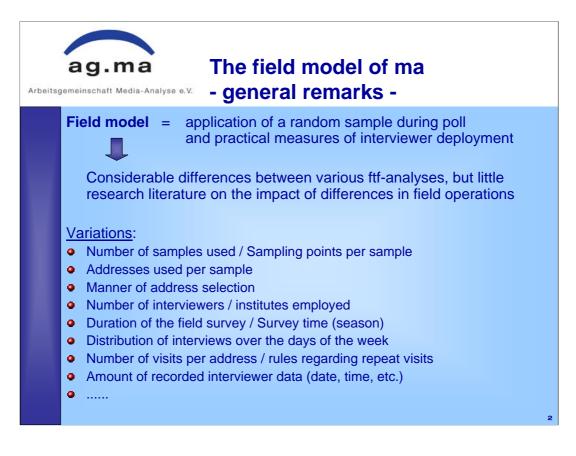


Introduction

As a large comparative analysis of advertising media, the *ma* has the general task of doing everything to eliminate possible influences on the results, starting with the sample: The survey population must be selected with the greatest diligence. Only if each polled individual has the same – or at least a calculable – chance in terms of the general total of becoming a target person for the survey can the sample be deemed representative. Apart from the technical aspects of generating a random sample, the field model plays a key role in this respect. Today, my contribution will focus on the field model of the *ma* Print Media, which is conducted as a face-to-face survey, and its possible impact on the representativeness of the survey results.



Some general remarks on ma field model

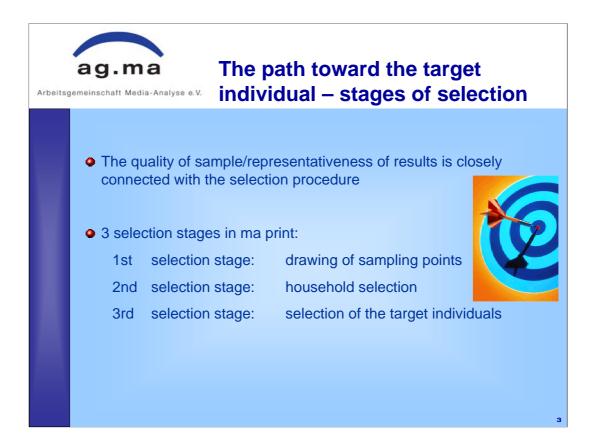
The field model includes the application of a random sample during the poll and the practical measures of interviewer deployment in the field during the selection of households and target individuals.

There are considerable differences in field model between the various face-to-face analyses – usually for cost reasons. It is a pity that there is little information on the subject in market research literature, at least in Germany. While there are many studies on the influence of questions, scale lengths, etc. on survey results, there is little information on the issue of the impact on results due to differences in field operation. Nevertheless, there is a considerable range of variations in this sector, e.g.:

- The number of samples used
- The sampling points per sample
- The addresses used per sample
- The manner of address selection
- The number of interviewers used
- The number of institutes employed
- The duration of the field survey/The survey time (season)
- The distribution of interviews over the days of the week
- The number of stipulated visits per address /The rules regarding repeat visits
- The possibility of reusing unreached addresses at different times

• The amount of recorded interviewer data (date, time, etc.) / The manner of monitoring

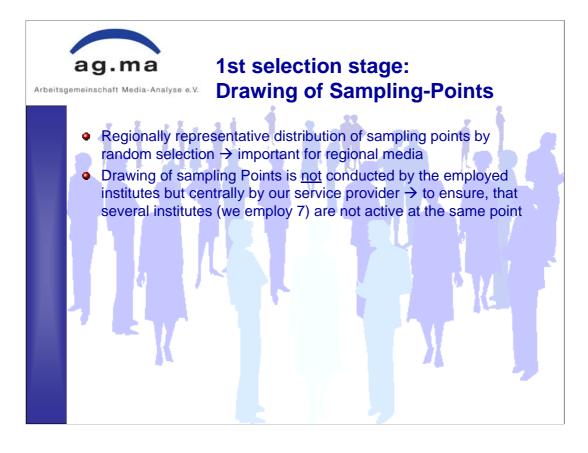
When implementing the *ma* Print Media based on face-to-face interviews, we provide the implementing institutes with detailed specifications on some of these possible influences for their field work. In the next part, I will address the specific implementation during sample processing and field work.



The path toward the target individual – The stages of the selection procedure

The quality of the sample and therefore the representativeness of the results is closely connected with the selection procedure. The *ma* Print Media involves three selection stages:

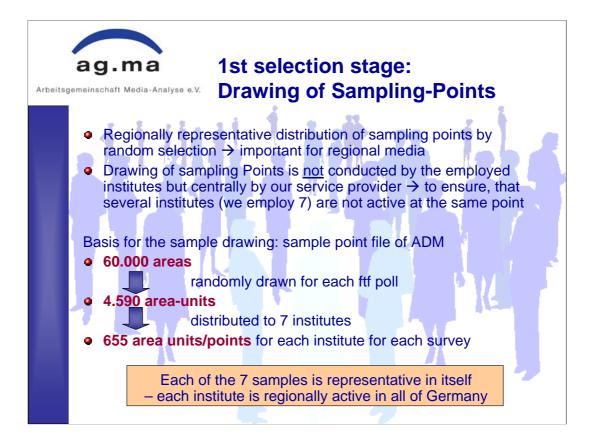
- 1st selection stage: Drawing of the sampling points
- 2nd selection stage: Household selection
- 3rd selection stage: Selection of the target individuals



1st selection stages: Drawing of the sampling points

Only if the sampling points are regionally distributed in a representative manner by random selection can the use of regionally disseminated media be depicted realistically. In this respect, it is important to mention that the drawing of the sampling points is <u>not</u> conducted by the institutes but centrally by one of our service providers. Since we employ seven institutes for each ma, this is the only way to ensure that several institutes not be active at the same point.

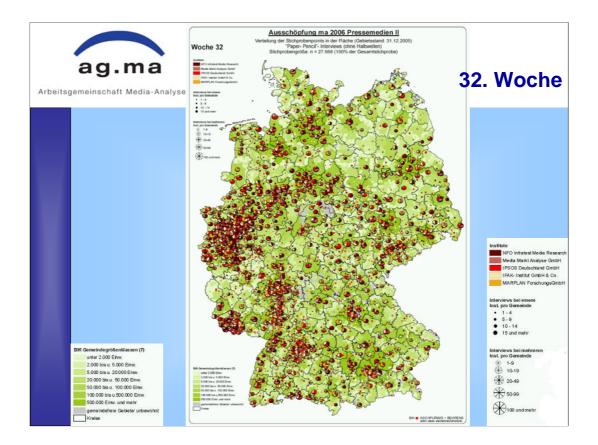
The basis for the random sample drawing of the *ma* is the sample point file of the Working Group of German Market Research Institutes (ADM) which includes 60,000 areas weighted by importance according to population shares and geographic coordinates. From this file, 4,590 area units are randomly drawn for each installment. These units are then distributed to the seven institutes. As a result, each institute is assigned 655 area units or points for processing for each survey installment. Each of the seven samples is representative in itself – each institute is regionally active in all of Germany.



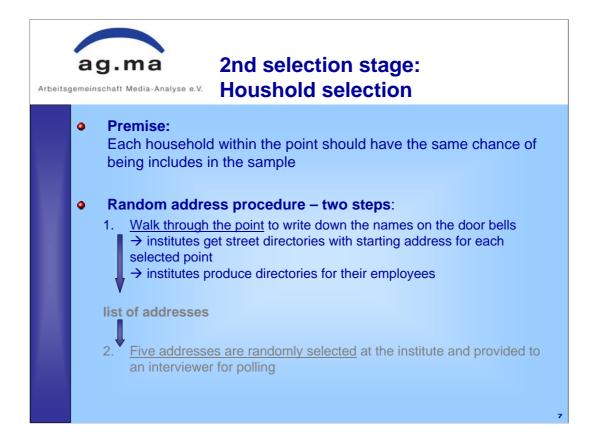
1st selection stages: Drawing of the sampling points

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Here you can see the sample points of one installment.

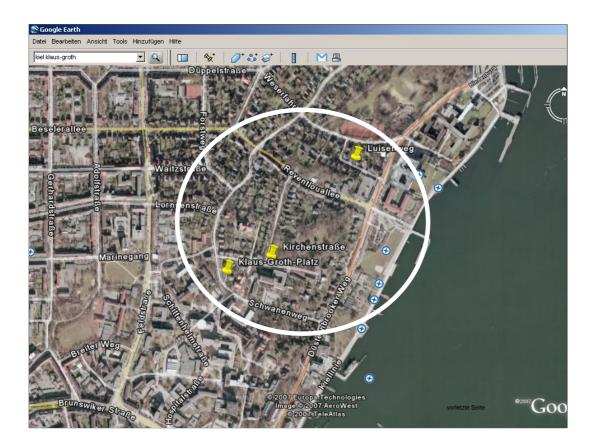


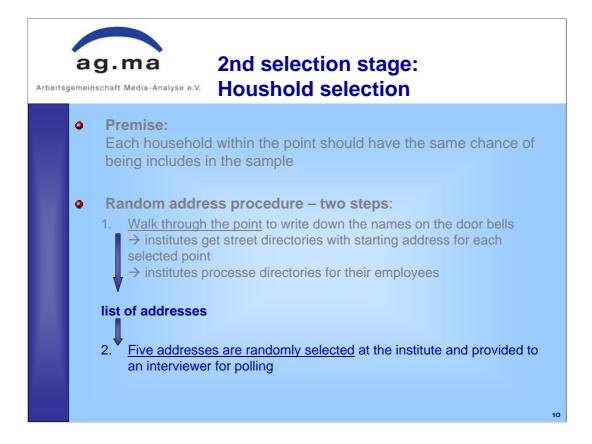
2nd selection stage: Household selection

This time, the selection units are households. The premise: Each household within the point should have the same chance of being included in the sample. Therefore, the households in the sampling point must first be determined; our face-to-face interviews are conducted based on a random-address procedure, which means that a so-called field inspection must be performed prior to conducting the actual interviews. For this purpose, assigned representatives from the individual institutes walk through the point in question and write down the names on the door bells of the private households. There are specific instructions for the field inspection, e.g. what to do when there is no name plate, when a street is uninhabited, when there are multi-family dwellings, etc. For each selected point, we provide the institutes with street directories with the house number of the starting address for the field inspection. The institute then processes these directories accordingly for its employees.

ag.ma	lyse e.V. HO			stage ection				
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Inte	erviewer-Nr.:	Sp_Nr: 1		Sample: 424				- I
PLZ. 2410: 2	KIEL, LANDESHAUPTSTAD D	** geter St		Hausnr. von: s s d d t n, dort angegebenen Hausr mer-Bereiche (U = nur un			*	L
star 50	ginning with rting adress names are l sed on door	, listed	r) benutzt werden III ket werden. C DER HAUSHALTSA	DRESSEN II		nä	ichste Seite	

Beginning with the starting address, 50 names are listed consecutively based on the door plates.

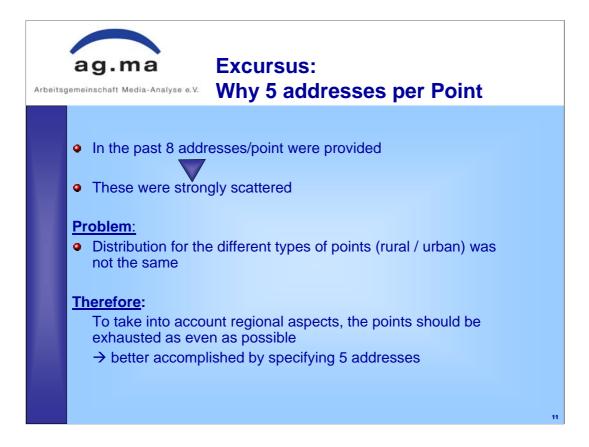




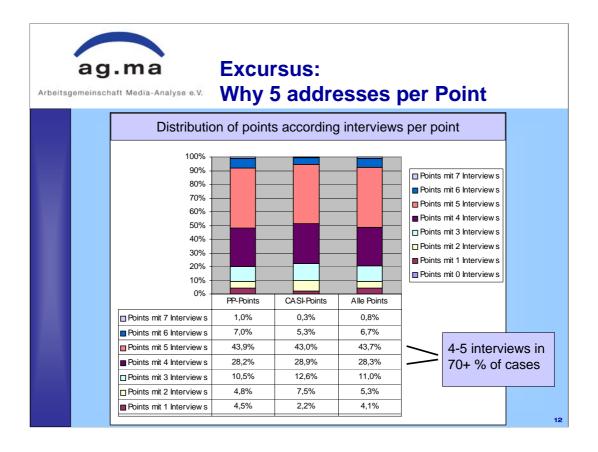
2nd selection stage: Household selection

From this list of addresses, five addresses are randomly selected <u>at the institute</u> and provided to an interviewer for polling.

This concludes the second selection stage – household selection.



Another remark on why specifically five addresses are provided per point in accordance with our instruction: In the past, eight addresses were provided per point. However, as it turned out, these were strongly scattered. Such a result would be acceptable, if one assumed that this distribution is the same for all types of points for ex. rual/urban areas, but this should not be expected. To take into account regional aspects, it had to be ensured that the points are exhausted as evenly as possible. This is better accomplished by specifying five addresses (see figure).



The example of the *ma* 2007 I shows that four to five interviews are conducted per point in more than 70 % of the cases, with an average of 4.26 interviews per point. As a result, a relatively even exhaustion of the points was achieved.



3.3 3rd selection stage – Selection of the target individuals

The institute now provides the interviewers with five target households for each sampling point for their interview and the actual poll begins. In all households with four or more persons over the age of 14, even two randomly selected individuals are chosen based on a Kish selection grid. However, there are also certain specifics and requirements at this level that the field management or the interviewers must observe:

- Weekly and daily distribution
- Interview time
- Interviewer deployment



Weekly and daily distribution

The *ma* is almost an all-year survey and is conducted in two polling installments: March to September / September to early February, each with breaks due to vacation periods. For each *ma*, it is very important to distribute the interviews over the days of the week and the field operation weeks as evenly as possible. After all, media usage differs based on season and over the course of the week. This also serves to achieve an optimal exhaustion of the sampling points based on the field operations plan specified by us and the exact determination of initial and repeat operations.

Arbeitsg	gemeinsc	haft	Media-Analyse e	.v Fi					I daily distribution ations plan -	
	März	10	04.03.2007 -	10.03.2007						
	März	11	11.03.2007 -	17.03.2007	Х					
	März	12	18.03.2007 -	24.03.2007	Х	n				
	März	13	25.03.2007 -	31.03.2007		n				
	April	14	01.04.2007 -	07.04.2007	Ost	ern				
	April	15	08.04.2007 -	14.04.2007						
	April	16	15.04.2007 -	21.04.2007	Х		WW			
	April	17	22.04.2007 -	28.04.2007	Х	n		nn		
	April	18	29.04.2007 -	05.05.2007	Х	n				
	Mai	19	06.05.2007 -	12.05.2007	Х	n				
	Mai	20	13.05.2007 -	19.05.2007	Х	n	W			
	Mai	21	20.05.2007 -	26.05.2007	Х	n	W	n		
	Mai	22	27.05.2007 -	02.06.2007	Х	n	W	n		
	Juni	23	03.06.2007 -	09.06.2007	Х	n	W	n		
	Juni	24	10.06.2007 -	16.06.2007	Х	n	W	n		
	Juni	25	17.06.2007 -	23.06.2007	Х	n	W	n		
	Juni	26	24.06.2007 -	30.06.2007	Х	n	W	n		
	Juli	27	01.07.2007 -	07.07.2007		n	W	n		
	Juli	28	08.07.2007 -	14.07.2007	0.0			n		
	Juli	29	15.07.2007 -	21.07.2007	Son	nmei				
	Juli	30 31	22.07.2007 - 29.07.2007 -	28.07.2007 04.08.2007						
	Juli	31 32		11.08.2007					X = initial operations week	
	August	32 33	12.08.2007 -	11.08.2007					N = follow-up week	
	August	33 34	19.08.2007 -	25.08.2007						
	August	34 35	26.08.2007 -	01.09.2007			W		W = repeat operation	
	August September	36	02.09.2007 -	01.09.2007			WW	n		
	September	37	09.09.2007 -	15.09.2007			****	nn		15
	September	37		10.00.2007	_					10

Here you can see our field operation plan: first installment spring/summer....

Arbeits	Arbeitsgemeinschaft Media-Analyse e.V. 2. Survey installment Weekly and daily distribution - Field operations plan -												
	September	38	16.09.2007	-	22.09.2007	Х							
	September	39	23.09.2007	-	29.09.2007	Х	n						
	September	40	30.09.2007	-	06.10.2007	Х	n						
	Oktober	41	07.10.2007	-	13.10.2007	Х	n						
	Oktober	42	14.10.2007	-	20.10.2007	Х	n	W					
	Oktober	43	21.10.2007	-	27.10.2007	Х	n	W	n				
	Oktober	44	28.10.2007	-	03.11.2007	Х	n	W	n				
	November	45	04.11.2007	-	10.11.2007	Х	n	W	n				
	November	46	11.11.2007	-	17.11.2007	Х	n	W	n				
	November	47	18.11.2007	-	24.11.2007	Х	n	W	n				
	November	48	25.11.2007	-	01.12.2007	Х	n	W	n				
	Dezember	49	02.12.2007	-	08.12.2007	Х	n	W	n				
	Dezember	50	09.12.2007	-	15.12.2007	Х	n	W	n				
	Dezember	51	16.12.2007	-	22.12.2007		n		n				
	Dezember	52	23.12.2007	-	29.12.2007	Win	ter						
	Dezember	1	30.12.2007	-	05.01.2008								
	Januar	2	06.01.2008	-	12.01.2008			W		X = initial operations week			
	Januar	3	13.01.2008	-	19.01.2008			W	n	N = follow-up week			
	Januar	4	20.01.2008	-	26.01.2008			W	n	W = repeat operation			
	Januar	5	27.01.2008	-	02.02.2008			W	n		16		

... and second installment autumn, winter

Arbeitsg	Arbeitsgemeinschaft Media-Analyse e.V. 2. Survey installment Weekly and daily distribution - Field operations plan -											
	September	38	16.09.2007	-	22.09.2007	Х	~					
	September	39	23.09.2007	-	29.09.2007	X	n			Initial operation:		
	September	40	30.09.2007	-	06.10.2007	X	n	、 、		Interviewer instruction \rightarrow		
	Oktober	41	07.10.2007	-	13.10.2007	Х	n			conduct interview on initial		
	Oktober	42	14.10.2007	-	20.10.2007	Х	n	W		operations day, if possible		
	Oktober	43	21.10.2007	-	27.10.2007	Х	n	W	\n			
	Oktober	44	28.10.2007	-	03.11.2007	Х	n	W	'n	•Follow up:		
	November	45	04.11.2007	-	10.11.2007	Х	n	W	n	if not, for mo-sa every		
	November	46	11.11.2007	-	17.11.2007	Х	n	W	n	ackslash other weekday except		
	November	47	18.11.2007	-	24.11.2007	Х	n	W	n	next day, for Sunday only		
	November	48	25.11.2007	-	01.12.2007	Х	n	W	n	another Sunday is		
	Dezember	49	02.12.2007	-	08.12.2007	Х	n	W	n	appreciated		
	Dezember	50	09.12.2007	-	15.12.2007	Х	n	W	n			
	Dezember	51	16.12.2007	-	22.12.2007		n		n	↓ ↓		
	Dezember	52	23.12.2007	-	29.12.2007	Win	ter			"key date approach"		
	Dezember	1	30.12.2007	-	05.01.2008							
	Januar	2	06.01.2008	-	12.01.2008			W		X = initial operations week		
	Januar	3	13.01.2008	-	19.01.2008			W	n	N = follow-up week		
	Januar	4	20.01.2008	-	26.01.2008			W	n	W = repeat operation		
	Januar	5	27.01.2008	-	02.02.2008			W	n			

Initial operations week and follow-up week

The initial operations week for a polling installment is derived from the field operations plan. The interviewers are clearly instructed to conduct the interview on the stipulated **initial operations day**, if possible. Of course, this doesn't always work. As an alternative for the weekdays Monday through Saturday, every other weekday – with the exception of the very next day – is approved. For Sunday as an operations day, only another Sunday may be selected as a make-up day. As a result, we are dealing with a "key date approach" in which we take into account that newspapers and magazines are not read equally on all weekdays.

If the interview can not be conducted on the initial operations day, it is possible to visit the household again on the make-up days or to schedule a meeting with the target individual. For Monday through Saturdays, there are nine make-up days each; for Sunday, there are only the next two Sundays.

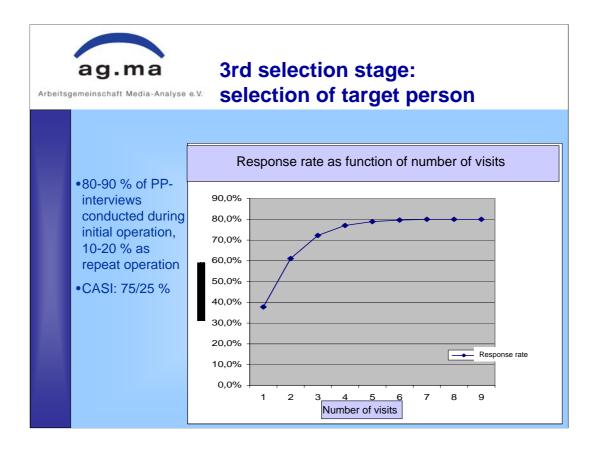
Arbeits	Arbeitsgemeinschaft Media-Analyse e.v. 2. Survey installment Weekly and daily distribution - Field operations plan -												
	September	38	16.09.2007	-	22.09.2007	Х							
	September	39	23.09.2007	-	29.09.2007	Х	n			Г			
	September	40	30.09.2007	-	06.10.2007	Х	n				•Repeat operation:		
	Oktober	41	07.10.2007	-	13.10.2007	Х	n				Follow up operation after 4		
	Oktober	42	14.10.2007	-	20.10.2007	Х	n	W -			weeks following again		
	Oktober	43	21.10.2007	-	27.10.2007	Х	n	W	n _				
	Oktober	44	28.10.2007	-	03.11.2007	Х	n	W	n		initial/follow up week		
	November	45	04.11.2007	-	10.11.2007	Х	n	W	n		•This time: institute is free		
	November	46	11.11.2007	-	17.11.2007	Х	n	W	n		to specify interview days		
	November	47	18.11.2007	-	24.11.2007	Х	n	W	n		in accordance with		
	November	48	25.11.2007	-	01.12.2007	Х	n	W	n		distribution from initial		
	Dezember	49	02.12.2007	-	08.12.2007	Х	n	W	n		operation (actual/target		
	Dezember	50	09.12.2007	-	15.12.2007	Х	n	W	n		comparison)		
	Dezember	51	16.12.2007	-	22.12.2007		n		n		compansony		
	Dezember	52	23.12.2007	-	29.12.2007	Win	ter						
	Dezember	1	30.12.2007	-	05.01.2008								
	Januar	2	06.01.2008	-	12.01.2008			W			K = initial operations week		
	Januar	3	13.01.2008	-	19.01.2008			W	n	1	N = follow-up week		
	Januar	4	20.01.2008	-	26.01.2008			W	n	,	N = repeat operation		
	Januar	5	27.01.2008	-	02.02.2008			W	n		18 repeat operation		

... and second installment autumn, winter

Arbeitsç	Arbeitsgemeinschaft Media-Analyse e.v. 2. Survey installment Weekly and daily distribution - Field operations plan -											
	September	38	16.09.2007	-	22.09.2007	Х						
	September	39	23.09.2007	-	29.09.2007	Х	n					
	September	40	30.09.2007	-	06.10.2007	Х	n			Repeat operation:		
	Oktober	41	07.10.2007	-	13.10.2007	Х	n			Follow up operation after		
	Oktober	42	14.10.2007	-	20.10.2007	Х	n	W -		4 weeks following again		
	Oktober	43	21.10.2007	-	27.10.2007	Х	n	W	n _	initial/follow up week		
	Oktober	44	28.10.2007	-	03.11.2007	Х	n	W	n			
	November	45	04.11.2007	-	10.11.2007	Х	n	W	n	•This time: institute is free		
	November	46	11.11.2007	-	17.11.2007	Х	n	W	n	to specify interview days		
	November	47	18.11.2007	-	24.11.2007	Х	n	W	n	in accordance with		
	November	48	25.11.2007	-	01.12.2007	Х	n	W	n	distribution from initial		
	Dezember	49	02.12.2007	-	08.12.2007	Х	n	W	n	operation (actual/target		
	Dezember	50	09.12.2007	-	15.12.2007	Х	n	W	n	comparison)		
	Dezember	51	16.12.2007	-	22.12.2007		n		n	, ,		
	Dezember	52	23.12.2007	-	29.12.2007	Win	ter					
	Dezember	1	30.12.2007	-	05.01.2008							
	Januar	2	06.01.2008	-	12.01.2008			W		X = initial operations week		
	Januar	3	13.01.2008	-	19.01.2008			W	n	N = follow-up week		
	Januar	4	20.01.2008	-	26.01.2008			W	n			
	Januar	5	27.01.2008	-	02.02.2008			W	n	W = repeat operation		

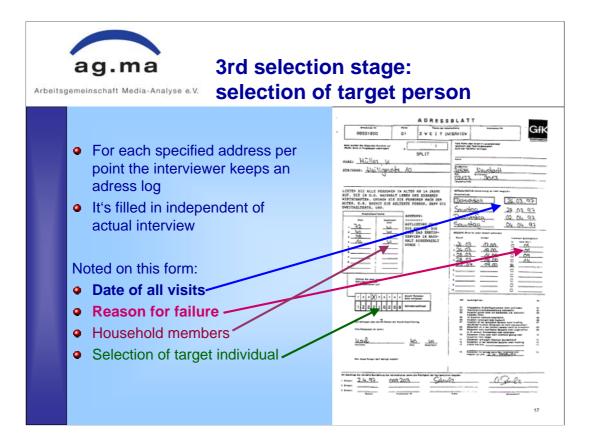
Repeat operation and follow-up week

If an interview could not be conducted on the aforementioned dates, a follow-up operation is implemented after a four-week period following the initial operations day (repeat operation and follow-up week). This time the institute is free to specify the interview days, but the objective of evenly exhausting the days of the week remains. In accordance with the distribution from the initial operation (actual/target comparison), the institute should specify the polling days that were exhausted poorly.



Between 80 and 90% of the paper-pencil interviews are conducted during the initial operation, 10 to 20% as a repeat operation (CASI: approx. 75% initial operation, 25% repeat operation).

Below, we take a look at the exhaustion as a function of the number of visits.



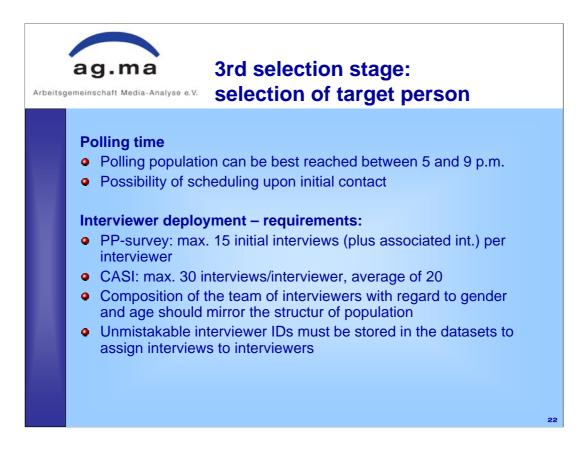
For each of the specified addresses per point, the interviewer must keep a so-called address log, which is filled in independent of the actual interview;

- e.g. the date of all visits is logged.

- If a visit is unsuccessful, the reason for failure is noted, e.g. illness, refusal, etc. Failures are determined after at least three follow-up visits

- Furthermore the household members are listed and

- the selection of the target individual is made via a Kish selection grid based on this form.



Polling time:

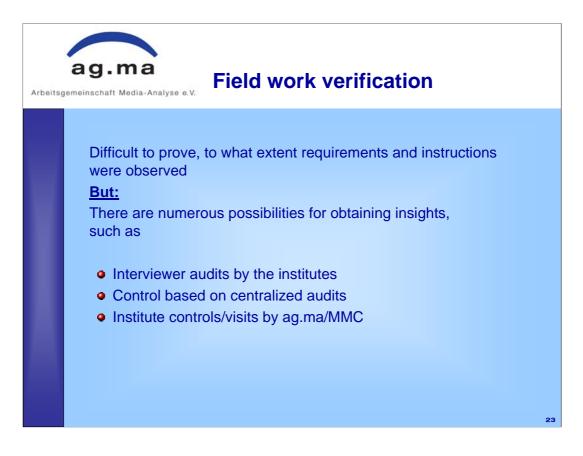
The interviewers are expressly instructed that the polling population can be best reached between 5:00 p.m. and 9:00 p.m. Of course, interviewers have the possibility of scheduling an interview with the target individual upon initial contact.

Interviewer deployment:

During the paper-pencil survey, each interviewer should conduct a maximum of 15 initial interviews plus the associated secondary interviews. The CASI approach is a little more generous – due to the equipment, we demand a maximum of 30 and an average of 20 interviews per interviewer. The background is that there may well be "interviewer trademarks" that could result in bias.

Furthermore, we point out in our requirements catalog for the institutes that the composition of the team of interviewers with regard to gender and age should correspond to the structure of the population – again, for avoiding effects.

According to another requirement, unmistakable interviewer IDs must be stored in the datasets. This way the conducted interviews can be clearly assigned to the interviewers, which may at times be helpful and informative during the data check.



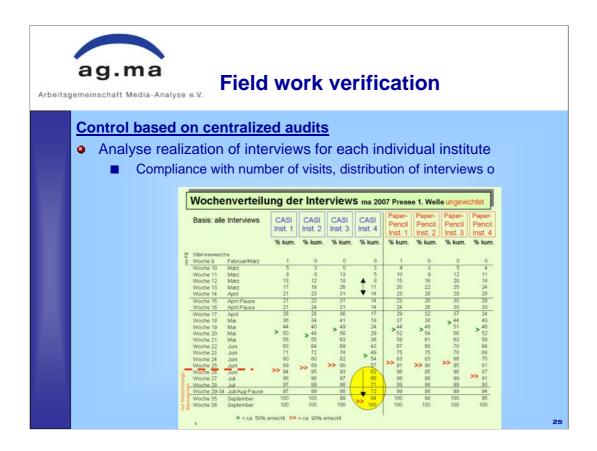
4. Field work verification

We are aware that it is difficult to prove to what extent the requirements and instructions for the interviewer in the field were really observed. But there are numerous possibilities for obtaining insights into the submitted work.



Interviewer audits by the institutes

First of all, the institutes implement their own controls by randomly contacting polled individuals to determine if they were visited by the interviewer and for how long, whether he or she presented title cards, etc. Following the conclusion of each installment, MMC receives a record of the interviewer audits.

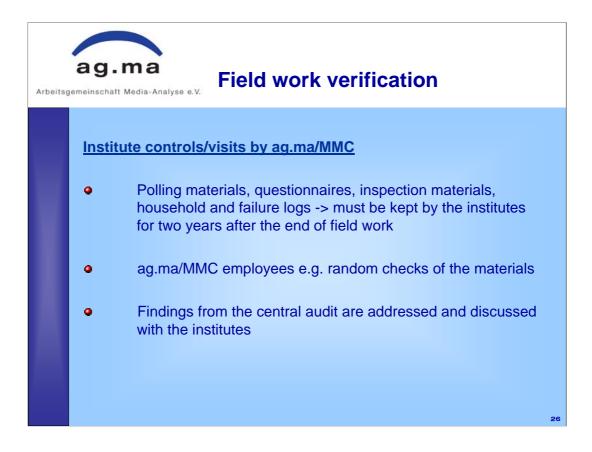


<u>Control based on centralized audits</u>

As in other areas, one important control instrument for the submitted work with regard to the stipulated field work requirements are centralized audits.

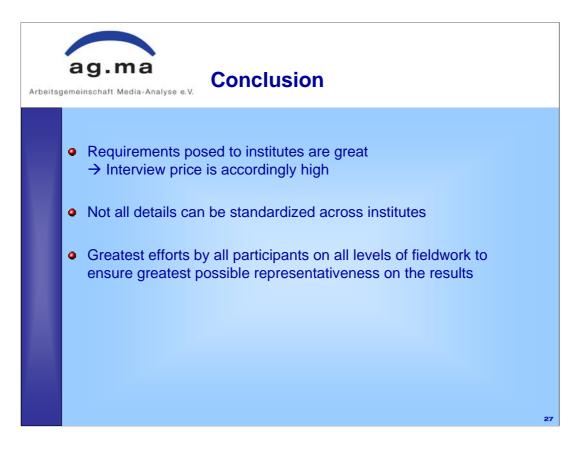
These audits analyze, for instance, the realization of interviews for each individual institute, e.g. whether the institute complied with the required number of visits, the distribution of interviews over days and weeks, and the number of interviews per interviewer.

And in some cases again the interviewer-ID can be very helpful to find f. ex. patterns.



Institute controls by ag.ma/MMC

All polling materials, questionnaires, inspection materials, household and failure logs must be kept by the institutes for at least two years after the end of field work. Each institute is visited once or twice a year. During this visit, MMC employees perform e.g. random checks of the materials. Findings from the central audit are addressed and discussed with the institutes in question.



Conclusion:

We are aware of how difficult interviewing is in the field. The requirements posed to the institutes are great, the interview price is accordingly high – PP is EUR 77.00 per interview on average, CASI is EUR 84.00 per interview.

We are also aware that not all details can be standardized across institutes – from the preparation of fill-out forms and the payment methods for the interviewers to the institutes' internal, organizational aspects. However, we would like to communicate – based on requirements, controls, personal discussions and feedback to the institutes – that the greatest efforts must be made by all participants on all levels of field work to ensure the greatest possible representativeness of the results.