



List of variables

Ifo Business Survey Trade

Data: 1/1990-06/2019

As of September 2019

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List of variables - test of economic cycle - trade

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Since February 2006 only identical surveys are send out for Western and Eastern Germany. That is why from this moment on there is only one dataset for each month, in which the results are shown for Germany as a whole.

1. Variables of identification

No.	Name	Label	German Description
1.1)	survey	survey	Umfrage
1.2)	year	year	Erhebungsjahr
1.3)	month	month	Erhebungsmonat
1.4)	han_typtra	type of trade	Handelssparte
1.5)	han_idlar	special id for firms with detailed answers	Kennnummer für Firmen, die Prozentantworten geben
1.6)	han_weight	weight	Gewicht
1.7)	han_westeast	western eastern	Unterscheidung zwischen West- und Ost-Erhebung
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung
1.9)	sector_id	sector id	Sektor ID
1.10)	han_id2	identification number (part2)	2. Teil der Kennnummer
1.11)	han_id3	identification number (part3)	3. Teil der Kennnummer
1.12)	runnum	running number of plant	Laufende Firmennummer
1.13)	idnum	firm X adress file id	Firmenidentifikationsnummer
1.14)	han_plantnumkt	KT information id	12-stellige Identifikationsnummer, gebildet mit KT Nummer
1.15)	han_plantnumeast	information id for east germany	11-stellige Identifikationsnummer, gebildet mit Sektornummer für Ostdeutschland
1.16)	han_plantnumwz03	WZ03 information id	13-stellige Identifikationsnummer, gebildet mit WZ03 Nummer
1.17)	sector_wz03	WZ03 sector number	WZ03 sector number
1.18)	sector_ifo	KT sector number	KT Nummer
1.19)	sector_east	ifo sector number for east germany	ifo Sektornummer für Ostdeutschland
1.20)	sector_total	ebdc sector classification	Sektornummer nach EBDC-eigener Klassifizierung
1.21)	han_typequ	type of questionnaire	Fragebogenform
1.22)	han_latecomer	N=latecomer	Nachzügler

II. Variables regarding the survey process

No.	Name	Label	German Description
1.23)	online	online	Fragebogen online beantwortet
1.24)	survey_start	survey start	Umfragebeginn
1.25)	survey_end	survey end	Umfrageende
1.26)	participation_date	participation date	Teilnahmedatum
1.27)	participation_hour	participation hour	Teilnahmestunde
1.28)	participation_status	participation status	Teilnahmestatus
1.29)	han_participant	participation in this survey	Teilnahme

2. Standard questions

No.	Name	Label	German Description
2.1)	han_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	han_statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (slider)
2.3)	han_statebus_clicks	state of business (clicks)	Beurteilung der Geschäftslage (clicks)
2.4)	han_busvoly	business volume versus previous year	Umsatz im Vergleich zum Vorjahr
2.5)	han_busvolm	business volume versus past	Umsatz in Vergangenheit
2.6)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)
2.7)	han_feedst2	feedstock (appraisal)	Lagerbestände (Bewertung)
2.8)	han_prvpm	prices versus past	Verkaufspreise in Vergangenheit
2.9)	han_exppr	expected prices	Erwartete Verkaufspreise
2.10)	han_or ds	orders versus previous year	Bestellungen im Vergleich zum Vorjahr
2.11)	han_comexp	business development	Geschäftsentwicklung
2.12)	han_comesp_sl	business development (VAS)	Geschäftsentwicklung (VAS)
2.13)	han_comexp_clicks	business development (clicks)	Geschäftsentwicklung (clicks)
2.14)	han_emplexp	expected employees	Erwartete Beschäftigtenanzahl
2.15)	han_comexp_unc	uncertainty w.r.t. commercial operation	Slider Unsicherheit
2.16)	han_emlpast	development employees last month	Entwicklung der Gesamtbeschäftigtenzahl im Vormonat
2.17)	han_prestatebus_unc	uncertainty: prediction of business situation	Unsicherheit der Lagevorhersage

3. Special questions

No.	Name	Label	German Description
3.1)	han_empl	employees	Beschäftigte
3.2)	han_totu	total turnover	Gesamtumsatz
3.3)	han_constrain	constraints to production	Behinderung der Umsatztätigkeit

3.4)	han_diffsup	difficulties of supply	Beschaffungsschwierigkeiten
3.5)	han_weakdem	weak demand	Schwache Nachfrage
3.6)	han_diffin	difficulties in financing	Finanzierungsschwierigkeiten
3.7)	han_skillack	constraints: lack of skilled labour	Mangel an Fachkräften
3.8)	han_sclack	lack of spatial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han_weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han_mplack	constraints: lack of manpower	Mangel an Arbeitskräften
3.12)	han_othrea	other reasons	Sonstige Faktoren
3.13)	han_credit	credit allocation	Kreditvergabe
3.14)	han_fairxh	exhibitor at an international specialized fair	Aussteller
3.15)	han_fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.16)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.17)	han_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.18)	han_fairxhexp	exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.19)	han_fairxhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren
3.20)	han_fairxhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren
3.21)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren
3.22)	han_flight_ger	importance of flight connections in Germany	Bedeutung
3.23)	han_flight_eur	importance of flight connections in Europe	Bedeutung
3.24)	han_flight_world	importance of flight connections worldwide	Bedeutung
3.25)	han_fambus	family business	Familienunternehmen
3.26)	han_minim1	minimum wage q1	Mindestlohn Frage 1
3.27)	han_minim2	minimum wage q2	Mindestlohn Frage 2
3.28)	han_minim3	minimum wage q3	Mindestlohn Frage 3
3.29)	han_minim4	minimum wage q4	Mindestlohn Frage 4
3.30)	han_minim5	minimum wage q5	Mindestlohn Frage 5
3.31)	han_minim6	minimum wage q6	Mindestlohn Frage 6
3.32)	han_minim7	minimum wage q7	Mindestlohn Frage 7
3.33)	han_minim8	minimum wage q8	Mindestlohn Frage 8
3.34)	han_turnexp	expected turnover this year	erwarteter Jahresumsatz dieses Jahr
3.35)	han_invest_lj	total investment last year	Gesamtinvestitionen letztes Jahr
3.36)	han_invcon_lj	investment in construction last year	Investitionen in Bauten letztes Jahr
3.37)	han_inveq_lj	investment in equipment last year	Investitionen in Ausrüstung letztes Jahr
3.38)	han_invest_dj	total investment this year	Gesamtinvestitionen dieses Jahr
3.39)	han_invcon_dj	investment in construction this year	Investitionen in Bauten dieses Jahr
3.40)	han_inveq_dj	expected investment in equipment this year	Investitionen in Ausrüstung dieses Jahr
3.41)	han_invest_nj	total investment next year	Gesamtinvestitionen nächstes Jahr
3.42)	han_invcon_nj	investment in construction next year	Investitionen in Bauten nächstes Jahr
3.43)	han_inveq_nj	investment in equipment next year	Investitionen in Ausrüstung nächstes Jahr
3.44)	han_ref1	refugees question1	Flüchtlinge Frage 1
3.45)	han_ref2	refugees question2	Flüchtlinge Frage 2
3.46)	han_ref3	refugees question3	Flüchtlinge Frage 3
3.47)	han_ref4	refugees question4	Flüchtlinge Frage 4
3.48)	han_ref5	refugees question5	Flüchtlinge Frage 5
3.49)	han_ref6	refugees question6	Flüchtlinge Frage 6
3.50)	han_ref7	refugees question7	Flüchtlinge Frage 7
3.51)	han_ref8	refugees question8	Flüchtlinge Frage 8
3.52)	han_ref9	refugees question9	Flüchtlinge Frage 9
3.53)	han_minim_post1	affected by minimum wage	von Mindestlohn betroffen
3.54)	han_minim_post2	no minimum wage measures	keine Mindestlohn- Maßnahmen
3.55)	han_minim_post3	measures: employee reduction	Maßnahmen: Personalabbau
3.56)	han_minim_post4	measures: working hour reduction	Maßnahmen: Arbeitszeitreduzierung
3.57)	han_minim_post5	measures: increased prices	Maßnahmen: Preiserhöhungen
3.58)	han_minim_post6	measures: decreased investment	Maßnahmen: verringerte Investitionen
3.59)	han_minim_post7	measures: decreased special payments	Maßnahmen: Kürzungen von Sonderzahlungen
3.60)	han_minim_post8	less minijobs	Minijobs weggefallen
3.61)	han_minim_post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
3.62)	han_minim_post10	new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
3.63)	han_minim_post11	employment relationships did not change	keine veränderten Besch.Verhältnisse
3.64)	han_credityes	credit agreement signed	Kreditvertrag abgeschlossen
3.65)	han_creditno	credit agreement not signed	Kreditvertrag nicht abgeschlossen
3.66)	han_credituse1	financing of ongoing operating resources	Finanzierung laufender Kreditmittel
3.67)	han_credituse2	financing of an investment	Finanzierung einer Investition
3.68)	han_credituse3	other financing	Sonstiger Verwendungszweck
3.69)	han_ontrad_yn	online trade: trading online	Onlinehandel: Handeln online
3.70)	han_ontrad_plat	online trade: platform	Onlinehandel: Plattform
3.71)	han_ontrad_share	online trade: share online trade of total revenue	Onlinehandel: Anteil Onlinehandel an gesamten Umsatz
3.72)	han_ontrad_plan	online trade: planned within 12 months	Onlinehandel: In den nächsten 12 Monaten geplant
3.73)	han_midmanager	mid tier: more than 4 managers	Mittelstand: Mehr als 4 Geschäftsführer
3.74)	han_midmanshare	mid tier: at least one manager has shares	Mittelstand: Mindestens ein Geschäftsführer hält Anteile
3.75)	han_midyes	mid tier: company rated as mid tier	Mittelstand: Firma als Mittelstand betrachtet
3.76)	han_ontrad_inf	online trade: influence on business	Onlinehandel: Einfluss auf Geschäft
3.77)	han_credit2_1	credit seeking	Kreditverhandlungen durchgeführt
3.78)	han_credit2_2	credit allocation	Kreditvergabe: Verhalten der Banken
3.79)	han_credit2_3	reasons for not credit seeking	Gründe für keine Kreditverhandlungen
3.80)	han_negint	confronted with negative interest rates	Wurden Sie mit Negativzinsen konfrontiert?
3.81)	han_negint_noact	negative interest actions: none	Keine Maßnahmen

3.82)	han_negint_agree	negative interest actions: bank agreements	Verhandlungen mit Bank
3.83)	han_negint_change	negative interest actions: change of bank	Wechsel der Bank
3.84)	han_negint_inc	negative interest actions: increase of cash	Erhöhung der Bargeldhaltung
3.85)	han_negint_redas	negative interest actions: redeployment in other financial assets and settlement of credits	Umschichtung Finanzanlagen/Rückzahlung von Krediten
3.86)	han_negint_redasint	negative interest actions: redeployment of assets within company	Umschichtung des Guthabens
3.87)	han_negint_inv	negative interest actions: investing or preponing (additional) investments	Investitionen
3.88)	han_negint_oth	negative interest actions: other	Andere
3.89)	han_negint_burden	burden of negative interest rates on profit situation	Belastung durch Negativzinsproblematik
3.90)	han_negint_banks	number of relationship banks	Wie viele Banken?
3.91)	han_ustax_sales	tax reform: percentage sales in US	US Steuerreform: prozentualer Umsatz in USA
3.92)	han_ustax_competition	tax reform: competition with US-companies	US Steuerreform: Wettbewerb mit US-Firmen
3.93)	han_ustax_shortterm	tax reform: tax burden short term	US Steuerreform: Steuerbelastung kurzfristig
3.94)	han_ustax_longterm	tax reform: tax burden long term	US Steuerreform: Steuerbelastung langfristig
3.95)	han_ustax_export	tax reform: reaction export	US Steuerreform: Reaktion Exporte
3.96)	han_ustax_import	tax reform: reaction import	US Steuerreform: Reaktion Importe
3.97)	han_ustax_invus	tax reform: reaction investment in US	US Steuerreform: Reaktion Investitionen in USA
3.98)	han_ustax_invger	tax reform: reaction investment in Germany	US Steuerreform: Reaktion Investitionen in Deutschland
3.99)	han_custfreq_loc	average customer frequency last quarter - local	Kundenfrequenz im lokalen Standort im Durchschnitt des abgelaufenen Quartals
3.100)	han_custfreq_on	average customer frequency last quarter - online	Kundenfrequenz online im Durchschnitt des abgelaufenen Quartals
3.101)	han_gdp1	real gdp: % change comp. last year	reales BIP: prozentuale Änderung vgl. zum Vorjahr
3.102)	han_gdp2	impact economic development on business situation	Einfluss allg. Konjunkturentwicklung auf Geschäftslage
3.103)	han_found	founding year	Gründungsjahr
3.104)	han_forsales	sales: % in foreign country	Umsatz in Ausland (%)
3.105)	han_invit_dj	investment in Software/database this year	Investitionen in Software/Datenbanken dieses Jahr
3.106)	han_invit_nj	investment in Software/Database next year	Investitionen in Software/Datenbanken nächstes Jahr
3.107)	han_sec_management	sector - questionnaire completed in: management	Sektor - Fragebogen ausgefüllt in Geschäftsführung
3.108)	han_sec_controlling	sector - questionnaire completed in: controlling	Sektor - Fragebogen ausgefüllt in Controlling
3.109)	han_sec_marketing	sector - questionnaire completed in: marketing	Sektor - Fragebogen ausgefüllt in Vertrieb
3.110)	han_sec_other	sector - questionnaire completed in: other	Sektor - Fragebogen ausgefüllt in Sonstiges
3.111)	han_pos_director	position - questionnaire completed by: director	Position - Fragebogen ausgefüllt von Geschäftsleitung
3.112)	han_pos_manager	position - questionnaire completed by: manager	Position - Fragebogen ausgefüllt von Abteilungsleitung
3.113)	han_pos_teamleader	position - questionnaire completed by: team leader	Position - Fragebogen ausgefüllt von Teamleiter
3.114)	han_pos_clerk	position - questionnaire completed by: clerk	Position - Fragebogen ausgefüllt von Sachbearbeiter
3.115)	han_pos_other	position - questionnaire completed by: other	Position - Fragebogen ausgefüllt von Sonstiges
3.116)	han_gdp3	real gdp: % change comp. last year (2019 vs 2018)	reales BIP: prozentuale Änderung vgl. zum Vorjahr (2019 vs 2018)
3.117)	han_gdp4	real gdp: % change comp. last year (2020 vs 2019)	reales BIP: prozentuale Änderung vgl. zum Vorjahr (2020 vs 2019)
3.118)	han_heat_occ	weather - occurrence: heat wave	Wetterereignis - Betroffen: Hitzewelle
3.119)	han_cold_occ	weather - occurrence: cold wave	Wetterereignis - Betroffen: Kältewellen
3.120)	han_drought_occ	weather - occurrence: drought	Wetterereignis - Betroffen: Trockenheit
3.121)	han_rain_occ	weather - occurrence: heavy rain	Wetterereignis - Betroffen: Starkregen
3.122)	han_storm_occ	weather - occurrence: storms	Wetterereignis - Betroffen: Stürme
3.123)	han_heat_imp	weather - impact: heatwaves	Wetterereignis - Auswirkung: Hitzewelle
3.124)	han_cold_imp	weather - impact: coldwaves	Wetterereignis - Auswirkung: Kältewellen
3.125)	han_drought_imp	weather - impact: drought	Wetterereignis - Auswirkung: Trockenheit
3.126)	han_rain_imp	weather - impact: heavy rain	Wetterereignis - Auswirkung: Starkregen
3.127)	han_storm_imp	weather - impact: storms	Wetterereignis - Auswirkung: Stürme
3.128)	han_heat_inc	weather - incidence and intensity: heatwaves	Wetterereignis - Häufigkeit und Intensität: Hitzewelle
3.129)	han_cold_inc	weather - incidence and intensity: coldwaves	Wetterereignis - Häufigkeit und Intensität: Kältewellen
3.130)	han_drought_inc	weather - incidence and intensity: drought	Wetterereignis - Häufigkeit und Intensität: Trockenheit
3.131)	han_rain_inc	weather - incidence and intensity: heavy rain	Wetterereignis - Häufigkeit und Intensität: Starkregen
3.132)	han_storm_inc	weather - incidence and intensity: storms	Wetterereignis - Häufigkeit und Intensität: Stürme
3.133)	han_heat_prep	weather - prepared: heatwaves	Wetterereignis - Vorbereitet: Hitzewelle
3.134)	han_cold_prep	weather - prepared: coldwaves	Wetterereignis - Vorbereitet: Kältewellen
3.135)	han_drought_prep	weather - prepared: drought	Wetterereignis - Vorbereitet: Trockenheit
3.136)	han_rain_prep	weather - prepared: heavy rain	Wetterereignis - Vorbereitet: Starkregen
3.137)	han_storm_prep	weather - prepared: storms	Wetterereignis - Vorbereitet: Stürme
3.138)	han_log_services_avail	business activities hindered by logistics services: availability	Geschäftstätigkeit behindert durch Logistikdienstleistungen: Verfügbarkeit
3.139)	han_log_services_prices	business activities hindered by logistics services: prices	Geschäftstätigkeit behindert durch Logistikdienstleistungen: Preise
3.140)	han_log_services_punct	business activities hindered by logistics services: punctuality	Geschäftstätigkeit behindert durch Logistikdienstleistungen: Pünktlichkeit
3.141)	han_log_services_qual	business activities hindered by logistics services: quality	Geschäftstätigkeit behindert durch Logistikdienstleistungen: Qualität
3.142)	han_deliv_services_avail	business activities hindered by logistics services for deliveries: availability	Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Verfügbarkeit
3.143)	han_deliv_services_prices	business activities hindered by logistics services for deliveries: prices	Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Preise
3.144)	han_deliv_services_punct	business activities hindered by logistics services for deliveries: punctuality	Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Pünktlichkeit
3.145)	han_deliv_services_qual	business activities hindered by logistics services for deliveries: quality	Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität
3.146)	han_deliv_services_stat	business activities hindered by logistics services for deliveries: only stationary	Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: nur stationär
3.147)	han_invit_lj	investment in Software/database last year	Investitionen Software/Datenbanken letztes Jahr
3.148)	han_csal_lq	percentage change of sales in field xy - last quarter	Umsatzveränderung im letzten Quartal in Bereich XY

3.149)	han_csal_lq_v	values: percentage change of sales in field xy - last quarter	Wertangaben: Umsatzveränderung im letzten Quartal in Bereich XY
3.150)	han_csal_nqbc	best case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (best case)
3.151)	han_csal_nqbc_v	values: best case//percentage change of sales in field xy - next quarter	Wertangabe: Umsatzveränderung im nächsten Quartal in Bereich XY (best case)
3.152)	han_csal_nqac	average case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (average case)
3.153)	han_csal_nqac_v	values: average case//percentage change of sales in field xy - next quarter	Wertangabe: Umsatzveränderung im nächsten Quartal in Bereich XY (average case)
3.154)	han_csal_nqwc	worst case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (worst case)
3.155)	han_csal_nqwc_v	values: worst case//percentage change of sales in field xy - next quarter	Wertangabe: Umsatzveränderung im nächsten Quartal in Bereich XY (worst case)
3.156)	han_psalinc	probability of sales increase - next quarter	Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.157)	han_psalinc_min	lower bound: probability of sales increase - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.158)	han_psalinc_max	upper bound: probability of sales increase - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.159)	han_psalinc_sv	single value: probability of sales increase - next quarter	Einzelwert: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.160)	han_psalstead	probability of steady sales - next quarter	Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.161)	han_psalstead_min	lower bound: probability of steady sales - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.162)	han_psalstead_max	upper bound: probability of steady sales - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.163)	han_psalstead_sv	single value: probability of steady sales - next quarter	Einzelwert: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.164)	han_psaldec	probability of sales decrease - next quarter	Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.165)	han_psaldec_min	lower bound: probability of sales decrease - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.166)	han_psaldec_max	upper bound: probability of sales decrease - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.167)	han_psaldec_sv	single value: probability of sales decrease - next quarter	Einzelwert: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.168)	han_share_online	share of retail channels of total sales: online shop	Anteil der Vertriebswege am Gesamtumsatz: Onlineshop
3.169)	han_share_mrktpl	share of retail channels of total sales: market place	Anteil der Vertriebswege am Gesamtumsatz: Marktplatz
3.170)	han_mrktpl_num	development of importance of market places: number	Entwicklung der Bedeutung von Marktplätzen: Anzahl
3.171)	han_mrktpl_sales	development of importance of market places: sales	Entwicklung der Bedeutung von Marktplätzen: Umsatz

4. Standard questions of the department stores in percentage

No.	Name	Label	German description
4.1)	han_questpercansw11	% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit "gut" beurteilen
4.2)	han_questpercansw12	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen
4.4)	han_questpercansw21	% to busvolvy higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vorjahr ist
4.5)	han_questpercansw22	% to busvolvy as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vorjahr ist
4.6)	han_questpercansw23	% to busvolvy lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vorjahr ist
4.7)	han_questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vormonat ist
4.8)	han_questpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vormonat ist
4.9)	han_questpercansw33	% to busvolm lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vormonat ist
4.10)	han_questpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als "zu klein" beurteilen
4.11)	han_questpercansw42	% to feedst satisfiable	Prozent der Warenhäuser, die ihren Lagerbestand als "befriedigend" beurteilen
4.12)	han_questpercansw43	% to feedst too much	Prozent der Warenhäuser, die ihren Lagerbestand als "zu groß" beurteilen
4.13)	han_questpercansw51	% to prvpm increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "erhöht" haben
4.14)	han_questpercansw52	% to prvpm not changed	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "nicht verändert" haben
4.15)	han_questpercansw53	% to prvpm decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "gesenkt" haben
4.16)	han_questpercansw61	% to exppr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exppr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exppr decreasing	Prozent der Warenhäuser, die "sinkende" Verkaufspreise erwarten
4.19)	han_questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "erhöht" haben
4.20)	han_questpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert" haben
4.21)	han_questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" haben
4.22)	han_questpercansw81	% to busdevv more favourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "günstiger" beurteilen
4.23)	han_questpercansw82	% to busdevv not changing	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "etwa gleichbleibend" beurteilen
4.24)	han_questpercansw83	% to busdevv more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "ungünstiger" beurteilen

1. Variables of identification

No.	Name	Label	Survey period	Survey frequency
1.1)	survey	survey	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
1.2)	year	year	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Year of survey 4 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
1.3)	month	month	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Month of survey 2 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
1.4)	han_typtra	type of trade	West 01/1990 to 01/2006 East 01/1991 to 01/2006	monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Type of trade [1] = retail sale [2] = whole sale
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
1.5)	han_idlar	special id for firms with detailed answers	West 01/1990 to 01/2006	monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information

WEST										Special id for firms with detailed answers see 4. Standard questions of department stores in percentage
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										

No.	Name	Label	Survey period	Survey frequency
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1.6)	han_weight	weight	West 01/1990 to 01/2006 East and West since 02/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Weight West 01/1990 to 01/2006 Weight from [1] to [99] East and West since 02/2006 Weight from [1] to [12]
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
						OST				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										

No.	Name	Label	Survey period	Survey frequency
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1.7)	han_westeast	western eastern	West 01/1990 to 01/2006 East and West since 02/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Difference between Western and Eastern survey
WEST										
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.8)	fedstaifo	federal state (ifo-code)	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
------	-----------	--------------------------	---	--

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Federal state according to ifo-code 1 "[01] Berlin West" 10 "[10] Bavaria" 2 "[02] Schleswig-Holstein" 11 "[11] Saarland" 3 "[03] Hamburg" 12 "[12] Mecklenburg- 4 "[04] Bremen" Western-Pomerania" 5 "[05] Lower Saxony" 13 "[13] Brandenburg 6 "[06] Nordrhein-Westphalia" (incl. Berlin East)" 7 "[07] Rhineland-Palatinate" 14 "[14] Saxony-Anhalt" 8 "[08] Hesse" 15 "[15] Saxony" 9 "[09] Baden-Wuerttemberg" 16 "[16] Thuringia"
WEST										
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.9)	sector_id	sector id	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
1.10)	han_id2	identification number (part2)	West 01/1990 to 01/2006	monthly survey
				Further information
				identification number (part2)
				2 digits

No.	Name	Label	Survey period	Survey frequency
1.11)	han_id3	identification number (part3)	West 01/1990 to 01/2006	monthly survey
				Further information
				identification number (part3)
				2 digits

No.	Name	Label	Survey period	Survey frequency
1.12)	runnum	running number of plant	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
				Further information
				Running number of plant
				4 digits

No.	Name	Label	Survey period	Survey frequency
1.13)	idnum	firm X adress file id	West 03/1994 to 01/2006 East 04/1992 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
				Further information
				Firm adress file id
				7 digits

No.	Name	Label	Survey period	Survey frequency
1.14)	han_plantnumkt	KT information id	West 01/1990 to 01/2006 East 07/1998 to 01/2006	monthly survey monthly survey
				Further information
				Information id, composed of KT number, 12 digits
				digit 1-5: 1.5) sec2 digit 6-7: 1.15) fedstaifo digit 8-12: 1.11) runnum
				KT Nummer federal state according to ifo-code running number of plant

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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No.	Name	Label	Survey period	Survey frequency
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1.15)	han_plantnumeast	information id for east germany	East 01/1991 to 06/1998	monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Information id, 11 digits, formed with sector number for East Germany 01/1991 to 02/1992: digit 1-4: 1.22) sec1 digit 5-6: 1.15) fedstaifo digit 7-11: 1.11) runnum 03/1992 to 06/1998 digit 1-3: 1.22) sec1, digit 4-5: 1.15) fedstaifo digit 6-10: 1.11) runnum
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.16)	han_plantnumwz03	WZ03 information id	East and West since 02/2006	monthly survey
-------	------------------	---------------------	-----------------------------	----------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Identification id, composed of WZ03 number, 13 digits digit 1-6: 1.14) sec3 WZ03 Nummer digit 7-8: 1.15) fedstaifo Bundesland entsprechend digit 9-13: 1.11) runnum ifo Codierung Laufende Firmennummer
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
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1.17)	sector_wz03	sector number WZ03	West 01/1990 to 01/2006 East 07/1998 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information ifo-internal classification, which is based on the WZ2003. Further information in 5. 5 digits
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.18)	sector_ifo	KT sector number	West 01/1990 to 01/2006 East 07/1998 to 01/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information KT sector number 5 digits KT number
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.19)	sector_east	ifo sector number for east germany	East 01/1991 to 06/1998	monthly survey
-------	-------------	------------------------------------	-------------------------	----------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information ifo sector number for East Germany (This is a completely
------	------	------	------	------	------	------	------	------	------	---

EAST										Independent number, meaning it is not related to the KT number or any other number) 01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoes; 690 = household goods & office supplies; 790 = electrical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale). -->applies for retail as well as for wholesale, except for 990.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.20)	sector_total	sector name trade	East since 01/1991 West since 01/1990	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
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1.21)	han_typequ	type of questionnaire	East 07/1998 to 01/2006	monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
EAST										Type of questionnaire Differentiates which branches are shown on the questionnaire retail: [1] e.g.: "toys" etc. [2] e.g.: "photography products" € [2] e.g.: "household goods" etc. [3] e.g.: "Books" etc. wholesale: [1] e.g.: "wood" etc. [2] e.g.: "household goods" etc. [3] e.g.: "bicycles" etc.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.22)	han_latecomer	N=latecomer	West 01/1990 to 03/2004	monthly survey
-------	---------------	-------------	-------------------------	----------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Latecomer [N] Questionnaires that arrived at the ifo-institute after the target date for the evaluation
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

II. Variables regarding the survey process

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.23)	online	online	West since 05/2007 East since 05/2007	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Questionnaire was answered online [0] paper [1] fax [2] online [5] manually collected
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.24)	survey_start	survey_start	West since 07/2007 East since 07/2007	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Start of the survey only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.25)	survey_end	survey_end	West since 01/2005 East since 01/2005	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information End of the survey only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.26)	participation_date	participation date	West since 01/2005 East since 01/2005	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Participation date only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
					WEST					
					EAST					

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.27)	participation_hour	participation hour	West and East 01/2005-05/2014 West and East since 05/2018	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Participation hour only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
					WEST					
					EAST					

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

1.28)	participation_status	participation status	West and East 01/2005-05/2014 West and East since 05/2018	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information participation status only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					[1] complete					
					[2] reworked					
					[3] incomplete					
					[4] not answered					
					[5] ausgefüllt					

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
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2.6)	han_feedst	feedstock (appraisal)	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West 02/2006 to 06/2018	monthly survey monthly survey monthly survey
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Wording of question

01/1990 - 06/2018
Current situation*
We rate our current feedstock as

too little [1]
satisfiable [2]
too much [3]

Further information

appraisal of feedstock

* 01/1990 to 11/2001
Appraisal and development in the moth of survey
01/2002 und 02/2002
Current situation / new tendencies

West 01/1990 to 01/2006
[9] = answer of department stores in percentage
All of the answers of the department stores are aggregated here and expressed as a percentage
Example:
4.10 questpercansw41 [50]
4.11 questpercansw42 [30]
4.12 questpercansw43 [20]

Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".

Due to additional answer options han_feedst ends in 06/2018. See han_feedst2 for the question (With the additional and old answer options) since 07/2018.

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.7)	han_feedst2	feedstock (appraisal)	West since 07/2018 East since 07/2018	monthly survey monthly survey
------	-------------	-----------------------	--	----------------------------------

Wording of question

since 07/2018
Current situation*
We rate our current feedstock as

too little [1]
satisfiable [2]
too much [3]
warehousing is not usual [4]

Further information

this question continues han_feedst, that ends in 06/2018. The only difference between han_feedst and han_feedst2 is the additional answer options [4].

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.8)	han_prvpm	prices versus past	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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Wording of question

01/1990 to 11/2001
Appraisal and development in the moth of survey
Compared to previous month our prices were

increased [1]
not changed [2]
decreased [3]

01/2002 to 02/2002
Current situation / new tendencies
Within the last 2-3 months our prices were

increased [1]
not changed [2]
decreased [3]

since 03/2002

Further information

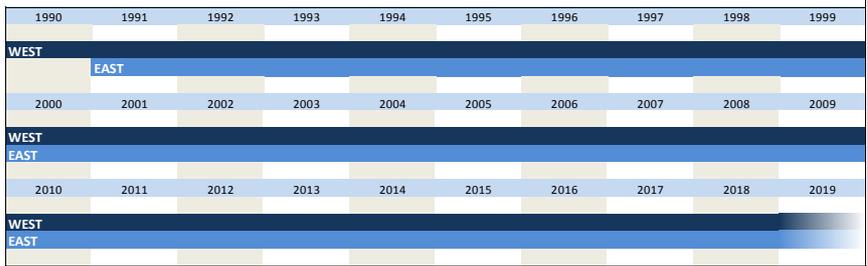
Prices compared to previous month

West 01/1990 to 01/2006
[9] = answer of department stores in percentage
All of the answers of the department stores are aggregated here and expressed as a percentage
Example:
4.13 questpercansw51 [50]
4.14 questpercansw52 [30]
4.15 questpercansw53 [20]

Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".



Time span of variable



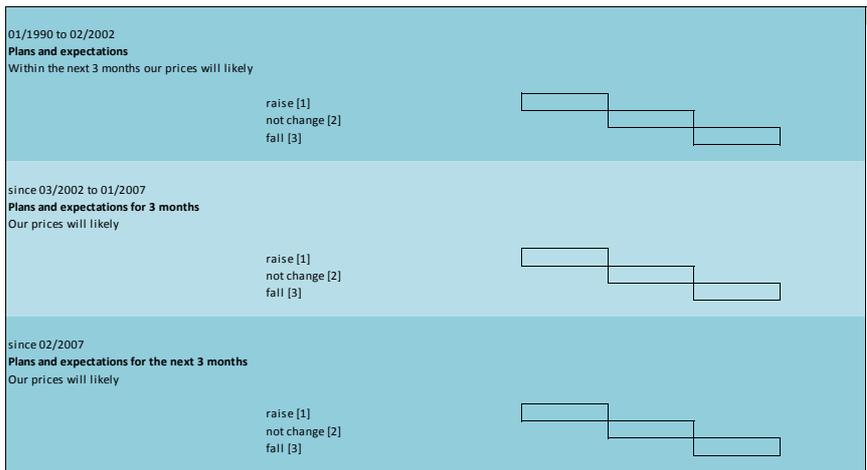
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.9) **han_expr** expected prices

West 01/1990 to 01/2006
East 01/1991 to 01/2006
East and West since 02/2006

monthly survey
monthly survey
monthly survey

Wording of question



Further information

Expected prices

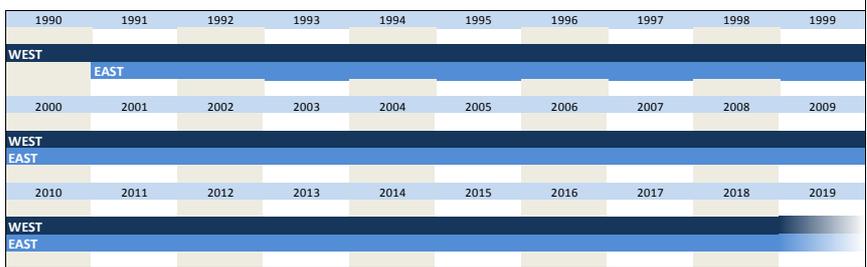
West 01/1990 to 01/2006
[9] = answer of department stores in percentage
All of the answers of the department stores are aggregated here and expressed as a percentage

Example:

4.1.6 questpercansw61 [50]
4.1.7 questpercansw62 [30]
4.1.8 questpercansw63 [20]

Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".

Time span of variable



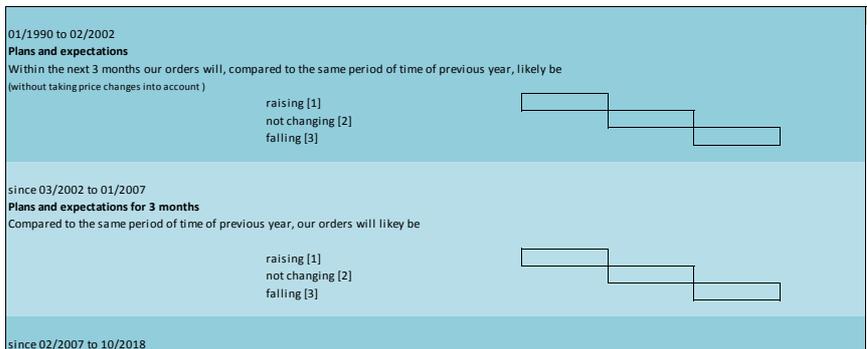
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.10) **han_orde** orders versus previous year

West 01/1990 to 01/2006
East 01/1992 to 01/2006
East and West since 02/2006

monthly survey
monthly survey
monthly survey

Wording of question



Further information

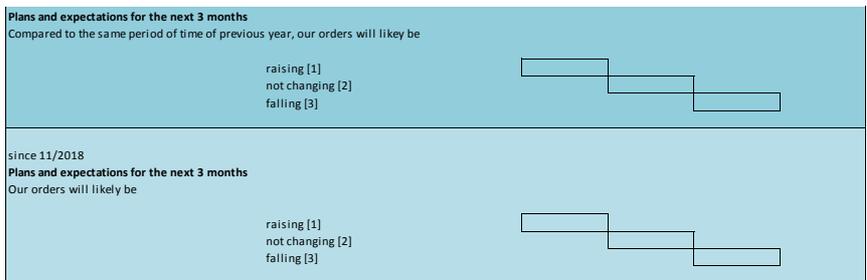
Orders compared to previous year

West 01/1990 to 01/2006
[9] = answer of department stores in percentage
All of the answers of the department stores are aggregated here and expressed as a percentage

Example:

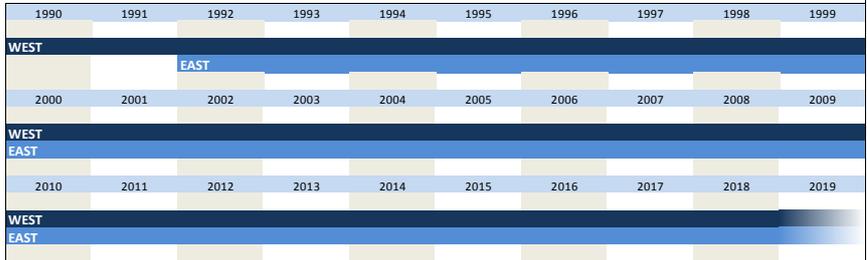
4.1.9 questpercansw71 [50]
4.2.0 questpercansw72 [30]
4.2.1 questpercansw73 [20]

Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".



department stores answered "bad".

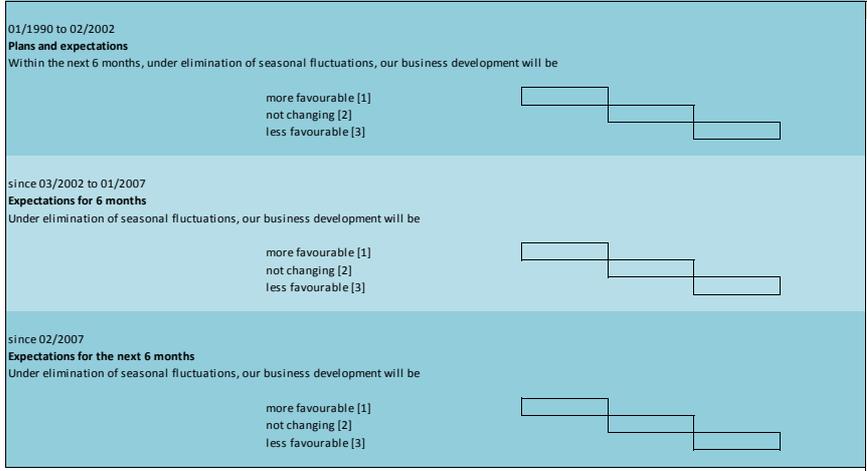
Time span of variable



No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.11)	han_comexp	business development	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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Wording of question



Further information

Business development

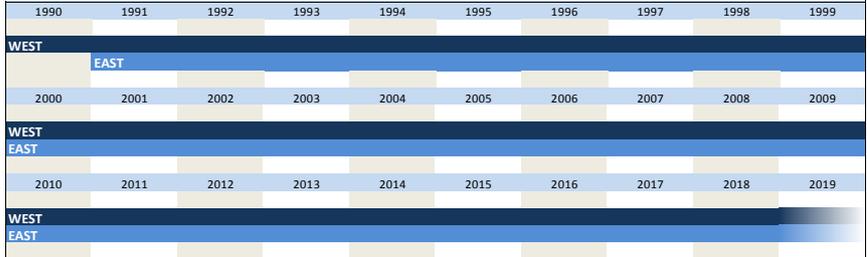
West 01/1990 to 01/2006
[9] = answer of department stores in percentage
All of the answers of the department stores are aggregated here and expressed as a percentage

Example:

4.22) questpercansw81 [50]
4.23) questpercansw82 [30]
4.24) questpercansw83 [20]

Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".

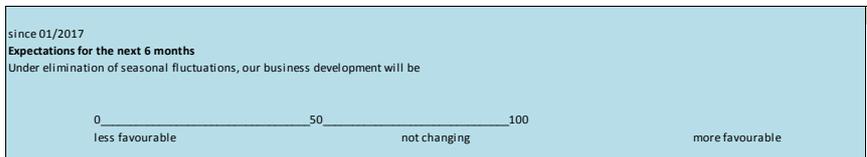
Time span of variable



No.	Name	Label	Survey period	Survey frequency
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2.12)	han_comexp_sl	business development (VAS)	East and West since 01/2017	monthly survey
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Wording of question



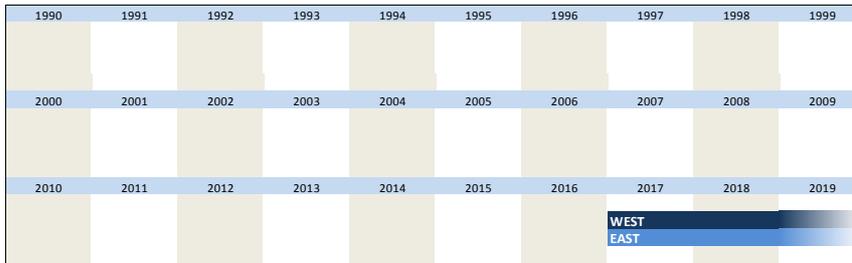
Further information

business development (slider)

online only

The presentation of the online-Slider changed over the last years (e.g. sometimes a dash was displayed in the middle of the slider or

Time span of variable



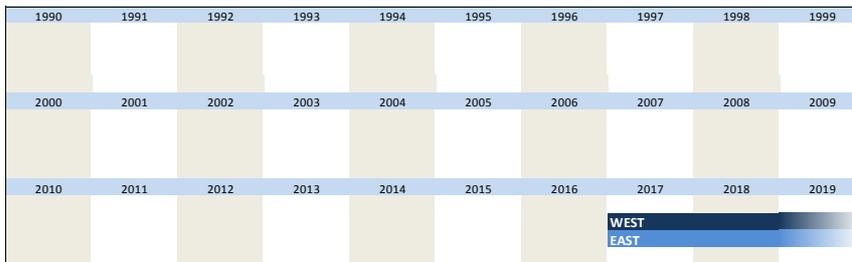
the exact number that was clicked). Therefore an accumulation at 50 and other round figures is observable. Without these features displayed the distribution is smoother.

01/2017-12/2018: presentation with dash in the middle, with the exact number clicked and label in the middle of the slider

since 01/2019 presentation without dash in the middle, without the exact number clicked but with label in the middle of the slider

No.	Name	Label	Survey period	Survey frequency
2.13)	han_comexp_clicks	business development (clicks)	East and West since 01/2017	monthly

Time span of variable



Further information
 amount of clicks for question 2.11) han_comexp_sl
 online only

No.	Name	Label	Survey period	Survey frequency
2.14)	han_emplexp	expected employees	West 01/1990 to 12/1996 West 03/1997 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	Mrch, Jun, Sep, Dec* monthly survey monthly survey monthly survey

Wording of question

01/1990 to 02/2002
Plans and expectations
 Within the next 3 months our number of employees will, under elimination of seasonal fluctuations,

raise [1]
 not change [2]
 fall [3]

since 03/2002 to 01/2007
Plans and expectations for 3 months
 Under elimination of seasonal fluctuations our number of employees will

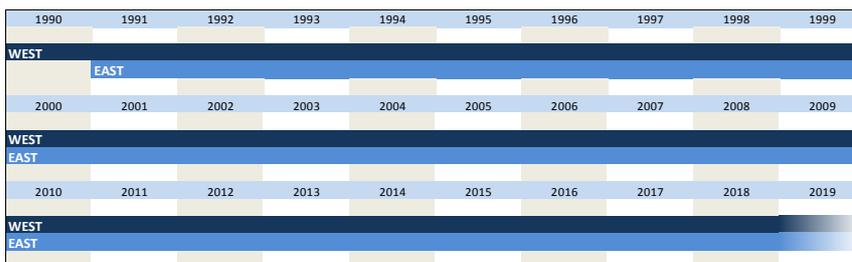
raise [1]
 not change [2]
 fall [3]

since 02/2007
Plans and expectations for the next 3 months
 Under elimination of seasonal fluctuations our number of employees will

raise [1]
 not change [2]
 fall [3]

Further information
 Expected number of employees
 * 1991: Apr, Jun, Sep, Dec
 1993: Mrch, Jun, Sep
 1994: Jan, Mrch, Jun, Sep, Dec
 was a special question until 12/1996

Time span of variable



No.	Name	Label	Survey period	Survey frequency
2.15)	han_comexp_unc	uncertainty w.r.t. commercial operation	West since 07/2017 East since 07/2017	monthly monthly

since 07/2017
 We assess the **uncertainty** conguarding our commercial operation in the next 6 month as

Further information
 The presentation of the online-Slider changed over the last years

0-low 50-medium/seasonal 100-high

(e.g. sometimes a dash was displayed in the middle of the slider or the exact number that was clicked). Therefore an accumulation at 50 and other round figures is observable. Without these features displayed the distribution is smoother.

Time span of variable

1991 1992 1993 1994 1995 1996 1997 1998 1999 2000

2001 2002 2003 2004 2005 2006 2007 2008 2009 2010

2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

WEST EAST

07/2017-12/2018: presentation with dash in the middle, with the exact number clicked and label in the middle of the slider

since 01/2019 presentation without dash in the middle, without the exact number clicked but with label in the middle of the slider

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.16)	han_emplpast	development employees last month	West since 07/2018 East since 07/2018	monthly monthly
-------	--------------	----------------------------------	--	--------------------

since07/2018

In XX the number of our employees...

increased [1]
not changed [2]
decreased [3]

Further information

XX = previous month

e.g. Question posed in July => XX=June

Time span of variable

1991 1992 1993 1994 1995 1996 1997 1998 1999 2000

2001 2002 2003 2004 2005 2006 2007 2008 2009 2010

2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

WEST EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.17)	han_prestatebus_unc	uncertainty: prediction of business situation	West and East 04/2019	monthly
-------	---------------------	---	-----------------------	---------

Wording of question

since 4/2019

To predict the development of our business situation is currently

easy [1]	rather easy [2]	rather difficult [3]	difficult [4]
----------	-----------------	----------------------	---------------

Further information

Time span of variable

1991 1992 1993 1994 1995 1996 1997 1998 1999 2000

2001 2002 2003 2004 2005 2006 2007 2008 2009 2010

2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

WEST EAST

3. Sonderfragen

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.1)	han_empl	employees	West von 10/2001 to 10/2005 East von 10/2000 to 10/2005 East and West since 02/2006	annual survey, Oct annual survey, Oct* annual survey, Nov**
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Wording of question

Further information

since 10/2000

Number of employed persons (incl. helping family members, apprentices, temporary employees)**:

We occupy about persons in our company.

employees

*East 2001: monthly survey

**since 02/2006

Even though the data is only inquired annually, they appear in the dataset monthly.

The reason for this is that the annual data is transmitted to every month manually

The data of the current survey are generally transmitted two to three months after the inquiry

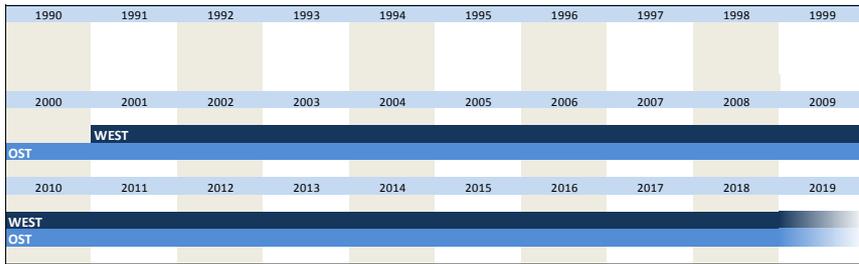
Example:

for November and December 2007 the variable **empl** contains the value of the inquiry from November 2006. Since January 2008 the variable **empl** contains the value of the survey from November 2007.

***East 07/1998 to 01/2006

State: end of the month of the survey

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.2)	han_totu	total turnover	West von 10/2000 to 10/2005 East von 10/1998 to 10/2005 East and West von 11/2006	annual survey, Oct annual survey, Oct annual survey, Nov

Wording of question

Survey Period	Question	Response Options
West 10/2000	Last year our total turnover was	<ul style="list-style-type: none"> less than 1/2 MM DM [1] 1/2 - 1 " " [2] 1 - 2 " " [3] 2 - 5 " " [4] 5 - 10 " " [5] 10 - 50 " " [6] 50 - 100 " " [7] more than 100 " " [8]
East 10/1998 to 10/2000	Last year the size range of our revenue (without sales tax) was	<ul style="list-style-type: none"> < 500 000 DM [1] DM 500 000 to 1 million [2] 1 to < 2 M DM [3] 2 to < 5 M DM [4] 5 to < 10 M DM [5] 10 to < 25 M DM [6] 25 M DM and more [7]
10/2001	Last business year our total turnover was (in DM):	<ul style="list-style-type: none"> less than 0,5 M [1] 0,5 - 1,0 " [2] 1,0 - 2,0 " [3] 2,0 - 5,0 " [4] 5,0 - 10,0 M [5] 10,0 - 25,0 " [6] 25,0 - 50,0 " [7] 50,0 - 100,0 " [8] more than 100 M [9]
since 10/2002 to 10/2005, since 11/2006 to 11/2008	Last business year our total turnover was (in Euro):	<ul style="list-style-type: none"> less than 0,25 M [1] 0,25 - 0,5 " [2] 0,5 - 1,0 " [3] 1,0 - 2,5 " [4] 2,5 - 5,0 M [5] 5,0 - 12,5 " [6] 12,5 - 25,0 " [7] 25,0 - 50,0 " [8] more than 50 M [9]
since 11/2009	Last business year our total turnover was (in Euro):	<ul style="list-style-type: none"> less than 0,25 M [1] 0,25 - 0,5 [2] 0,5 - 1,0 [3] 1,0 - 2,5 [4] 2,5 - 5,0 [5] 5,0 - 12,5 M [6] 12,5 - 25,0 [7] 25,0 - 50,0 [8] 50,0 - 1,0 bn [9] more than 1,0 bn [10]

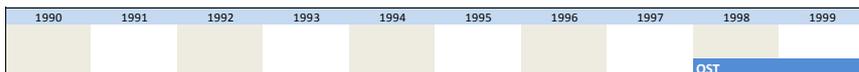
Further information

Total turnover

Since October 2001: uniform size class for Eastern and Western Germany

This data, which is inquired once a year, is needed for weighting purposes

Time span of variable



2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
OST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.3)	han_constrain	constraints to production	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained</p> <p>yes [1] <input type="checkbox"/> no [2] <input type="checkbox"/></p>	<p>Further information</p> <p>constraints to production</p> <p>No inquiry in May 1992</p> <p>[3]: Conflict - here, "no" was chosen , but for any constraining factor (3.4) han_diffsup to 3.11) han_othrea, "yes" was crossed.</p>
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Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
OST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
						WEST			
OST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
OST									

No.	Name	Label	Survey period	Survey frequency
3.4)	han_diffsup	difficulties of supply	East 01/1991 to 01/2006	monthly survey

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained.</p> <p>If yes, by</p> <p>difficulties of supply [1] <input type="checkbox"/></p> <p>namely _____</p>	<p>Further information</p> <p>difficulties of supply</p> <p>No inquiry in May 1992</p>
---	--

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
EAST									

No.	Name	Label	Survey period	Survey frequency
3.5)	han_weakdem	weak demand	East and West since 04/2006	Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained.</p> <p>If yes, by</p> <p>weak demand [1] <input type="checkbox"/></p>	<p>Further information</p> <p>weak demand</p>
--	---

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
------	------	------	------	------	------	------	------	------	------

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
						WEST			
						OST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
OST									

No.	Name	Label	Survey period	Survey frequency
3.6)	han_diffin	difficulties in financing	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained. If yes, by</p> <p>difficulties in financing [1] <input type="text"/></p>	<p>Further information</p> <p>difficulties in financing</p> <p>No inquiry in May 1992</p>
---	--

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
						OST			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
						WEST			
OST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
OST									

No.	Name	Label	Survey period	Survey frequency
3.7)	han_skillack	constraints: lack of skilled labour	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>01/1991 to 01/2006</p> <p>Our sales activity is currently constrained. If yes, by</p> <p>lack of qualified manpower [1] <input type="text"/></p>	<p>Further information</p> <p>Lack of manpower</p> <p>No inquiry in May 1992</p>
<p>since 04/2006</p> <p>Our sales activity is currently constrained. If yes, by</p> <p>lack of skilled labor [1] <input type="text"/></p>	

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
						OST			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
						WEST			
OST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
OST									

No.	Name	Label	Survey period	Survey frequency
3.8)	han_slack	lack of spacial capacity	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained.</p>	<p>Further information</p> <p>Lack of suitable premises</p>
--	--

since 07/2018 The construction activity/ execution of orders is currently/ was constrained.* If yes, due to: lack of manpower [1] <input type="text"/>	Further information Lack of manpower																														
Time span of variable																															
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td></tr> <tr><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td></tr> <tr><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td></tr> </table>		1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000																						
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010																						
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020																						

No.	Name	Label	Survey period	Survey frequency
3.12)	han_othrea	other reasons	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

01/1991 - 06/2018 Our sales activity is currently constrained. If yes, by other reasons, namely [1] <input type="text"/>	Further information Other reasons No inquiry in May 1992																														
since 07/2018 Our sales activity is currently constrained. If yes, by other reasons [1] <input type="text"/>																															
Time span of variable																															
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																						
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																						
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																						

No.	Name	Label	Survey period	Survey frequency
3.13)	han_credit	credit allocation	West 06/2003 to 08/2005 East and West since 03/2006 East and West from 11/2008 to 12/2016	Mrch, Aug* Mrch, Aug monthly survey

Wording of question

since 06/2003 How do you evaluate the willingness of banks to grant loans to businesses? accommodating [1] normal/usual [2] reserved/ restrictive [3]	Further information Credit allocation *in 2003: June, August																														
Time span of variable																															
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																						
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																						
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																						

OST	
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No.	Name	Label	Survey period	Survey frequency
3.14)	han_fairxh	exhibitor at an international specialized fair	East and West since 06/2012	irregularly, Jun

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair</p>																				
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>WEST OST</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
		WEST OST																			

No.	Name	Label	Survey period	Survey frequency
3.15)	han_fairxh_g	exhibitor at an international specialized fair in Germany	East and West since 06/2012	irregularly, Jun

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p>- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany</p>																				
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>WEST OST</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
		WEST OST																			

No.	Name	Label	Survey period	Survey frequency
3.16)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	East and West since 06/2012	irregularly, Jun

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p>- in a foreign European country [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a foreign European country</p>																				
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>WEST OST</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
		WEST OST																			

No.	Name	Label	Survey period	Survey frequency
3.17)	han_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	East and West since 06/2012	irregularly, Jun

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe</p>
---	--

- in a country outside of Europe [1]										
Time span of variable										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST OST								

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.18)	han_fairhexp	exhibitor at an international specialized fair during next 2-3 years	East and West 06/2012	once
-------	--------------	--	-----------------------	------

Wording of question

06/2012	Further information
Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?	Exhibitor at an international specialized fair during the next 2-3 years
yes [1] <input type="text"/> no [2] <input type="text"/>	
Time span of variable	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	
	WEST OST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.19)	han_fairhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	East and West 06/2012	once
-------	----------------	---	-----------------------	------

Wording of question

06/2012	Further information
Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?	Exhibitor at an international specialized fair in Germany during the next 2-3 years
[...]	
If yes, at international specialized fairs	
- in Germany [1] <input type="text"/>	
Time span of variable	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	
	WEST OST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.20)	han_fairhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	East and West 06/2012	once
-------	----------------	--	-----------------------	------

Wording of question

06/2012	Further information
Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?	Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years
[...]	
If yes, at international specialized fairs	
- in a foreign European country [1] <input type="text"/>	
Time span of variable	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	
	WEST OST

No.	Name	Label	Survey period	Survey frequency
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3.21)	han_fairhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	East and West 06/2012	once
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Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: center;">- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years</p>
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Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

No.	Name	Label	Survey period	Survey frequency
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3.22)	han_flight_ger	Importance of flight connections in Germany	East and West 03/2013	once
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Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>Germany</p> <p style="text-align: center;"> very important [1] important [2] less important [3] unimportant [4] <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p> <p>Importance of flight connections in Germany</p>
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Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST OST						

No.	Name	Label	Survey period	Survey frequency
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3.23)	han_flight_eur	Importance of flight connections in Europe	East and West 03/2013	once
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Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>Europe</p> <p style="text-align: center;"> very important [1] important [2] less important [3] unimportant [4] <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p> <p>Importance of flight connections in Europe</p>
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Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST OST						

No.	Name	Label	Survey period	Survey frequency
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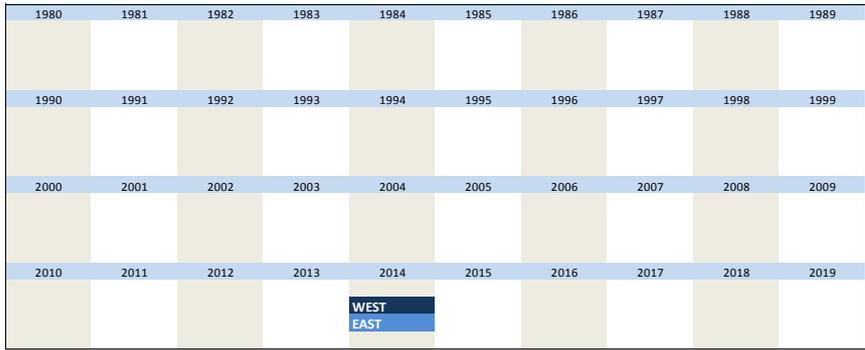
3.24)	han_flight_world	Importance of flight connections worldwide	East and West 03/2013	once
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Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>worldwide</p> <p style="text-align: center;"> very important [1] important [2] less important [3] unimportant [4] <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p> <p>Importance of flight connections worldwide</p>
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2. If yes: With which measures will you likely react to the minimum wage?
 [1] No measures necessary or scheduled

Time span of variable



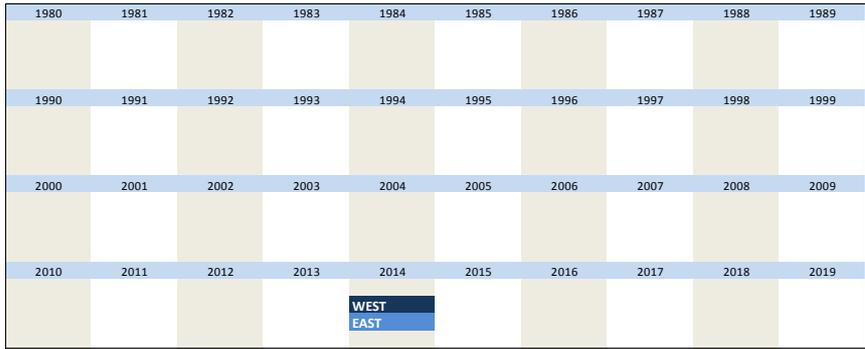
No.	Name	Label	Survey period	Survey frequency
3.28)	han_minim3	minimum wage q3	East and West 11/2014	once

Wording of question

11/2014
 01/01/2015 the general minimum wage policy will be implemented.
 Is your company affected by this?
 yes no
 2. If yes: With which measures will you likely react to the minimum wage?
 [1] personnel cuts

Further information

Time span of variable



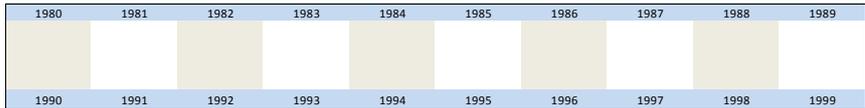
No.	Name	Label	Survey period	Survey frequency
3.29)	han_minim4	minimum wage q4	East and West 11/2014	once

Wording of question

11/2014
 01/01/2015 the general minimum wage policy will be implemented.
 Is your company affected by this?
 yes no
 2. If yes: With which measures will you likely react to the minimum wage?
 [1] reduction of working hours

Further information

Time span of variable



2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
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3.30)	han_minim5	minimum wage q5	East and West 11/2014	once
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Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input checked="" type="checkbox"/> yes <input checked="" type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] increase in prices</p>	Further information
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
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3.31)	han_minim6	minimum wage q6	East and West 11/2014	once
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Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input checked="" type="checkbox"/> yes <input checked="" type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of investment</p>	Further information
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency					
3.32)	han_minim7	minimum wage q7	East and West 11/2014	once					
Wording of question									
<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input checked="" type="checkbox"/> yes <input checked="" type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of special payments</p>				Further information					
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST	EAST				

No.	Name	Label	Survey period	Survey frequency					
3.33)	han_minim8	minimum wage q8	East and West 11/2014	once					
Wording of question									
<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input checked="" type="checkbox"/> yes <input checked="" type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] other</p>				Further information					
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST	EAST				

No.	Name	Label	Survey period	Survey frequency
3.34)	han_turnexp	expected turnover this year	East and West since 05/2015	annual survey
Wording of question				
<p>05/2015</p> <p>Investments and revenue</p> <p>3) compared to last year our total revenue this year will likely</p> <p>increase [1] <input type="text"/></p>				Further information

not change [2]

decrease [3]

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.35)	han_invest_lj	total investment last year	East and West since 05/2015	annual survey
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Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) Last year (20YY* compared to 20WW**) our investments were</p> <p style="text-align: center;">Total investments</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p>	<p>Further information</p> <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>**20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p>
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.36)	han_invcon_lj	investment in construction last year	East and West since 05/2015	annual survey
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Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) Last year (20YY* compared to 20WW**) our investments were</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p>	<p>Further information</p> <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>**20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p>
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
------	------	------	------	------	------	------	------	------	------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST				
					EAST				

No.	Name	Label	Survey period	Survey frequency
3.37)	han_inveq_lj	investment in equipment last year	East and West since 05/2015	annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) Last year (20YY* compared to 20WW**) our investments were</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p>	<p>Further information</p> <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>**20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p>																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="5"></td><td>WEST</td><td colspan="4"></td></tr> <tr><td colspan="5"></td><td>EAST</td><td colspan="4"></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019						WEST										EAST				
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
					WEST																																																								
					EAST																																																								

No.	Name	Label	Survey period	Survey frequency
3.38)	han_invest_dj	total investment this year	East and West since 05/2015	twice a year (May, Nov.)

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>																				
<p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3" style="width: 200px; height: 40px; vertical-align: middle;"> In the <u>current year</u> our investments (20WW** compared to 20XX**) </td> <td style="text-align: center;">Total investments</td> </tr> <tr> <td style="text-align: center;">+ [1]</td> </tr> <tr> <td style="text-align: center;">= [2]</td> </tr> <tr> <td></td> <td style="text-align: center;">- [3]</td> </tr> </table>		In the <u>current year</u> our investments (20WW** compared to 20XX**)	Total investments	+ [1]	= [2]		- [3]														
In the <u>current year</u> our investments (20WW** compared to 20XX**)	Total investments																				
	+ [1]																				
	= [2]																				
	- [3]																				
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989												
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999												

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
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3.39) han_invcon_dj investment in construction this year East and West since 05/2015 twice a year (May, Nov.)

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>										
<p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><th colspan="2">Total investments</th></tr> <tr><th colspan="2">- Construction</th></tr> <tr><td>In the <u>current year</u> our investments (20WW** compared to 20XX**)</td><td>+ [1]</td></tr> <tr><td></td><td>= [2]</td></tr> <tr><td></td><td>- [3]</td></tr> </table>	Total investments		- Construction		In the <u>current year</u> our investments (20WW** compared to 20XX**)	+ [1]		= [2]		- [3]	<p>20XX = last year 20WW = this year</p> <p>Label in data set: + = increased [1] = = not changed [2] - = decreased [3]</p>
Total investments											
- Construction											
In the <u>current year</u> our investments (20WW** compared to 20XX**)	+ [1]										
	= [2]										
	- [3]										

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
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3.40) han_inveq_dj investment in equipment this year East and West since 05/2015 twice a year (May, Nov.)

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>						
<p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><th colspan="2">Total investments</th></tr> <tr><th colspan="2">- Equipment</th></tr> <tr><td></td><td>+ increased [1]</td></tr> </table>	Total investments		- Equipment			+ increased [1]	<p>20XX = last year 20WW = this year</p> <p>Label in data set: + = increased [1]</p>
Total investments							
- Equipment							
	+ increased [1]						

In the current year our investments (20WW** compared to 20XX**)	+ [1]	= = not changed [2] - = decreased [3]							
	= [2]								
	- [3]								
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST EAST									

No.	Name	Label	Survey period	Survey frequency
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3.41)	han_invest_nj	total investment next year	East and West since 11/2015	annual survey
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Wording of question

11/2015	Further information									
Investments and revenue 1) In the next year (20ZZ* compared to 20XX**) our investments will likely	*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016 **20XX means current year e.g.: If the question was posed in 2015: 20XX=2015									
<table border="1"> <tr> <td colspan="2" style="text-align: center;">Total investments</td> </tr> <tr> <td>increase [1]</td> <td><input type="text"/></td> </tr> <tr> <td>not change [2]</td> <td><input type="text"/></td> </tr> <tr> <td>decrease [3]</td> <td><input type="text"/></td> </tr> </table>		Total investments		increase [1]	<input type="text"/>	not change [2]	<input type="text"/>	decrease [3]	<input type="text"/>	
Total investments										
increase [1]	<input type="text"/>									
not change [2]	<input type="text"/>									
decrease [3]	<input type="text"/>									
since 11/2018 Special question investments <small>(only in May and November)</small>	Label in data set: += increased [1] = = not changed [2] - = decreased [3]									
<table border="1"> <tr> <td rowspan="3">Next year our investments will likely be (20NN** compared to 20WW**)</td> <td colspan="2" style="text-align: center;">Total investments</td> </tr> <tr> <td>+ [1]</td> <td></td> </tr> <tr> <td>= [2]</td> <td></td> </tr> <tr> <td>- [3]</td> <td></td> </tr> </table>		Next year our investments will likely be (20NN** compared to 20WW**)	Total investments		+ [1]		= [2]		- [3]	
Next year our investments will likely be (20NN** compared to 20WW**)			Total investments							
	+ [1]									
	= [2]									
- [3]										
Time span of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										

No.	Name	Label	Survey period	Survey frequency
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3.42)	han_incon_nj	investment in construction next year	East and West since 11/2015	annual survey
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Wording of question

05/2015	Further information
Investments and revenue 1) In the next year (20ZZ* compared to 20XX**) our investments will likely	*20ZZ means next year

Total investments, thereof in: construction

increase [1]

not change [2]

decrease [3]

since 11/2018

Special question investments
(only in May and November)

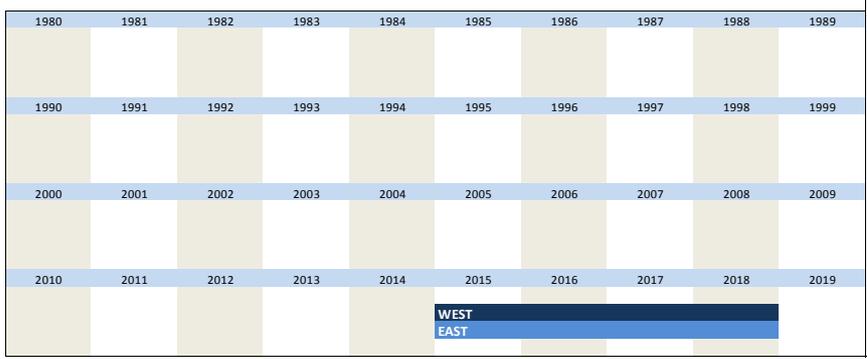
Next year our investments will likely be (20NN** compared to 20WW**)	Total investments
	-Construction
	+ [1]
	= [2]
	- [3]

e.g.: If the question was posed in 2015: 20ZZ=2016

**20XX means current year
e.g.: If the question was posed in 2015: 20XX=2015

Label in data set:
+ = increased [1]
= = not changed [2]
- = decreased [3]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.43)	han_inveq_nj	investment in equipment next year	East and West since 11/2015	annual survey

Wording of question

05/2015

Investments and revenue

1) In the next year (20ZZ* compared to 20XX**) our investments will likely

Total investments, thereof in: equipment

increase [1]

not change [2]

decrease [3]

since 11/2018

Special question investments
(only in May and November)

Next year our investments will likely be (20NN** compared to 20WW**)	Total investments
	- Equipment
	+ [1]
	= [2]
	- [3]

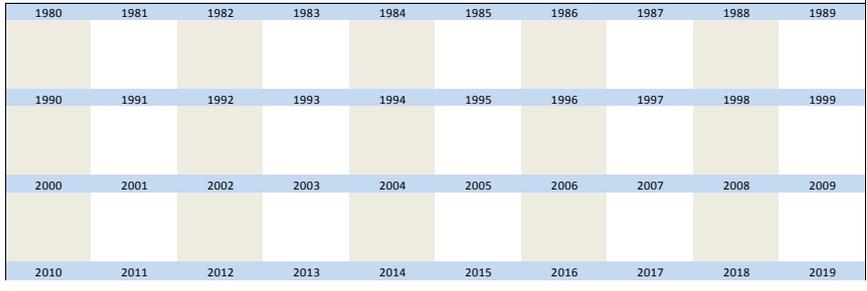
Further information

*20ZZ means next year
e.g.: If the question was posed in 2015: 20ZZ=2016

**20XX means current year
e.g.: If the question was posed in 2015: 20XX=2015

Label in data set:
+ = increased [1]
= = not changed [2]
- = decreased [3]

Time span of variable



			WEST		
			EAST		

No.	Name	Label	Survey period	Survey frequency
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3.44)	han_ref1	refugees question 1	East and West 10/2015	once
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Wording of question

10/2015	Further Information
1. How large do you assess the potential of asylum seekers to be employed in the following positions?	
<p style="text-align: center;">[1] small [2] large</p> <p>trainees <input type="text"/> <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.45)	han_ref2	refugees question 2	East and West 10/2015	once
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Wording of question

10/2015	Further Information
1. How large do you assess the potential of asylum seekers to be employed in the following positions?	
<p style="text-align: center;">[1] small [2] large</p> <p>unskilled aid workers <input type="text"/> <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.46)	han_ref3	refugees question 3	East and West 10/2015	once
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Wording of question

10/2015	Further Information
1. How large do you assess the potential of asylum seekers to be employed in the following positions?	
<p style="text-align: center;">[1] small [2] large</p> <p>skilled workers <input type="text"/> <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST				
					EAST				

No.	Name	Label	Survey period	Survey frequency
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3.47)	han_ref4	refugees question 4	East and West 10/2015	once
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Wording of question

10/2015

1. How large do you assess the potential of asylum seekers to be employed in the following positions?

[1] small [2] large

leading positions

Further Information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST				
					EAST				

No.	Name	Label	Survey period	Survey frequency
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3.48)	han_ref5	refugees question 5	East and West 10/2015	once
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Wording of question

10/2015

1. How large do you assess the potential of asylum seekers to be employed in the following positions?

[1] small [2] large

other positions

Further Information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST				
					EAST				

No.	Name	Label	Survey period	Survey frequency
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3.49) han_ref6 refugees question 6

East and West 10/2015

once

Wording of question

10/2015

2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:

[1] little [2] much

labor law-related provisions

Further Information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.50) han_ref7 refugees question 7

East and West 10/2015

once

Wording of question

10/2015

2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:

[1] little [2] much

unfit level of qualification

Further Information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.51) han_ref8 refugees question 8

East and West 10/2015

once

Wording of question

10/2015

2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:

[1] little [2] much

minimum wage

Further Information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
3.52)	han_ref9	refugees question 9	East and West 10/2015	once

Wording of question

10/2015	Further Information
<p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p>[1] little [2] much</p> <p>lack of language skills <input type="text"/> <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
3.53)	han_minim_post1	affected by minimum wage	East and West 03/2016	once

Wording of question

03/2016	Further information
<p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p>[1] yes [2] no</p> <p><input type="text"/> <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.54)	han_minim_post2	no minimum wage measures	East and West 03/2016	once

Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?	

If yes,
What measures did you utilize?

none [1]

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.55)	han_minim_post3	measures: employee reduction	East and West 03/2016	once

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

If yes,
What measures did you utilize?

employee reduction [1]

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.56)	han_minim_post4	measures: working hour reduction	East and West 03/2016	once

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

If yes,
What measures did you utilize?

working hour reduction [1]

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

			WEST EAST		
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No.	Name	Label	Survey period	Survey frequency
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3.57)	han_minim_post5	measures: increased prices	East and West 03/2016	once
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Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? increased prices <input type="text"/> [1]	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.58)	han_minim_post6	measures: decreased investment	East and West 03/2016	once
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Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? decreased investment <input type="text"/> [1]	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.59)	han_minim_post7	measures: decreased special payments	East and West 03/2016	once
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Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? decreased special payments <input type="text"/> [1]	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.60)	han_minim_post8	less minijobs	East and West 03/2016	once

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

Has there been a change in employment in your company?

less minijobs [1]

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.61)	han_minim_post9	minijobs transformed into insurable employment	East and West 03/2016	once

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

Has there been a change in employment in your company?

minijobs were transformed into insurable employment [1]

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
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3.62) han_minim_post10 new insurable employment

East and West 03/2016

once

Wording of question

<p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p>Has there been a change in employment in your company?</p> <table border="1" style="margin-left: 40px;"> <tr> <td style="padding: 2px;">new insurable employment was generated</td> <td style="padding: 2px;">[1]</td> </tr> </table>	new insurable employment was generated	[1]	Further information
new insurable employment was generated	[1]		

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.63) han_minim_post11 employment relationships did not change

East and West 03/2016

once

Wording of question

<p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p>Has there been a change in employment in your company?</p> <table border="1" style="margin-left: 40px;"> <tr> <td style="padding: 2px;">employment relationships did not change</td> <td style="padding: 2px;">[1]</td> </tr> </table>	employment relationships did not change	[1]	Further information
employment relationships did not change	[1]		

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.64) han_credityes credit agreement signed

East and West 06/2016

once

Wording of question

<p>06/2016</p> <p>Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolongation of a credit/ line of credit)</p> <p>Yes:</p> <table border="1" style="margin-left: 40px;"> <tr><td style="width: 20px;"></td><td>[1] amount and conditions as expected</td></tr> <tr><td></td><td>[2] amount as expected, worse conditions</td></tr> <tr><td></td><td>[3] conditions as expected, lower amount</td></tr> <tr><td></td><td>[4] lower amount and worse conditions than expected</td></tr> </table>		[1] amount and conditions as expected		[2] amount as expected, worse conditions		[3] conditions as expected, lower amount		[4] lower amount and worse conditions than expected	Further information
	[1] amount and conditions as expected								
	[2] amount as expected, worse conditions								
	[3] conditions as expected, lower amount								
	[4] lower amount and worse conditions than expected								

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
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3.65) han_creditno credit agreement not signed

East and West 06/2016

once

Wording of question

<p>06/2016</p> <p>Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolongation of a credit/ line of credit)</p> <p>no, because:</p> <table border="1"> <tr><td></td><td>[1] no need</td></tr> <tr><td></td><td>[2] unacceptable terms</td></tr> <tr><td></td><td>[3] denied by banks</td></tr> <tr><td></td><td>[4] no realistic prospect of a credit</td></tr> </table>		[1] no need		[2] unacceptable terms		[3] denied by banks		[4] no realistic prospect of a credit	Further information
	[1] no need								
	[2] unacceptable terms								
	[3] denied by banks								
	[4] no realistic prospect of a credit								

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
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3.66) han_credituse1 financing of ongoing operating resources

East and West 06/2016

once

Wording of question

<p>06/2016</p> <p>What was the usage of your last negotiated credit?</p> <table border="1"> <tr> <td>financing of ongoing operating resources</td> <td>[1]</td> </tr> </table>	financing of ongoing operating resources	[1]	Further information
financing of ongoing operating resources	[1]		

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

			WEST EAST	
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No.	Name	Label	Survey period	Survey frequency
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3.67)	han_creditude2	financing of an investment	East and West 06/2016	once
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Wording of question

06/2016	Further information
<p>What was the usage of your last negotiated credit?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content;"> financing of an investment [1] </div>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.68)	han_creditude3	other financing	East and West 06/2016	once
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Wording of question

06/2016	Further information
<p>What was the usage of your last negotiated credit?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content;"> others [1] </div>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.69)	han_ontrad_yn	online trade; trading online	East and West 08/2016	once
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Wording of question

08/2016	Further information
<p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.70) han_ontrad_plat online trade platform

East and West 08/2016

once

Wording of question

08/2016

Special question regarding online trade
 Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?

If yes:

[1] own online shop

[2] own online shop as well as other online platforms

[3] exclusively other online platforms (no own online shop existing)

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
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3.71) han_ontrad_share online trade share online trade of total revenue

East and West 08/2016

once

Wording of question

08/2016

Special question regarding online trade
 Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?

If yes:

Compared to your total revenue, what do you consider the share of your online trade to be?

[1] <20%

[2] 20-40%

[3] 40-60%

[4] 60-80%

[5] >80%

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.72)	han_ontrad_plan	online trade: planned within 12 months	East and West 08/2016	once

Wording of question

08/2016	Further information
<p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If no: Are you planning to introduce online trade within the next 12 months?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.73)	han_midmanager	mid tier: more than 4 managers	East and West 09/2016	once

Wording of question

09/2016	Further information
<p>mid tier Does your company have more than 4 managers?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.74)	han_midmanshare	mid tier: at least one manager has shares	East and West 09/2016	once

Wording of question

<p>09/2016</p> <p>mid tier Does at least one of your managers hold shares of your company</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	Further information
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.75)	han_midyes	mid tier: company rated as mid tier	East and West 09/2016	once

Wording of question

<p>09/2016</p> <p>mid tier Would you rate your company as a "mid tier" company?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	Further information
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.76)	han_ontrad_inf	online trade: influence on business	East and West 10/2016	once

Wording of question

<p>10/2016</p> <p>Online trade How do you assess the influence of online trade on your business?</p> <p><input type="text"/> [1] positive influence</p> <p><input type="text"/> [2] no influence</p> <p><input type="text"/> [3] business reducing</p> <p><input type="text"/> [4] business endangering</p>	Further information
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
------	------	------	------	------	------	------	------	------	------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.77) han_credit2_1 credit seeking East and West since 03/2017 March, June, September, December

Wording of question

03/2017 credit allocation We had credit talks with banks during the last 3 months <input type="text"/> [1] yes <input type="text"/> [2] no	Further information
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.78) han_credit2_2 credit allocation East and West since 03/2017 March, June, September, December

Wording of question

03/2017 - 06/2018 credit allocation We had credit talks with banks during the last 3 months <input checked="" type="checkbox"/> yes Banks behaved ... in these <input type="text"/> [1] accomodating <input type="text"/> [2] normal <input type="text"/> [3] reserved	Further information
since 09/2018 credit allocation We had credit talks with banks during the last 3 months If yes, Banks behaved ... in these <input type="text"/> [1] accomodating <input type="text"/> [2] normal <input type="text"/> [3] reserved	

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.79)	han_credit2_3	reasons for not credit seeking	East and West since 03/2017	March, June, September, December

Wording of question

Further information
<p>03/2017 - 06/2018</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input checked="" type="checkbox"/> no</p> <p><input type="checkbox"/> [1] no need</p> <p><input type="checkbox"/> [2] other reasons</p> <hr/> <p>since 09/2018</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p>if no:</p> <p><input type="checkbox"/> [1] no need</p> <p><input type="checkbox"/> [2] other reasons</p>

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.80)	han_negint	confronted with negative interest rates	East and West since 06/2017	once

Wording of question

Further information		
<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <table border="1"> <tr> <td>Yes [1]</td> <td>No [2]</td> </tr> </table>	Yes [1]	No [2]
Yes [1]	No [2]	

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.81)	han_negint_noact	negative interest actions: none	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>na arrangements - negative interest rate accepted</td> <td>Yes [1]</td> </tr> </table>	na arrangements - negative interest rate accepted	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																		
na arrangements - negative interest rate accepted	Yes [1]																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST EAST														

No.	Name	Label	Survey period	Survey frequency
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3.82)	han_negint_agree	negative interest actions: bank agreements	East and West since 06/2017	once
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Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Negoation with bank</td> <td>Yes [1]</td> </tr> </table>	Negoation with bank	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																		
Negoation with bank	Yes [1]																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST EAST														

No.	Name	Label	Survey period	Survey frequency
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3.83)	han_negint_change	negative interest actions: change of bank	East and West since 06/2017	once
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Wording of question

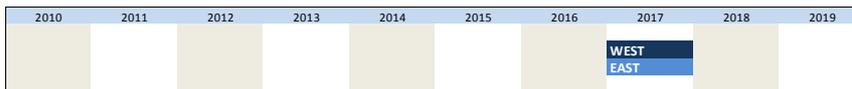
<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Change to another bank, which does not require negative interest rates (yet)</td> <td>Yes [1]</td> </tr> </table>	Change to another bank, which does not require negative interest rates (yet)	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																		
Change to another bank, which does not require negative interest rates (yet)	Yes [1]																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST EAST														

No.	Name	Label	Survey period	Survey frequency
3.84)	han_negint_inc	negative interest actions: increase of cash	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="border: 1px solid black;">Higher cash ratio</td> <td style="border: 1px solid black;">Yes [1]</td> </tr> </table>	Higher cash ratio	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Higher cash ratio	Yes [1]		

Time span of variable

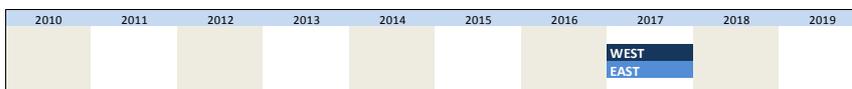


No.	Name	Label	Survey period	Survey frequency
3.85)	han_negint_redas	negative interest actions: redeployment in other financial assets and settlement of credits	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="border: 1px solid black;">Shift to other financial assets and prepayment credit</td> <td style="border: 1px solid black;">Yes [1]</td> </tr> </table>	Shift to other financial assets and prepayment credit	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Shift to other financial assets and prepayment credit	Yes [1]		

Time span of variable

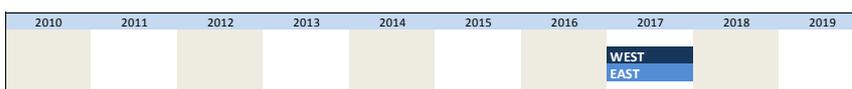


No.	Name	Label	Survey period	Survey frequency
3.86)	han_negint_redasint	negative interest actions: redeployment of assets within company	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="border: 1px solid black;">Rearrangements of funds to other segments of the company</td> <td style="border: 1px solid black;">Yes [1]</td> </tr> </table>	Rearrangements of funds to other segments of the company	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Rearrangements of funds to other segments of the company	Yes [1]		

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.87)	han_negint_inv	negative interest actions: investing or preponing (additional) investments	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>(Early) conducting (additional) investments</td> <td>Yes [1]</td> </tr> </table>	(Early) conducting (additional) investments	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																		
(Early) conducting (additional) investments	Yes [1]																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST EAST														

No.	Name	Label	Survey period	Survey frequency
3.88)	han_negint_oth	negative interest actions: other	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Other: please specify</td> <td>Yes [1]</td> </tr> </table>	Other: please specify	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																		
Other: please specify	Yes [1]																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST EAST														

No.	Name	Label	Survey period	Survey frequency
3.89)	han_negint_burden	burden of negative interest rates on profit situation	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Negative interest rates have a negative impact on our revenues</p> <table border="1" style="margin-left: 20px;"> <tr> <td>highly significant [1]</td> <td>significantly [2]</td> <td>negligible or not at all [3]</td> </tr> </table>	highly significant [1]	significantly [2]	negligible or not at all [3]	<p>Further information</p> <p>online only</p>																	
highly significant [1]	significantly [2]	negligible or not at all [3]																			
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> </thead> <tbody> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </tbody> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST EAST														

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No.	Name	Label	Survey period	Survey frequency
3.90)	han_negint_banks	number of relationship banks	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>How many main banks do you use?</p> <p>If No</p> <p>How many banks do you name youre main bank?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>0 [0]</td> <td>1 [1]</td> <td>2 [2]</td> <td>3 [3]</td> <td>4 [4]</td> <td>More than 4 [5]</td> </tr> </table>	0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]	<p>Further information</p> <p>online only</p>
0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]		

Time span of variable										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

No.	Name	Label	Survey period	Survey frequency
3.91)	han_ustax_sales	tax reform: percentage sales in US	East and West since 03/2018	once

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>What percentage of your annual turnover comes from the USA?</p> <p>_____ %</p>	<p>Further information</p>
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Time span of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

No.	Name	Label	Survey period	Survey frequency
3.92)	han_ustax_competition	tax reform: competition with US-companies	East and West since 03/2018	once

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How does your company compete with companies from the USA?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>strong [1]</td> <td>medium [2]</td> <td>weak [3]</td> <td>none [4]</td> </tr> </table>	strong [1]	medium [2]	weak [3]	none [4]	<p>Further information</p>
strong [1]	medium [2]	weak [3]	none [4]		

Time span of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.93)	han_ustax_shortterm	tax reform: tax burden short term	East and West since 03/2018	once

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>Due to the tax reform the tax burden of your company will on the</p> <table border="1"> <tr> <td>short term</td> <td>decrease [1]</td> <td>stay the same [2]</td> <td>increase [3]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	short term	decrease [1]	stay the same [2]	increase [3]					Further Information
short term	decrease [1]	stay the same [2]	increase [3]						

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.94)	han_ustax_longterm	tax reform: tax burden long term	East and West since 03/2018	once

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>Due to the tax reform the tax burden of your company will on the</p> <table border="1"> <tr> <td>long term</td> <td>decrease [1]</td> <td>stay the same [2]</td> <td>increase [3]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	long term	decrease [1]	stay the same [2]	increase [3]					Further Information
long term	decrease [1]	stay the same [2]	increase [3]						

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	EAST

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No.	Name	Label	Survey period	Survey frequency
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3.95)	han_ustax_export	tax reform: reaction export	East and West since 03/2018	once
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Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1" style="margin-left: 40px;"> <tr> <td style="padding: 5px;">Exports to the USA</td> <td style="padding: 5px;">decrease [1]</td> <td style="padding: 5px;">no change [2]</td> <td style="padding: 5px;">increase [3]</td> </tr> <tr> <td style="border: none;"></td> <td style="border: none;"></td> <td style="border: none;"></td> <td style="border: none;"></td> </tr> </table>	Exports to the USA	decrease [1]	no change [2]	increase [3]					Further Information
Exports to the USA	decrease [1]	no change [2]	increase [3]						

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.96)	han_ustax_import	tax reform: reaction import	East and West since 03/2018	once
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Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1" style="margin-left: 40px;"> <tr> <td style="padding: 5px;">Imports from the USA</td> <td style="padding: 5px;">decrease [1]</td> <td style="padding: 5px;">no change [2]</td> <td style="padding: 5px;">increase [3]</td> </tr> <tr> <td style="border: none;"></td> <td style="border: none;"></td> <td style="border: none;"></td> <td style="border: none;"></td> </tr> </table>	Imports from the USA	decrease [1]	no change [2]	increase [3]					Further Information
Imports from the USA	decrease [1]	no change [2]	increase [3]						

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.97)	han_ustax_invus	tax reform: reaction investment in US	East and West since 03/2018	once
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Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p>	Further Information
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Investment in the US	decrease [1]	no change [2]	increase [3]

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.98)	han_ustax_invgr	tax reform: reaction investment in Germany	East and West since 03/2018	once

Wording of question

Mrz 18	Further Information																																								
<p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1"> <tr> <td rowspan="2">Investment in Germany</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> <tr> <td></td> <td></td> <td></td> </tr> </table>	Investment in Germany	decrease [1]	no change [2]	increase [3]																																					
Investment in Germany		decrease [1]	no change [2]	increase [3]																																					
Time span of variable																																									
<table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p>WEST EAST</p>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No.	Name	Label	Survey period	Survey frequency
3.99)	han_custfreq_loc	average customer frequency last quarter - local	West since 07/2018 East since 07/2018	Jan, Apr, July, Oct Jan, Apr, July, Oct

since 07/2018	Further Information																				
<p>In the past quarter the average customer frequency was ...</p> <p>a) local office</p> <table border="1"> <tr> <td rowspan="4"> high [1] seasonal [2] low [3] no local office [4] </td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	high [1] seasonal [2] low [3] no local office [4]																				
high [1] seasonal [2] low [3] no local office [4]																					
Time span of variable																					
<table border="1"> <tr><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td></tr> <tr><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td></tr> </table>	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000												
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010												

2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.100)	han_custfreq_on	average customer frequency last quarter - online	West since 07/2018 East since 07/2018	Jan, Apr, July, Oct Jan, Apr, July, Oct

since 07/2018

In the past quarter the average **customer frequency** was ...

a) **Online presence**

high [1]
seasonal [2]
low [3]
no online presence [4]

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST		
							EAST		

Further Information

No.	Name	Label	Survey period	Survey frequency
3.101)	han_gdp1	real gdp: % change comp. last year	West and East 08/2018	once

Wording of question

Aug 18

By how many percent do you think the **real GDP** in Germany will change in **20XX** compared to the previous year (20YY)?

___ %

Further information

XX= current year
YY= previous year
e.g. in 2018: 20XX=2018, 20YY=2017

related to gdp3 gdp4

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.102)	han_gdp2	impact economic development on business situation	West and East 08/2018	once

Wording of question

Aug 18

How important is the **general economic development** in Germany for your business situation?

very important [1]	important [2]	not as important [3]	less important [4]	un-important [5]

Time span of variable

Further information

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.103)	han_found	founding year	West and East 09/2018	once

Wording of question

Sep 18 In which year was your company / business founded ? _____	Further information
--	---------------------

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.104)	han_forsales	sales: % in foreign country	West and East 09/2018	once

Wording of question

Sep 18 How many percent of your sales does your company / business make abroad ? _____	Further information
--	---------------------

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.105)	han_invit_dj	investment in Software/database this year	West and east since 11/2018	May, Nov.

Wording of question

Nov 18		Further information							
<p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="4">In the current year our investments (20WW** compared to 20XX**)</td> <td>Total investments</td> </tr> <tr> <td>-Software/ Datenbases</td> </tr> <tr> <td>+ [1]</td> </tr> <tr> <td>- [2]</td> </tr> <tr> <td></td> <td>- [3]</td> </tr> </table>		In the current year our investments (20WW** compared to 20XX**)	Total investments	-Software/ Datenbases	+ [1]	- [2]		- [3]	20XX = last year 20WW = this year 3.35) han_invest_lj 3.36) han_invcon_lj 3.37) han_inveq_lj 3.38) han_invest_dj 3.39) han_invcon_dj 3.40) han_inveq_dj 3.41) han_invest_nj 3.42) han_invcon_nj 3.43) han_inveq_nj 3.147) han_invit_lj
In the current year our investments (20WW** compared to 20XX**)	Total investments								
	-Software/ Datenbases								
	+ [1]								
	- [2]								
	- [3]								

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

Label in data set:
 += increased [1]
 == not changed [2]
 -= decreased [3]

No.	Name	Label	Survey period	Survey frequency
3.106)	han_invit_nj	Investment in Software/database next year	West and east since 11/2018	Nov.

Wording of question

Nov 18		Further information							
<p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="4">Next year our investments will likely be (20YY** compared to 20WW**)</td> <td>Total investments</td> </tr> <tr> <td>-Software/ Datenbases</td> </tr> <tr> <td>+ [1]</td> </tr> <tr> <td>- [2]</td> </tr> <tr> <td></td> <td>- [3]</td> </tr> </table>		Next year our investments will likely be (20YY** compared to 20WW**)	Total investments	-Software/ Datenbases	+ [1]	- [2]		- [3]	20YY = next 20WW = this year 3.35) han_invest_lj 3.36) han_invcon_lj 3.37) han_inveq_lj 3.38) han_invest_dj 3.39) han_invcon_dj 3.40) han_inveq_dj 3.41) han_invest_nj 3.42) han_invcon_nj 3.43) han_inveq_nj 3.147) han_invit_lj
Next year our investments will likely be (20YY** compared to 20WW**)	Total investments								
	-Software/ Datenbases								
	+ [1]								
	- [2]								
	- [3]								

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

Label in data set:
 += increased [1]
 == not changed [2]
 -= decreased [3]

No.	Name	Label	Survey period	Survey frequency
3.107)	han_sec_management	sector - questionnaire completed in: management	West and east since 11/2018	once

Wording of question

since 11/2018	Further information
---------------	---------------------

In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?

management	[1]
------------	-----

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.108)	han_sec_controlling	sector - questionnaire completed in: controlling	West and east since 11/2018	once

Wording of question

since 11/2018

In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?

Finance / Controlling / Accounting	[1]
------------------------------------	-----

Further information

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.109)	han_sec_marketing	sector - questionnaire completed in: marketing	West and east since 11/2018	once

Wording of question

since 11/2018

In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?

Sale / Marketing	[1]
------------------	-----

Further information

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency
3.110)	han_sec_other	sector - questionnaire completed in: other	West and east since 11/2018	once

Wording of question

since 11/2018

In which **sector** of your company/enterprise the questionnaire of the ifo Business Survey will be completed?

Other, description: _____	[1]
---------------------------	-----

Further information

These comments are not part of the KT-Dataset. For access they have to be requested at EBDC, seperately.

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST EAST		

No.	Name	Label	Survey period	Survey frequency
3.111)	han_pos_director	position - questionnaire completed by: director	West and east since 11/2018	once

Wording of question

since 11/2018

Which name most likely applies to the **position** of the usually completing (the questionnaire) person?

Owner / Director / Authorised officer / Board member	[1]
--	-----

Further information

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST EAST		

No.	Name	Label	Survey period	Survey frequency
3.112)	han_pos_manager	position - questionnaire completed by: manager	West and east since 11/2018	once

Wording of question

since 11/2018

Which name most likely applies to the **position** of the usually completing (the questionnaire) person?

manager / head of department	[1]
------------------------------	-----

Further information

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
							WEST EAST		

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.113) **han_pos_teamleader** position - questionnaire completed by: team leader

West and east since 11/2018 once

Wording of question

since 11/2018

Which name most likely applies to the **position** of the usually completing (the questionnaire) person?

Team leader	[1]
-------------	-----

Further information

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.114) **han_pos_clerk** position - questionnaire completed by: clerk

West and east since 11/2018 once

Wording of question

since 11/2018

Which name most likely applies to the **position** of the usually completing (the questionnaire) person?

Clerk	[1]
-------	-----

Further information

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.115) **han_pos_other** position - questionnaire completed by: other

West and east since 11/2018 once

Wording of question

since 11/2018

Which name most likely applies to the **position** of the usually completing (the questionnaire) person?

Other, description: _____	[1]
---------------------------	-----

Further information

These comments are not part of the KT-Dataset. For access they have to be requested at EBDC, seperately.

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.116) **han_gdp3** real gdp: % change comp. last year (2019 vs 2018) West and East 03/2019 03/2019 and 08/20219

Wording of question

<p>since 3/2019</p> <p>By how many percent do you think the real GDP in Germany will change in the year listed below compared to the respective previous year? (percentage indication with one decimal possible)</p> <p>2019: ____%</p>	<p>Further information</p> <p>related to gdp1 gdp4</p>
--	--

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No. Name Label Survey period Survey frequency

3.117) **han_gdp4** real gdp: % change comp. last year (2020 vs 2019) West and East 03/2019 03/2019 and 08/20219

Wording of question

<p>since 3/2019</p> <p>By how many percent do you think the real GDP in Germany will change in the year listed below compared to the respective previous year? (percentage indication with one decimal possible)</p> <p>2020: ____%</p>	<p>Further information</p> <p>related to gdp1 gdp3</p>
--	--

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No. Name Label Survey period Survey frequency

3.118) **han_heat_occ** weather - occurrence: heat wave West and East 05/2019 once

Wording of question

<p>since 5/2019</p> <p>Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years ?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>Yes [1]</td> <td>No [2]</td> </tr> </table> <p>Heat wave</p>	Yes [1]	No [2]	<p>Further information</p>
Yes [1]	No [2]		

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010

2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.119)	han_cold_occ	weather - occurrence: cold wave	West and East 05/2019	once
--------	--------------	---------------------------------	-----------------------	------

Wording of question

since 5/2019	Further information	
<p>Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years ?</p>		
	Yes [1]	No [2]
Cold wave		

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.120)	han_drought_occ	weather - occurrence: Drought	West and East 05/2019	once
--------	-----------------	-------------------------------	-----------------------	------

Wording of question

since 5/2019	Further information	
<p>Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years ?</p>		
	Yes [1]	No [2]
Drought		

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.121)	han_rain_occ	weather - occurrence: heavy rain	West and East 05/2019	once
--------	--------------	----------------------------------	-----------------------	------

Wording of question

since 5/2019	Further information	
<p>Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years ?</p>		
	Yes [1]	No [2]

Heavy rain									
Time span of variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.122)	han_storm_occ	weather - occurrence: storms	West and East 05/2019	once
--------	---------------	------------------------------	-----------------------	------

Wording of question

<p>since 5/2019</p> <p>Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years ?</p> <table border="1"> <tr> <td></td> <td>Yes [1]</td> <td>No [2]</td> </tr> <tr> <td>Storms</td> <td></td> <td></td> </tr> </table>		Yes [1]	No [2]	Storms			Further information
	Yes [1]	No [2]					
Storms							

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.123)	han_heat_imp	weather - impact: heatwaves	West and East 05/2019	once
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Wording of question

<p>since 5/2019</p> <p>Did these extreme weather conditions have an impact on the value added of your firm?</p> <table border="1"> <tr> <td></td> <td>Positive [1]</td> <td>None [2]</td> <td>Negative [3]</td> </tr> <tr> <td>Heatwaves</td> <td></td> <td></td> <td></td> </tr> </table>		Positive [1]	None [2]	Negative [3]	Heatwaves				Further information
	Positive [1]	None [2]	Negative [3]						
Heatwaves									

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.124)

han_cold_imp

weather - impact: coldwaves

West and East 05/2019

once

Wording of question

since 5/2019				Further information		
Did these extreme weather conditions have an impact on the value added of your firm?						
	Positive [1]	None [2]	Negative [3]			
Coldwaves						

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.125)

han_drought_imp

weather - impact: drought

West and East 05/2019

once

Wording of question

since 5/2019				Further information		
Did these extreme weather conditions have an impact on the value added of your firm?						
	Positive [1]	None [2]	Negative [3]			
Drought						

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.126)

han_rain_imp

weather - impact: heavy rain

West and East 05/2019

once

Wording of question

since 5/2019				Further information		
Did these extreme weather conditions have an impact on the value added of your firm?						
	Positive [1]	None [2]	Negative [3]			
Heavy rain						

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
------	------	------	------	------	------	------	------	------	------

2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.127)	han_storm_imp	weather - impact: storms	West and East 05/2019	once

Wording of question

since 5/2019	<p>Did these extreme weather conditions have an impact on the value added of your firm?</p>			Further information
	Positive [1]	None [2]	Negative [3]	
Storms				

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.128)	han_heat_inc	weather - incidence and intensity: heatwaves	West and East 05/2019	once

Wording of question

since 5/2019	<p>Does your firm expect any change in the frequency or intensity of certain extreme weather conditions?</p>			Further information only online
	Increase [1]	No change [2]	Decrease [3]	
Heatwaves				

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.129)	han_cold_inc	weather - incidence and intensity: coldwaves	West and East 05/2019	once

Wording of question

	Further information
--	---------------------

since 5/2019

Does your firm expect any change in the frequency or intensity of certain extreme weather conditions?

	Increase [1]	No change [2]	Decrease [3]
Coldwaves			

only online

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.130)	han_drought_inc	weather - incidence and intensity: drought	West and East 05/2019	once

Wording of question

since 5/2019

Does your firm expect any change in the frequency or intensity of certain extreme weather conditions?

	Increase [1]	No change [2]	Decrease [3]
Drought			

Further information
only online

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.131)	han_rain_inc	weather - incidence and intensity: heavy rain	West and East 05/2019	once

Wording of question

since 5/2019

Does your firm expect any change in the frequency or intensity of certain extreme weather conditions?

	Increase [1]	No change [2]	Decrease [3]
Heavy rain			

Further information
only online

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010

2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label	Survey period	Survey frequency
3.132)	han_storm_inc	weather - incidence and intensity: storms	West and East 05/2019	once

Wording of question

<p>since 5/2019</p> <p>Does your firm expect any change in the frequency or intensity of certain extreme weather conditions?</p> <table border="1"> <tr> <td></td><td>Increase [1]</td><td>No change [2]</td><td>Decrease [3]</td></tr> <tr> <td>Storms</td><td></td><td></td><td></td></tr> </table>		Increase [1]	No change [2]	Decrease [3]	Storms				Further information only online
	Increase [1]	No change [2]	Decrease [3]						
Storms									

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label	Survey period	Survey frequency
3.133)	han_heat_prep	weather - prepared: heatwaves	West and East 05/2019	once

Wording of question

<p>since 5/2019</p> <p>Is your firm currently prepared for possibly negative consequences of extreme weather conditions (e.g., by supplementary insurances, reserves, technical arrangements, other measures)?</p> <table border="1"> <tr> <td></td><td>Yes [1]</td><td>No [2]</td><td>Not necessary [3]</td></tr> <tr> <td>Heatwaves</td><td></td><td></td><td></td></tr> </table>		Yes [1]	No [2]	Not necessary [3]	Heatwaves				Further information only online
	Yes [1]	No [2]	Not necessary [3]						
Heatwaves									

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label	Survey period	Survey frequency
3.134)	han_cold_prep	weather - prepared: coldwaves	West and East 05/2019	once

Wording of question

<p>since 5/2019</p> <p>Is your firm currently prepared for possibly negative consequences of extreme weather conditions (e.g., by supplementary insurances, reserves, technical arrangements, other measures)?</p> <table border="1"> <tr> <td></td><td></td><td></td><td>Not necessary</td></tr> </table>				Not necessary	Further information only online
			Not necessary		

	Yes [1]	No [2]	Not necessary [3]
Coldwaves			

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.135)	han_drought_prep	weather - prepared: drought	West and East 05/2019	once

Wording of question

since 5/2019

Is your firm **currently prepared** for possibly **negative consequences** of extreme weather conditions (e.g., by supplementary insurances, reserves, technical arrangements, other measures)?

	Yes [1]	No [2]	Not necessary [3]
Drought			

Further information
only online

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.136)	han_rain_prep	weather - prepared: Heavy rain	West and East 05/2019	once

Wording of question

since 5/2019

Is your firm **currently prepared** for possibly **negative consequences** of extreme weather conditions (e.g., by supplementary insurances, reserves, technical arrangements, other measures)?

	Yes [1]	No [2]	Not necessary [3]
Heavy rain			

Further information
only online

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	

					EAST
--	--	--	--	--	------

No.	Name	Label	Survey period	Survey frequency
3.137)	han_storm_prep	weather - prepared: storms	West and East 05/2019	once

Wording of question

<p>since 5/2019</p> <p>Is your firm currently prepared for possibly negative consequences of extreme weather conditions (e.g., by supplementary insurances, reserves, technical arrangements, other measures)?</p> <table border="1"> <thead> <tr> <th></th> <th>Yes [1]</th> <th>No [2]</th> <th>Not necessary [3]</th> </tr> </thead> <tbody> <tr> <td>Storms</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Yes [1]	No [2]	Not necessary [3]	Storms				<p>Further information only online</p>																																																				
	Yes [1]	No [2]	Not necessary [3]																																																										
Storms																																																													
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th><th>2000</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th><th>2020</th> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>		1991	1992	1993	1994	1995	1996	1997	1998	1999	2000											2001	2002	2003	2004	2005	2006	2007	2008	2009	2010											2011	2012	2013	2014	2015	2016	2017	2018	2019	2020										
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000																																																				
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010																																																				
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020																																																				

No.	Name	Label	Survey Period	Survey Frequency
3.138)	han_log_services_avail	business activities hindered by logistics services: availability	West and East 06/2019	once

Wording of question

<p>since 6/2019</p> <p>How strongly was your business activity hindered by the following characteristics of logistics services in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p> <table border="1"> <thead> <tr> <th></th> <th>1 [1]</th> <th>2 [2]</th> <th>3 [3]</th> <th>4 [4]</th> <th>5 [5]</th> </tr> </thead> <tbody> <tr> <td>Availability</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		1 [1]	2 [2]	3 [3]	4 [4]	5 [5]	Availability						<p>Further information</p>																																																
	1 [1]	2 [2]	3 [3]	4 [4]	5 [5]																																																								
Availability																																																													
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th><th>2000</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th><th>2020</th> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>		1991	1992	1993	1994	1995	1996	1997	1998	1999	2000											2001	2002	2003	2004	2005	2006	2007	2008	2009	2010											2011	2012	2013	2014	2015	2016	2017	2018	2019	2020										
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000																																																				
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010																																																				
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020																																																				

No.	Name	Label	Survey Period	Survey Frequency
3.139)	han_log_services_prices	business activities hindered by logistics services: prices	West and East 06/2019	once

Wording of question

<p>since 6/2019</p> <p>How strongly was your business activity hindered by the following characteristics of logistics services in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p> <table border="1"> <thead> <tr> <th></th> <th>not at all [1]</th> <th>very little [2]</th> <th>little [3]</th> <th>strong [4]</th> <th>very strong [5]</th> </tr> </thead> <tbody> <tr> <td>Prices</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]	Prices						<p>Further information</p>
	not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]								
Prices													

Time span of variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
3.140)	han_log_services_punct	business activities hindered by logistics services: punctuality	West and East 06/2019	once

Wording of question

since 6/2019						Further information
<p>How strongly was your business activity hindered by the following characteristics of logistics services in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p>						
		not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Punctuality						

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
3.141)	han_log_services_qual	business activities hindered by logistics services: quality	West and East 06/2019	once

Wording of question

since 6/2019						Further information
<p>How strongly was your business activity hindered by the following characteristics of logistics services in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p>						
		not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Quality						

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
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3.142) **han_deliv_services_avail** business activities hindered by logistics services for deliveries: availability **West and East 06/2019** once

Wording of question

since 6/2019						Further information				
<p>If you are also selling your products online: How strongly was your business activity hindered by the following characteristics of logistics services for customer delivery in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p>										
						not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Availability										

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
-----	------	-------	---------------	------------------

3.143) **han_deliv_services_prices** business activities hindered by logistics services for deliveries: prices **West and East 06/2019** once

Wording of question

since 6/2019						Further information				
<p>If you are also selling your products online: How strongly was your business activity hindered by the following characteristics of logistics services for customer delivery in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p>										
						not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Prices										

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
-----	------	-------	---------------	------------------

3.144) **han_deliv_services_punct** business activities hindered by logistics services for deliveries: punctuality **West and East 06/2019** once

Wording of question

since 6/2019						Further information				
<p>If you are also selling your products online: How strongly was your business activity hindered by the following characteristics of logistics services for customer delivery in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p>										
						not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Punctuality										

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
------	------	------	------	------	------	------	------	------	------

2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
3.145)	han_deliv_services_qual	business activities hindered by logistics services for deliveries: quality	West and East 06/2019	once

Wording of question

<p>since 6/2019</p> <p><i>If you are also selling your products online</i> : How strongly was your business activity hindered by the following characteristics of logistics services for customer delivery in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p> <table border="1"> <tr> <td></td> <td>not at all [1]</td> <td>very little [2]</td> <td>little [3]</td> <td>strong [4]</td> <td>very strong [5]</td> </tr> <tr> <td>Quality</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>		not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]	Quality						Further information
	not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]								
Quality													

Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey Period	Survey Frequency
3.146)	han_deliv_services_stat	business activities hindered by logistics services for deliveries: only stationary	West and East 06/2019	once

Wording of question

<p>since 6/2019</p> <p><i>If you are also selling your products online</i> : How strongly was your business activity hindered by the following characteristics of logistics services for customer delivery in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong)</p> <p>Products are only sold stationary [1]</p>	Further information
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Time span of variable

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.147)	han_invit_lj	investment in Software/database last year	West and east since 05/2019	May

Wording of question

May 2019	Further information
----------	---------------------

Special question investments
(only in May and November)

Last year our investments were (20YY** compared to 20WW**)	Total investments
	-Software/ Datenbases
	+ [1]
	- [2]
	- [3]

20YY = previous year
20WW = preprevious year
e.g. if question was in 2019: 20YY=2018 and 20WW=2017

3.35) han_invest_lj
3.36) han_incon_lj
3.37) han_inveq_lj
3.38) han_invest_dj
3.39) han_incon_dj
3.40) han_inveq_dj
3.41) han_invest_nj
3.42) han_incon_nj
3.43) han_inveq_nj
3.105) han_invit_dj
3.106) han_invit_nj

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	EAST

Label in data set:
+ = increased [1]
= = not changed [2]
- = decreased [3]

No.	Name	Label	Survey period	Survey frequency
3.148)	han_csal_lq	percentage change of sales in field xy - last quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

By what percentage did your sales change in quartal "i"*

change by: % (please insert positive or negative integral numbers) [1]

I don't know [3]

Further information

Percentage change of sales in field XY - last quarter

**"i" either denotes the previous quarter or the current quarter
Example:

If the question was posed at the beginning of the fourth quarter the the question refers to the previous third quarter. If it is posed at the end of the second quarter, it refers to the second quarter

Further notes:
[1] = A value was stated
[3] = "I don't know" was stated

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.149)	han_csal_lq_v	values: percentage change of sales in field xy - last quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

By what percentage did your sales change in quartal "i"*

change by: % (please insert positive or negative integral numbers)

Further information

Values: percentage change of sales in field XY - last quarter

**"i" either denotes the previous quarter or the current quarter
Example:

If the question was posed at the beginning of the fourth quarter the the question refers to the previous third quarter. If it is posed at

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

the end of the second quarter, it refers to the second quarter

No.	Name	Label	Survey period	Survey frequency
3.150)	han_csai_nqbc	best case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey

Wording of question

<p>since 01/2019</p> <p>By what percentage are your sales going to change in quarter "k"??</p> <p>best case: <input type="text"/> % (please insert positive or negative integral numbers) [1]</p> <p>I don't know [3] <input type="text"/></p>	<p>Further information</p> <p>Change of sales in field XY next quarter (best case)</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p> <p>If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p>
--	---

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

Further notes:
 [1] = A value was stated
 [3] = "I don't know" was stated

No.	Name	Label	Survey period	Survey frequency
3.151)	han_csai_nqbc_v	values: best case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey

Wording of question

<p>since 01/2019</p> <p>By what percentage are your sales going to change in quarter "k"??</p> <p>best case: <input type="text"/> % (please insert positive or negative integral numbers)</p>	<p>Further information</p> <p>Denotion of values: Change of sales in field XY next quarter (best case)</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p>
---	--

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

No.	Name	Label	Survey period	Survey frequency
3.152)	han_csal_nqac	average case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

By what percentage are your sales going to change in quarter "k"??

average case: % (please insert positive or negative integral numbers) [1]

I don't know [3]

Further information

Change of sales in field XY next quarter (average case)

**"k" either denotes the following quarter or the current quarter
Example:

If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

Further notes:

[1] = A value was stated
[3] = "I don't know" was stated

No.	Name	Label	Survey period	Survey frequency
3.153)	han_csal_nqac_v	values: average case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

By what percentage are your sales going to change in quarter "k"??

average case: % (please insert positive or negative integral numbers)

Further information

Denotation of values: Change of sales in field XY next quarter (average case)

**"k" either denotes the following quarter or the current quarter
Example:

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

No.	Name	Label	Survey period	Survey frequency
3.154)	han_csai_nqwc	worst case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

By what percentage are your sales going to change in quarter "k"??

worst case: % (please insert positive or negative integral numbers) [1]

I don't know [3]

Further information

Change of sales in field XY next quarter (worst case)

k either denotes the following quarter or the current quarter
Example:

If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST
									EAST

Further notes:
[1] = A value was stated
[3] = "I don't know" was stated

No.	Name	Label	Survey period	Survey frequency
3.155)	han_csai_nqwc_v	values: worst case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

By what percentage are your sales going to change in quarter "k"??

worst case: % (please insert positive or negative integral numbers)

Further information

Denotation of values: Change of sales in field XY next quarter (worst case)

k either denotes the following quarter or the current quarter
Example:

If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST
									EAST

No.	Name	Label	Survey period	Survey frequency
3.156)	han_psalinc	probability of sales increase - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

How do you evaluate the probability that the sales in your field increase in quarter "k"??

Further information

Probability of sales increase next quarter

probability is % (please enter integral numbers) [1]

probability is between % and % (please enter integral numbers) [2]

I don't know [3]

k either denotes the following quarter or the current quarter
Example:

If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

Further notes:
[1] = A single value was stated
[2] = range of values was stated
[3] = "I don't know" was stated

No.	Name	Label	Survey period	Survey frequency
3.157)	han_psalinc_min	lower bound: probability of sales increase - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

How do you evaluate the probability that the sales in your field increase in quarter "k**"

probability is between % and % (please enter integral numbers)

Further information
Denoted lower bound: probability of sales increase next quarter

k either denotes the following quarter or the current quarter
Example:

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

Further notes:
The variable indicates the lower one of the two denoted values

No.	Name	Label	Survey period	Survey frequency
3.158)	han_psalinc_max	upper bound: probability of sales increase - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019

How do you evaluate the probability that the sales in your field increase in quarter "k**"

probability is between % and % (please enter integral numbers)

Further information
Denoted upper bound: probability of sales increase next quarter

k either denotes the following quarter or the current quarter
Example:

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
------	------	------	------	------	------	------	------	------	------

If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST
									EAST

Further notes:
The variable indicates the higher one of the two denoted values

No.	Name	Label	Survey period	Survey frequency
3.159)	han_psalinc_sv	single value: probability of sales increase - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019	Further information
How do you evaluate the probability that the sales in your field increase in quarter "k"?	Single value: probability of sales increase next quarter
probability is <input type="text"/> % (please enter integral numbers)	**"k" either denotes the following quarter or the current quarter Example:
Time span of variable	If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980 1981 1982 1983 1984 1985 1986 1987 1988 1989	Further notes:
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999	If only one value is inserted it is contained within this variable
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	
WEST	
EAST	

No.	Name	Label	Survey period	Survey frequency
3.160)	han_psalstead	probability of steady sales - next quarter	West and East since 01/2019	quarterly survey

Wording of question

since 01/2019	Further information
How do you evaluate the probability of steady sales in your field in quarter "k"??	Probability of steady sales next quarter
probability is <input type="text"/> % (please enter integral numbers) [1]	**"k" either denotes the following quarter or the current quarter Example:
probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers) [2]	If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
I don't know [3] <input type="text"/>	Further notes:
Time span of variable	[1] = A value was stated [2] = range of values was stated [3] = "I don't know" was stated
1980 1981 1982 1983 1984 1985 1986 1987 1988 1989	
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999	

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

No.	Name	Label	Survey period	Survey frequency
3.161)	han_psalstead_min	lower bound: probability of steady sales - next quarter	West and East since 01/2019	quarterly survey

Wording of question

<p>since 01/2019</p> <p>How do you evaluate the probability of steady sales in your field in quarter "k"??</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)</p>	<p>Further information</p> <p>Denoted lower bound: Probability of steady sales next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p>
--	---

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

Further notes:
The variable indicates the lower one of the two denoted values

No.	Name	Label	Survey period	Survey frequency
3.162)	han_psalstead_max	upper bound: probability of steady sales - next quarter	West and East since 01/2019	quarterly survey

Wording of question

<p>since 01/2019</p> <p>How do you evaluate the probability of steady sales in your field in quarter "k"??</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)</p>	<p>Further information</p> <p>Denoted upper bound: Probability of steady sales next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p>
--	---

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

Further notes:
The variable indicates the higher one of the two denoted values

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

4. Standard questions for department stores in percentage

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.1) han_questpercansw11 % to statebus good West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the state of business "good" see 2.1) statebus
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.2) han_questpercansw12 % to statebus satisfiable West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the state of business "satisfiable" see 2.1) statebus
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.3) han_questpercansw13 % to statebus bad West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the state of business "bad" see 2.1) statebus
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.4) han_questpercansw21 % to busvoly higher West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.5) han_questpercansw22 % to busvoly as high as last year West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
------	------	------	------	------	------	------	------	------	------	---------------------

WEST										Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.6)	han_questpercansw23	% to busvoly lower	West 01/1990 to 01/2006	monthly survey

Time span of variable

Further information										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										Percentage of department stores whose business volume is "lower" than last year see 2.2) busvoly
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.7)	han_questpercansw31	% to busvolm higher	West 01/1990 to 01/2002	monthly survey

Time span of variable

Further information										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										Percentage of department stores whose business volume is "higher" than previous month see 2.3) busvolm
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.8)	han_questpercansw32	% to busvolm as high as last year	West 01/1990 to 01/2002	monthly survey

Time span of variable

Further information										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										Percentage of department stores whose business volume is "about the same" compared to previous month see 2.3) busvolm
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.9)	han_questpercansw33	% to busvolm lower	West 01/1990 to 01/2002	monthly survey

Time span of variable

Further information										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										Percentage of department stores whose business volume is "lower" than previous month see 2.3) busvolm
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.10)	han_questpercansw41	% to feedst insufficient	West 01/1990 to 01/2006	monthly survey

Time span of variable

Further information										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										Percentage of department stores appraising their feedstock "insufficient" see 2.4) feedst
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.11) han_questpercansw42 % to feedst satisfiable West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their feedstock "satisfiable"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.4) feedst

No. Name Label Survey period Survey frequency

4.12) han_questpercansw43 % to feedst too much West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their feedstock "too much"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.4) feedst

No. Name Label Survey period Survey frequency

4.13) han_questpercansw51 % to prvpmm increased West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "increased" their prices compared to previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.5) prvpmm

No. Name Label Survey period Survey frequency

4.14) han_questpercansw52 % to prvpmm not changed West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have "not changed" their prices compared to last month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.5) prvpmm

No. Name Label Survey period Survey frequency

4.15) han_questpercansw53 % to prvpmm decreased West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "lowered" their prices compared to last month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.5) prvpmm

No. Name Label Survey period Survey frequency

4.16) han_questpercansw61 % to exprr increasing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect "increasing" prices
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.6) exprr

--	--	--	--	--	--	--	--	--	--	--

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.17) **han_questpercansw62** % to exppr not changing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect prices to "stay about the same" see 2.6) exppr
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.18) **han_questpercansw63** % to exppr decreasing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect "decreasing" prices see 2.6) exppr
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.19) **han_questpercansw71** % to ords raising West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "increased" their orders compared to last year see 2.7) ords
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.20) **han_questpercansw72** % to ords not changing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have their orders compared to last year see 2.7) ords
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency						
4.21)	han_questpercansw73	% to ords falling	West 01/1990 to 01/2006	monthly survey						
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "decreased" "not changed" their orders compared to last year see 2.7) ords
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency						
4.22)	han_questpercansw81	% to busdevv more favourable	West 01/1990 to 01/2006	monthly survey						
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "more favourable" see 2.8) busdevv
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency						
4.23)	han_questpercansw82	% to busdevv not changing	West 01/1990 to 01/2006	monthly survey						
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "staying about the same" see 2.8) busdevv
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency						
4.24)	han_questpercansw83	% to busdevv more unfavourable	West 01/1990 to 01/2006	monthly survey						
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "less favourable" see 2.8) busdevv
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

5. Klassifikationsumrechnungstabelle

sector_wz03 auf amtliche WZ2003-Klassifikation

ifo-classification (sector_wz03)	Official WZ2003-Klassifikation
50120	50.10.2
50131	50.10.3 (ifo-spezifische Aufteilung)
50132	
50320	50.30.2
50330	50.30.3
50420	50.40.2
50430	50.40.3
50500	50.5
51210	51.21
51240	51.24
51290	51.22 & 51.23 & 51.25
51310	51.31
51340	51.34
51350	51.35
51370	51.37
51390	51.39
51410	51.41
51423	51.42.3
51429	51.42.4 & 51.42.5
51432	51.43.2
51433	51.43.3
51434	51.43.4
51440	51.44 (ohne Tapeten)
51450	51.45
51460	51.46
51473	51.47.3
51474	51.47.4
51476	51.47.6
51477	51.47.7
51478	51.47.8
51510	51.51
51522	51.52.2
51523	51.52.3
51532	51.53.2
51533	51.53.3
51534	51.53.4
51536	51.53.6
51537	51.53.7
51543	51.54.3
51549	51.54.2 & 51.54.4
51550	51.55
51560	51.56
51570	51.57

ifo-classification (sector_wz03)	Official WZ2003-Klassifikation
51810	51.81
51820	51.82
51840	51.84
51850	51.85
51860	51.86
51870	51.87
51880	51.88
52110	52.11
52120	52.12
52250	52.25
52260	52.26
52290	52.21 & 52.22 & 52.23 & 52.24 & 52.27
52310	52.31
52330	52.33
52410	52.41
52420	52.42
52421	52.42.1
52422	52.42.2
52423	52.42.3
52430	52.43
52431	52.43.1
52432	52.43.2
52440	52.44
52441	52.44.1
52443	52.44.3
52444	52.44.4
52447	52.44.7
52451	52.45.1
52452	52.45.2
52460	52.46
52471	52.47.1
52472	52.47.2 & 52.47.3
52485	52.48.5
52486	52.48.6
52491	52.49.1 & 52.49.2
52493	52.49.3 & 52.49.4
52495	52.49.5
52496	52.49.6
52497	52.49.7
52498	52.49.8
52499	Teil von 52.49.9
52600	52.6
52800	Teil von 52.49.9