General Agreement on Tariffs and Trade
IT&T	Information Technology and Telecommunications industry
MNE	Multinational enterprise
NIES	National Industry Extension Scheme
PI	The Problem Index (see definition above).
SMEs	Small and medium enterprises