LIST OF TABLES

- Table 1: Global Construction Industry Senior-Level Respondents Revenue Growth Optimism (%), 2013
- Table 2: Global Construction Industry Senior-Level Respondents Revenue Growth Optimism by Region (%), 2013
- Table 3: Global Construction Industry Senior-Level Respondents Revenue Growth Optimism by Turnover (%), 2013
- Table 4: Global Construction Industry Key Priorities by Senior-Level Respondents (%), 2013–2014
- Table 5: Global Construction Industry Senior-Level Respondents Key Priorities by Region (%), 2013–2014
- Table 6: Global Construction Industry M&A Activity Forecast by Senior-Level Respondents (%), 2013–2014
- Table 7: Global Construction Industry Senior-Level Respondents M&A Activity Forecast by Region (%), 2013–2014
- Table 8: Global Construction Industry Senior-Level Respondents M&A Activity Forecast by Turnover (%), 2013–2014
- Table 9: Global Construction Industry Capital Expenditure Estimation by Senior-Level Respondents (%), 2013–2014
- Table 10: Global Construction Industry Senior-Level Respondents' Capital Expenditure Estimation by Region (% Increase), 2013–2014
- Table 11: Global Construction Industry Senior-Level Respondents Capital Expenditure Estimation by Turnover (% Increase), 2013–2014
- Table 12: Global Construction Industry Planned Change in Staff Recruitment Activity by Senior-Level Respondents (%), 2013–2014
- Table 13: Global Construction Industry Senior-Level Respondents' Planned Change in Staff Recruitment Activity by Region (%), 2013–2014
- Table 14: Global Construction Industry Senior-Level Respondents' Planned Change in Staff Recruitment Activity by Turnover (%), 2013–2014
- Table 15: Global Construction Industry Demand in Emerging Markets by Senior-Level Respondents (%), 2013–2014
- Table 16: Global Construction Industry Senior-Level Respondents Growth Expectations in Developed Countries (%), 2013–2014
- Table 17: Global Construction Industry Senior-Level Respondents Growth
- Expectations in Developed Countries by Region (% Increase), 2013–2014
- Table 18: Global Construction Industry Senior-Level Respondents Leading Business Concerns (%), 2013–2014
- Table 19: Global Construction Industry Senior-Level Respondents Leading Business Concerns by Region (%), 2013–2014
- Table 20: Global Construction Industry Senior-Level Respondents Securing Buyer Business (%), 2013
- Table 21: Global Construction Industry Senior-Level Respondents Securing Buyer Business by Turnover (%), 2013
- Table 22: Global Construction Industry Senior-Level Respondents Key Variation in Operational Costs (%), 2013–2014

- Table 23: Global Construction Industry Senior-Level Respondents Key Variation in Operational Costs (%), 2013–2014 by Region (%), 2013–2014
- Table 24: Global Construction Industry Senior-Level Respondents Annual Procurement Budgets in US\$ (%), 2013
- Table 25: Global Construction Industry Senior-Level Respondents Increase in Revenue Growth vs. Procurement Budget (%), 2013
- Table 26: Global Construction Industry Senior-Level Respondents Annual Procurement Budgets in US\$ by Region (%), 2013
- Table 27: Global Construction Industry Senior-Level Respondents Planned Change in Procurement Expenditure (%), 2013
- Table 28: Global Construction Industry Senior-Level Respondents Planned Change in Procurement Expenditure by Region (%), 2013
- Table 29: Global Construction Industry Senior-Level Respondents Change in Expenditure by Product and Service Category (%), 2013
- Table 30: Global Construction Industry Senior-Level Respondents Variations in Regional Supplier Prices (%), 2013
- Table 31: Global Construction Industry Senior-Level Respondents Variations in Regional Supplier Prices by Region (%), 2013
- Table 32: Global Construction Industry Senior-Level Respondents Variations in Regional Supplier Prices by Turnover (%), 2013
- Table 33: Global Construction Industry Senior-Level Respondents Future Procurement Objectives (%), 2013
- Table 34: Global Construction Industry Senior-Level Respondents Future Procurement Objectives by Region (%), 2013
- Table 35: Global Construction Industry Senior-Level Respondents Future Procurement Objectives by Turnover (%), 2013
- Table 36: Global Construction Industry Senior-Level Respondents E–Procurement, Level of Implementation (%), 2013
- Table 37: Global Construction Industry Senior-Level Respondents E–Procurement, Level of Implementation by Region (%), 2013
- Table 38: Global Construction Industry Annual Marketing Budgets by Senior-Level Respondents (%), 2013
- Table 39: Global Construction Industry Senior-Level Respondents Annual Marketing Budgets by Region (%), 2013
- Table 40: Global Construction Industry Senior-Level Respondents Annual Marketing Budgets by Turnover (%), 2013
- Table 41: Global Construction Industry Planned Change in Marketing Expenditure by Senior-Level Respondents (%), 2013
- Table 42: Global Construction Industry Senior-Level Respondents Planned Change in Marketing Expenditure by Turnover (%), 2013
- Table 43: Global Construction Industry Senior-Level Respondents Planned Change in Marketing Expenditure Levels by Revenue Growth Expectations (%), 2013
- Table 44: Global Construction Industry Future Investment in Media Channels by Senior-Level Respondents (%), 2013
- Table 45: Global Construction Industry Senior-Level Respondents Future Investment in Media Channels by Region (% Increase Responses), 2013

Table 46: Global Construction Industry Senior-Level Respondents – Future Investment in Media Channels by Turnover (% Increase Responses), 2013

Table 47: Global Construction Industry Senior-Level Respondents – Planned Investment in Marketing and Sales Technologies (%), 2013

Table 48: Global Construction Industry Senior-Level Respondents – Planned Investment in Marketing and Sales Technologies by Region (%), 2013

Table 49: Global Construction Industry – Key Marketing Aims by Senior-Level Respondents (%), 2013

Table 50: Global Construction Industry Senior-Level Respondents – Key Marketing Aims by Region (%), 2013

Table 51: Global Construction Industry Senior-Level Respondents – Key Marketing Aims by Turnover (%), 2013

Table 52: Global Construction Industry – Key Amendments to Marketing Activities by Senior-Level Respondents (%), 2013–2014

Table 53: Global Construction Industry Senior-Level Respondents – Key Amendments to Marketing Activities by Region (%), 2013–2014

Table 54: Global Construction Industry Senior-Level Respondents – Key Amendments to Marketing Activities by Turnover (%), 2013–2014

Table 55: Best Uses of New Media – Global Construction Industry Senior-Level Respondents (%), 2013

Table 56: Global Construction Industry Senior-Level Respondents – Best Uses of New Media by Region (%), 2013

Table 57: Global Construction Industry Senior-Level Respondents – Best Uses of New Media by Turnover (%), 2013

Table 58: Critical Success Factors – Global Construction Industry Senior-Level Respondents (%), 2013

Table 59: Critical Success Factors by Turnover – Global Construction Industry Senior-Level Respondents (%), 2013

Table 60: Survey Results – Closed Questions

Table 61: Global Construction Industry – Senior-Level Respondents by Company Type, 2013

Table 62: Global Construction Industry – Senior-Level Respondents by Company Turnover (%), 2013

Table 63: Global Construction Industry – Senior-Level Respondents by Region (%), 2013

List of figures

Figure 1: Global Construction Industry Senior-Level Respondents – Revenue Growth Optimism (%), 2013

Figure 2: Global Construction Industry Senior-Level Respondents – Revenue Growth Optimism by Region (%), 2013

Figure 3: Global Construction Industry – Key Priorities by Senior-Level Respondents (%), 2013–2014

Figure 4: Global Construction Industry – Senior-Level Respondents Key Priorities by Region (%), 2013–2014

Figure 5: Global Construction Industry – Senior-Level Respondents Key Priorities by

- Turnover (%), 2013
- Figure 6: Global Construction Industry M&A Activity Forecast by Senior-Level Respondents (%), 2013–2014
- Figure 7: Global Construction Industry Senior-Level Respondents M&A Activity Forecast by Region (%), 2013–2014
- Figure 8: Global Construction Industry Senior-Level Respondents M&A Activity Forecast by Turnover (%), 2013–2014
- Figure 9: Global Construction Industry Capital Expenditure Estimation by Senior-Level Respondents (%), 2013–2014
- Figure 10: Global Construction Industry Senior-Level Respondents' Capital Expenditure Estimation by Region (% Increase), 2013–2014
- Figure 11: Global Construction Industry Senior-Level Respondents Capital Expenditure Estimation by Turnover (% Increase), 2013–2014
- Figure 12: Global Construction Industry Planned Change in Staff Recruitment Activity by Senior-Level Respondents (%), 2013–2014
- Figure 13: Global Construction Industry Senior-Level Respondents' Planned Change in Staff Recruitment Activity by Region (%), 2013–2014
- Figure 14: Global Construction Industry Senior-Level Respondents' Planned Change in Staff Recruitment Activity by Turnover (%), 2013–2014
- Figure 15: Global Construction Industry Senior-Level Respondents Top Ten Growth Regions, 2013
- Figure 16: Global Construction Industry Top Five Emerging Markets by Senior-Level Respondents (%), 2013–2014
- Figure 17: Global Construction Industry Demand in Emerging Markets by Senior-Level Respondents (%), 2013–2014
- Figure 18: Global Construction Industry Senior-Level Respondents Demand in Emerging Markets by Region (%), 2013–2014
- Figure 19: Global Construction Industry Senior-Level Respondents Demand in Emerging Markets by Turnover (%), 2013–2014
- Figure 20: Global Construction Industry Top Five Developed Markets by Senior-Level Respondents (%), 2013–2014
- Figure 21: Global Construction Industry Senior-Level Respondents Growth Expectations in Developed Countries (%), 2013–2014
- Figure 22: Global Construction Industry Senior-Level Respondents Growth
- Expectations in Developed Countries by Turnover (% Increase), 2013–2014
- Figure 23: Global Construction Industry Senior-Level Respondents Leading Business Concerns (%), 2013–2014
- Figure 24: Global Construction Industry Senior-Level Respondents Leading Business Concerns (%), 2013–2014
- Figure 25: Global Construction Industry Senior-Level Respondents Leading Business Concerns by Turnover (%), 2013–2014
- Figure 26: Global Construction Industry Senior-Level Respondents Securing Buyer Business (%), 2013
- Figure 27: Global Construction Industry Senior-Level Respondents Securing Buyer Business by Region (%), 2013
- Figure 28: Global Construction Industry Senior-Level Respondents Key Variation in

- Operational Costs (%), 2013–2014
- Figure 29: Global Construction Industry Senior-Level Respondents Key Variation in Operational Costs by Region (%), 2013–2014
- Figure 30: Global Construction Industry Senior-Level Respondents Key Variation in Operational Costs by Turnover (%), 2013–2014
- Figure 31: Global Construction Industry Senior-Level Respondents Impact of Changing Costs on Product Pricing (%), 2013
- Figure 32: Global Construction Industry Senior-Level Respondents Annual Procurement Budgets in US\$ (%), 2013
- Figure 33: Global Construction Industry Senior-Level Respondents Annual Procurement Budgets in US\$ by Region (%), 2013
- Figure 34: Global Construction Industry Senior-Level Respondents Annual Procurement Budgets in US\$ by Turnover (%), 2013
- Figure 35: Global Construction Industry Senior-Level Respondents Planned Change in Procurement Expenditure (%), 2013
- Figure 36: Global Construction Industry Senior-Level Respondents Planned Change in Procurement Expenditure by Region (%), 2013
- Figure 37: Global Construction Industry Senior-Level Respondents Planned Change in Procurement Expenditure by Turnover (%), 2013
- Figure 38: Global Construction Industry Senior-Level Respondents Change in Expenditure by Product and Service Category (%), 2013
- Figure 39: Global Construction Industry Senior-Level Respondents Variations in Regional Supplier Prices (%), 2013
- Figure 40: Global Construction Industry Senior-Level Respondents Variations in Regional Supplier Prices by Region (%), 2013
- Figure 41: Global Construction Industry Senior-Level Respondents Variations in Regional Supplier Prices by Turnover (%), 2013
- Figure 42: Global Construction Industry Senior-Level Respondents Critical Success Factors for Supplier Selection, 2013
- Figure 43: Global Construction Industry Senior-Level Respondents Future Procurement Objectives (%), 2013
- Figure 44: Global Construction Industry Senior-Level Respondents Future Procurement Objectives by Region (%), 2013
- Figure 45: Global Construction Industry Senior-Level Respondents Future Procurement Objectives by Turnover (%), 2013
- Figure 46: Global Construction Industry Senior-Level Respondents E–Procurement, Level of Implementation (%), 2013
- Figure 47: Global Construction Industry Senior-Level Respondents E–Procurement, Level of Implementation by Region (%), 2013
- Figure 48: Global Construction Industry Senior-Level Respondents E–Procurement, Level of Implementation by Turnover (%), 2013
- Figure 49: Global Construction Industry Annual Marketing Budgets by Senior-Level Respondents (%), 2013
- Figure 50: Global Construction Industry Senior-Level Respondents Annual Marketing Budgets by Region (%), 2013
- Figure 51: Global Construction Industry Senior-Level Respondents Annual Marketing

- Budgets by Turnover (%), 2013
- Figure 52: Global Construction Industry Planned Change in Marketing Expenditure by Senior-Level Respondents (%), 2013
- Figure 53: Global Construction Industry Senior-Level Respondents Planned Change in Marketing Expenditure by Region (%), 2013
- Figure 54: Global Construction Industry Senior-Level Respondents Planned Change in Marketing Expenditure by Turnover (%), 2013
- Figure 55: Global Construction Industry Future Investment in Media Channels by Senior-Level Respondents (%), 2013
- Figure 56: Global Construction Industry Senior-Level Respondents Planned Investment in Marketing and Sales Technologies (%), 2013
- Figure 57: Global Construction Industry Senior-Level Respondents Planned Investment in Marketing and Sales Technologies by Region (%), 2013
- Figure 58: Global Construction Industry Senior-Level Respondents Planned Investment in Marketing and Sales Technologies by Turnover (%), 2013
- Figure 59: Global Construction Industry Key Marketing Aims by Senior-Level Respondents (%), 2013
- Figure 60: Global Construction Industry Senior-Level Respondents Key Marketing Aims by Region (%), 2013
- Figure 61: Global Construction Industry Senior-Level Respondents Key Marketing Aims by Turnover (%), 2013
- Figure 62: Global Construction Industry Key Amendments to Marketing Activities by Senior-Level Respondents (%), 2013–2014
- Figure 63: Best Uses of New Media Global Construction Industry Senior-Level Respondents (%), 2013
- Figure 64: Global Construction Industry Senior-Level Respondents Best Uses of New Media by Region (%), 2013
- Figure 65: Global Construction Industry Senior-Level Respondents Best Uses of New Media by Turnover (%), 2013
- Figure 66: Critical Success Factors by Turnover Global Construction Industry Senior-Level Respondents (%), 2013