



September 17, 2026

Re: US-Asia Fair Market Alliance Voters & DC Policy Influencers Survey

BACKGROUND & METHODOLOGY

This survey was conducted online from August 3 - August 17, 2026, among a nationally representative sample of **1000 voters** representing a mix of demographics including age, gender, and region, and **318 DC policy influencers** in the Washington D.C. area (DMV). Results from the survey have a sampling margin of error of +/- 3.1% for voters and +/-5.4% for DC policy influencers.

DC policy influencers include congressional staff, think tank scholars, NGO founders and executives, and policy experts who closely follow or have influence on issues related to U.S. trade and international economic policy.

The nationwide sample of 1000 voters also includes **137 small- and medium-sized business owners**, whose businesses have between 1-249 employees. This audience has a sampling margin of error of +/- 8.3%.

NET-NET:

Among U.S. nationwide voters and DC policy influencers, there is broad, bipartisan support for fair and reciprocal market access, and for U.S. action when those standards are not met.

Voters

Across the survey, voters consistently connect fair treatment abroad with U.S. competitiveness, exports, jobs, and small-business opportunity. The issue also carries political weight, with strong majorities saying policymakers should make fair treatment of U.S. companies a priority.

Voters expect U.S. companies to receive fair treatment abroad, including from allies.

- Nearly nine in ten voters (88%) agree U.S. allies should provide American companies the same fair market access the U.S. provides to their companies.
- Similarly, an overwhelming majority (86%) say fair treatment should apply to all U.S. companies, regardless of company or industry, while a similar share (85%) say U.S. companies that are operating abroad should face the same rules and standards as local companies in those markets.

Fair treatment abroad is seen as a U.S. economic issue, not just a corporate concern.

- Nearly nine in ten voters (87%) say predictable, transparent, and consistently applied rules are essential to U.S. economic competitiveness.
- More than three-quarters (78%) say U.S. competitiveness is threatened when lawmakers fail to defend American companies from discriminatory practices abroad, including 71% of Democrats and 85% of Republicans.

Nearly all voters believe U.S. businesses benefit and grow from having fair access to international markets, including through utilizing U.S. e-commerce platforms. Consequently, they see real consequences for U.S. exports and small businesses when U.S. companies face discriminatory regulations abroad.

- Two-thirds say unfair treatment can harm U.S. exports (67%) and expansion into new markets (66%), while 62% see harm to small-business growth opportunities.
- At the same time, nearly all voters (93%) say e-commerce marketplaces are important in helping U.S. businesses reach new international markets.
- And 71% say fair access could create a great deal or fair amount of growth for U.S. small businesses.

Voters across both parties want Washington to ensure American companies receive fair access to international markets, and to respond when they are subjected to unequal treatment, even when an allied trading partner is involved.

- More than four in five (83%) say the U.S. government has a responsibility to work to ensure fair treatment of American companies abroad, while 78% say the U.S. should respond when foreign governments apply different standards to U.S. companies.
- Three-quarters (76%) say the U.S. should respond equally firmly regardless of whether the country involved is a U.S. ally, including 68% of Democrats and 86% of Republicans.
- When asked directly, 65% support U.S. government action when American companies receive unequal treatment in international markets.

Standing up for fair treatment has clear bipartisan political appeal, and is also linked to support for small businesses.

- More than three-quarters of voters (78%) would be more likely to support a policymaker who works to ensure fair treatment for U.S. companies, including 72% of Democrats and 87% of Republicans.
- The same share (78%) agrees that policymakers who support small businesses should prioritize addressing unfair treatment of American companies abroad.

DC Policy Influencers

DC Policy influencers broadly reflect the views of voters, connecting fair treatment abroad to U.S. competitiveness, while in several areas seeing the consequences of unfair treatment as more serious and expressing stronger support for U.S. government action.

Policy influencers see equal market access as essential to U.S. economic competitiveness, and expect U.S. companies to receive fair treatment abroad, including from allies, at levels nearly identical to voters.

- Nearly nine in ten policy influencers (86%) agree U.S. allies should provide American companies the same fair market access the U.S. provides theirs.
- A similar share says fair treatment should be a general principle applied to all U.S. companies regardless of industry (86%), and that U.S. companies should face the same rules and standards as local companies abroad (86%).

Policy influencers see greater harm from unfair treatment than voters do in most areas, even as they view the growth potential from fair access in similar terms.

- 75% say unfair treatment can harm U.S. exports while 73% see harm to expansion into new markets, a 7+ percentage point difference compared to voters.
- 92% say e-commerce marketplaces are important in helping U.S. businesses reach new international markets, and 72% say fair access could create a great deal or fair amount of growth for U.S. small businesses.

Policy influencers across both parties support a strong U.S. government role in ensuring fair treatment, including towards U.S. allies.

- 83% say the U.S. government has a responsibility to work to ensure fair treatment of American companies abroad, and 81% say the U.S. should respond when foreign governments apply different standards to U.S. companies than to their domestic competitors.
- 71% say the U.S. should respond equally firmly regardless of whether the country involved is a U.S. ally.
- When asked directly, 68% support U.S. government action when American companies receive unequal treatment.



Small- and medium - sized business owners

Small- and medium-sized business owners see clear value in U.S. companies operating internationally. Additionally, they see the consequences of unfair treatment abroad as directly relevant to their own businesses and financial well-being.

- More than three-quarters (77%) say U.S. companies operating internationally have a positive impact on the U.S. economy. Nearly all say their success contributes to creating new markets for U.S. products and services (95%), while 85% see benefits for small- and medium-sized businesses.
- International markets are already relevant to many SMB owners: 60% report at least some sales from customers outside the U.S., while 63% have considered expanding internationally. Nearly all (96%) say e-commerce marketplaces are important in helping U.S. businesses reach new international markets.
- SMB owners also see direct consequences from unfair treatment abroad: 70% say it could have a great deal or fair amount of impact on their financial well-being, while roughly two-thirds see harm to new-market expansion (67%), U.S. exports (66%), and American job growth (66%).

DETAILED FINDINGS

Two-thirds or more of voters and DC policy influencers say there is a positive impact on the U.S. economy when American companies operate in international markets.

- A majority of both Democrat and Republican voters believe there is a positive impact on the U.S. economy.
- Small- and medium-sized business owners are even more likely to believe the U.S. economy benefits from having U.S. companies in international markets, with over three-fourths stating there is a positive impact.

Q: Overall, do you believe there is a positive or negative impact on the United States economy when U.S. companies operate in international markets?

Positive/negative impact	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB owners (n=137)
Net positive	66%	71%	77%
Net negative	17%	14%	5%
Very positive	27%	30%	42%
Somewhat positive	38%	42%	35%
Neither positive or negative	14%	11%	16%
Somewhat negative	13%	9%	5%
Very negative	4%	5%	0%
Don't know / Not sure	4%	3%	2%

Q: Overall, do you believe there is a positive or negative impact on the United States economy when U.S. companies operate in international markets?

Positive/negative impact	Total Voters (n=1000)	Democrat Voters (n=552)	Republican Voters (n=445)
Net positive	66%	64%	68%
Net negative	17%	19%	14%
Very positive	27%	25%	30%
Somewhat positive	38%	38%	38%
Neither positive or negative	14%	14%	14%



Somewhat negative	13%	14%	11%
Very negative	4%	5%	3%
Don't know / Not sure	4%	3%	4%

Q: Overall, do you believe there is a positive or negative impact on the United States economy when U.S. companies operate in international markets?

Positive/negative impact	Total DC Policy Influencers (n=318)	Democrat DC Policy Influencers (n=204)	Republican DC Policy Influencers (n=112)
Net positive	71%	68%	77%
Net negative	14%	14%	13%
Very positive	30%	29%	30%
Somewhat positive	42%	39%	46%
Neither positive nor negative	11%	13%	9%
Somewhat negative	9%	9%	9%
Very negative	5%	5%	4%
Don't know / Not sure	3%	5%	1%



Around nine -in-ten voters and DC policy influencers say the success of U.S. companies in international markets has a great deal or some contribution towards creating new markets for American products and services, advancing U.S. innovation and technology leadership, and increasing U.S. exports.

- Over three in four voters and DC policy influencers also say that U.S. companies operating successfully in international markets contribute towards creating opportunities for U.S. small- and medium-sized businesses, and American job creation.

Q: How much do U.S. companies' success in international markets contribute to each of the following?			
% A great deal/some contribution	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB Owners (n=137)
Creating new markets for U.S. products and services	88%	90%	95%
Advancing U.S. innovation and technology leadership	86%	91%	91%
Increasing U.S. exports	86%	92%	91%
Creating opportunities for U.S. small- and medium-sized businesses	80%	82%	85%
Creating more American jobs	76%	79%	82%



An overwhelming, bipartisan majority of voters and DC policy influencers view online e-commerce marketplaces and platforms as important in helping U.S. businesses reach new international markets.

- Over half of all voters and DC policy influencers view these platforms as **very important** for the international expansion of U.S. businesses, while small- and medium-sized business owners are even more likely to see their value.

Q: Some U.S. companies operate online marketplaces, such as Amazon or eBay, where businesses can sell products to customers in other countries. How important are these marketplaces in helping U.S. businesses reach new international markets?			
Level of importance	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB Owners (n=137)
Net important	93%	92%	96%
Very important	54%	57%	69%
Somewhat important	39%	35%	28%
Not very important	2%	4%	1%
Not at all important	1%	0%	1%
Don't know / Not sure	4%	4%	1%



More than half of small - and medium -sized business owners surveyed currently have at least some share of their sales from customers outside the U.S.

Q: Approximately what share of your business's total sales, if any, comes from customers outside the United States?	
% Share of sales from customers outside the U.S.	Total SMB Owners (n=137)
At least some sales from customers outside the U.S.	60%
50% or more	12%
25% to 49%	17%
10% to 24%	17%
Less than 10%	14%
None	39%

A majority of small - and medium -sized business owners have considered expanding into international markets, with a third having seriously considered international expansion.

Q: Have you ever considered expanding into international markets as a way to grow your business?	
% Considered expanding into international markets	Total SMB Owners (n=137)
Considered seriously/somewhat	63%
Yes, seriously considered it	33%
Yes, considered it somewhat	30%
No, have not considered it	35%
Don't know / Not sure	2%



Most voters and DC policy influencers believe fair access to international markets could create a great deal or fair amount of growth for U.S. businesses.

- Over three-in-five small and medium-sized business owners believe they could grow their businesses by a great deal or fair amount if they had fair access to international markets.

Q: How much growth, if any, could fair access to international markets create for U.S. small businesses / your business?			
Level of growth expected	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB Owners (n=137)
Net a great deal/fair amount of growth potential	71%	72%	63%
Net limited growth potential	8%	8%	22%
A great deal	33%	32%	36%
A fair amount	38%	40%	27%
Some	17%	16%	12%
Very little	5%	5%	10%
Not at all	3%	3%	12%
Don't know / Not sure	4%	4%	2%



Voters and DC policy influencers are most likely to view it as unfair treatment when U.S. companies are subjected to different rules or standards compared to domestic competitors.

- DC policy influencers are more likely than voters to recognize these actions as unfair treatment, with a majority also selecting “restricting U.S. companies’ ability to access markets or expand their operations” as an example of this.
- Nearly all voters (89%) and DC policy influencers (93%) viewed at least one of the following practices as constituting unfair treatment of U.S. companies in international markets.

Q: Which of the following practices, if any, would you consider unfair treatment of U.S. companies operating in international markets? Select all that apply.		
%Selected	Total Voters (n=1000)	Total DC Policy Influencers (n=318)
Applying different rules or standards to U.S. companies compared to domestic competitors	51%	63%
Denying U.S. companies a fair opportunity to respond to allegations or appeal government decisions	47%	53%
Restricting U.S. companies' ability to access markets or expand their operations	47%	63%
Changing or enforcing regulations in an unpredictable manner	46%	55%
Subjecting U.S. companies to greater regulatory scrutiny or more frequent investigations than domestic competitors	45%	56%
Imposing penalties on U.S. companies that are disproportionate to the alleged violation	42%	54%
Using criminal investigations or prosecution as leverage against a company during a regulatory dispute	38%	42%
None of the above	4%	3%
Not sure	7%	4%



Nearly all voters and DC policy influencers agree that U.S. companies, regardless of the company or industry sector, should receive equal, reciprocal and fair market access, including among U.S. allies and trading partners.

- Nearly nine-in-ten voters and DC policy influencers agree that predictable, transparent and consistently applied rules in international markets are necessary for U.S. economic competitiveness.
- A significant majority of DC policy influencers (87%) also agree that fair access to international markets for U.S. companies support American job growth, exports, and innovation.

Q: Please indicate whether you agree or disagree with each of the following statements:		
% Net agree	Total Voters (n=1000)	Total DC Policy Influencers (n=318)
U.S. allies should provide American companies the same fair market access that the United States provides to companies from allied countries	88%	86%
Predictable, transparent, and consistently applied rules in international markets are essential to U.S. economic competitiveness	87%	87%
Countries whose companies have access to the U.S. market should provide American companies with comparable access and fair treatment in their own markets.	87%	86%
Ensuring fair treatment abroad should be a general principle applied to all U.S. companies, regardless of the company or industry involved	86%	86%
U.S. companies operating in international markets should be subject to the same rules and standards as local companies in those markets	85%	86%
Fair access to international markets for U.S. companies supports American job growth, exports, and innovation	83%	87%

Only around half of voters and DC policy influencers think foreign governments provide fair treatment to U.S. companies who operate in their markets.

- Republicans are more likely to believe that U.S. companies are treated unfairly.

Q: Based on what you know, how fairly or unfairly do you believe foreign governments generally treat U.S. companies operating in their markets?			
Perception of fair treatment abroad	Total Voters (n=1000)	Democrat Voters (n=552)	Republican Voters (n=445)
Net fair	53%	59%	44%
Net unfair	25%	15%	36%
Very fairly	17%	18%	16%
Somewhat fairly	36%	41%	29%
Neither fairly nor unfairly	14%	15%	12%
Somewhat unfairly	20%	13%	29%
Very unfairly	5%	2%	7%
Don't know / Not sure	9%	11%	7%

Q: Based on what you know, how fairly or unfairly do you believe foreign governments generally treat U.S. companies operating in their markets?			
Perception of fair treatment abroad	Total DC Policy Influencers (n=318)	Democrat DC Policy Influencers (n=204)	Republican DC Policy Influencers (n=112)
Net fair	46%	47%	44%
Net unfair	29%	25%	38%
Very fairly	13%	13%	13%
Somewhat fairly	33%	34%	31%



Neither fairly nor unfairly	14%	17%	10%
Somewhat unfairly	25%	23%	29%
Very unfairly	4%	2%	9%
Don't know / Not sure	10%	11%	9%

When U.S. companies face discriminatory treatment in international markets, two -in-three voters and three -in-four DC policy influencers believe there is a great deal or fair amount of harm to U.S. exports and the expansion of U.S. products and services to new markets.

- Around three-in-five voters and DC policy influencers also believe that a great deal or fair amount of harm is caused to growth opportunities for U.S. small- and medium-sized businesses, American job growth, and U.S. innovation and technology leadership.

Q: How much harm do you believe unfair or discriminatory treatment of U.S. companies in international markets can have on each of the following?

%A great deal/fair amount of harm	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB Owners (n=137)
U.S. exports	67%	75%	66%
Expansion of U.S. products and services to new markets	66%	73%	67%
Opportunities for U.S. small- and medium-sized businesses to grow	62%	67%	64%
American job growth	61%	59%	66%
U.S. innovation and technology leadership	58%	64%	63%



Both voters and DC policy influencers, particularly those who are Republican or Republican leaning, are much more likely to support than oppose the U.S. government taking action in response to U.S. companies facing unequal treatment in international markets.

- Two-in-five Republican voters and DC policy influencers strongly support such actions from the U.S. government, compared to a fifth of Democrats.

Q: If U.S. companies are treated differently from domestic companies in international markets, how strongly would you support or oppose the U.S. government taking action in response?

Level of support	Total Voters (n=1000)	Democrat Voters (n=552)	Republican Voters (n=445)
Net support	65%	54%	78%
Net oppose	12%	17%	5%
Strongly support	28%	18%	40%
Somewhat support	37%	36%	38%
Neither support nor oppose	16%	20%	11%
Somewhat oppose	8%	11%	3%
Strongly oppose	4%	6%	2%
Don't know / Not sure	7%	9%	5%

Q: If U.S. companies are treated differently from domestic companies in international markets, how strongly would you support or oppose the U.S. government taking action in response?

Level of support	Total DC Policy Influencers (n=318)	Democrat DC Policy Influencers (n=204)	Republican DC Policy Influencers (n=112)
Net support	68%	60%	81%
Net oppose	14%	17%	10%

Strongly support	27%	20%	41%
Somewhat support	41%	40%	40%
Neither support nor oppose	13%	16%	8%
Somewhat oppose	9%	10%	8%
Strongly oppose	5%	7%	2%
Don't know / Not sure	5%	7%	1%

Over three -in-five DC policy influencers and nearly half of voters believe that the issue should be addressed through trade negotiations or formal dispute -settlement processes when U.S. companies face unequal treatment in foreign markets.

- Almost all voters and DC policy influencers stated the U.S. should respond with at least one or more of the following actions when U.S. companies face discriminatory treatment, with the most preferred actions including utilizing trade negotiations and diplomatic channels, and carrying out investigations into the foreign government's actions.

Q: Which of the following actions, if any, would you want to see from the U.S. government when U.S. companies are treated differently from domestic companies in international markets? Please select all that apply.

% Selected	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB Owners (n=137)
Address the issue through trade negotiations or formal dispute - settlement processes	49%	64%	53%
Raise the issue directly with the foreign government through diplomatic channels	48%	60%	50%

Investigate whether the foreign government's practices violate trade rules or agreements	46%	62%	44%
Pursue legislation to protect U.S. companies from discriminatory treatment by foreign governments	39%	41%	44%
Impose trade or economic consequences if the issue is not resolved	39%	35%	42%
Provide legal, diplomatic, or other assistance to affected U.S. companies	39%	44%	43%
Coordinate a response with other affected countries	33%	43%	32%
Other	1%	1%	0%
None of the above	3%	3%	3%
Not sure	6%	5%	5%



An overwhelming majority of voters and DC policy influencers believe the U.S. government should work to ensure the fair treatment of U.S. companies in international markets.

- Over four-in-five also agree that local small businesses should be able to expand abroad.

Q: Please indicate whether you agree or disagree with each of the following statements:			
% Net agree	Total Voters (n=1000)	Total DC Policy Influencers (n=318)	Total SMB Owners (n=137)
The U.S. government has a responsibility to work to ensure fair treatment of American companies in international markets	83%	83%	83%
Local small businesses should have the opportunity to reach customers and grow in international markets	82%	86%	87%
The U.S. should respond when foreign governments apply different standards to U.S. companies than to their domestic competitors	78%	81%	79%
Policymakers who support small businesses should make addressing unfair treatment of American companies abroad a priority	78%	77%	77%
U.S. economic competitiveness is threatened when U.S. lawmakers fail to defend American companies from discriminatory practices abroad	78%	76%	77%
The U.S. should respond equally firmly to unfair market restrictions imposed on U.S. companies, regardless of whether the country involved is a U.S. ally	76%	71%	77%

Nine-in-ten voters and DC policy influencers say protecting American innovation and technology leadership, protecting American jobs from unfair international trade practices, and addressing trade practices harming U.S. businesses are important policy priorities.

Q: How important should each of the following be as a U.S. government policy priority?		
% Very/somewhat important	Total Voters (n=1000)	Total DC Policy Influencers (n=318)
Protecting American innovation and technology leadership	91%	93%
Protecting American jobs from unfair trade practices abroad	91%	91%
Addressing unfair international trade practices that harm U.S. businesses	90%	89%
Creating a level playing field for U.S. businesses competing in international markets	89%	88%
Expanding opportunities for U.S. businesses in international markets	88%	86%



Nearly eight -in-ten voters across the aisle say they are more likely to support policymakers who work to ensure U.S. companies receive fair treatment in international markets.

- This has even greater appeal for Republican voters and small- and medium-sized business owners, where more than half say they are much more likely to support policymakers who work towards fair treatment of U.S. companies abroad.

Q: Would you be more likely or less likely to support a policymaker who works to ensure that U.S. companies – large or small – receive fair treatment in international markets?

Likelihood to support	Total Voters (n=1000)	Democrat Voters (n=552)	Republican Voters (n=445)	Total SMB Owners (n=137)
Net more likely	78%	72%	87%	78%
Net less likely	3%	3%	1%	4%
Much more likely	43%	36%	52%	51%
Somewhat more likely	35%	36%	35%	27%
Neither more nor less likely	16%	20%	11%	15%
Somewhat less likely	2%	2%	1%	3%
Much less likely	1%	1%	0%	1%
Don't know / Not sure	3%	4%	2%	3%



Over half of voters state unfair treatment of U.S. companies abroad could have a great deal or fair amount of impact on their financial well-being. The number jumps to seven-in-ten among voters who are also small- and medium-sized business owners.

Q: How much impact, if any, do you think unfair treatment of U.S. companies abroad can have on the financial well-being of people like you?				
Level of impact	Total Voters (n=1000)	Democrat Voters (n=552)	Republican Voters (n=445)	Total SMB Owners (n=137)
Net more impact	57%	52%	64%	70%
Net little/no impact	12%	17%	6%	12%
A great deal	24%	20%	30%	35%
A fair amount	33%	32%	34%	35%
Some	25%	25%	25%	14%
Very little	10%	13%	6%	10%
None at all	2%	4%	0%	2%
Don't know / Not sure	6%	7%	4%	4%