

## Appendix E: additional regression results

	ICT physical		ICT services		ICT labor	
	Coeff.	Std. err.	Coeff.	Std. err.	Coeff.	Std. err.
Constant	-1.2528	0.8516	-3.2295***	1.2192	-4.2705***	1.2683
Man. of machinery	-0.0129	0.2359	-0.0022	0.3297	-0.2899	0.3932
Man. of chemicals	-0.1322	0.2350	-0.0834	0.4284	0.1268	0.4975
Man. of other chemicals	-0.0936	0.2260	0.0414	0.3070	0.0905	0.3847
Man. of electrical products	0.2109	0.3665	0.2538	0.4541	-0.6848	0.4767
Man. of measuring technologies	0.0009	0.2854	0.0977	0.3949	-0.5936	0.4921
Man. of vehicles	0.0157	0.2509	-0.0662	0.3269	-0.3400	0.3565
Wholesale trade	-0.1520	0.2621	-0.0888	0.3944	-0.5049	0.4106
Retail trade	-0.1175	0.2663	-0.3434	0.4104	-0.3408	0.4646
Transport	-0.0805	0.2433	0.1646	0.3736	-0.3217	0.4088
Banking	-0.3133	0.2758	0.2099	0.4689	0.2007	0.4874
Technical services	-0.2819	0.3341	-0.3312	0.4411	-0.5452	0.4807
Business services	-0.2365	0.2357	-0.0411	0.3558	-0.1903	0.4119
East Germany	-0.2054	0.1329	-0.3480*	0.1956	-0.4588**	0.2187
# of workers	1.0789***	0.2073	1.4347***	0.3776	1.1046***	0.3646
# of workers <sup>2</sup>	-0.0311*	0.0190	-0.0396	0.0380	-0.0253	0.0361
Subsidiary	0.0463	0.1270	0.1637	0.1869	-0.1154	0.1935
Foreign subsidiary	0.2812*	0.1643	0.2883	0.2550	0.3379	0.2353
Technical college	0.2241	0.7074	0.7148	1.0011	1.2004	1.0377
Vocational and techn. Training	-0.3011	0.6281	-0.3069	0.9359	1.2854	0.9765
Vocational training	0.1883	0.6039	-0.3114	0.8489	0.6661	0.8849
Apprenticeship trainees	-0.3636	0.6861	-0.8080	0.9237	0.9134	0.9671
No formal qualification	-1.4433	1.6291	-4.7360**	2.2182	0.1067	2.5468
ICT workers	1.0934**	0.5812	1.6699**	0.7550	-1.2516*	0.7447
PCs per workplace	1.5768***	0.2753	2.0388***	0.3808	1.3577***	0.4264
Share interconnected PCs	0.0030	0.0020	0.0043	0.0028	0.0026	0.0033
Share workers mostly at PC	0.0009	0.0025	-0.0030	0.0034	-0.0025	0.0042
Wide use office software	0.0442	0.1598	-0.0324	0.2200	0.2010	0.2355
No use office software	0.1126	0.3478	0.0033	0.4956	-1.1383*	0.6460
Wide use software for data banks	-0.0544	0.1180	-0.1614	0.1690	0.1813	0.1840
No use software for data banks	0.0325	0.1572	-0.1608	0.2221	-0.2060	0.2598
"Wide use software for business controlling "	-0.0698	0.1212	-0.2155	0.1728	-0.0126	0.1868
"No use software for business controlling "	-0.1747	0.1721	-0.1639	0.2357	-0.5938**	0.2464
Wide use Computer Aided Design	0.2242	0.1618	-0.1612	0.2128	-0.0800	0.2341
No use computer Aided Design	0.0948	0.1328	-0.2982	0.2013	-0.0148	0.2136
Wide use electronic data interchange	-0.0331	0.2092	0.0159	0.3351	-0.2772	0.3197
No use electronic data interchange	-0.0791	0.1264	-0.2198	0.1708	-0.4192**	0.1874
Wide use of email	0.3657***	0.1398	0.1756	0.2064	0.1288	0.2245
No use of email	-0.0067	0.2170	-0.1922	0.3057	-0.3139	0.3684
Share of workers w/ internet acces	-0.0035	0.0026	-0.0033	0.0034	0.0013	0.0034
# internet-related activities	0.1037**	0.0509	0.0925	0.0675	0.0737	0.0775
ICT outsourcing	0.1447	0.2496	0.6222*	0.3625	1.4099***	0.3487
Setup and running cost	-0.3086	0.2063	0.1085	0.3037	-0.5162*	0.2888
Financial resources	0.0138	0.2958	-0.1997	0.4253	0.4747	0.4806
Lack of ICT workers	-0.0410	0.1912	0.1561	0.2846	-0.1614	0.2743
Internal resistance	0.1967	0.2515	-0.3376	0.3211	-0.4169	0.3167
No need	0.3106	0.2572	-0.2413	0.3582	-0.4945	0.3857
Technical difficulties	0.1700	0.1807	0.0984	0.2906	-0.0080	0.2634
Juridical insecurity	0.1823	0.2314	0.3325	0.3803	0.6498	0.4321
$\sigma_{ICTphysical}$	1.3838	***	0.0267			
$\sigma_{ICTlabor}$	2.0120	***	0.0578			
$\sigma_{ICTservices}$	2.2103	***	0.0695			

Appendix B shows multivariate Tobit estimation results. The asteriks \*\*\*, \*\* and \* indicate statistical significance at the one, five and ten per cent marginal significance level. The abbreviations used are:  $ICT_p$  for physical ICT expenditures,  $ICT_i$  for labor cost for ICT and  $ICT_s$  for ICT services.