



List of variables

Ifo Business Survey Trade

Data: 1/1990-12/2019

As of February 2020

Contents	Page 1-5
Description of variables	Page 6-104

LMU-ifo Economics & Business Data Center (EBDC)

Poschingerstr. 5
81679 Munich

List of variables - test of economic cycle - trade

1. Variables of identification
2. Standard questions
3. Special questions
4. Standard questions of the department stores in percentage

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
3.172)	han_uncert_tax	uncertainty in future demand due to: tax	Unsicherheit der Nachfrageentwicklung durch: Steuern
3.173)	han_uncert_trade	uncertainty in future demand due to: trade war	Unsicherheit der Nachfrageentwicklung durch: Handelskrieg
3.174)	han_uncert_exc	uncertainty in future demand due to: exchange rate	Unsicherheit der Nachfrageentwicklung durch: Wechselkurs
3.175)	han_uncert_econ	uncertainty in future demand due to: general economic development	Unsicherheit der Nachfrageentwicklung durch: Allgemeine Wirtschaftsentwicklung
3.176)	han_uncert_unempl	uncertainty in future demand due to: unemployment rate	Unsicherheit der Nachfrageentwicklung durch: Arbeitslosenquote
3.177)	han_uncert_inflation	uncertainty in future demand due to: inflation	Unsicherheit der Nachfrageentwicklung durch: Inflation
3.178)	han_uncert_intrate	uncertainty in future demand due to: interest rate	Unsicherheit der Nachfrageentwicklung durch: Zins/EZB Geldpolitik

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 busvoly higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vorjahr ist
4.5)	han_questpercansw22	% to busvoly as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vorjahr ist
4.6)	han_questpercansw23	% to busvoly 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 exprr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exprr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exprr 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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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	

2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
------	------	------	------	------	------	------	------	------	------

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 Special id for firms with detailed answers see 4. Standard questions of department stores in percentage
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

1.6)	han_weight	weight	West 01/1990 to 01/2006 East and West since 02/2006	monthly survey monthly survey
------	------------	--------	--	----------------------------------

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

1.7)	han_westeast	western eastern	West 01/1990 to 01/2006 East and West since 02/2006	monthly survey monthly survey
------	--------------	-----------------	--	----------------------------------

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

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

WEST	4 "[04] Bremen"	Western-Pomerania"
EAST	5 "[05] Lower Saxony"	13 "[13] Brandenburg
2010	6 "[06] Nordrhein-Westphalia"	(incl. Berlin East)"
2011	7 "[07] Rhineland-Palatinate"	14 "[14] Saxony-Anhalt"
2012	8 "[08] Hesse"	15 "[15] Saxony"
2013	9 "[09] Baden-Wuerttemberg"	16 "[16] Thuringia"
2014		
2015		
2016		
2017		
2018		
2019		
WEST		
EAST		
2020		
2021		
2022		
2023		
2024		
2025		
2026		
2027		
2028		
2029		

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

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

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

1.10)	han_id2	identification number (part2)	West 01/1990 to 01/2006	monthly survey
-------	---------	-------------------------------	-------------------------	----------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										identification number (part2) 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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

1.11)	han_id3	identification number (part3)	West 01/1990 to 01/2006	monthly survey
-------	---------	-------------------------------	-------------------------	----------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										identification number (part3) 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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Running number of plant
EAST										

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	4 digits
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
WEST										
EAST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label	Survey period	Survey frequency
1.15)	han_plantnumeast	information id for east germany	East 01/1991 to 06/1998	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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
						WEST			
						EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

Identification id, composed of W203 number, 13 digits

digit 1-6: 1.14) sec3
digit 7-8: 1.15) fedstaifo
digit 9-13: 1.11) runnum

W203 Nummer
Bundesland entsprechend ifo Codierung
Laufende Firmennummer

No.	Name	Label	Survey period	Survey frequency
1.17)	sector_wz03	sector number W203	West 01/1990 to 01/2006 East 07/1998 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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
						WEST			
						EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

Further information

ifo-internal classification, which is based on the WZ2003. Further information in 5.

5 digits

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

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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

Further information

KT sector number

5 digits KT number

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
						EAST			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

Further information

ifo sector number for East Germany (This is a completely 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.

No.	Name	Label	Survey period	Survey frequency
1.20)	sector_total	sector name trade	East since 01/1991	monthly survey

West since 01/1990										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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

1.21)	han_typequ	type of questionnaire	East 07/1998 to 01/2006	monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Type of questionnaire Differentiates which branches are shown on the questionnaire retail: wholesale: [1] e.g.: "toys" etc. [1] e.g.: "wood" etc. [2] e.g.: "photography products" € [2] e.g.: "household goods" etc. [3] e.g.: "Books" etc. [3] e.g.: "bicycles" etc.
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
EAST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

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
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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						
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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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								WEST		
EAST								EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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								WEST		
EAST								EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

2.5)	han_busvolm	business volume versus past	West 01/1990 to 01/2002 East 01/1991 to 01/2002	monthly survey monthly survey
------	-------------	-----------------------------	--	----------------------------------

Wording of question

<p>since 01/1990 to 11/2001</p> <p>Appraisal and development in the moth of survey Compared to last month our revenue is</p> <p style="text-align: center;">higher [1] not changed [2] lower [3]</p>	<p>Further information</p> <p>Business volume compared to the previous month</p> <p>West 01/1990 to 01/2006 [.] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example: 4.7) questpercansw31 [50] 4.8) questpercansw32 [30] 4.9) questpercansw33 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																		
<p>01/2002</p> <p>Current situation / new tendencies Within the last 2-3 months, under elimination of seasonal fluctuations, our revenue</p> <p style="text-align: center;">increased [1] remained about the same [2] decreased [3]</p>																																																			
<p>Time span of variable</p> <table border="1"> <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>WEST</td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></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>WEST</td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td></tr> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST	EAST									2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST	EAST									2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																										
WEST	EAST																																																		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																										
WEST	EAST																																																		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

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

Wording of question

<p>01/1990 - 06/2018</p> <p>Current situation* We rate our current feedstock as</p> <p style="text-align: center;">too little [1] satisfiable [2] too much [3]</p>	<p>Further information</p> <p>appraisal of feedstock</p> <p>* 01/1990 to 11/2001 Appraisal and development in the moth of survey 01/2002 und 02/2002 Current situation / new tendencies</p> <p>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]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p> <p>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.</p>																																																																						
<p>Time span of variable</p> <table border="1"> <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>WEST</td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></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>WEST</td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></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>WEST</td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td></tr> </table>	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									2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
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																																																																						
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																																														

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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
Current situation
 Last month our prices were

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

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

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									
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

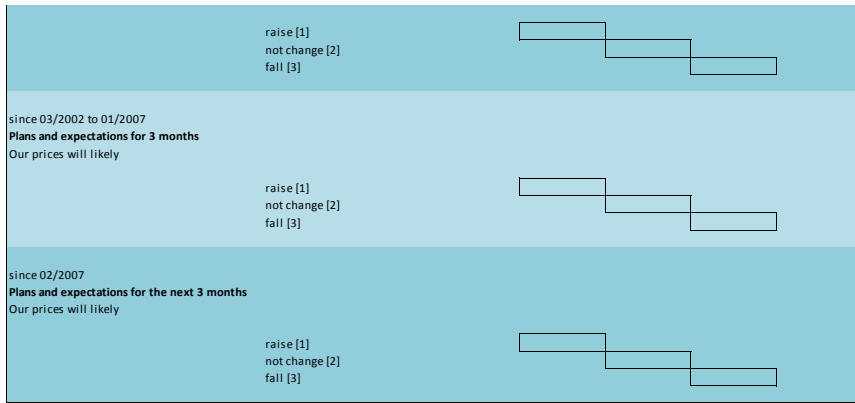
2.9)	han_expr	expected prices	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
------	----------	-----------------	---	--

Wording of question

01/1990 to 02/2002
Plans and expectations
 Within the next 3 months our prices will likely

Further information

Expected prices



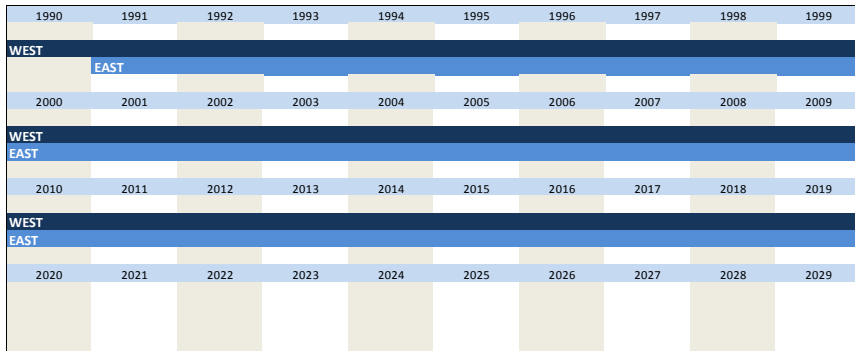
West 01/1990 to 01/2006
 [9] = answer of department stores in percentage
 All of the answers of the department stores are aggregated here and expressed as a percentage

Example:

- 4.16) questpercansw61 [50]
- 4.17) questpercansw62 [30]
- 4.18) 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



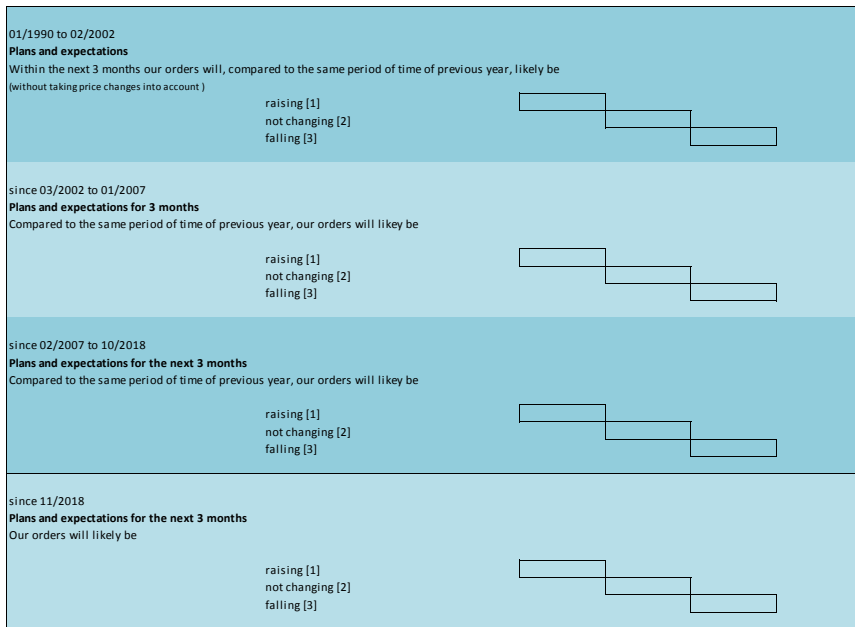
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

2.10) han_ordr 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

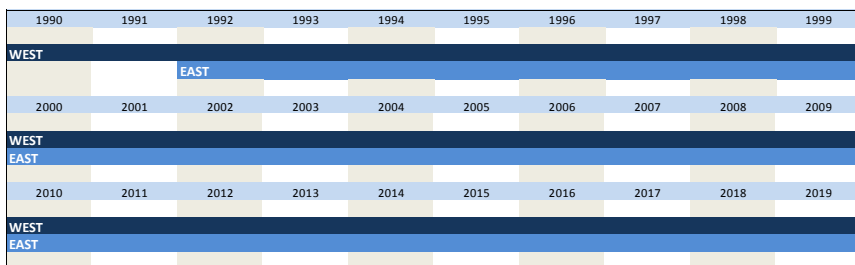
Example:

- 4.19) questpercansw71 [50]
- 4.20) questpercansw72 [30]
- 4.21) 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



2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
------	------	------	------	------	------	------	------	------	------

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

Wording of question

01/1990 to 02/2002
Plans and expectations
Within the next 6 months, under elimination of seasonal fluctuations, our business development will be

more favourable [1]
not changing [2]
less favourable [3]

since 03/2002 to 01/2007
Expectations for 6 months
Under elimination of seasonal fluctuations, our business development will be

more favourable [1]
not changing [2]
less favourable [3]

since 02/2007
Expectations for the next 6 months
Under elimination of seasonal fluctuations, our business development will be

more favourable [1]
not changing [2]
less favourable [3]

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

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									
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

2.12) han_comexp_sl business development (VAS)

East and West since 01/2017

monthly survey

Wording of question

since 01/2017
Expectations for the next 6 months
Under elimination of seasonal fluctuations, our business development will be

0 less favourable 50 not changing 100 more favourable

Further information

business development (slider)

online only

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									
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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 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

2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

3. Sonderfragen

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

3.1)	han_empl	employees	West von 10/2001 to 10/2005	annual survey, Oct
------	----------	-----------	-----------------------------	--------------------

Wording of question

East von 10/2000 to 10/2005
East and West since 02/2006

annual survey, Oct*
annual survey, Nov**

since 10/2000
Number of employed persons (incl. helping family members, apprentices, temporary employees)***:
We occupy about persons in our company.

Further information
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

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									
OST									
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

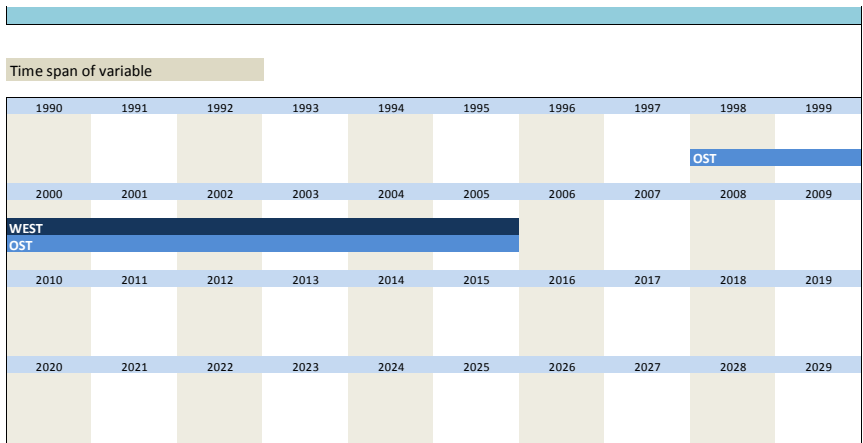
3.2) han_totu total turnover

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

West 10/2000			Further information		
Last year our total turnover was			Total turnover		
	less than 1/2 MM DM	<input type="text"/>	Since October 2001:		
	1/2 - 1 " "	<input type="text"/>	uniform size class for Eastern and		
	1 - 2 " "	<input type="text"/>	Western Germany		
	2 - 5 " "	<input type="text"/>	This data, which is inquired once a year,		
	5 - 10 " "	<input type="text"/>	is needed for weighting purposes		
	10 - 50 " "	<input type="text"/>			
	50 - 100 " "	<input type="text"/>			
	more than 100 " "	<input type="text"/>			
East 10/1998 to 10/2000					
Last year the size range of our revenue (without sales tax) was					
	< 500 000 DM	<input type="text"/>			
	DM 500 000 to 1 million	<input type="text"/>			
	1 to < 2 M DM	<input type="text"/>			
	2 to < 5 M DM	<input type="text"/>			
	5 to < 10 M DM	<input type="text"/>			
	10 to < 25 M DM	<input type="text"/>			
	25 M DM and more	<input type="text"/>			
10/2001					
Last business year our total turnover was (in DM):					
	less than 0,5 M	<input type="text"/>			
	0,5 - 1,0 "	<input type="text"/>			
	1,0 - 2,0 "	<input type="text"/>			
	2,0 - 5,0 "	<input type="text"/>			
	5,0 - 10,0 M	<input type="text"/>			
	10,0 - 25,0 "	<input type="text"/>			
	25,0 - 50,0 "	<input type="text"/>			
	50,0 - 100,0 "	<input type="text"/>			
	more than 100 M	<input type="text"/>			
since 10/2002 to 10/2005, since 11/2006 to 11/2008					
Last business year our total turnover was (in Euro):					
	less than 0,25 M	<input type="text"/>			
	0,25 - 0,5 "	<input type="text"/>			
	0,5 - 1,0 "	<input type="text"/>			
	1,0 - 2,5 "	<input type="text"/>			
	2,5 - 5,0 M	<input type="text"/>			
	5,0 - 12,5 "	<input type="text"/>			
	12,5 - 25,0 "	<input type="text"/>			
	25,0 - 50,0 "	<input type="text"/>			
	more than 50 M	<input type="text"/>			
since 11/2009					
Last business year our total turnover was (in Euro):					
	less than 0,25 M	<input type="text"/>			
	0,25 - 0,5 "	<input type="text"/>			
	0,5 - 1,0 "	<input type="text"/>			
	1,0 - 2,5 "	<input type="text"/>			
	2,5 - 5,0 M	<input type="text"/>			
	5,0 - 12,5 M	<input type="text"/>			
	12,5 - 25,0 "	<input type="text"/>			
	25,0 - 50,0 "	<input type="text"/>			
	50,0 - 1,0 bn	<input type="text"/>			
	more than 1,0 bn	<input type="text"/>			



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

since 01/1991

Our sales activity is currently constrained

yes [1] no [2]

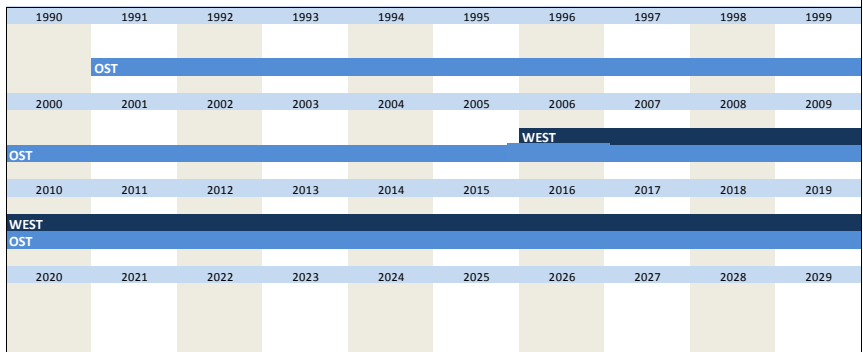
Further information

constraints to production

No inquiry in May 1992

[3]: Conflict - here, "no" was chosen , but for any constraining factor (3.4) han_diffsup to 3.11) han_othrea, "yes" was crossed.

Time span of variable



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

since 01/1991

Our sales activity is currently constrained.

If yes, by

difficulties of supply [1]

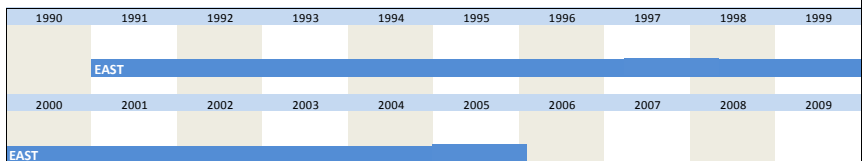
namely

Further information

difficulties of supply

No inquiry in May 1992

Time span of variable



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. If yes, by</p> <p style="text-align: center;">weak demand [1] <input type="text"/></p>	<p>Further information</p> <p>weak demand</p>																																																																																
<p>Time span of variable</p> <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 colspan="6"></td><td style="background-color: #004a99; color: white;">WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td style="background-color: #004a99; color: white;">OST</td><td colspan="3"></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="6"></td><td style="background-color: #004a99; color: white;">WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td style="background-color: #004a99; color: white;">OST</td><td colspan="3"></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td></tr> </table>		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				2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
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																																																																											
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																																																								

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 style="text-align: center;">difficulties in financing [1] <input type="text"/></p>	<p>Further information</p> <p>difficulties in financing</p> <p>No inquiry in May 1992</p>																																																																																
<p>Time span of variable</p> <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 colspan="6"></td><td style="background-color: #004a99; color: white;">OST</td><td colspan="3"></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 colspan="6"></td><td style="background-color: #004a99; color: white;">WEST</td><td colspan="3"></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="6"></td><td style="background-color: #004a99; color: white;">WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td style="background-color: #004a99; color: white;">OST</td><td colspan="3"></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td></tr> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999							OST				2000	2001	2002	2003	2004	2005	2006	2007	2008	2009							WEST				2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										OST				2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																																								
						OST																																																																											
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																																								
						WEST																																																																											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																																								
						WEST																																																																											
						OST																																																																											
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																																																								

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 style="text-align: center;">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 style="text-align: center;">lack of skilled labor [1] <input type="text"/></p>											
<p>Time span of variable</p> <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> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		

3.10) han_weather unfavourable weather

East 02/1994 to 01/2006
East and West since 04/2006

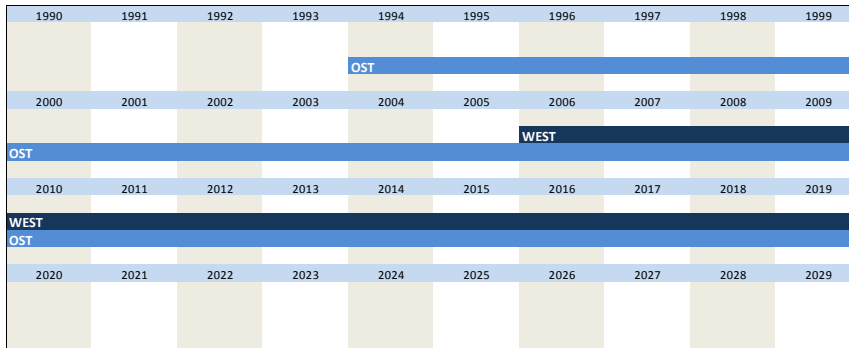
monthly survey
Jan, Apr, Jul, Oct

Wording of question

since 02/1994
Our sales activity is currently constrained.
If yes, by
unfavourable weather [1]

Further information
Unfavourable weather
No inquiry in May 1992

Time span of variable



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

3.11) bau_mplack constraints: lack of manpower

West since 07/2018
East since 07/2018

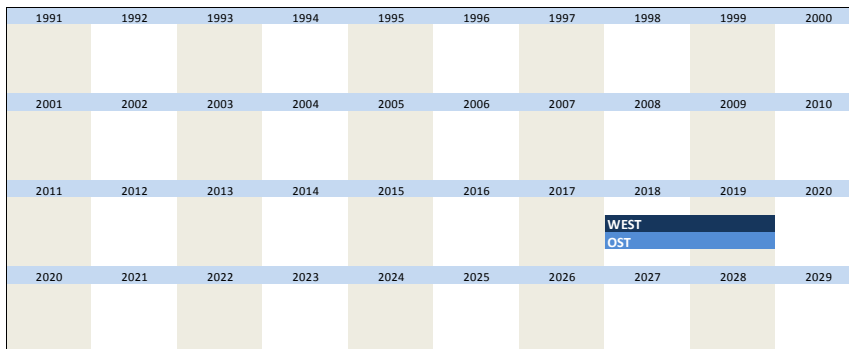
Jan, Apr, Jul, Oct
Jan, Apr, Jul, Oct

Wording of question

since 07/2018
The construction activity/ execution of orders is currently/ was constrained.*
If yes, due to:
lack of manpower [1]

Further information
Lack of manpower

Time span of variable



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]

Further information
Other reasons
No inquiry in May 1992

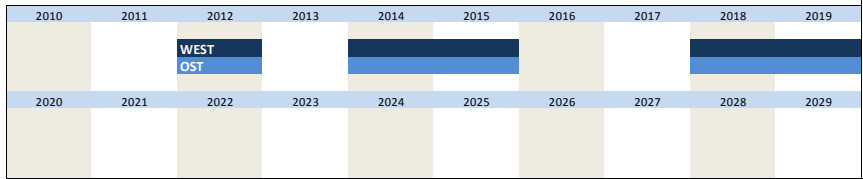
since 07/2018
Our sales activity is currently constrained.
If yes, by
other reasons [1]

Time span of variable



Is your company represented as an exhibitor at an international specialized fair?
 [...]
 If yes, at international specialized fairs
 - in Germany [1]

Time span of variable



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

3.16)	han_fairhx_e	exhibitor at an international specialized fair in a foreign European country	East and West since 06/2012	irregularly, Jun
-------	--------------	--	-----------------------------	------------------

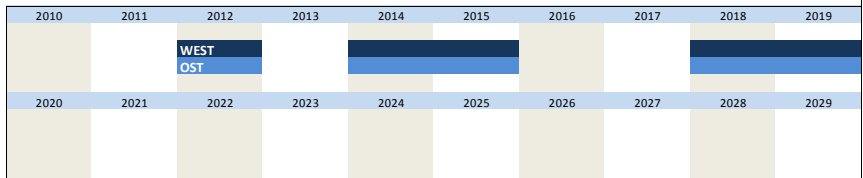
Wording of question

06/2012
 Is your company represented as an exhibitor at an international specialized fair?
 [...]
 If yes, at international specialized fairs
 - in a foreign European country [1]

Further information

Exhibitor at an international specialized fair in a foreign European country

Time span of variable



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

3.17)	han_fairhx_ne	exhibitor at an international specialized fair in a country outside Europe	East and West since 06/2012	irregularly, Jun
-------	---------------	--	-----------------------------	------------------

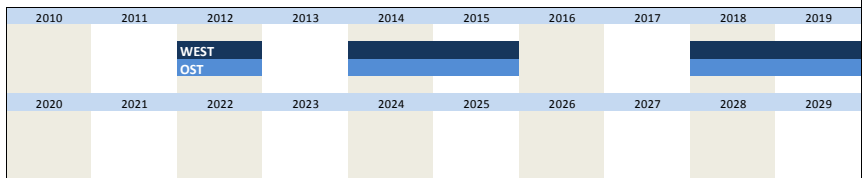
Wording of question

06/2012
 Is your company represented as an exhibitor at an international specialized fair?
 [...]
 If yes, at international specialized fairs
 - in a country outside of Europe [1]

Further information

Exhibitor at an international specialized fair in a country outside of Europe

Time span of variable



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

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

Wording of question

06/2012
 Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?

Further information

Exhibitor at an international specialized fair during the next 2-3 years

yes [1] no [2]

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<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>- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany during the next 2-3 years</p>																														
<p>Time span of variable</p> <table border="1"> <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></td><td></td><td>WEST OST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td></tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST								2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																						
		WEST OST																													
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																						

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

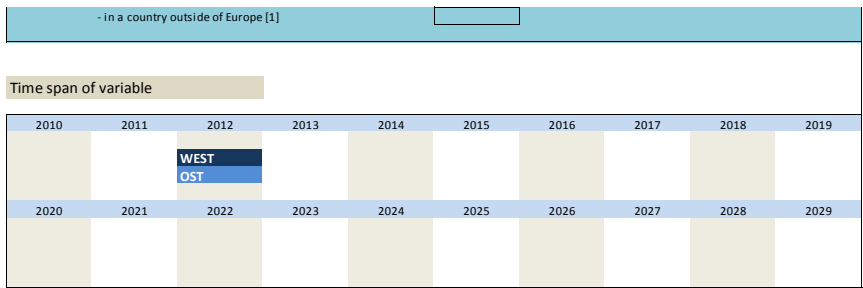
Wording of question

<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>- 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 during the next 2-3 years</p>																														
<p>Time span of variable</p> <table border="1"> <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></td><td></td><td>WEST OST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td></tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST								2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																						
		WEST OST																													
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																						

No.	Name	Label	Survey period	Survey frequency
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

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>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years</p>
--	--



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

Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>Germany</p> <p>very important [1] important [2] less important [3] unimportant [4]</p>	<p>Further information</p> <p>Importance of flight connections in Germany</p>
<p>Time span of variable</p>	

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

Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>Europe</p> <p>very important [1] important [2] less important [3] unimportant [4]</p>	<p>Further information</p> <p>Importance of flight connections in Europe</p>
<p>Time span of variable</p>	

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

Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>worldwide</p> <p>very important [1] important [2] less important [3] unimportant [4]</p>	<p>Further information</p> <p>Importance of flight connections worldwide</p>
--	--

Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST OST						
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.25)	han_fambus	family business	East and West 02/2014	once
-------	------------	-----------------	-----------------------	------

Wording of question

02/2014		Further Information
<p>D) For research purposes?</p> <p>Do you envision yourself as a family business? (This means a company whose voting capital is held predominately by one or more families that are connected)</p> <p><input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]</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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.26)	han_minim1	minimum wage q1	East and West 11/2014	once
-------	------------	-----------------	-----------------------	------

Wording of question

11/2014		Further information
<p>1. 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]</p>		

Time span of variable

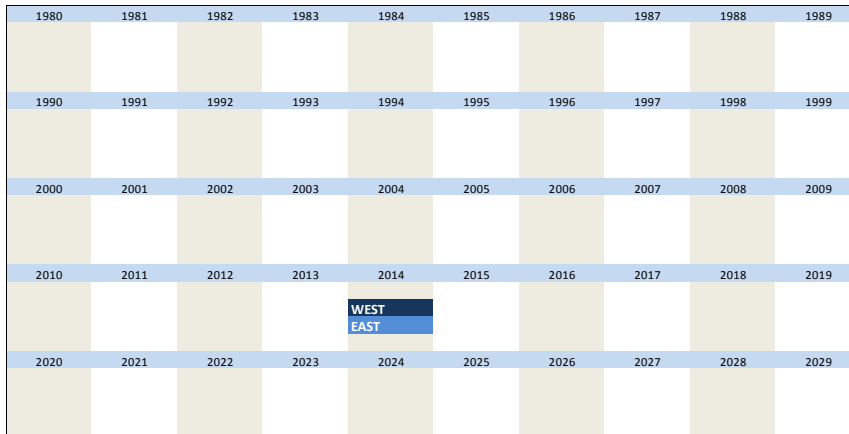
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST EAST					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.27)	han_minim2	minimum wage q2	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] No measures necessary or scheduled</p>	Further information
--	---------------------

Time span of variable

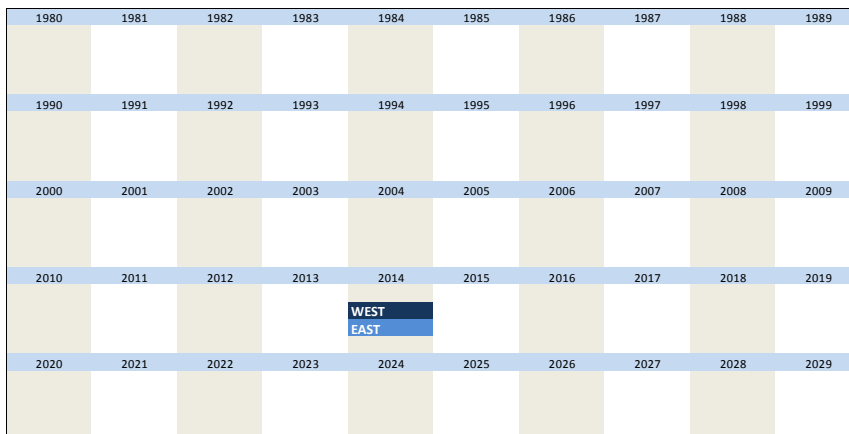


No.	Name	Label	Survey period	Survey frequency
3.28)	han_minim3	minimum wage q3	East and West 11/2014	once

Wording of question

<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] personnel cuts</p>	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

<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 type="checkbox"/> yes <input 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 working hours</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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.30)	han_minim5	minimum wage q5	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 type="checkbox"/> yes <input 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
--	---------------------

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.31)	han_minim6	minimum wage q6	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.</p>	Further information
---	---------------------

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 investment

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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 special payments

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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?

Further information

[1] other									
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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

05/2015	Further information
Investments and revenue 3) compared to last year our total revenue this year will likely increase [1] <input type="text"/> not change [2] <input type="text"/> decrease [3] <input type="text"/>	

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

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

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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

05/2015

Investments and revenue
1) Last year (20YY* compared to 20WW**) our investments were

**Total investments,
thereof in: construction**

increased [1]

not changed [2]

decreased [3]

Further information

*20YY means last year
e.g.: If the question was posed in 2015:
20YY=2014

*20WW means two years ago
e.g.: If the question was posed in 2015:
20WW=2013

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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

05/2015

Investments and revenue
1) Last year (20YY* compared to 20WW**) our investments were

**Total investments,
thereof in: equipment**

increased [1]

not changed [2]

decreased [3]

Further information

*20YY means last year
e.g.: If the question was posed in 2015:
20YY=2014

*20WW means two years ago
e.g.: If the question was posed in 2015:
20WW=2013

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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>Total investments</th> </tr> </thead> <tbody> <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> </tbody> </table>		Total investments	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								
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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
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>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:</p>
---	---

decrease [3]

since 11/2018

Special question investments
(only in May and November)

In the current year our investments (20WW** compared to 20XX**)	Total investments	
	- Construction	
	+ [1]	<input type="text"/>
	= [2]	<input type="text"/>
- [3]	<input type="text"/>	

20YY=2014

20XX = last year
20WW = this year

Label in data set:
+ = increased [1]
= = not changed [2]
- = decreased [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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

3.40) han_inveq_dj investment in equipment this year East and West since 05/2015 twice a year (May, Nov.)

Wording of question

05/2015

Investments and revenue

1) In the current year (20XX* compared to 20YY**) our investments will likely

**Total investments,
thereof in: equipment**

increase [1]

not change [2]

decrease [3]

Further information

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

**20YY means last year
e.g.: If the question was posed in 2015:
20YY=2014

since 11/2018

Special question investments
(only in May and November)

In the current year our investments (20WW** compared to 20XX**)	Total investments	
	- Equipment	
	+ [1]	<input type="text"/>
	= [2]	<input type="text"/>
- [3]	<input type="text"/>	

20XX = last year
20WW = this year

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

	- [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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

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

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <div style="text-align: center;"> <p>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> </div>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>										
<p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <div style="display: flex; align-items: center;"> <div style="border: 1px solid #ccc; padding: 5px; margin-right: 10px;"> <p>Next year our investments will likely be (20NN** compared to 20WW**)</p> </div> <table border="1" style="border-collapse: collapse;"> <tr><th colspan="2">Total investments</th></tr> <tr><td colspan="2" style="text-align: center;">- Equipment</td></tr> <tr><td style="text-align: center;">+ [1]</td><td></td></tr> <tr><td style="text-align: center;">= [2]</td><td></td></tr> <tr><td style="text-align: center;">- [3]</td><td></td></tr> </table> </div>	Total investments		- Equipment		+ [1]		= [2]		- [3]		<p>Label in data set: += increased [1] = not changed [2] - = decreased [3]</p>
Total investments											
- Equipment											
+ [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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

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

3.44)	han_ref1	refugees question 1	East and West 10/2015	once
-------	----------	---------------------	-----------------------	------

Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>trainees <input type="text"/> <input type="text"/></p>	Further Information																																																		
<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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>unskilled aid workers <input type="text"/> <input type="text"/></p>	Further Information																																																		
<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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>skilled workers <input type="text"/> <input type="text"/></p>	Further Information										
<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> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

10/2015	Further Information
<p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>leading positions <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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

10/2015	Further Information
<p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>other positions <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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

3.49)	han_ref6	refugees question 6	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 style="text-align: center;">[1] little [2] much</p> <p>labor law-related provisions <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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.50)	han_ref7	refugees question 7	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 style="text-align: center;">[1] little [2] much</p> <p>unfit level of qualification <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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.51)	han_ref8	refugees question 8	East and West 10/2015	once
-------	----------	---------------------	-----------------------	------

Wording of question

<p>10/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p style="text-align: center;">minimum wage <input type="text"/> <input type="text"/></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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<p>10/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p style="text-align: center;">lack of language skills <input type="text"/> <input type="text"/></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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p style="text-align: center;">[1] yes [2] no</p> <p style="text-align: center;"><input type="text"/> <input type="text"/></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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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 <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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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	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?	
employee reduction <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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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	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? working hour reduction <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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.57)	han_minim_post5	measures: increased prices	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? 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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.58)	han_minim_post6	measures: decreased investment	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? decreased investment <input type="text"/> [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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.59)	han_minim_post7	measures: decreased special payments	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? decreased special payments <input type="text"/> [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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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 <input type="text"/> [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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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? <div style="border: 1px solid black; padding: 2px; display: inline-block;">minijobs were transformed into insurable employment</div> <div style="border: 1px solid black; padding: 2px; display: inline-block; margin-left: 20px;">[1]</div>	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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.62)	han_minim_post10	new 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? <div style="border: 1px solid black; padding: 2px; display: inline-block;">new insurable employment was generated</div> <div style="border: 1px solid black; padding: 2px; display: inline-block; margin-left: 20px;">[1]</div>	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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
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"> <tr> <td>employment relationships did not change</td> <td>[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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.64)	han_credities	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"> <tr><td>[1] amount and conditions as expected</td></tr> <tr><td>[2] amount as expected, worse conditions</td></tr> <tr><td>[3] conditions as expected, lower amount</td></tr> <tr><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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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

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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

06/2016 What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; display: flex; justify-content: space-around; margin-top: 10px;"> financing of an investment [1] </div>	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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

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

Wording of question

06/2016 What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; display: flex; justify-content: space-around; margin-top: 10px;"> others [1] </div>	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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

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

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? <div style="display: flex; justify-content: space-around; margin-top: 10px;"> yes [1] <input type="text"/> no [2] <input type="text"/> </div>	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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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 no:
 Are you planning to introduce online trade within the next 12 months?

yes [1] no [2]

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

mid tier
 Does your company have more than 4 managers?

yes [1] no [2]

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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

09/2016	Further information
<p>mid tier</p> <p>Does at least one of your managers hold shares of your company</p> <p>yes [1] <input type="checkbox"/> no [2] <input type="checkbox"/></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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

09/2016	Further information
<p>mid tier</p> <p>Would you rate your company as a "mid tier" company?</p> <p>yes [1] <input type="checkbox"/> no [2] <input type="checkbox"/></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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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="checkbox"/> [1] positive influence</p> <p><input type="checkbox"/> [2] no influence</p> <p><input type="checkbox"/> [3] business reducing</p> <p><input type="checkbox"/> [4] business endangering</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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

<p>03/2017</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input type="checkbox"/> [1] yes <input type="checkbox"/> [2] no</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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

<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"/> yes</p> <p>Banks behaved ... in these</p> <p><input type="checkbox"/> (1) accomodating</p> <p><input type="checkbox"/> (2) normal</p> <p><input type="checkbox"/> (3) reserved</p>	Further information
<p>since 09/2018</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p>If yes, Banks behaved ... in these</p> <p><input type="checkbox"/> (1) accomodating</p> <p><input type="checkbox"/> (2) normal</p> <p><input type="checkbox"/> (3) reserved</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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<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>	Further information
<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		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<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]	<p>Further information</p> <p>online only</p>
Yes [1]	No [2]		

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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"> <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]		

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.82)	han_negint_agree	negative interest actions: bank agreements	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"> <tr> <td>Negotiation with bank</td> <td>Yes [1]</td> </tr> </table>	Negotiation with bank	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Negotiation with bank	Yes [1]		

negotiation with bank									
Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.83)	han_negint_change	negative interest actions: change of bank	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"> <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]		

Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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"> <tr> <td>Higher cash ratio</td> <td>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									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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>Further information</p> <p>multiple nominations are possible</p>
--	---

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

Shift to other financial assets and prepayment credit	Yes [1]
---	---------

online only

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

Rearrangements of funds to other segments of the company	Yes [1]
--	---------

Further information

multiple nominations are possible

online only

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

(Early) conducting (additional) investments	Yes [1]
---	---------

Further information

multiple nominations are possible

online only

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.88)

han_negint_oth

negative interest actions: other

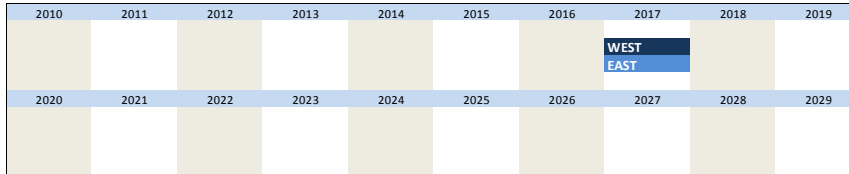
East and West since 06/2017

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: auto; margin-right: auto;"> <tr> <td style="width: 150px;">Other: please specify</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td style="height: 20px;"></td> <td></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]				

Time span of variable



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

3.89)

han_negint_burden

burden of negative interest rates on profit situation

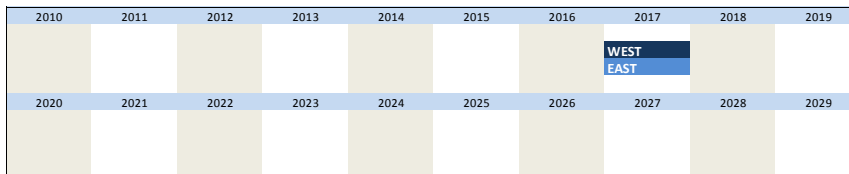
East and West since 06/2017

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: auto; margin-right: auto;"> <tr> <td style="width: 80px;">highly significant [1]</td> <td style="width: 80px;">significantly [2]</td> <td style="width: 100px;">negligible or not at all [3]</td> </tr> <tr> <td style="height: 20px;"></td> <td></td> <td></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]					

Time span of variable



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

3.90)

han_negint_banks

number of relationship banks

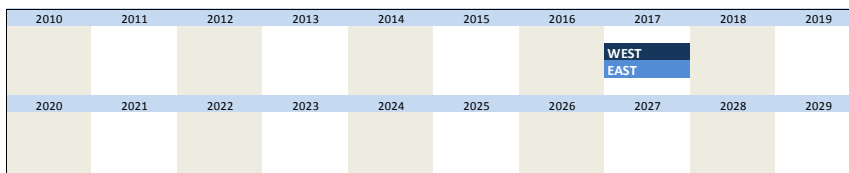
East and West since 06/2017

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 your main bank?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 60px;">0 [0]</td> <td style="width: 60px;">1 [1]</td> <td style="width: 60px;">2 [2]</td> <td style="width: 60px;">3 [3]</td> <td style="width: 60px;">4 [4]</td> <td style="width: 100px;">More than 4 [5]</td> </tr> <tr> <td style="height: 20px;"></td> <td></td> <td></td> <td></td> <td></td> <td></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



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>	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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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]	Further Information
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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Mrz 18	Further Information
--------	---------------------

Tax reform in the USA

Due to the tax reform the tax burden of your company will on the

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Mrz 18

Tax reform in the USA

Due to the tax reform the tax burden of your company will on the

long term	decrease [1]	stay the same [2]	increase [3]

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Wording of question

Mrz 18

Tax reform in the USA

How will you (as a company) react to the US-tax reform?

Exports to the USA	decrease [1]	no change [2]	increase [3]

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
								WEST EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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"> <tr> <td>Imports from the USA</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></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]						

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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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"> <tr> <td>Investment in the US</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	Investment in the US	decrease [1]	no change [2]	increase [3]					Further Information
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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<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: 20px;"> <tr> <td>Investment in Germany</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> </table>	Investment in Germany	decrease [1]	no change [2]	increase [3]	Further information
Investment in Germany	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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

<p>since 07/2018</p> <p>In the past quarter the average customer frequency was ...</p> <p>a) local office</p> <table style="margin-left: 20px;"> <tr> <td>high [1]</td> <td rowspan="4"> </td> </tr> <tr><td>seasonal [2]</td></tr> <tr><td>low [3]</td></tr> <tr><td>no local office [4]</td></tr> </table>	high [1]		seasonal [2]	low [3]	no local office [4]	Further information
high [1]						
seasonal [2]						
low [3]						
no local office [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		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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)?

_____%

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

Further information

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

related to gdp3 gdp4

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

Further information

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

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

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

Special question investments
(only in May and November)

Total investments
-Software/ Datenbases
+ [1]
= [2]
- [3]

In the **current year** our investments (20WW** compared to 20XX**)

Further information

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

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Special question investments
(only in May and November)

Total investments
-Software/ Datenbases
+ [1]
= [2]
- [3]

Next year our investments will likely be (20YY** compared to 20WW**)

Further information

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

Time span of variable

Label in data set:

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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

+ = 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		
<p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <table border="1"> <tr> <td>management</td><td>[1]</td></tr> </table>	management	[1]	
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		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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	Further information		
<p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <table border="1"> <tr> <td>Finance / Controlling / Accounting</td><td>[1]</td></tr> </table>	Finance / Controlling / Accounting	[1]	
Finance / Controlling / Accounting	[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		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

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

<p>since 11/2018</p> <p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content;"> Sale / Marketing [1] </div>	<p>Further information</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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

<p>since 11/2018</p> <p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content;"> Other, description: _____ [1] </div>	<p>Further information</p> <p>These comments are not part of the KT-Dataset. For access they have to be requested at EBDC, seperately.</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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

<p>since 11/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content;"> Owner / Director / Authorised officer / Board member [1] </div>	<p>Further information</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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

<p>since 11/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <p>manager / head of department [1]</p>	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

<p>since 11/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <p>Team leader [1]</p>	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

since 3/2019

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)

2019: _____%

Further information

related to gdp1 gdp4

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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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"> <tr> <td></td><td>Yes [1]</td><td>No [2]</td></tr> <tr> <td>Heat wave</td><td></td><td></td></tr> </table>		Yes [1]	No [2]	Heat wave			<p>Further information</p>
	Yes [1]	No [2]					
Heat 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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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	
Where there any incidents of extrem weather conditions in the region , where your firm is settled, in the last 10 years ?			
	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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	
Where there any incidents of extrem weather conditions in the region , where your firm is settled, in the last 10 years ?			
	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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	
Where there any incidents of extrem weather conditions in the region , where your firm is settled, in the last 10 years ?			
	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.122)	han_storm_occ	weather - occurrence: storms	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> <table border="1"> <thead> <tr> <th></th> <th>Yes [1]</th> <th>No [2]</th> </tr> </thead> <tbody> <tr> <td>Storms</td> <td></td> <td></td> </tr> </tbody> </table>			Yes [1]	No [2]	Storms				
	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.123)	han_heat_imp	weather - impact: heatwaves	West and East 05/2019	once

Wording of question

since 5/2019		Further information								
<p>Did these extreme weather conditions have an impact on the value added of your firm?</p> <table border="1"> <thead> <tr> <th></th> <th>Positive [1]</th> <th>None [2]</th> <th>Negative [3]</th> </tr> </thead> <tbody> <tr> <td>Heatwaves</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>			Positive [1]	None [2]	Negative [3]	Heatwaves				
	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.124)	han_cold_imp	weather - impact: coldwaves	West and East 05/2019	once

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>Coldwaves</td><td></td><td></td><td></td></tr> </table>		Positive [1]	None [2]	Negative [3]	Coldwaves				Further information
	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.125)	han_drought_imp	weather - impact: drought	West and East 05/2019	once

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>Drought</td><td></td><td></td><td></td></tr> </table>		Positive [1]	None [2]	Negative [3]	Drought				Further information
	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

<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" style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td>Positive [1]</td> <td>None [2]</td> <td>Negative [3]</td> </tr> <tr> <td>Heavy rain</td> <td></td> <td></td> <td></td> </tr> </table>		Positive [1]	None [2]	Negative [3]	Heavy rain				<p>Further information</p>																																
	Positive [1]	None [2]	Negative [3]																																						
Heavy rain																																									
<p>Time span of variable</p> <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> <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> <tr><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td><td>2030</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	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
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																																
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030																																

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

3.127)

han_storm_imp

weather - impact: storms

West and East 05/2019

once

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" style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td>Positive [1]</td> <td>None [2]</td> <td>Negative [3]</td> </tr> <tr> <td>Storms</td> <td></td> <td></td> <td></td> </tr> </table>		Positive [1]	None [2]	Negative [3]	Storms				<p>Further information</p>																																
	Positive [1]	None [2]	Negative [3]																																						
Storms																																									
<p>Time span of variable</p> <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> <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> <tr><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</td><td>2030</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	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
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																																
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030																																

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

<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" style="margin-left: auto; margin-right: auto;"> <tr> <td>Increase [1]</td> <td>No change [2]</td> <td>Decrease [3]</td> </tr> </table>	Increase [1]	No change [2]	Decrease [3]	<p>Further information</p> <p>only online</p>
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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
								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

<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" style="margin-left: auto; margin-right: auto;"> <tr> <td>Increase [1]</td> <td>No change [2]</td> <td>Decrease [3]</td> </tr> </table> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>Coldwaves</td> <td></td> <td></td> <td></td> </tr> </table>	Increase [1]	No change [2]	Decrease [3]	Coldwaves				<p>Further information</p> <p>only online</p>
Increase [1]	No change [2]	Decrease [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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
								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

<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" style="margin-left: auto; margin-right: auto;"> <tr> <td>Increase [1]</td> <td>No change [2]</td> <td>Decrease [3]</td> </tr> </table> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>Drought</td> <td></td> <td></td> <td></td> </tr> </table>	Increase [1]	No change [2]	Decrease [3]	Drought				<p>Further information</p> <p>only online</p>
Increase [1]	No change [2]	Decrease [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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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	Further information only online								
<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>Heavy rain</td> <td></td> <td></td> <td></td> </tr> </table>		Increase [1]	No change [2]	Decrease [3]	Heavy rain				
	Increase [1]	No change [2]	Decrease [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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
								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

since 5/2019	Further information only online								
<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				
	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
								WEST EAST	

	Yes [1]	No [2]	Not necessary [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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

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]
Storms			

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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"> <tr> <td></td> <td>1 [1]</td> <td>2 [2]</td> <td>3 [3]</td> <td>4 [4]</td> <td>5 [5]</td> </tr> <tr> <td>Availability</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>		1 [1]	2 [2]	3 [3]	4 [4]	5 [5]	Availability						Further information
	1 [1]	2 [2]	3 [3]	4 [4]	5 [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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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"> <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>Prices</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]	Prices						Further information
	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

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

<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" style="margin-left: auto; margin-right: auto;"> <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>Punctuality</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]	Punctuality						Further information
	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

<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" style="margin-left: auto; margin-right: auto;"> <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>Quality</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]	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

3.142)	han_deliv_services_avail	business activities hindered by logistics services for deliveries: availability	West and East 06/2019	once
--------	--------------------------	---	-----------------------	------

Wording of question

Further information

since 6/2019

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)

	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

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)

	not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Prices					

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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

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)

	not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]
Punctuality					

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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>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> <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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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>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> <p>Products are only sold stationary [1]</p>	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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

WEST
EAST

2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
------	------	------	------	------	------	------	------	------	------

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

Special question investments
(only in May and November)

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

Further information

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_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
3.105) 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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
------	------	------	------	------	------	------	------	------	------

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

<p>since 01/2019</p> <p>By what percentage did your sales change in quarter "i"*</p> <p>change by: <input type="text"/> % (please insert positive or negative integral numbers)</p>	<p>Further information</p> <p>Values: percentage change of sales in field XY - last quarter</p> <p>**"i" either denotes the previous quarter or the current quarter</p> <p>Example:</p> <p>If the question was posed at the beginning of the fourth quarter 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</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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	<p>Further notes:</p> <p>[1] = A value was stated</p> <p>[3] = "I don't know" was stated</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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

No.	Name	Label	Survey period	Survey frequency
3.150)	han_csal_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>																																																		
<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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	<p>Further notes:</p> <p>[1] = A value was stated</p> <p>[3] = "I don't know" was stated</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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

No.	Name	Label	Survey period	Survey frequency
3.151)	han_csal_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>Denotation 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> <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>																																																																						
<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></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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		2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
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																																																															
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																																														

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

<p>since 01/2019</p> <p>By what percentage are your sales going to change in quarter "k"??</p> <p>average 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 (average 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> <p>Further notes:</p> <p>[1] = A value was stated</p> <p>[3] = "I don't know" was stated</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></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td></tr> <tr><td>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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		2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
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																																																															
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																																														

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

3.153) han_csai_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

<p>since 01/2019</p> <p>By what percentage are your sales going to change in quarter "k"??</p> <p>average case: <input type="text"/> % (please insert positive or negative integral numbers)</p>	<p>Further information</p> <p>Denotation of values: Change of sales in field XY next quarter (average case)</p> <p>"k" either denotes the following quarter or the current quarter 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>																																																		
<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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	<p>WEST</p> <p>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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

3.154) han_csai_nqwc_v worst 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>worst 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 (worst case)</p> <p>"k" either denotes the following quarter or the current quarter 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> <p>Further notes: [1] = A value was stated [3] = "I don't know" was stated</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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	<p>WEST</p> <p>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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

<p>since 01/2019</p> <p>By what percentage are your sales going to change in quarter "k"??</p> <p>worst case: <input type="text"/> % (please insert positive or negative integral numbers)</p>	<p>Further information</p> <p>Denotation of values: Change of sales in field XY next quarter (worst case)</p> <p>**k** either denotes the following quarter or the current quarter Example:</p> <p>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</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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	<p>WEST</p> <p>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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

<p>since 01/2019</p> <p>How do you evaluate the probability that the sales in your field increase in quarter "k"??</p> <p>probability is <input type="text"/> % (please enter integral numbers) [1]</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers) [2]</p> <p>I don't know [3] <input type="text"/></p>	<p>Further information</p> <p>Probability of sales increase next quarter</p> <p>**k** either denotes the following quarter or the current quarter Example:</p> <p>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</p> <p>Further notes: [1] = A single value was stated [2] = range of values was stated [3] = "I don't know" was stated</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>2020</td><td>2021</td><td>2022</td><td>2023</td><td>2024</td><td>2025</td><td>2026</td><td>2027</td><td>2028</td><td>2029</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	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	<p>WEST</p> <p>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																																										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029																																										

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

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

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)

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
								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

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
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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
								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

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

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

probability is % (please enter integral numbers)

Further information

Single value: probability of sales increase next quarter

**"k" either denotes the following quarter or the current 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

Further notes:
If only one value is inserted it is contained within this variable

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
<p>How do you evaluate the probability of steady sales in your field in quarter "k"??</p> <p>probability is <input type="text"/> % (please enter integral numbers) [1]</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers) [2]</p> <p>I don't know [3] <input type="text"/></p>	<p>Probability of steady sales next quarter</p> <p>**k" either denotes the following quarter or the current quarter 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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

since 01/2019	Further information
<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>Denoted lower bound: Probability of steady sales next quarter</p> <p>**k" either denotes the following quarter or the current quarter 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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

WEST
EAST

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

since 01/2019

How do you evaluate the probability of steady sales in your field in quarter "k"??

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

Further information

Denoted upper bound: Probability of steady sales 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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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 higher one of the two denoted values

WEST
EAST

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

3.163) han_psalstead_sv single value: probability of steady sales - next quarter West and East since 01/2019 quarterly survey

Wording of question

since 01/2019

How do you evaluate the probability of steady sales in your field in quarter "k"??

probability is % (please enter integral numbers)

Further information

Single value: Probability of steady sales 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

Further notes:

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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

If only one value is inserted it is contained within this variable

No.	Name	Label	Survey period	Survey frequency
3.164)	han_psaldec	probability of sales decrease - 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 that your sales decrease in quarter "k"*</p> <p>probability is <input type="text"/> % (please enter integral numbers) [1]</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers) [2]</p> <p>I don't know [3] <input type="text"/></p>	<p>Further information</p> <p>Probability of sales decrease next quarter</p> <p>**k" either denotes the following quarter or the current quarter 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
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

WEST
EAST

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

No.	Name	Label	Survey period	Survey frequency
3.165)	han_psaldec_min	lower bound: probability of sales decrease - 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 that your sales decrease 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 sales decrease next quarter</p> <p>**k" either denotes the following quarter or the current quarter Example:</p>
--	---

Time span of variable

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

Further notes:
The variable indicates the lower 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

3.166)	han_psaldec_max	upper bound: probability of sales decrease - 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 that your sales decrease 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 sales decrease next quarter</p> <p>*"k" either denotes the following quarter or the current quarter 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

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

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

3.167)	han_psaldec_sv	single value: probability of sales decrease - 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 that your sales decrease in quarter "k"*</p> <p>probability is <input type="text"/> % (please enter integral numbers)</p>	<p>Further information</p> <p>Single value: Probability of sales decrease next quarter</p> <p>*"k" either denotes the following quarter or the current quarter 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

Further notes:
If only one value is inserted it is contained within this 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

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name	Label	Survey period	Survey frequency
3.168)	han_share_online	share of retail channels of total sales: online shop	West and East since 08/2019	once

Wording of question

08/2019	Further information					
How large is the share of the following retail channels of your total sales?						
	<20% [1]	20-40% [2]	41-60% [3]	61-80% [4]	>80% [5]	not in use [6]
Online shop						

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		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.169)	han_share_mrktpl	share of retail channels of total sales: market place	West and East since 08/2019	once

Wording of question

08/2019	Further information					
How large is the share of the following retail channels of your total sales?						
	<20% [1]	20-40% [2]	41-60% [3]	61-80% [4]	>80% [5]	not in use [6]
Market places/ platform						

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		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

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

3.170)	han_mrktpl_num	development of importance of market places: number	West and East since 08/2019	once
--------	----------------	---	-----------------------------	------

Wording of question

08/2019	<p>In expectation, how will the importance of market places/platforms evolve in the next 5 years for your company? (1 = decrease, 2 = rather decrease, 3 = no change, 4 = rather increase, 5 = increase)</p>					Further information
	1 [1]	2 [2]	3 [3]	4 [4]	5 [5]	
Number of used market places/platforms						

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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

3.171)	han_mrktpl_sales	development of importance of market places: sales	West and East since 08/2019	once
--------	------------------	--	-----------------------------	------

Wording of question

08/2019	<p>In expectation, how will the importance of market places/platforms evolve in the next 5 years for your company?</p>					Further information
	1 [1]	2 [2]	3 [3]	4 [4]	5 [5]	
Total sales via market places/platforms						

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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

3.172)	han_uncert_tax	uncertainty in future demand due to: tax	West and East 12/2019	once
--------	----------------	--	-----------------------	------

Wording of question

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

08/2019

Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:

	no relevance [1]				high relevance [5]
Tax					

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

3.173)	han_uncert_trade	uncertainty in future demand due to: trade war	West and East 12/2019	once
--------	------------------	--	-----------------------	------

Wording of question

08/2019	Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:					Further information
	no relevance [1]				high relevance [5]	
Trade war						

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

3.174)	han_uncert_exc	uncertainty in future demand due to: exchange rate	West and East 12/2019	once
--------	----------------	--	-----------------------	------

Wording of question

08/2019	Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:					Further information
	no relevance [1]				high relevance [5]	
Exchange rate						

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.175)	han_uncert_econ	uncertainty in future demand due to: general economic development	West and East 12/2019	once

Wording of question

08/2019	Further information												
<p>Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:</p> <table border="1"> <tr> <td></td> <td>no relevance [1]</td> <td></td> <td></td> <td></td> <td>high relevance [5]</td> </tr> <tr> <td>General economic development</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>		no relevance [1]				high relevance [5]	General economic development						
	no relevance [1]				high relevance [5]								
General economic development													

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.176)	han_uncert_unempl	uncertainty in future demand due to: unemployment rate	West and East 12/2019	once

Wording of question

08/2019	Further information												
<p>Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:</p> <table border="1"> <tr> <td></td> <td>no relevance [1]</td> <td></td> <td></td> <td></td> <td>high relevance [5]</td> </tr> <tr> <td>Unemployment rate</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>		no relevance [1]				high relevance [5]	Unemployment rate						
	no relevance [1]				high relevance [5]								
Unemployment rate													

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
------	------	------	------	------	------	------	------	------	------

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

3.177)	han_uncert_inflation	uncertainty in future demand due to: inflation	West and East 12/2019	once
--------	----------------------	--	-----------------------	------

Wording of question

<p>08/2019</p> <p>Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td style="text-align: center;">no relevance [1]</td> <td></td> <td></td> <td></td> <td style="text-align: center;">high relevance [5]</td> </tr> <tr> <td style="border: none;">Inflation</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>		no relevance [1]				high relevance [5]	Inflation						Further information
	no relevance [1]				high relevance [5]								
Inflation													

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

3.178)	han_uncert_intrate	uncertainty in future demand due to: intrate	West and East 12/2019	once
--------	--------------------	--	-----------------------	------

Wording of question

<p>08/2019</p> <p>Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand:</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td style="text-align: center;">no relevance [1]</td> <td></td> <td></td> <td></td> <td style="text-align: center;">high relevance [5]</td> </tr> <tr> <td style="border: none;">Interest rate/EZB monetary policy</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>		no relevance [1]				high relevance [5]	Interest rate/EZB monetary policy						Further information
	no relevance [1]				high relevance [5]								
Interest rate/EZB monetary policy													

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
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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										
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 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										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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" see 2.4) feedst
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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										

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.4) feedst
WEST										

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

4.13)	han_questpercansw51	% to prvpm 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 Percentage of department stores that "increased" their prices compared to previous month
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										

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

4.14)	han_questpercansw52	% to prvpm 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 Percentage of department stores that have "not changed" their prices compared to last month
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										

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

4.15)	han_questpercansw53	% to prvpm 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 Percentage of department stores that "lowered" their prices compared to last month
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										

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

4.16)	han_questpercansw61	% to exppr 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 Percentage of department stores that expect "increasing" prices
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr
WEST										

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 Percentage of department stores that expect prices to "stay about the same"
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr
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