

# The Economist

## FILE DESCRIPTION

The **Economist** provides many of the articles that senior management from all types of businesses need to succeed in today's quickly changing marketplace into a single searchable database. *The Economist* has information on world politics, business, finance, science, technology, and the arts.

## SUBJECT COVERAGE

Titles of articles reflect the wide variety of topics offered in the database, including:

- E-Commerce: Bricks Online
- Animal copyright: Put a Fiver in his Bank
- Vodafone: Not-so-big is Beautiful
- The Car Industry: Driving into Traffic
- Face Value: New Ways to Run a Railroad
- Corporate Mergers: The Gasman Cometh
- The Politics of National Security
- Baseball and National Pride
- Technology Quarterly: Rational Consumer
- Technology Quarterly: Organs to Order
- Reinventing the Internet
- Wi-Pie in the Sky
- Turning Wind Power on its Side
- Battling for Corporate America
- Nuclear Fusion
- Conservation: Saving the ends of the Earth
- War Crimes: Bringing the Wicked to the Dock
- The UN and Food
- Nuclear Diplomacy and Iran

## TIPS

### USE FILE 622

to track international business and government activities.

### USE /TI or /LP

to search for articles focused on a specific subject.

### USE /CN or CN=

for stories that focus on particular geographic areas.

## DIALOG FILE DATA

Inclusive Dates: January 2004 to the present

Update Frequency: Weekly

File Size: 19,406 as of June 2008

## CONTACT

The Economist is provided by The Economist Intelligence Unit. Questions concerning file content should be directed to:

The Economist Intelligence Unit

The Economist Building

111 West 57th Street

New York, NY 10019-2211

Phone: 212-554-0600

Fax: 212-586-1181

## SAMPLE RECORD

DIALOG(R)File 622:The Economist  
(c) 2006 EIU. All rts. reserv.

0001000185

/TI E-commerce: Bricks online

/CN,CN=  
JN=,PD=,PY=

Main Title: The Economist 11 Mar 2006  
COUNTRY: WORLD  
JOURNAL: The Economist - March 11, 2006  
WORD COUNT: 522

/LP, /TX

TEXT:  
House sales go online

ALMOST every firm on the high street is having to grapple with the implications of the internet. Many have expanded successfully online. Now it is the turn of estate agents to show their determination to extend their grip to internet property sales. Leading the way is Rightmove, Britain's leading property website, which intends to list on London's stockmarket next week. The six-year-old dotcom is expected to be valued at around Pounds400m (\$690m).

How does an online-listings service help estate agents, which already have swarms of offices in Britain's town centres? Part of the answer is that Rightmove displays only properties from estate agents, letting agents and new-home developers. It has left the market for people trying to sell their own homes directly to other websites. Most buyers and sellers, it seems, prefer to use an agent: Rightmove says that it now lists around seven out of ten of all properties for sale in Britain. Its revenues grew by 98% last year, to Pounds18.2m.

/TX

Instead of clobbering estate agents, the internet is hurting local newspapers. The papers are seeing their classified-advertising revenue for homes, cars, travel and jobs dwindle as more of it moves online. Some newspaper groups have been buying up websites in the hope of recapturing some of this revenue. But Rightmove is determined to stay out of their clutches. Its founding shareholders are all linked to the property business and include Countrywide, one of the biggest estate-agency chains. The existing shareholders are expected to retain a majority of the company's shares, some of which will also be offered to estate agents using the service.

Rightmove charges a flat fee of Pounds250 per month for each office in an agent's chain to list all the property on its books. Some estate agents spend ten times that amount every month advertising in local newspapers. The company is also hoping to expand into the business of helping sellers provide "home information packs", a sort of mini property-survey, which becomes mandatory in England and Wales in 2007.

America's leading property website, Realtor.com, is also linked to property agents: it is the official site of the National Association of Realtors, as Americans call their estate agents. Despite predictions a decade ago that the internet would slash its membership by half, the association says its numbers are growing rapidly. It reckons that last year 77% of American home buyers used the internet to search for a property, but most of those people then also used an agent to arrange property viewings and to buy.

As with other e-commerce businesses, building scale is proving to be critical online. The more sellers that flock to a particular website, the more potential buyers it attracts, which in turn attracts more sellers. It is the same principle that has powered eBay to the top of the online-auction business. However, it is yet to be seen if any of the traditional media groups will be able to create such a virtuous circle in their own online forays.

SOURCE: The Economist

(c) 2006 Economist Newspaper

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	All Basic Index Fields	Word	S PROPTERY AND SALE?
/CN	CN	Geographic Name <sup>1</sup>	Word	S UNITED(W)KINGDOM/CN
/LP	LP	Lead Paragraph	Word	S PROPERTY(W)WEBSITE/LP
/TI	TI	Title	Word	S BRICKS(W)ONLINE/TI
/TX	TX	Text	Word	S ONLINE(W)LISTING?/TX

<sup>1</sup> Searchable in the Basic Index and in the Additional Indexes.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	AZ	DIALOG Accession Number	Phrase	S CN=WORLD
CN=	CN	Geographic Name <sup>1</sup>	Phrase	S DT=JOURNAL
DT=	DT	Document Type	Phrase	S JN=THE ECONOMIST
JN=	JN	Journal Name	Phrase	S LA=ENGLISH
LA=	LA	Language	Phrase	S PD=20060311
PD=	PD	Publication Date	Phrase	S PY=2006
PY=	PY	Publication Year	Phrase	S RT=FULLTEXT
RT=	RT	Record Type	Phrase	S SE=THE ECONOMIST
SE=	SE	Series	Phrase	S UD=9999
UD=	—	Update	Phrase	
—	WD	Word Count		

SPECIAL FEATURES

For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK, HELP DUP, HELP CURRENT online.

<b>LIMIT</b>	/ENG -- English-Language Records /LONG -- Word Count more than 1000 words /SHORT -- Word Count less than 1000 words /YYYY -- Publication Year	S S3/ENG S S4/LONG S S4/SHORT S S2/2006
<b>SORT</b>	JN, PD, PY, TI	SORT S5/ALL/JN,PY
<b>RANK</b>	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK JN S3
<b>RD, ID</b>	Remove duplicates (RD) or identify duplicates (ID,IDO).	RD S5
<b>CURRENT</b>	Search only the most recent year plus one (CURRENT1) to five (CURRENT5) years.	B 622 CURRENT2

**PREDEFINED FORMAT OPTIONS**

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Full Record Except Text
3	Medium	Bibliographic Citation, and Word Count
4	--	Bibliographic Citation and Lead Paragraph
5	--	Full Record Except Text (includes Lead Paragraph)
6	Short	Title and Word Count
7	Long	Bibliographic Citation and Text
8	Free	Title, Indexing, and Word Count
9	Full	Full Record
K	--	KWIC (Key Word In Context) displays a window of text; may be used alone or with other formats

**OTHER OUTPUT OPTIONS**

For an explanation, enter HELP TYPE, HELP UDF, HELP TAG online.

<b>USER DEFINED FORMATS</b>	User-defined formats may be specified using the display codes indicated in the Search Options tables.	TYPE S3/JN,TX/1-5
<b>TAG</b>	Output can be displayed with tags identifying each display codes..	TYPE S2/3/1-5 TAG
<b>DIRECT RECORD ACCESS</b>	DIALOG Accession Number	TYPE 00000279/5 DISPLAY 00000250/T1,JN PRINT 00000378/9

**FOR ONLINE HELP:**

See HELP FIELDS 622 for searchable fields; HELP FORMAT 622 for output formats; HELP LIMIT 622 for limits; HELP RATES 622 for cost information; HELP SORT 622 for sorts.