Estimation description (Software used is SPSS 16)**:**

- Table 4: use file 'Full Data'

Procedure used:
Compare means ___Independent Samples T tests
Nonparametric tests ___Two-independent-Samples-Tests

- Table 5: use file 'Full Data'

Procedure used:
General linear model__Univariate (full factorial model)

- Table 6: use file 'Full Data'

Procedure used:
General linear model__Univariate (main effects model)

- Table 7: use file 'Innovation type sub samples'

Restraint each estimation in the sub-sample of innovative firms. For example, first line of table 7 corresponds to estimation of model only by using sample of firms innovating in product innovation. To achieve this, use file 'Innovation type sub samples' and apply *General linear model__Univariate (Main effects model).*

- Table 8: use file 'Innovation type sub samples'

Same as Table 7, use variable 'Intensity variable' instead of 'Exp'

- Table 9: Use file 'Non exporters'

1. Third line of table (estimation Equation 4c, probability of innovation): procedure used is *Regression__Binary logistic* (save predicted values, probabilities)
2. second line of table (estimation Equation 4b, productivity): procedure used is *General linear model__Univariate* using predicted values of probabilities saved in the previous step (save predicted values)
3. First line of table (estimation Equation 4a, probability of willingness to export): procedure used is *Regression__Binary logistic* using predicted values saved in the previous step.